A bronze statue of Elvis Presley playing an acoustic guitar, set against a clear blue sky with some trees in the background. The statue is the central focus of the image, capturing him in a classic pose.

Society for Personality and Social Psychology

Annual Meeting
January 25-27, 2007
Memphis, Tennessee

Welcome to the 8th Annual Meeting of the Society of Personality and Social Psychology

It is our pleasure to welcome you to Memphis and to the 8th Annual meeting of SPSP. Defying all reasonable expectations, our society's annual meeting once again boasts the largest and most diverse program ever offered, including 66 symposia, Award addresses, opportunities to meet with funding agency representatives, over 1100 poster presentations, and 13 different pre-conferences. Memphis also has much to offer beyond its southern hospitality, as we hope you take the time to discover.

As is our tradition, we will begin our yearly extravaganza on Thursday evening, with an opening plenary session from 5:30 to 7:00 highlighted by the Presidential Symposium entitled "Being a Social Person and Why It Matters," organized by current SPSP President Harry Reis, which will feature talks by Mark Leary, Jack Dovidio, and Roxane Silver. Following the symposium, a reception will be held from 7:00 to 8:00 along with a poster session from 7:00 to 8:30.

Programming runs from 8:00 a.m. to 7:45 p.m. on both Friday and Saturday. The program features an invited symposium organized by Jack Brehm and Eddie Harmon-Jones, titled "Cognitive Dissonance Theory Celebrates 50th Birthday," and a special training committee symposium titled "The Agony and Ecstasy: Writing in Personality and Social Psychology." The other symposia cover a wide range of contemporary and enduring issues in personality and social psychology, including topics such as social neuroscience, evolutionary theory, culture, attachment theory, emotions, close relationships, intergroup relations, creativity, self-esteem, social exclusion, political psychology, self-regulation, intrinsic motivation, and the connection between the study of non-human primates and human social psychology.

Additionally, the program features Award addresses by Lew Goldberg, the winner of this year's Jack Block Award, and John Bargh, the winner of the Donald T. Campbell Award. Early morning sessions will feature symposia related to methodology, including "A Virtual Laboratory for the Social and Behavioral Sciences," chaired by Brian Nosek, and Incorporating the "Analysis of Archival Data into the Toolkit of the Social-Personality Psychologist," chaired by Kali Trzesniewski and M. Brent Donnellan. Other events include symposia organized by the Graduate Student and Diversity Committees, and Lunch Time opportunities to meet/chat with representatives from funding agencies (Amber Story and Kellina Craig-Henderson, NSF, Bob Croyle, National Cancer Institute, and Teri Levitin, National Institute on Drug Abuse). Check the schedule for other events and receptions, including the traditional Jam Session, this year slated for Friday night.

Organizing this conference takes the time and effort of many people, whose contributions we would like to acknowledge. Thanks to our colleagues on the SPSP Convention Committee, Julie Norem and Jeff Simpson. Thanks also to David Dunning for serving as the backstop for the whole operation. We especially appreciate his efforts in dissuading us from making some changes and encouraging us in making others (e.g., more sessions for symposia). Much credit also goes to the members of the Program Committee, who must work intensively in the middle of the summer when they could be on vacation, or better yet, spending uninterrupted time on their research. Given this sacrifice, we are most grateful to the members of the committee: Henk Aarts, Ximena Arriaga, Niall Bolger, Jennifer Richeson, Linda Skitka, Sheldon Solomon, Gary Stasser, and Jean Twenge. Finally, when it comes down to putting all of the pieces together and getting the whole endeavor to work, we owe a big thank you to Tara Miller and her staff at Tara Miller Events.

Stephen Harkins
Northeastern University
Chair, 2007 SPSP Convention Committee

Monica Biernat
University of Kansas
Chair, 2007 SPSP Program Committee

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Schedule of Events

Thursday, 1/25/07

- 8:00 am – 4:00 pm** **Pre-Conferences**
Attitudes, Close Relationships, Cultural Psychology, Developmental Perspectives on Intergroup Relations, Emotion, Evolutionary Psychology, Group Processes and Intergroup Relations, Judgment and Decision Making, Justice, Personality, Self and Identity, Social Cognition, and Teaching
- 3:00 – 8:00 pm** **Pre-Registration Check-In and On-Site Registration**
South Hall Lobby
- 5:30 – 7:00 pm** **2007 Presidential Symposium**
Ballrooms AB, Exhibit Hall Level
Title: "Being a Social Person and Why It Matters"
Chair: Harry Reis, University of Rochester
Speaker: Mark R. Leary, Duke University "The Mainspring of Social Action"
Speaker: John F. Dovidio, University of Connecticut "From 'Me and You' to 'Us and Them': Personal, Intragroup, and Intergroup Consequences of Being a Social Person"
Speaker: Roxane Cohen Silver, University of California, Irvine "Coping with Life's Tragedies"
- 6:45 – 8:45 pm** **Exhibits Open**
South Hall
- 7:00 – 8:00 pm** **Welcome Reception**
South Hall
- 7:00 – 8:30 pm** **Poster Session A**
South Hall

Friday, 1/26/07

- 7:30 am – 4:30 pm** **Pre-Registration Check-In and On-Site Registration**
South Hall Lobby
- 8:00 am – 8:00 pm** **Exhibits Open**
South Hall
- 8:00 – 9:30 am** **Poster Session B**
South Hall
- 8:00 – 8:30 am** **Continental Breakfast**
South Hall
- 8:15 – 9:30 am** **Special Session A**
SSI A VIRTUAL LABORATORY FOR THE SOCIAL AND BEHAVIORAL SCIENCES
Room L-6, Lobby Level
Chair: Brian Nosek, University of Virginia

SS2 TRAINING COMMITTEE OPEN SESSION, SPONSORED BY THE TRAINING COMMITTEE.

Room L-2, Lobby Level

Chairs: Theresa Vescio, Penn State University & Cathy Cozzarelli, Children's Defense Fund
The SPSP Training Committee invites all who are interested in discussing current and future training committee initiatives. Graduate students are especially encouraged to attend.

Symposia Session A

A1 THE ROLE OF PAIN SYSTEMS IN RESPONSE TO SOCIAL INJURY

Ballroom A, Exhibit Hall Level

Chair: Geoff MacDonald, University of Toronto

Discussant: Philip J. Corr, University of Wales Swansea

Speakers: Naomi I. Eisenberger, Kipling D. Williams, Lauri A. Jensen-Campbell, C. Nathan DeWall, Geoff MacDonald

A2 UNCERTAINTY AND EXTREMIST BEHAVIOR

Ballroom B, Exhibit Hall Level

Chairs: Michael Hogg, Claremont Graduate University and Kees van den Bos, Utrecht University

Speakers: Christian H. Jordan, Kees van den Bos, Michael Hogg, Arie W. Kruglanski

A3 INNOVATIONS FROM SAMPLING SCIENCE: LINKING EVERYDAY WELL-BEING TO GENETIC, NEURAL, AND COGNITIVE FACTORS

Ballroom C, Exhibit Hall Level

Chairs: Tamlin Conner, University of Connecticut Health Center

Speakers: Tamlin Conner, Lisa Feldman Barrett, Michael D. Robinson, Matthias R. Mehl

A4 MAGICAL THINKING: WHEN EVERYDAY THOUGHT PROCESSES LEAD TO FANTASTICAL BELIEFS

Steamboat Room, Mezzanine Level

Chairs: Jane L. Risen, Cornell University

Speakers: Emily Pronin, Kenneth Savitsky, Jane L. Risen, Orit E. Tykocinski

A5 PARALLELS BETWEEN ATTITUDES AND THE SELF: SELF-STRENGTH

Cotton Row Room, Mezzanine Level

Chairs: Kenneth G. DeMarree, Ohio State University and Richard E. Petty, Ohio State University

Speakers: Kenneth G. DeMarree, William B. Swann, Jr, Michael H. Kernis, Ian R. Newby-Clark

A6 NEW DIRECTIONS IN MORALITY RESEARCH

Room L-10, Lobby Level

Chairs: Ronnie Janoff-Bulman, University of Massachusetts, Amherst

Speakers: Joshua Greene, Jonathan Haidt, Ronnie Janoff-Bulman, Linda J. Skitka

A7 EMERGING THEMES, ISSUES, AND CONTROVERSIES IN THE EVOLUTIONARY SCIENCES

Room L-6, Lobby Level

Chairs: Jeff Simpson, University of Minnesota

Discussant: Steve Gangestad, University of New-Mexico

Speakers: Martie G. Haselton, Debra Lieberman, Mark Schaller, R. Chris Fraley

11:00 –
11:15 am

Coffee Break
South Hall

11:15 am –
12:30 pm

Symposia Session B

B1 WHEN DIFFERENCE BECOMES US: RACIAL DIVERSITY, COGNITION, AND GROUP PROCESSES

Ballroom A, Exhibit Hall Level

Chairs: Victoria C. Plaut, University of Georgia and Samuel R. Sommers, Tufts University

Discussant: Jennifer A. Richeson, Northwestern University

Speakers: Victoria C. Plaut, Valerie Purdie-Vaughns, Samuel R. Sommers, Katherine W. Phillips

B2 THE CULTURAL GROUNDING OF RELATIONSHIP: REVEALING A BASIC, SOCIAL-PSYCHOLOGICAL PROCESS

Ballroom B, Exhibit Hall Level

Chairs: Glenn Adams, University of Kansas, University of Toronto

Speakers: Stephanie L. Anderson, Joseph Kordzo Adonu, Jeffrey Sanchez-Burks, Romin Tafarodi, Heejung Kim

B3 THE MANY WAYS WE “BROADEN-AND-BUILD”: PROCESSING RESPONSES TO NEGATIVE AND POSITIVE EVENTS AND MULTIPLE PATHWAYS TO EMOTIONAL WELL-BEING

Ballroom C, Exhibit Hall Level

Chairs: Kate C. McLean, University of Toronto and Jennifer L. Pals, Haverford College

Discussant: Barbara Fredrickson, University of North Carolina, Chapel Hill

Speakers: Michele M. Tugade, Karin G. Coifman, Sonja Lyubomirsky, Kate C. McLean

B4 NEW THEORETICAL DIRECTIONS IN JUSTICE AND IDENTITY

Steamboat Room, Mezzanine Level

Chairs: Tyler G. Okimoto, Flinders University, Adelaide, Australia and Michael Wenzel, Flinders University, Adelaide, Australia,

Speakers: David De Cremer, Tom R. Tyler, Nyla R. Branscombe, Tyler G. Okimoto

B5 THE AGONY AND ECSTASY: WRITING IN PERSONALITY AND SOCIAL PSYCHOLOGY

Cotton Row Room, Mezzanine Level

Chairs: Jamie Arndt, University of Missouri and Theresa K. Vescio, Pennsylvania State University

Speakers: Lisa Molix, Paul Silvia, Sheldon Solomon, Daniel M. Wegner

B6 BROADENING THE SCOPE OF CREATIVITY RESEARCH.

Room L-10, Lobby Level

Chairs: Eric F. Rietzschel, University of Groningen and Carsten K. W. de Dreu, University of Amsterdam

Speakers: Thomas B. Ward, Eric F. Rietzschel, Keith D. Markman, Carsten K. W. de Dreu, Inmaculada Adarves-Yorno

B7 PERCEIVING OTHERS FROM HEAD TO TOE: ACCURATE AND ERRONEOUS PERSON CONSTRUAL

Room L-6, Lobby Level

Chairs: Kerri L. Johnson, New York University and Nalini Ambady, Tufts University

Speakers: C. Neil Macrae, Reginald B. Adams, Jr., Kerri L. Johnson, Nalini Ambady

Box Lunch Served

South Hall

Poster Session C

South Hall

Lunch Time Meet/Chat with Representatives from the Funding Agencies

South Hall

Representatives: Amber Story, National Science Foundation; Kellina Craig-Henderson, National Science Foundation; Robert Croyle, National Cancer Institute (NIH); Teri Levitin, National Institute on Drug Abuse (NIH)

Mentoring Luncheon

L2 Room, Lower Level

Sponsored by the Graduate Student Committee, President John Edlund, Northern Illinois University

Symposia Session C & Presidential Address

C1 2007 PRESIDENTIAL ADDRESS

Ballroom A, Exhibit Hall Level

Speaker: Harry Reis, University of Rochester

Title: “Being Social: Reinvigorating the Concept of Situation in Social Psychology”

C2 STEREOTYPES AND LEARNING: HOW OUR UNDERSTANDING OF THE MECHANISMS UNDERLYING STEREOTYPING INFORMS CLASSROOM ACHIEVEMENT AND VICE-VERSA

Ballroom B, Exhibit Hall Level

Chairs: Allen R. McConnell, Miami University

Discussant: Patricia G. Devine, University of Wisconsin

Speaker: Joshua Aronson, Sian L. Beilock, Nilanjana Dasgupta, Geoffrey L. Cohen

12:30 –
1:30 pm

12:30 –
2:00 pm

12:30 –
2:00 pm

1:00 –
2:00 pm

2:00 –
3:15 pm

C3 SEEING THE FOREST BEYOND THE TREES: THE ROLE OF ABSTRACTION PROCESSES IN COGNITION, MOTIVATION, AND ACTION

Ballroom C, Exhibit Hall Level

Chairs: Kentaro Fujita, The Ohio State University and Yaacov Trope, New York University

Discussant: Steven J. Sherman, Indiana University

Speakers: Yaacov Trope, Cheryl J. Wakslak, Mar-lone D. Henderson, Gerald L. Clore

C4 THE STRUCTURE, FUNCTION, AND INTER- PRETATION OF UNCONTROLLED AND UNIN- TENDED THOUGHT

Steamboat Room, Mezzanine Level

Chairs: Malia F. Mason, MGH/Harvard Medical School and Carey K. Morewedge, Princeton Uni- versity

Discussant: Daniel M. Wegner, Harvard University

Speakers: Malia F. Mason, Jonathan Smallwood, Ap Dijksterhuis, Carey K. Morewedge

C5 WHEN GOOD AND BAD COLLIDE: MECHA- NISMS, ANTECEDENTS, AND CONSEQUENCES OF AFFECTIVE CONFLICT

Cotton Row Room, Mezzanine Level

Chairs: Ruud Custers, Utrecht University and Yaël de Liver, University of Amsterdam

Speakers: Richard E. Petty, Yaël de Liver, A. Peter McGraw, Henk Aarts

3:15 – 3:30

Coffee Break

South Hall

3:30 – 4:45 pm

Symposia Session D

D1 DEHUMANIZATION AS THE WORST KIND OF PREJUDICE

Ballroom A, Exhibit Hall Level

Chairs: Lasana Harris, Princeton University and Jennifer Eberhardt, Stanford University

Discussant: Steven Neuberg, Arizona State Univer- sity

Speakers: Lasana Harris, Nick Haslam, Stéphanie Demoulin, Phillip Goff

D2 GROWTH, DEATH, AND WHAT'S IN BETWEEN – INSIGHTS FROM THE INTEGRATION OF ATTACHMENT THEORY AND TERROR MANAGEMENT THEORY

Ballroom B, Exhibit Hall Level

Chairs: Omri Gillath, University of Kansas

Speakers: Joshua Hart, Cathy Cox, Karen Gon- salkorale, Mario Mikulincer

D3 AMBIGUITY AND SOCIAL CATEGORIZATION

Ballroom C, Exhibit Hall Level

Chairs: Dirk Van Rooy, University of Birmingham. and Kimberly Quinn, University of Birmingham

Speakers: Kimberly Quinn, Natalie Wyer, Kurt Hugenberg, Dirk Van Rooy

D4 PERSONALITY JUDGMENT AND PERSON- ALITY PATHOLOGY

Steamboat Room, Mezzanine Level

Chairs: Marc Daniel Leising, Stanford University, University of Wuerzburg

Discussant: Thomas F. Oltmanns, Washington Uni- versity in St. Louis

Speakers: Marci E. J. Gleason, Randy Colvin, Marc Daniel Leising

D5 AUTOMATICITY AND SELF-REGULATION: IMPLICATIONS FOR HEALTH AND WELLBEING

Cotton Row Room, Mezzanine Level

Chairs: Wendy Wood, Duke University and David T. Neal, Duke University

Speakers: Paschal Sheeran, James Y. Shah, Gráinne Fitzsimons, David T. Neal

D6 USING STRUCTURAL EQUATION MODELING TO STUDY INTERPERSONAL PHENOMENA

Room L-10, Lobby Level

Chairs: David A. Kenny, University of Connecticut

Speakers: Patrick E. Shrout, Pamela Sadler, Simine Vazire, Tessa V. West

D7 THE POWER OF STORIES: HOW NARRATIVE STRUCTURES INFLUENCE SOCIAL AND COGNI- TIVE PROCESSES

Room L-6, Lobby Level

Chairs: Kristi A. Costabile, Ohio State University and Melanie C. Green, University of North Caro- lina at Chapel Hill

Discussant: Dan P. McAdams, Northwestern Uni- versity

Speakers: Melanie C. Green, Jonathan M. Adler, Yoshihisa Kashima, Kristi A. Costabile

Symposia Session E

E1 SEXUAL PREJUDICE: CONTINUITIES AND DISCONTINUITIES WITH OTHER FORMS OF PREJUDICE

Ballroom A, Exhibit Hall Level

Chairs: Mark Snyder, University of Minnesota

Discussant: Janet Swim, Pennsylvania State Univer- sity

Speakers: Matthew Paolucci Callahan, William A. Jellison, Gregory M. Herek

E2 BELONGING AND DIFFERENCE: BEING DIFFERENT WHILE BEING TOGETHER

Ballroom B, Exhibit Hall Level

Chairs: Kathleen Vohs, University of Minnesota, Carlson School of Management,

Speakers: Roy Baumeister, Hart Blanton, Steven M. Graham, Margaret S. Clark, Daniel C. Molden

E3 COGNITIVE DISSONANCE THEORY CELE- BRATES 50TH BIRTHDAY

Ballroom C, Exhibit Hall Level

Chairs: Jack Brehm, University of Kansas and Eddie Harmon-Jones, Texas A&M University,

Speakers: Jack Brehm, Eddie Harmon-Jones, Mark Zanna, Judson Mills

Birthday Cake will be served!

E4 JUDGMENT IN THE CONTEXT OF TIME: HOW THINKING ABOUT THE FUTURE DIFFERS FROM THINKING ABOUT THE PAST

Steamboat Room, Mezzanine Level

Chairs: Elanor F. Williams, Cornell University and Karlene Hanko, Cornell University

Discussant: Dale Griffin, University of British Columbia

Speakers: Karlene Hanko, Eugene Caruso, Joanne Kane, Elanor F. Williams

E5 THE COMMUNICATION OF EMOTION IN CLOSE RELATIONSHIPS

Cotton Row Room, Mezzanine Level

Chairs: Joan K. Monin, Carnegie Mellon University

Speakers: Margaret S. Clark, Mark R. Leary, Joan K. Monin, Ross Buck

E6 THE BEHAVIORAL AND NEURAL MECHANISMS OF EMPATHY

Room L-10, Lobby Level

Chairs: Christine Hooker, University of California, Berkeley

Speakers: Jean Decety, Christine Hooker, Robert Levenson

E7 THE SPREAD OF CULTURE

Room L-6, Lobby Level

Chairs: Jonah Berger, Stanford University

Speakers: Ara Norenzayan, Lucian Gideon Conway, III, CY Chiu, Jonah Berger

6:15 – 7:45 pm **Poster Session D with Social Hour**
South Hall

6:30 – 8:00 pm **Diversity Committee Reception**
Marriott Nashville Room
Sponsored by the Diversity Committee, Chair, Keith Maddox, Tufts University
All are welcome to attend this event, which follows the symposium sponsored by the Diversity Committee titled, "Sexual prejudice: Continuities and discontinuities with other forms of prejudice" Chaired by Mark Snyder, University of Minnesota

7:30 – 8:30 pm **Graduate Student Social Hour**
Marriott St. Louis Room
Sponsored by the Graduate Student Committee, President John Edlund, Northern Illinois University

8:00pm – 1:00 am **Jam Session**
Marriott Heritage Ballroom

Saturday, January 27, 2007

7:30 am – 3:30 pm **Pre-Registration Check-In and On-Site Registration**
South Hall Lobby

8:00 am – 8:00 pm **Exhibits Open**
South Hall

8:00 – 9:30 am

8:00 – 8:30 am

8:15 – 9:30 am

9:45 – 11:00 am

Poster Session E

South Hall

Continental Breakfast

South Hall

Special Session B

SS3 INCORPORATING THE ANALYSIS OF ARCHIVAL DATA INTO THE TOOLKIT OF THE SOCIAL-PERSONALITY PSYCHOLOGIST

Room L-6, Lobby Level

Chairs: Kali H. Trzesniewski, University of Western Ontario and M. Brent Donnellan, Michigan State University

Discussant: Daniel K. Mroczek, Purdue University

Speakers: Allyson L. Holbrook, Kali H. Trzesniewski, Richard E. Lucas

Symposia Session F

F1 SELF REGULATION, EXPECTANCY AND VALUE: NEW ANSWERS TO SOME CLASSICAL QUESTIONS

Ballroom A, Exhibit Hall Level

Chairs: Nira Liberman, Tel Aviv University and Jens Förster, International University Bremen

Discussant: E. Tory Higgins, Columbia University

Speakers: Ayelet Fishbach, E. Tory Higgins, Nira Liberman, Markus Denzler

F2 SOCIAL PSYCHOLOGY IN THE WILD?: HOW WORK WITH NON-HUMAN PRIMATES CAN INFORM HUMAN SOCIAL PSYCHOLOGY

Ballroom B, Exhibit Hall Level

Chairs: Laurie R. Santos, Yale University

Discussant: Mahzarin Banaji, Harvard University

Speakers: Louisa Egan, Sarah F. Brosnan, Laurie R. Santos

F3 LIFE AND LOVE IN THE 21ST CENTURY: USING ONLINE, SPEED, AND VIRTUAL DATING TO UNDERSTAND ATTRACTION AND ROMANTIC RELATIONSHIPS

Ballroom C, Exhibit Hall Level

Chairs: Christopher Y. Olivola, Princeton University and Paul W. Eastwick, Northwestern University

Speakers: Gunter J. Hitsch, Paul W. Eastwick, Christopher Y. Olivola, Michael I. Norton

F4 PREDICTIVE VALIDITY OF IMPLICIT MEASURES

Steamboat Room, Mezzanine Level

Chairs: Wilhelm Hofmann, University of Koblenz-Landau, Germany and Marco Perugini, University of Essex

Speakers: Jan De Houwer, Marco Perugini, Wilhelm Hofmann, Andrew Pöhlman

F5 REDISCOVERING AUTHENTICITY: WHAT IS THE TRUE SELF?

Cotton Row Room, Mezzanine Level

Chairs: Joshua Wilt, Wake Forest University and William Fleeson, Wake Forest University

Speaker: Kennon M. Sheldon, Brian M. Goldman, Joshua Wilt, Joel T. Johnson

F6 WHAT'S MY (INTRINSIC) MOTIVATION? THE SOCIAL PSYCHOLOGY OF INTEREST

Room L-10, Lobby Level

Chair/Discussant: Jessi L. Smith, Montana State University

Speakers: Judith Harackiewicz, Amanda M. Durik, Paul J. Silvia, Dustin Thoman

F7 ADVICE I WISHED I HAD RECEIVED IN GRADUATE SCHOOL

Room L-6, Lobby Level

Chairs: Graduate Student Committee, Society for Personality and Social Psychology

Speakers: John F. Dovidio, Peter Glick, Heather M. Claypool

11:00 – **Coffee Break**

11:15 am *South Hall*

11:15 am – **Symposia Session G and Block Award**

12:30 pm

G1 2007 JACK BLOCK AWARD FOR DISTINGUISHED RESEARCH IN PERSONALITY ADDRESS RECIPIENT: LEW GOLDBERG, OREGON RESEARCH INSTITUTE

Ballroom A, Exhibit Hall Level

Title: It Will Never Get Well If You Pick It: Confessions Of A Modern-Day Rum-Runner

Chair: Lynne Cooper, University of Missouri

Introduction: William Chaplin, St. John's University

G2 HOW THE HUMAN BODY SHAPES THE SOCIAL MIND: EMERGING PERSPECTIVES IN EMBODIED SOCIAL COGNITION

Ballroom B, Exhibit Hall Level

Chairs: Gün R. Semin, Free University Amsterdam, Royal Netherlands Academy of Arts and Sciences and Sander Koole, Free University Amsterdam

Discussant: Jens Förster, International University Bremen

Speakers: Paula M. Niedenthal, Mark J. Landau, Nina Burger, Thomas Schubert

G3 A SOCIAL NEUROSCIENCE APPROACH TO UNDERSTANDING STEREOTYPE THREAT AND PSYCHOLOGICAL DISENGAGEMENT

Ballroom C, Exhibit Hall Level

Chairs: Toni Schmader, University of Arizona

Discussant: Bruce D. Bartholow, University of Missouri, Columbia

Speakers: Jennifer A. Mangels, Michael Inzlicht, Toni Schmader

G4 INTERNAL AND EXTERNAL FORMS OF RELATIONSHIP SUPPORT: THE ROLE OF SELF, PARTNER, AND NETWORKS ON ROMANTIC RELATIONSHIP OUTCOMES

Steamboat Room, Mezzanine Level

Chairs: Timothy J. Loving, The University of Texas at Austin

Speakers: Jennifer G. La Guardia, Benjamin Le, Timothy J. Loving, Heather Patrick

G5 POSITIVE INTERGROUP RELATIONS

Cotton Row Room, Mezzanine Level

Chairs: Todd L. Pittinsky, Kennedy School of Government, Harvard University, Center for Public Leadership

Discussant: Marilynn Brewer, Ohio State University

Speakers: Arthur Aron, Adam Grant, Todd L. Pittinsky, Tania Tam

G6 THE FORTUNES (AND MISFORTUNES) OF OTHERS: EMOTIONAL REACTIONS, SOCIAL IMPLICATIONS

Room L-10, Lobby Level

Chairs: Colin Wayne Leach, University of Sussex and Richard H. Smith, University of Kentucky

Speakers: Colin Wayne Leach, Richard H. Smith, Wilco van Dijk, Patricia M. Rodriguez Mosquera

Box Lunch Served

South Hall

Poster Session F

South Hall

Lunch Time Meet/Chat with Representatives from the Funding Agencies

South Hall

Representatives: Amber Story, National Science Foundation; Kellina Craig-Henderson, National Science Foundation; Robert Croyle, National Cancer Institute (NIH); Teri Levitin, National Institute on Drug Abuse (NIH)

Symposia Session H and Campbell Award

H1 2007 DONALD CAMPBELL AWARD FOR DISTINGUISHED RESEARCH IN SOCIAL PSYCHOLOGY ADDRESS

Ballroom A, Exhibit Hall Level

Recipient: Recipient: John Bargh, Yale University

Title: The Primes of Life

Chair: Mark Zanna, University of Waterloo

Introduction: Daniel Wegner, Harvard University

H2 POLITICAL COGNITION: THE CAUSES AND CONSEQUENCES OF CONSTRUALS

Ballroom B, Exhibit Hall Level

Chairs: Jeff T. Larsen, Texas Tech University

Discussant: Eugene Borgida, University of Minnesota

Speakers: Jon A. Krosnick, PJ Henry, Jeff T. Larsen, George Y. Bizer

H3 INTERGROUP RELATIONS IN THE EYES OF THE BEHOLDER

Ballroom C, Exhibit Hall Level

Chairs: Tamar Saguy, University of Connecticut and Linda R. Tropp, University of Massachusetts, Amherst

Discussant: Nicole Shelton, Princeton University

Speakers: Daan Scheepers, Tamar Saguy, E. Ashby Plant, Rodolfo Mendoza-Denton

H4 THE INTERPLAY BETWEEN THE ATTACHMENT AND SEXUAL SYSTEMS IN CLOSE RELATIONSHIPS

Steamboat Room, Mezzanine Level

Chairs: Gurit E. Birnbaum, Bar-Ilan University and Jeffrey A. Simpson, University of Minnesota

Discussant: Cindy Hazan, Cornell University

Speakers: Lisa M. Diamond, Gurit E. Birnbaum, Phillip R. Shaver

H5 EXECUTIVE FUNCTION AND PERSONALITY PREDICTION OF ACADEMIC, INDUSTRIAL AND MILITARY PERFORMANCE

Cotton Row Room, Mezzanine Level

Chairs: Jordan B. Peterson, Department of Psychology, University of Toronto

Speakers: Jordan B. Peterson, Robert O. Pihl, William (Buzz) Bowman

H6 BELIEF AND EMOTION

Room L-10, Lobby Level

Chairs: Leaf Van Boven, University of Colorado and David Pizarro, Cornell University

Speakers: Elizabeth Dunn, Leaf Van Boven, Linda J. Levine, David Pizarro, Dacher Keltner

3:15 – 3:30

Coffee Break

South Hall

3:30 –
4:45 pm

Symposia Session I

I1 FROM AUTOMATIC PREJUDICE TO DISCRIMINATORY BEHAVIOR: NEW RESEARCH AND DIRECTIONS

Ballroom A, Exhibit Hall Level

Chairs: Luis M. Rivera, California State University at San Bernardino, University of Massachusetts at Amherst and Nilanjana Dasgupta, University of Massachusetts at Amherst

Discussant: Irene Blair, University Of Colorado at Boulder

Speakers: Luis M. Rivera, Michael A. Olson, David M. Amodio

I2 MORAL COGNITION: INSIGHTS FROM MULTIPLE DISCIPLINES

Ballroom B, Exhibit Hall Level

Chairs: Mark Alicke, Ohio University and Joshua Knobe, University of North Carolina, Chapel Hill

Discussant: Alfred Mele, Florida State University

Speakers: Fiery Cushman, Joshua Knobe, Bertram Malle, Mark Alicke

I3 SOCIAL REGULATION AND NORM COMPLIANCE: CONSEQUENCES FOR SELF AND SOCIETY

Ballroom C, Exhibit Hall Level

Chairs: Jessica Salvatore, Princeton University

Discussant: Tom Postmes, University of Exeter

Speakers: John B. Pryor, Jessica Salvatore, Dominic J. Packer, Laurie A. Rudman

I4 SNAP JUDGMENTS: EMERGING RESEARCH ON QUICK INFERENCES ABOUT OTHERS

Steamboat Room, Mezzanine Level

Chairs: Dana R. Carney, Harvard University and Daniel R. Ames, Columbia University

Speaker: Samuel D. Gosling, Alex Todorov, Daniel R. Ames, Hillary Anger Elfenbein, Dana R. Carney

I5 PRIMING CULTURE: CULTURAL AFFORDANCES AND INDIVIDUAL ORIENTATIONS

Cotton Row Room, Mezzanine Level

Chairs: Yuri Miyamoto, University of Wisconsin at Madison

Discussant: Shinobu Kitayama, University of Michigan

Speakers: Wei Qi Elaine Perunovic, Ulrich Kuehnen, Yuri Miyamoto, Ying-yi Hong

I6 MODERATORS OF THE BENEFITS OF POSITIVE BIASES

Room L-10, Lobby Level

Chairs: James K. McNulty, University of Tennessee and Erin M. O'Mara, University of Tennessee

Speakers: William Klein, Richard H. Gramzow, James K. McNulty, Delroy L. Paulhus

I7 THE REWARDS TO BE REAPED: ORIGINS AND RELATIONAL REWARDS OF OTHER-INTERESTED POSITIVE EMOTIONS AND MOTIVATIONS

Room L-6, Lobby Level

Chairs: Belinda Campos, University of California, Los Angeles and Sara Algoe, University of California, Los Angeles

Speakers: Stephanie Preston, Belinda Campos, Sara B. Algoe, Emily A. Impett

Symposia Session J

J1 CONTROVERSIES AND NEW DIRECTIONS IN STEREOTYPE THREAT THEORY

Ballroom A, Exhibit Hall Level

Chairs: Steven L. Neuberg, Arizona State University

Speakers: Diane Quinn, Jennifer K. Bosson, David M. Marx, Jenessa R. Shapiro

J2 SEEING IS BELIEVING AND EXPECTING IS PERCEIVING: INDIVIDUAL AND SITUATIONAL DIFFERENCES IN THE PERCEPTION OF SIGNS OF REJECTION

Ballroom B, Exhibit Hall Level

Chairs: Rainer Romero-Canyas, Columbia University and Bonita London, State University of New York, Stony Brook

Discussant: Mark W. Baldwin, *McGill University*

Speakers: Kristin Sommer, Rainer Romero-Canyas, Stéphane D. Dandeneau, Bonita London

J3 CULTURAL DIFFERENCES IN EMOTIONS: THE ROLE OF RELATIONAL CONTEXT

Ballroom C, Exhibit Hall Level

Chairs: Takahiko Masuda, University of Alberta and Yulia Dutton, Colby College

5:00 –
6:15 pm

Speakers: Takahiko Masuda, Yulia Dutton, Yukiko Uchida

J4 NEW DIRECTIONS IN NONCONSCIOUS GOAL PURSUIT

Steamboat Room, Mezzanine Level

Chairs: Melissa J. Ferguson, Cornell University and Ran R. Hassin, The Hebrew University

Discussant: John A. Bargh, Yale University

Speakers: Baruch Eitam, Tanya L. Chartrand, Gordon B. Moskowitz, Melissa J. Ferguson

J5 PERSPECTIVES ON THE SELF: SOCIAL PSYCHOLOGICAL IMPLICATIONS OF POINT OF VIEW IN MENTAL IMAGERY

Cotton Row Room, Mezzanine Level

Chairs: Lisa K. Libby, The Ohio State University and Richard P. Eibach, Williams College,

Speakers: Lisa K. Libby, Roger Buehler, Ethan Kross, Dov Cohen

J6 UNDERSTANDING REACTIONS TO HURRICANE KATRINA: SOCIAL PSYCHOLOGICAL FACTORS INFLUENCING BELIEFS ABOUT THE HURRICANE, INTERGROUP BIAS, AND HELPING BEHAVIOR

Room L-10, Lobby Level

Chairs: Jennifer S. Hunt, University of Nebraska-Lincoln and Amy J.C. Cuddy, Northwestern University

Discussant: John Dovidio, University of Connecticut

Speaker: Amy J.C. Cuddy, Laurie O'Brien, Collette P. Eccleston, Jennifer S. Hunt, MarYam Hamedani

J7 COGNITIVE BASES OF STRONG AFFILIATION WITH POLITICAL GROUPS

Room L-6, Lobby Level

Chairs: Conor Seyle, University of Texas and Hulda Thorisdottir, New York University

Speakers: Hulda Thorisdottir, Christopher M. Federico, Gamze Baray, Conor Seyle

**5:00 –
6:15 pm**

GLBT Alliance in Social and Personality Psychology (GASP) Coffee Hour

Marriott Hotel Jackson Room

Sponsored by the Diversity Committee, Chair, Keith Maddox, Tufts University

**6:15 –
7:45 pm**

Poster Session G with Social Hour

South Hall

Poster Schedule

Poster sessions are scheduled on Thursday, January 25, Friday, January 26 and Saturday, January 27. The presenting author must be present at least one full hour during the assigned session and the other authors should be present during the remaining time. The following times indicate when you are expected to set-up and take-down your poster. Note that we are asking you to leave your poster up for longer than the formal session. This will allow people to look at your poster throughout the day. You should plan to be at your poster from the start until the end of your formal session.

The doors to the poster room will open at 6:45 pm on Thursday and at 7:45 am on Friday and Saturday for poster authors who are setting up their posters only. The room will not be open to the rest of the attendees until the exhibits open hour in the schedule of events. You may post your materials on the board assigned to you starting at the scheduled "Set-up Begins" time shown above. Please note that any posters not removed by "take-down complete" time will be discarded. The doors will close and lock for the evening at 8:45 pm on Thursday and 8:00 pm on Friday and Saturday. There is no re-entry after this time. Do not leave personal items in the poster room.

Poster Session	Date & Time	Set-up Begins	Session Begins	Session Ends	Take-down Complete
A	Thursday 1/25/07	6:45 pm	7:00 pm	8:30 pm	8:45 pm
B	Friday 1/26/07	7:45 am	8:00 am	9:30 am	12:15 pm
C	Friday 1/26/07	12:15 pm	12:30 pm	2:00 pm	6:00 pm
D	Friday 1/26/07	6:00 pm	6:15 pm	7:45 pm	8:00 pm
E	Saturday 1/27/07	7:45 am	8:00 am	9:30 am	12:15 am
F	Saturday 1/27/07	12:15 pm	12:30 pm	2:00 pm	6:00 pm
G	Saturday 1/27/07	6:00 pm	6:15 pm	7:45 pm	8:00 pm

SPSP 2007 Exhibitors

We would like to extend our thanks to the following SPSP 2007 Exhibitors. We thank them for their support and participation. Please visit their booths in the Oasis Hall.

Allyn & Bacon	MindWare Technology
Association for Psychological Science	Oxford University Press
Blackwell Publishing	Prentice Hall
Cambridge University Press	Psychology Press
Guilford Publications	Sage Publications
John Wiley & Sons	Wadsworth, Thomson
Lawrence Erlbaum Associates	W.W. Norton & Company
McGraw-Hill Higher Education	

Mark your calendar...
The Ninth Annual Meeting of the
Society for Personality and Social Psychology
will be held February 7-9, 2008 in Albuquerque, New Mexico

Featured Sessions

2007 Presidential Symposium: “Being a Social Person and Why It Matters”

Chair: **Harry Reis, University of Rochester**

Mark R. Leary, Duke University: “The Mainspring of Social Action”

John F. Dovidio, University of Connecticut: “From “Me and You” to “Us and Them: Personal, Intragroup, and Intergroup Consequences of Being a Social Person”

Roxane Cohen Silver, University of California, Irvine, “Coping with Life's Tragedies”

Thursday, January 25, 5:30 – 7:00 pm, Ballrooms AB, Exhibit Hall Level

Outreach and Special Sessions

SPSP Training Committee Symposium

“The Agony and Ecstasy: Writing in Personality and Social Psychology”

Chairs: **Jamie Arndt**, University of Missouri, and **Theresa Vescio**, Penn State University

Speakers: **Lisa Molix**, **Sheldon Solomon**, **Paul Silvia**, and **Dan Wegner**

Friday, January 26, 11:15 am – 12:30 pm, Cotton Row Room, Mezzanine Level

SPSP Training Committee Open Meeting

Chairs: **Theresa Vescio**, Penn State University and **Cathy Cozzarelli**, Children's Defense Fund

Friday, January 26, 8:15 – 9:30 am, Room L-6, Lobby Level

SPSP Diversity Committee Symposium

“Sexual Prejudice: Continuities and Discontinuities with Other Forms of Prejudice”

Chair: **Mark Snyder**, University of Minnesota

Speakers: **Matthew Paolucci Callahan**, **William A. Jellison**, and **Gregory M. Herek**

Discussant: **Janet Swim**, Pennsylvania State University

Friday, January 26, 5:00 am – 6:15 pm, Ballroom A, Exhibit Hall Level

SPSP Graduate Student Committee Symposium

Advice I Wished I Had Received in Graduate School

Speakers: **John F. Dovidio**, **Peter Glick**, **Heather M. Claypool**

Saturday, January 27, 9:45 – 11:00 am, Room L-6, Lobby Level

Invited Symposium and Addresses

“Cognitive Dissonance Theory Celebrates 50th Birthday”

Chairs: **Jack Brehm**, University of Kansas, and **Eddie Harmon-Jones**, Texas A&M University

Speakers: **Jack Brehm**, **Eddie Harmon-Jones**, **Mark Zanna**, and **Judson Mills**

Friday, January 26, 5:00 – 6:15 pm, Ballroom C, Exhibit Hall Level

Presidential Address: Harry Reis, University of Rochester

“Being Social and Why it Matters: Reinvigorating the Concept of Situation in Social Psychology”

Friday, January 26, 2:00 – 3:15 pm, Ballroom A, Exhibit Hall Level

Jack Block Award Address: Lew Goldberg, Oregon Research Institute

“It Will Never Get Well if You Pick It: Confessions of a Modern-Day Rum-Runner”

Chair: **Lynne Cooper**, University of Missouri

Saturday, January 27, 11:15 am – 12:30 pm, Ballroom A, Exhibit Hall Level

Donald T. Campbell Award Address: John Bargh

“The Primes of Life”

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

Introduced by: **Daniel Wegner**, Harvard University

Saturday, January 27, 2:00 – 3:15 pm, Ballroom A, Exhibit Hall Level

SPSP Diversity Fund Award Recipients



Evelyn Au was born in Hong Kong, and spent most of her childhood in Toronto. She received her B.A. from the University of Waterloo and is a Ph.D student at the University of Illinois, Urbana-Champaign. Her current program of research focuses on how beliefs about fate and personal agency vary across cultures, and how social structures foster different kinds of beliefs. With her advisor, Chi-Yue Chiu, Evelyn has examined the relation between agency beliefs and well-being across cultures. Currently, through the use of simulation studies, she is exploring whether certain types of societal structure are more conducive to the development of particular fate and agency beliefs, compared to others. Upon completing her graduate studies, Evelyn plans to pursue a career in academia at a research university.



Joshua Eng was born and raised in Chicago, Illinois. He received his B.S. in Psychology from the University of Illinois at Urbana-Champaign in 2003. An NSF Graduate Research Fellowship Award recipient, Joshua is currently a second-year graduate student at UC-Berkeley. His primary research interests fall into two broad categories: (1) emotion regulation and (2) self-perception. Working with his advisor, Oliver John, Joshua is currently examining the regulation of specific emotions and the moderating effects of ethnicity and gender, as well as the social consequences of self-enhancement bias. As co-president of the Diversity Student Alliance, Joshua is also working to maintain a diverse faculty and student body in the UC-Berkeley psychology department, and to address issues of diversity in its curricula, research, and clinical/community work. After completing his Ph.D., Joshua plans to conduct research, teach, and mentor undergraduate and graduate students at a major research university.



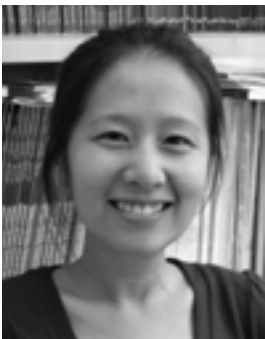
David Frost was born in Western New York. He obtained a BA in psychology from the State University of New York at Purchase College in 2003 and a MA in psychology from the City University of New York in 2006. David is currently a 4th year PhD student in social - personality psychology at the City University of New York - Graduate Center. Working in collaboration with his mentor, Suzanne Ouellette, and Ilan Meyer, at Columbia University, David's dissertation research is focused on understanding the intimacy-related goals that sexual minority individuals have in their lives and how minority stress processes (e.g., stigma, prejudice, and discrimination) can interfere with their ability to accomplish these goals as well as negatively impact their psychological well-being. After finishing his dissertation, David plans to pursue a career in academia at a research-oriented institution.



Jennifer Kubota was raised in Cedarburg, Wisconsin, and received her B.A. in psychology from the University of Wisconsin Madison, in 2004. During her tenure, she assisted in two laboratories: the Devine Laboratory and the Emotive Psychophysiological Laboratory, and upon graduation, accepted a research position in the Laboratory for Affective Neuroscience. These research experiences fueled her interest in applying neuroscience methodologies to social psychological questions. A Ford Foundation Predoctoral Fellow, Jennifer is currently a third-year graduate student at the University of Colorado Boulder working towards a joint Ph.D. in social psychology and neuroscience. In collaboration with her primary advisor, Dr. Tiffany Ito, Jennifer's research focuses on the neural correlates of race and emotion processing, with an emphasis on how race and emotion cues impact the various stages of impression formation. Upon completion of her Ph.D., Jennifer plans to obtain a faculty position at a research university.



Alvin Ty Law was born in Thailand and was raised on the island of Oahu in Hawaii. He completed his B.S. in mathematics and psychology at the University of California, Los Angeles. He is currently a second-year PhD student in social psychology at Purdue University. Ty's research interests include ostracism, sexual prejudice, and stealing thunder. Together with his major advisor, Kipling Williams, Ty is currently conducting a research project aimed at discerning the minimal conditions necessary to detect and be affected by ostracism. His future aspirations include developing a line of research that examines the effects of ostracism within and by groups, such as the gay community, that are traditionally ostracized by mainstream society. Upon completion of his doctorate, Ty intends to pursue a career in academia at a research-oriented university.



Tiane Lee was born in Myanmar, and grew up there and in Lake Forest, California. She graduated from Stanford University with a B.A. in Psychology and Political Science. Currently, she is a third-year social psychology PhD student at Princeton University. With Dr. Virginia Kwan, she studies the impact of identity restrictions on people's reactions to diversity. With Dr. Susan Fiske, Tiane is interested in exploring the intersection of culture, ambivalent gender ideologies, and close relationship preferences; cultural understandings and experiences of friendship; and perceptions of immigrants in the US, specifically how the national origins of immigrants function as status characteristics and the factors and processes through which immigrants become "American." In the future, Tiane hopes to pursue an academic career to further her teaching and research interests in culture and diversity.



Sawsan Mbirkou was born and raised in Casablanca, Morocco. She received her B.A. from McGill University (Montreal, Canada) and is currently pursuing her graduate studies in Social Psychology at the University of Western Ontario. In her research, Sawsan investigates the underlying cognitive mechanisms behind a variety of behaviors such as self-regulation and prejudice. Under the supervision of Dr. Bertram Gawronski, she is involved in several projects. The first project investigates the role of attention mechanisms in the self-regulation of food intake. She is also involved in a few projects on the underlying cognitive mechanisms behind the control of prejudice and stereotypes. Her next project will be investigating the concept of automatic self-regulation in a sample of dieters. Upon completion of her Ph.D., Sawsan intends to pursue a career as a psychology professor and researcher at a major university in North America.



Curtis Phillips was raised in Sarnia, Ontario and currently resides in Toronto while attending York University. He received his B.A. in 2004 and completed his M.A. in Social Psychology in 2006. A recipient of a Canada Graduate Scholarship from the Social Sciences and Humanities Research Council, Curtis is currently a first-year PhD student under the supervision of Dr. Kerry Kawakami. Along with his supervisor, Curtis' research investigates strategies for reducing prejudice and discrimination. Specifically, his research examines the impact of extensive training in approaching a social category on attitudes and behavior toward members of that category. A second line of research examines the impact of extensive attitude change training on approach behaviors toward members of stigmatized groups. More recent work has examined how approaching a social category may change perceptions of the self. Upon completion of his studies, Curtis intends to pursue an academic career at a major research university.



Alisha Watts was born and raised in New Jersey. In 2003, she received her B.A. with honors in Psychology from Princeton University. Prior to beginning graduate studies, Alisha taught Special Education in Washington, D.C. This experience heightened her drive to use social psychology to improve the performance of stigmatized students. Alisha is currently a second year social psychology Ph.D. student at The University of Arizona. She is also a National Science Foundation Predoctoral Graduate Fellow. Under the guidance of Dr. Stephanie Fryberg, Alisha examines the factors that cause academic disengagement. In collaboration with Dr. Fryberg and Dr. Toni Schmader, she has examined situational disengagement in affluent, academically stigmatized adolescents. She is currently researching the impact of theories of intelligence and stereotype threat on academic disengagement. After obtaining her Ph.D., Alisha plans to teach and conduct research at a major research university, utilizing research to help schools improve student engagement and performance.



Lawrence Williams was born in Queens, NY and raised in Elizabeth, NJ. He completed his B.A. at Harvard University. Lawrence is currently a third year graduate student in Social Psychology at Yale University (working primarily with John Bargh). His research interests involve understanding the impact of nonconscious goals on people's ability to control themselves. He is also interested in understanding the role that psychological distance plays in people's paradoxical attraction to forms of entertainment that are horrifying, violent, and embarrassing. After completing his Ph.D., Lawrence intends to obtain a faculty position at a major research university.



Jessica Williamson was raised in Austin, Texas and graduated with a B.S. in Psychology from Texas A&M University in 2002. She is a second-year student pursuing a PhD in the social psychology program at Purdue University. Working with her primary advisor, William Graziano, Jessica's research focuses on interpersonal processes and individual differences. She is specifically interested in prosocial motives and cognitions associated with the Big Five dimension of Agreeableness. Using experimental methods, she has investigated the relationship between Agreeableness and the suppression of prejudice against stigmatized groups. She is currently examining the effects of cognitive load on prosocial and antisocial behavior in the context of interpersonal conflict. After completing her PhD, Jessica plans to pursue an academic career at a research-oriented university.

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, 45 graduate students applied for a Diversity Fund Travel Award to attend the 2007 SPSP Conference. Of these applicants, 12 Award Recipients received up to \$500.00 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 2006/2007 SPSP Diversity Committee members (Tiffany Ito, Keith Maddox, 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, Marilynn 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 and Special Session Abstracts

Special Sessions

Friday, 8:15 - 9:30 am

SS1 A VIRTUAL LABORATORY FOR THE SOCIAL AND BEHAVIORAL SCIENCES

Room L-6

Chair: *Brian Nosek, University of Virginia*

Summary: The telescope changed human understanding of the heavens by providing unprecedented access to astronomical data. PCR transformed molecular biology by making it possible to answer questions that, until then, could be conceived but not tested. By altering the landscape of measurement possibilities, these methodological innovations had expansive theoretical and empirical impact. The Internet provides similar transformative potential for the behavioral sciences. Effective use of the Internet can mitigate pragmatic barriers to scientific practice – access to samples, resource expenditures, time investment, limits on design complexity, availability of methods, and ease of collaboration. This symposium will present a Virtual Laboratory that leverages the technological opportunities of the Internet to advance social and behavioral research. Through a collaboration of behavioral and computer scientists, the Virtual Laboratory will: (a) provide a secure, stable, extensible environment for web-based data collection, (b) be implemented with a robust hardware infrastructure for study administration, data collection and data storage, (c) include a virtual workbench for researchers to design, implement, and manage web-based studies in a point-and-click user environment, and (d) foster interdisciplinary and international collaboration. We envision the Virtual Laboratory as a nexus for social and behavioral research with features that (a) improve access to samples, methods, and collaborators, (b) automate significant parts of the research process, (c) foster information integration of data and methods, and (d) bridge basic-applied, and research-education divisions. In this symposium, the project team will give an integrated presentation of the Virtual Laboratory, its history, status, opportunities, and future.

Project Team: Jeffrey Hansen, BS, University of Virginia, Brian Nosek, PhD, University of Virginia, Fred Smyth, PhD, University of Virginia, N. Sriram, PhD, University of Virginia, Ethan Sutin, BS, University of Virginia, Lili Wu, MS, University of Virginia,

Collaborating labs: Mahzarin Banaji, PI, Harvard University, Anthony Greenwald, PI, University of Washington

ABSTRACTS

VIRTUAL LABORATORY: AN ENVIRONMENT FOR WEB-BASED RESEARCH DEVELOPMENT, ADMINISTRATION, AND MANAGEMENT The Virtual Laboratory is a three-tiered software environment for research development, administration, and management. The tiered structure facilitates flexible adaptation for novel research methods and provides multiple access points for conducting web-based research with varying levels of technical expertise – i.e., none, some, and lots. The top-tier user interface is a web-based, point-and-click virtual workbench that includes a private research environ-

ment with access to libraries of materials and methods, and tools for creating, maintaining, and archiving studies. Version control and a file-sharing system facilitate record-keeping, reusability, and collaboration. The middle-tier houses the tasks that comprise a study – e.g., an attitude induction procedure, the Implicit Association Test, the Affective Misattribution Paradigm, questionnaires. Following straightforward design rules, researchers can add any task that can be administered through a modern web-browser. This collection of tasks is organized into individual studies and managed by the bottom-tier study management software. This software manages the experiment session, administers tasks, monitors participant behavior, and transfers data between the participant and system databases.

USES BY CASE EXAMPLE: PROJECT IMPLICIT AND OTHER APPLICATIONS

The features and potential of the Virtual Laboratory will be illustrated with case examples of existing applications. Project Implicit operates demonstration and research websites investigating implicit social cognition. Opened in 1998, more than 4 million study sessions have been completed across dozens of research projects. The research website includes a public, volunteer participant pool. The pool automates random assignment to studies, preselection of targeted populations, and prioritization of studies. Private websites for other research laboratories enable those groups to access geographically-dispersed participant populations, simplify longitudinal data collections, conduct high-volume time-sensitive data collections, separate laboratory sessions, and speed the design and development through reuse of existing materials.

VISION: USING TECHNOLOGICAL INNOVATION TO TRANSFORM THE IMAGINATIVE AND PRACTICAL POTENTIAL OF SOCIAL AND BEHAVIORAL RESEARCH

As a common work space for social and behavioral researchers, the Virtual Laboratory removes geography as a practical barrier for data collection and collaboration. A shared interface facilitates “big science” behavioral research in which large-scale studies are conducted with local samples in multiple laboratories. For example, Project Implicit’s internationalization initiative gives collaborators mechanisms for sharing and administering cross-cultural studies. A study templating system standardizes study materials and procedures by creating a single study procedure that is implemented in multiple languages. Availability of data on the Internet (e.g., U.S. Census) introduces the possibility of real-time data integration of existing datasets with a study session. Questionnaires could incorporate information from the participants’ immediate environment – zipcode variables, current weather, and local news. The methodological and collaborative possibilities of the Virtual Laboratory will expand researchers’ imaginative and practical potential for investigating the human experience.

SS2 A TRAINING COMMITTEE OPEN SESSION, SPONSORED BY THE TRAINING COMMITTEE

Room L-2

Chairs: *Terri Vescio, Penn State University & Cathy Cozzarelli, Children’s Defense Fund*

Summary: The SPSP Training Committee invites all who are interested in discussing current and future training committee initiatives. Graduate students are especially encouraged to attend.

Symposia Session A
Friday, 9:45 - 11:00 am

A1 THE ROLE OF PAIN SYSTEMS IN RESPONSE TO SOCIAL INJURY

Ballroom A

Chair: Geoff MacDonald, University of Toronto

Discussant: Philip J. Corr, University of Wales Swansea

Summary: Social exclusion is frequently described as painful. Recent theory and research has suggested that this description is not simply a metaphor. Both social and physical injury may be processed by overlapping biological mechanisms and experienced in similar ways. This symposium will analyze social pain at a variety of levels including emotion, behavior, cognitive neuroscience, psychophysiology, and individual differences. The talks begin with evidence that physical and social pain share common neuropsychological mechanisms, with a focus on the role of the dorsal anterior cingulate cortex in the processing of pain (Eisenberger). The next talk reports that individuals describe social exclusion as painful, and that unlike physical pain, social pain can be experienced at time points far removed from the injurious event (Williams & Chen). This will be followed by research showing that the pain of social exclusion interferes with self-regulation (Jensen-Campbell & Knack). Next, the link between social exclusion and pain systems is used to explain the experience of emotional numbness in response to a forecast of a lonely future. Such emotional insensitivity is shown to be mediated by decreased sensitivity to physical pain (DeWall & Baumeister). Finally, decreased pain sensitivity will also be demonstrated as a response to reminders of death, the ultimate threat to social connection (MacDonald). Discussant Philip Corr will frame the research presented in terms of the hierarchical defense system model proposed by McNaughton and Corr (2000). This discussion will place response to social injury in the broader context of response to various kinds of harm.

ABSTRACTS

FMRI AND BEHAVIORAL INVESTIGATIONS OF THE SHARED MECHANISMS UNDERLYING PHYSICAL AND SOCIAL PAIN

Naomi I. Eisenberger (UCLA) – Social pain, experienced when relationships are damaged or broken, and physical pain, experienced upon physical injury, may share parts of the same underlying processing system. Some have suggested that the mammalian attachment system piggy-backed onto the pain system to promote survival, borrowing the pain signal to prevent the harmful consequences of separation. Work from our laboratory supports these claims: being socially excluded activates the dorsal anterior cingulate cortex (dACC), a neural region associated with the distress of physical pain, and dACC activity is strongly associated with self-reported distress in response to rejection (Eisenberger, Lieberman, & Williams, 2003). I will present several studies that build on these findings by further investigating the extent to which these pain processes overlap. Study 1 examines whether stimuli that signify rejection, such as ‘disapproving’ facial expressions, lead to activity in pain-related neural regions and whether this activity varies as a function of trait rejection sensitivity. Study 2 examines whether individuals who are more distressed by experimental physical pain are also more distressed by rejection, due to a heightened sensitivity of the underlying system that supports both pain processes. Study 3 examines whether social support can attenuate the reactivity of neural regions involved in physical and social pain processes and whether this reduced neural activity relates to reduced physiological stress reactivity. These studies will demonstrate some of the shared neural and behavioral mechanisms underlying physical and social

pain processes. Future work that examines the ways in which these two processes are distinct will be discussed.

PAST AND FUTURE SOCIAL PAIN IS MORE STRONGLY EXPERIENCED AS PRESENT PAIN THAN IS PHYSICAL PAIN, BUT CAN BE MODERATED BY FORGIVENESS

Kipling D. Williams (Purdue University) Zhansheng Chen (Purdue University) – Arguments have been made that our responses to social pain derive from physical pain and that social pain uses brain architecture evolved for detection and responses to physical pain. Whereas there is research that is supportive of this notion, there still may be some fundamental and qualitative psychological differences between physical and social pain. Our first hypothesis is that while physical and social pain might be equally painful at the time of the occurrence, the pain of the physical event fades with time, while the pain of the social occurrence can be re-instantiated through simple memory retrieval prompts, so much so that one can re-live in the present the pain of a long-ago forgotten social pain incident. Second, similar to re-living, social pain could be pre-lived but not physical pain. Finally, we hypothesize that forgiveness can heal social pain, in that after forgiving, people feel less pain when they retrieve the painful experiences from memory. In several studies we had participant re-live (or pre-live) a social and a physical event, and report their feelings afterwards, and we find substantial support for our hypotheses. We discuss the functionality of not being able to re-live and pre-live physical pain, but to be able to re-live and pre-live social pain. We suggest that researchers who routinely use imagined physical pain control groups for comparison to social pain consider these differences and the implications they raise for their conclusions. Also, we suggest that forgiveness plays a key role in the healing of social pain.

RE-EXPERIENCING SOCIAL VERSUS PHYSICAL PAIN AND ITS INFLUENCE ON SELF-CONTROL

Lauri A. Jensen-Campbell (University of Texas Arlington) and Jennifer M. Knack (University of Texas Arlington) – Similarities between physical and social pain have been highlighted in recent research (MacDonald & Leary, 2005). Although there are definite similarities between social and physical pain, it is important to recognize notable differences between these two types of pain. One distinction between physical and social pain is the way in which the pain is remembered; individuals relive social pain more easily and feel significantly more pain (Williams & Fitness, 2004). This study examined the influence of reliving social pain not only on experiencing pain, but also on one’s ability to self-regulate. Finally, it examined individual differences in reactions to painful experiences. Participants completed personality measures. Several days later, participants were randomly assigned to recall a physical pain, social pain, possession loss, or their typical Monday morning routine. After completing the essay, participants indicated the degree of pain that they were experiencing. Next, participants completed the Stroop. The researcher then offered the participants some cookies, but noted there was not enough for the next participant. Persons were faced with performing the dominant behavior (wanting to eat cookies) versus the subdominant behavior (saving some for other participants). Participants in the social pain condition reported more pain compared to the other groups. For pain conditions, cookies consumed was correlated with Stroop response time. Cookie consumption was positively related to pain reports in the social pain condition. There was a similar trend for the Stroop. Discussion will focus on the important influence of social relationships for self-control and individual differences in these processes.

ALONE BUT FEELING NO PAIN: EFFECTS OF SOCIAL EXCLUSION ON PHYSICAL PAIN TOLERANCE AND PAIN THRESHOLD, AFFECTIVE FORECASTING, AND INTERPERSONAL EMPATHY

C. Nathan DeWall (Florida State University), Roy F. Baumeister (Florida State University) – People depend heavily on others for much of their physical and mental well-being. Given the importance of acquiring and maintaining membership in social

groups, it is therefore hardly surprising that people would react strongly to any threat of social exclusion. Multiple laboratory studies of social exclusion have found, however, that people respond to social exclusion in a seemingly detached and emotionally indifferent manner. This paradox in the rejection literature led the authors to investigate whether exclusion causes a far-reaching insensitivity to both physical and emotional pain. The authors propose that social rejection activates the body's pain response system and potentially alters how it registers physical and emotional pain (Eisenberger, Lieberman, & Williams, 2003). If the body uses the same system to respond to physical injury and interpersonal injury (MacDonald & Leary, 2005), then physical pain and interpersonal emotions may be linked – and just as the body goes numb to pain, it may also become less sensitive to emotion. Across a series of experiments, socially excluded participants showed increases in both pain threshold and pain tolerance. Exclusion also caused emotional insensitivity, as indicated by reductions in affective forecasting of joy or woe over a future football outcome, as well as lesser empathizing with another person's suffering from either romantic breakup or a broken leg. The insensitivities to pain and emotion were highly intercorrelated. These results provide evidence in support of the theory that the human body responds to interpersonal and physical pain in a similar manner.

UNCOMFORTABLY NUMB: MORTALITY SALIENCE DECREASES PAIN SENSITIVITY

Geoff MacDonald (University of Toronto) – Terror management theorists have argued that the primary, proximal motivation in response to mortality salience is a desire to rid consciousness of death-related thoughts. Among other things, death represents the ultimate threat to social connection. Thus, a social pain perspective (MacDonald & Leary, 2005) suggests that mortality salience manipulations may trigger broad activation of the fight/flight/freezing system. That is, people may respond physiologically to imagined death as if a severe physical threat was actually present. One response to highly proximal physical threat is analgesia, or decreased pain sensitivity. Previous research has demonstrated that severe social injury (i.e., a forecast of a lonely future) can lead to analgesia in the same way as does severe physical injury (DeWall & Baumeister, in press). The present research was designed to test whether the psychological injury of reminders of mortality can also trigger analgesia. Participants in 3 studies considered their own mortality or a control topic then were tested for pain sensitivity via either a cold water or finger pressure task. Across all 3 studies, participants' pain thresholds were higher in the mortality salience condition, suggesting a decreased sensitivity to pain. These results may provide an explanation as to why no evidence for negative emotion has been found in response to mortality salience – participants may simply go numb. The discussion will focus on the need to conceptualize proximal responses to mortality salience as part of a broad flight response geared towards escape of threatening stimuli generally rather than thoughts of death per se.

A2 UNCERTAINTY AND EXTREMIST BEHAVIOR

Ballroom B

Chairs: *Michael Hogg, Claremont Graduate University, and Kees van den Bos, Utrecht University*

Summary: Fanaticism and zealotry and the dead weight of fundamentalist ideologies and closed belief systems plague humanity – spreading misery and suffering based on intolerance and hatred. Historians and social scientists have long noted that these conditions often seem to be accentuated during periods of rapid change, social turmoil, and widespread natural disasters – conditions that amplify people's feelings of uncertainty about themselves, the world they live in, and their future. The papers in this symposium have a unified social psychological focus on the causal relationship between people's feelings of uncertainty and the phenomenology of "extremist" behavior.

However, each paper tackles a different part of the puzzle and approaches the problem from a different perspective and with a different emphasis. Jordan and McGregor describe how people with low implicit self-esteem can react to uncertainty and threat by becoming zealots who manifest defensive extremism. Van den Bos shows how uncertainty can produce harsher and more negative reactions to social deviants. Extrapolating from the idea that entitativity moderates the uncertainty-group identification relationship, Hogg shows how self-uncertainty may make groups with generically more extremist properties more attractive as a source of social identity. Kruglanski focuses on terrorism to show how uncertainty and the need for cognitive closure can cause people to embrace the ideologies and practices of specific groups that either oppose or promote terrorism and other forms of societal extremism.

ABSTRACTS

THE MASK OF ZEAL: LOW IMPLICIT SELF-ESTEEM AND DEFENSIVE EXTREMISM.

Christian H. Jordan, Wilfrid Laurier University, Canada, Ian McGregor, York University, Canada – Classic theorists propose that vulnerable individuals insulate themselves from uncertainty and threat by responding with zeal. Indeed, people do respond to threat with exaggerated zeal; specifically, with exaggerated conviction and consensus estimates for personal opinions. In addition, recent evidence suggests that doing so decreases the subjective salience of threatening information. After expressing zeal, people perceive threats as less urgent and pressing. The present research extends this work by examining defensive extremism, the tendency to adopt more extreme personal opinions in response to threat, and contributes to a growing body of evidence that low implicit self-esteem is a specific vulnerability disposing people to react to threat with zeal. Results show that participants with low implicit self-esteem, as assessed by an Implicit Association Test, responded to a manipulated academic threat with exaggerated zeal, relative to those with high implicit self-esteem. Low implicit self-esteem individuals responded with extremism and exaggerated estimates of social consensus for their opinions about three hotly contentious social issues: capital punishment, the U.S. invasion of Iraq, and suicide bombing. These results are ironic and disturbing. More extreme opinions ought to be seen as having less social support. In the face of threat, however, individuals with low implicit self-esteem adopted more extreme opinions and also believed those opinions were more widely shared. These results did not depend on whether participants were for or against each issue.

PERSONAL UNCERTAINTY AND SOCIAL DEVIANCE.

Kees van den Bos, Utrecht University, the Netherlands – Recent insights on the social psychology of uncertainty management are marshaled to understand how people react to others who behave in ways that are considered to deviate from societal standards. A series of internet studies and lab experiments is described. These studies show that personal uncertainty (whether made contextually salient, or measured as an individual difference in the extent to which it is considered an emotionally threatening experience) significantly influences how people react to social deviants. As hypothesized, salience of personal uncertainty produced more negative affective reactions towards others who communicated negative messages about their home country or their religion – this was especially the case among participants who considered personal uncertainty to be emotionally threatening. These effects of personal uncertainty were also found in the reactions of a representative sample of the Dutch society toward homeless people – and there was some evidence that uncertainty salience may also affect behavioral responses toward homeless individuals. In addition, other experiments consistently revealed that uncertainty salience may have a bigger impact on people's reactions to social deviants than does mortality salience, suggesting that uncertainty salience may, at least sometimes, be a more important antecedent of reactions to social deviance than mortality salience. Findings further showed that reactions to social deviance were stronger among mortality salient participants

who thought of uncertainty as a result of the mortality salience manipulation than among mortality salient participants who did not think of uncertainty following this manipulation. Implications for the relationship between uncertainty and social deviance are discussed.

UNCERTAINTY, IDENTITY AND EXTREMISM. *Michael Hogg, Claremont Graduate University, USA* – Invoking social identity processes, uncertainty-identity theory argues that feelings of uncertainty, particularly about or related to self, motivate people to identify with social groups and categories. Furthermore, highly entitative groups with clearly defined and unambiguous prototypes do a better job of reducing feelings of self-related uncertainty through identification. Therefore, under uncertainty people identify preferentially and more strongly with more entitative groups. This idea can be taken one step further to argue that extremely entitative groups that are intolerant of dissent and have closed boundaries, homogeneous and ideological belief systems and hierarchical authority structures, will do an even better job at reducing uncertainty particularly among those who are extremely uncertain. Under these circumstances people may identify strongly as zealots, fanatics or “true believers” with groups that are extremist in their structure and their conduct. In this talk I describe three studies testing this idea - two field experiments (N = 168 and 84) in which self-uncertainty was measured and group extremism manipulated, and one laboratory experiment (N = 82) in which both variables were manipulated. The key dependent measure was group identification, but behavioral intentions were also measured in some studies. As predicted, given the cultural context of the studies, our student participants became less disinclined to identify with and engage in actions on behalf of an extremist group to the extent that they felt uncertain about themselves.

THE ROLE OF UNCERTAINTY IN DETERMINING THE REACTIONS TO TERRORISM. *Arie W. Kruglanski, University of Maryland, USA* – Classic ideologues of terrorism such as Mikhail Bakunin, or Peter Kropotkin have argued that terrorism (1) introduces a state of aversive instability and uncertainty which in turn (2) foster disappointment with one’s government trusted to provide certainty, and the readiness to abandon it, and concede to the demands of the terrorist revolutionaries. We have empirical evidence that supports the first of these assertions yet runs counter to the second one. Specifically, we find that, consistent with the first assertion, reminders of terrorism elevate individuals’ need for cognitive closure (interpreted as an aversion to uncertainty). But the need for closure doesn’t lead to group dissolution. Quite the contrary: In populations subjected to the threat of terrorism (i.e., in US, British and Dutch samples) a heightened need for closure leads to strong ingroup identification and outgroup derogation as well as support for decisive leadership and tough anti-terrorism policies. In populations that constitute a potential base of support for terrorism, (i.e. in several Middle Eastern samples) a heightened need for closure is related to support for fundamentalism, and militant extremism. In both cases, therefore, heightened need for closure results in an enhancement of support for the ingroup, and its values.

A3 INNOVATIONS FROM SAMPLING SCIENCE: LINKING EVERYDAY WELL-BEING TO GENETIC, NEURAL, AND COGNITIVE FACTORS

Ballroom C

Chair: Tamlin Conner, University of Connecticut Health Center

Summary: These symposium speakers have been gathered for their innovative uses of naturalistic sampling methods that illuminate the role of genetic, neural, and cognitive factors in everyday emotional experience. Collectively, our panel highlights the value of measuring states and behaviors proximal to their real-time occurrence, as these experiences are more spontaneous in nature and likely driven by factors

at lower levels of the neuro-axis, which shape our initial—rather than recalled—reactions. Starting at the genetic level, Tamlin Conner will present research using a daily web-based reporting procedure to show that variation in the serotonin transporter gene is associated with daily stress-reactivity. Moving up to the neural level, Lisa Feldman Barrett will present research showing that individual differences in amygdala activity, measured by fMRI, are related to differences in the quality of everyday emotional experience, measured by computerized sampling procedures. At the cognitive level, Michael Robinson will present evidence that individual differences related to automaticity and control predict unique variance in everyday well-being, and, Matthias Mehl will discuss an alternative sampling method that bypasses self-report entirely and allows for the unobtrusive sampling of spontaneous auditory expressions in daily life—behaviors that are likely more automatic in nature. The unifying theme of this symposium is that proximal real-time sampling—of a variety of formats—may be better suited than one-time global reports of well-being for detecting the emotional byproducts of lower-order individual difference factors. For this reason, real-time sampling methods could play a vital role in 21st century science.

ABSTRACTS

THE SEROTONIN TRANSPORTER GENE AND STRESS REACTIVITY IN DAILY LIFE *Tamlin Conner¹, Kathleen C. Gunther², Stephen Armeli³, Howard Tennen¹, Jonathan Covault¹, Henry R. Kranzler¹; ¹University of Connecticut Health Center, ²American University, ³Farleigh Dickenson University* – Research in behavioral genetics is rapidly identifying specific genes that are thought to be risk factors in the etiology of affect-related disorders. A natural extension of this work for social and personality psychology is to examine how these genetic risk factors predict variation in sub-clinical affective states. In this talk, I present evidence that variation in the serotonin transporter gene (5-HTTLPR), which has been identified as a risk factor in major depression (e.g., Caspi et al., 2003), is systematically related to stress-reactivity, as reported in daily life. The sample consisted of 345 college students, each of whom provided salivary DNA and reported on their daily events and affective states using a web-based sampling procedure for 30 days. Results showed that individuals with the risky variant of this gene (the “short” allele), compared to those with the less risky variant (the “long” allele), reported elevated anxiety levels and more anxiety on days with more intense stressors (i.e., greater stress-reactivity). Patterns were replicated in a second year of data collection. Furthermore, variation in the serotonin transporter gene was not related to differences in a global proxy measure of anxiety (trait neuroticism), which independently predicted stress-reactivity. Findings suggest that intensive, longitudinal sampling of daily affect may be especially sensitive for detecting the byproducts of single-gene variation across individuals. Close to real-time reports capture affective states that are more proximal to the underlying cognitive and neural processes that mediate between genes and subjective experience.

THE ROLE OF THE AMYGDALA IN THE EXPERIENCE OF AFFECT *Lisa Feldman Barrett, Boston College* – In this talk, I report on a prospective study examining the relation between affective experience (measured by asking people to report on their momentary experiences several times a day over the course of a month using a computerized experience-sampling procedure) and amygdala activity to negative stimuli, assessed one year later. One year following experience-sampling, participants viewed backwardly masked depictions of fear faces while functional magnetic resonance imaging (fMRI) was used to measure their amygdala and fusiform gyrus activation. Individuals who reported greater high and moderate arousal negative affect across the experience-sampling period also showed enhanced right amygdala activations in response to fear relative to neutral faces during the first blocks, $r = .52$, $p < .07$ and $r = .63$, $p < .05$. Furthermore, descriptive analyses indicated that fusiform gyrus activation and negative affective experience in the scan-

ner were associated for participants reporting increased nervousness during the imaging procedure. Amygdala activity was not related to global self-reports of affective experience. Our findings suggest that experience sampling of momentary affective experience may be productively combined with neuroimaging to examine the neural mechanisms that underlie affective experience. Specifically, our results suggest that that amygdala activation serves as a neural precondition that allows for negative affective experience by modulating visual sensitivity to evocative objects in the environment.

THE CORRELATES OF INDIVIDUAL DIFFERENCES IN AUTOMATICITY AND COGNITIVE CONTROL: EVIDENCE FROM DAILY EXPERIENCE

Michael D. Robinson, North Dakota State University – Personality traits are designed to tap average tendencies in emotion and behavior rather than abilities, but both cognitive (Pashler, 2000) and social cognitive (Muraven & Baumeister, 2000) frameworks suggest that abilities related to automaticity and control should have beneficial consequences to the individual. If so, then relevant cognitive measures may predict everyday experiences of subjective well-being, perhaps independently of personality traits. To investigate these hypotheses, we conducted two series of studies. One series of studies (Robinson et al., 2006) investigated individuals' abilities to automate their responses in a reaction time task over time (Logan, 1988). Another series of studies (Robinson, in press) borrowed from a large body of work suggesting that cognitive control can be measured in terms of tendencies to slow down following errors in choice reaction time (Kerns et al., 2004). Both series of studies found that cognitive abilities – related to automaticity and control – predicted subjective well-being in everyday life, defined in terms of higher levels of positive affect and life satisfaction, as well as lower levels of depression. However, in none of the 6 studies was there a correlation between extraversion and neuroticism and the relevant cognitive measure. These results are exciting because they suggest that cognitive ability measures may often predict everyday experience despite their lack of relation with personality traits. A focus on daily experience therefore seems critical to understanding the functionally significant correlates of automaticity and control.

A NATURALISTIC OBSERVATION APPROACH TO STUDYING THE EXPRESSION AND PERCEPTION OF AFFECT IN DAILY LIFE

Matthias R. Mehl, University of Arizona – In this talk, I will introduce a relatively new momentary assessment method called the Electronically Activated Recorder or EAR. Conceptually, the EAR is a naturalistic observation sampling method and as such a methodological complement to traditional self-report based experience sampling methods. Technically, it is a Pocket PC based voice recording software that is programmed to periodically record snippets of ambient sounds in participants' momentary environments. Participants wear the EAR while going about their normal lives. In recording imperceptibly and unobtrusively, the EAR produces an "acoustic log" of the participants' activities and conversations as they naturally unfold over the course of a day. A unique advantage of an unobtrusive observation approach to studying psychological processes in the real world lies in the fact that many of the micro-behaviors captured by the EAR are automatic in nature and therefore largely escape participants' willful control. I will illustrate some potentials of the method by reporting findings from two EAR projects (N1 = 96, N2 = 79). These studies sought to identify how core dimensions of affect such as people's subjective well-being and levels of sub-clinical depression are expressed and perceived through the lens of their daily social lives. Interestingly, both studies converge on the finding that momentarily assessed verbal (e.g., positive and negative emotion words) and non-verbal (e.g., laughing, sighing) expressions of affect are largely unrelated to participants' reported global affect.

A4 MAGICAL THINKING: WHEN EVERYDAY THOUGHT PROCESSES LEAD TO FANTASTICAL BELIEFS

Steamboat Room

Chair: Jane L. Risen, Cornell University

Summary: How can people simultaneously believe something is true and know that it is false? Whether due to culture, age, mental illness, or stress, the magical thinking literature has traditionally stressed deficits in cognitive capacities. We contend that a complete understanding of magical thinking requires that one not only understand why the absence of cognitive capacities makes magical beliefs more common, but also why the presence of certain psychological tendencies makes magical beliefs abundant among intelligent, emotionally-stable adults. After all, many people who hold magical beliefs are aware that their thoughts are irrational, but despite that awareness, are unable to rid themselves of such beliefs. In this symposium, we provide evidence for various magical beliefs and draw on current psychological perspectives to explain why these beliefs arise, despite the "knowledge" that they are not true. Pronin and colleagues provide evidence that having thoughts consistent with outcomes can lead people to believe they are responsible for outcomes they did not control. Savitsky and colleagues provide evidence for the belief that calling attention to success invites disaster. Risen and Gilovich provide evidence for the belief that negative outcomes are especially likely to occur if they follow actions that "tempt fate." Finally, Tykocinski provides evidence for magical beliefs regarding insurance, and suggests that people may purchase insurance, in part, not to cope with disaster, but to make disaster less likely. Together, we explore why people believe things they know are false, and how magical beliefs impact the navigation of a non-magical world.

ABSTRACTS

HEXES, CHEERS, AND EVERYDAY MAGIC: WHEN PRIVATE THOUGHTS LEAD TO BELIEF IN MAGICAL POWERS

Emily Pronin, Princeton University, Daniel M. Wegner, Harvard University, Sylvia Rodriguez, Princeton University, Kimberly McCarthy, Harvard University – Even in everyday life, we sometimes may come to feel that we have magical powers, or the feeling that we have caused events that we did not actually control. These studies examine whether having thoughts related to an event before it occurs leads people to infer that they caused the event—even when such causation might otherwise seem magical. Our first set of experiments involved voodoo hexes. Subjects were led to think evil thoughts about a confederate who they believed was another subject. Those thoughts were elicited via explicit instructions (Study 1) or by the confederate's offensive behavior (Study 2). In a control condition, subjects were led to have more neutral thoughts. Subjects then stuck pins in a voodoo doll representing the confederate, while he watched. When he then feigned a headache, those who had harbored evil thoughts were more likely than their peers to believe they caused it. Our second set of studies involved sports fans. In one experiment, subjects watched a confederate (posing as another subject) shoot baskets. They were more likely to believe they caused his success if they had first been asked to visualize him making successful shots. In another experiment, spectators were asked before the start of a basketball game to think about the likely athletic contributions of their team's starting players (or, in a control condition, to think about their appearances). At halftime, those who had thought about the players' performance reported having influenced the game more than did those in the control condition.

DON'T MENTION YOUR CHICKENS BEFORE THEY HATCH: WHY DOES CALLING ATTENTION TO SUCCESS SEEM TO INVITE FAILURE?

Kenneth Savitsky, Williams College, Justin Kruger, New York University, Jane Risen, Cornell University, Thomas Gilovich, Cornell University – Calling attention to a string of successes is commonly believed to invite failure. For baseball fans, commenting on a “no-hitter” before a game is over is thought to jinx the pitcher, and people cringe when someone mentions that it’s been years since they’ve gotten a flat tire or contracted the flu. We verify this superstition by showing, first, that participants predict looming disaster for hypothetical protagonists whose string of luck is pointed out, but not for those whose string isn’t mentioned. Similarly, participants in a laboratory experiment whose own apparent winning streak was pointed out were less optimistic about a subsequent gamble, and more likely to forgo the gamble altogether, than those whose identical streak went unmentioned. This superstition may originate from a failure to appreciate instances of regression to the mean. By definition, one calls attention to a string of successes when things are going unusually well—precisely when circumstances will likely take a turn for the worse. Although noting one’s good fortune does not cause the decline, their repeated co-occurrence may lead individuals to infer a causal relationship. To corroborate this speculation, participants in a third experiment played a videogame in which the outcome of each trial was determined purely by chance and in which the computer was programmed to change the background screen after a string of successes. As expected, participants believed that the new screen (which, by necessity, tended to coincide with a decline in subsequent “performance”) made the game more difficult, thus inviting failure.

TEMPTING FATE: THE EFFECT OF NEGATIVITY AND ACCESSIBILITY ON JUDGMENTS OF LIKELIHOOD

Jane L. Risen, Cornell University, Thomas Gilovich, Cornell University – Why do people believe that if they “tempt fate” bad events are likely to happen? What actions are thought to tempt fate? This talk will explore these questions. One set of studies examines beliefs about exchanged and retained lottery tickets. Although previous investigators have attributed the reluctance to exchange lottery tickets to anticipated regret, we contend that subjective likelihood judgments also make people disinclined to switch. With a confederate’s help, we randomly assigned participants to either keep their lottery numbers or exchange them for new numbers. We found that exchanged numbers were judged more likely to win than retained numbers and that participants who switched bought more insurance to protect against the possibility of losing. In a scenario study, we found that exchanged tickets were judged more likely to win the more aversive it would be for the exchanged ticket to win, and that likelihood judgments were mediated by the accessibility of the negative ending. In another set of studies, we found that participants who read that “Jon” wore a Stanford t-shirt before being accepted to Stanford thought he was more likely to be rejected than participants who read that he didn’t tempt fate. A rejection was more accessible for those who read that he tempted fate, and again, accessibility mediated likelihood judgments. We contend that actions that tempt fate elevate the perceived likelihood of misfortune because such painful possibilities are automatically called to mind and, once entertained, they gain fluency and are seen as more likely to occur.

MAGICAL INSURANCE

Orit E. Tykocinski, Ben Gurion University – The term “moral hazard” refers to careless and sometimes even negligent behavior of individuals who are insured against specific misfortunes. Thus, a homeowner whose property is insured may leave the door unlocked, or fail to check the smoke alarms. This phenomenon is typically explained in terms of perceived costs. Possessing an insurance policy greatly reduces the magnitude of potential damages, which reduces the threat of misfortune and the incentive for exercising caution. The current research suggests that patterns of magical thinking may also contribute to the “moral hazard” phenomenon. The possession of an insurance policy may not only affect the perceived magnitude of potential loss, but

also its perceived probability. Intuitively, people may feel that if they have insurance nothing bad is likely to happen, but if they don’t have insurance they are at greater peril. Patterns of magical thinking associated with insurance were demonstrated in two experiments. In both, a deliberate decision to purchase or not purchase insurance had a different effect on risk assessment compared to a situation in which participants were randomly assigned into insurance conditions. When a deliberate decision was made, risk assessments were logically consistent with the decision—i.e., those who chose not to buy insurance thought misfortune was less likely than those who chose to buy. In contrast, participants who were selected into the insurance conditions based on a die roll made assessments that reflected magical thinking—i.e., those who did not have insurance thought misfortune was more likely than those who had it.

A5 PARALLELS BETWEEN ATTITUDES AND THE SELF: SELF-STRENGTH

Cotton Row Room

Chairs: *Kenneth G. DeMarree, Ohio State University, Richard E. Petty, Ohio State University*

Summary: It has long been acknowledged that there are numerous parallels between the attitudes and self literatures (e.g., Greenwald & Pratkanis, 1984). Despite these parallels, researchers in each discipline have often been unaware of developments in the other. This symposium aims to present one area of emerging research demonstrating what the two research areas can offer each other. Specifically, these talks will discuss a topic we are calling “self-strength,” which is parallel to research on attitude strength. We define strong self-views as those that are influential in predicting affect, behavior, and information processing and are stable over time and resistant to change. The talks in this symposium all deal with the concept of self-strength either by examining the consequences of “strong” self-views or by examining strength indicators that have also been studied in research on attitudes. DeMarree and Petty demonstrate that accessible self-views exhibit the hallmarks of attitude strength (resistance and influence), whereas less accessible self-views do not. Swann and colleagues demonstrate that identity fusion, a blurring of the personal- and social-self boundary, occurs when the personal-self is threatened, but, consistent with research on attitude and self-strength, this only happens when individuals are certain of their self-conceptions. Kernis and Lakey examine aspects of self-strength, such as stability or implicit-explicit consistency, that are associated with reactivity to self-threat. MacGregor applies the concept of attitudinal ambivalence to the self-evaluation. Together, these talks further highlight the parallels between these literatures and point to the potential benefits each literature can offer the other.

ABSTRACTS

SELF-ESTEEM ACCESSIBILITY AS ATTITUDE STRENGTH: ON THE DURABILITY AND IMPACTFULNESS OF ACCESSIBLE SELF-VIEWS

Kenneth G. DeMarree, Richard E. Petty, Ohio State University – Strong attitudes are those that are durable and influential (Krosnick & Petty, 1995). Previous research has shown that attitude accessibility, one indicator of strength, is an important factor in determining whether or not an attitude will be resistant to change and guide information processing (Fazio, 1995). The present research looks to extend this basic finding to self-attitudes (i.e., self-esteem). In study 1, we measured accessibility of self-attitudes by recording latencies to the Rosenberg Self-Esteem scale and had participants list either positive or negative self-attributes. We found that participants who listed positive attributes subsequently reported more positive self-views than did participants who listed negative attributes, and that this tendency decreased as accessibility increased, demonstrating the resistance of accessible self-views to

change, a consequence of self-esteem strength. In study 2, participants completed two different measures of self-evaluation and accessibility and later in the study received an ambiguous personality profile. Participants tended to view the personality feedback as consistent with their self-views, but did so to a greater degree as self-esteem accessibility increased, demonstrating the impact of accessible self-views on information processing, another consequence of self-esteem strength. In addition, these patterns were obtained even after controlling for other variables, including general reaction time, evaluative extremity, and self-concept clarity. Results are discussed in terms of the parallels between the self and attitudes literatures.

SELF-CERTAINTY FUELS IDENTITY FUSION *William B. Swann, Jr.¹, Conor D. Seyle¹, Ángel Gómez², J. Francisco Morales², Carmen Huici², Elena Gaviria²; ¹UNED, Madrid, Spain, ²University of Texas, Austin* – Identity fusion occurs when individuals undergo a blurring of the self-other barrier that ordinarily separates the personal self from the social self. The blurring of self-other barrier among fused people means that they will be strongly motivated to support the group's goals. For example, American and Spanish citizens who are fused with their country ("American" or "Spaniard") are more apt to endorse statements such as "I would sacrifice my life if it gave my group status or monetary reward", "Hurting other people is acceptable if it means protecting (America-Spain)", and "Regardless of what (America-Spain) might do, if you have a problem with its actions, you have a problem with me." In addition, Spanish high school students who have identified themselves as fused with their high school are more inclined to report subsequently that they made sacrifices for their school and engaged in dangerous activities to defend their school's honor. A key assumption underlying the fusion formulation is that the personal self fuels the pro-group behavior while the social self guides behavior. In support of this hypothesis, we found that when negative as well as positive personal self-views were threatened (intelligent, intolerant, angry, hardworking), American participants were more apt to report being fused with America. This effect emerged among participants who were certain of their self-views (an indicator of self-view strength) but not among participants who were uncertain of their self-views. Implications for self-verification and social identity theories are discussed.

VARIATIONS IN SELF-STRENGTH: FRAGILE VERSUS SECURE SELF-ESTEEM *Michael H. Kernis, Chad. E. Lakey, University of Georgia* – Historically, high self-esteem has been associated with indices of self-strength and well-being. However, recent research and theory point to the existence of multiple forms of high self-esteem, some of which are fragile (weak) and others of which are secure (strong). Fragile high self-esteem is unstable (i.e., exhibits considerable short-term fluctuations), contingent (dependent on matching specific standards), and discrepant with low implicit self-esteem. Secure high self-esteem, in contrast, is stable, non-contingent, and congruent with one's high implicit self-esteem. Ironically, fragile high self-esteem relates to heightened tendencies to engage in a myriad of self-protective and self-enhancement strategies that only serve to fuel the basic insecurities that initially gave rise to them. In this talk, we review recent research that utilizes these markers of self-esteem fragility (instability, contingency, discrepancy). In one study, we demonstrate that verbal defensiveness (marked by rationalization and lack of awareness of negative affect caused by recall of self-esteem threatening experiences) is lowest among individuals with secure high self-esteem and markedly greater among individuals with insecure high self-esteem. In other research, we link secure high self-esteem to individual differences in authentic functioning, which is comprised of greater self-knowledge, unbiased processing of evaluative information, behaving in line with one's true self, and allowing close others to know the self. These findings support a model of a strong sense of self that involves three interrelated components: (1) secure feelings of favorable self-worth, (2) actions that reflect a strong sense of agency and authenticity, and (3) a well-defined and utilized self-concept.

SELF-ESTEEM AND AMBIVALENCE ABOUT THE SELF *Ian R. Newby-Clark, University of Guelph* – People with low self-esteem (LSEs) manifest lower self-regulatory capacity than do HSEs (Di Paula & Campbell, 2002). There are probably many causes of this phenomenon but the aversive experience of ambivalence about the self may be one. Here, I aimed to establish that LSEs experience more ambivalence about the self than do HSEs. I expected to find this effect while controlling for LSEs' lower self-concept clarity (Campbell et al.), self-stability (Rosenberg, 1965), and greater potential to experience about the self. In a series of four studies, over 4500 participants answered on-line surveys in which they indicated their felt ambivalence about themselves (Newby-Clark, McGregor, & Zanna, 2002), their potential to feel ambivalent about themselves, and their self-esteem (Rosenberg, 1965). In two of the studies, self-stability (Rosenberg, 1965) was measured, and self-concept clarity was measured in one study. Because of the nature of ambivalence, it was expected that respondents with extremely high or low self-esteem scores would be less ambivalent about themselves than would individuals with mid-range scores. Accordingly, the hypothesized relation between self-esteem and experienced self-ambivalence was tested after taking into account that strong non-linear trend (which was consistently obtained). In all four studies, lower self-esteem was associated with more felt ambivalence about the self after taking into account: (a) potential ambivalence about the self, (b) self-stability, and (c) self-concept clarity. In future work, the consequences of ambivalence about the self will be explored, especially with respect to experienced self-ambivalence as an aversive emotional state that depletes self-regulatory capacity.

A6 NEW DIRECTIONS IN MORALITY RESEARCH

Room L-10

Chair: Ronnie Janoff-Bulman, University of Massachusetts, Amherst

Summary: For decades developmental psychologists dominated moral psychology, and their emphasis on rational deliberation and "higher" cognition framed our understanding of morality. Personality and social psychologists are relative newcomers to the field, but have begun to redefine the nature of morality; in particular, this expanded orientation recognizes the fundamental role of emotional and intuitive processes. The current symposium provides a window on recent research that reflects this new personality/social perspective. Greene revisits the puzzle posed by two well-known moral dilemmas and provides empirical support for a new dual process model of moral judgment based on both emotional intuition and controlled cognition. Haidt proposes five intuitive foundations of morality: harm/suffering, fairness/reciprocity, ingroup/teamwork, authority/hierarchy, and purity/sacredness and presents evidence that political conservatives build upon all five, whereas liberals—and the field of moral psychology—have limited their concerns to the first two. Janoff-Bulman relies on classic motivational distinctions in psychology to derive a model of moral orientations; her data demonstrate that distinct moral motives reflect differences in self-regulation and may be useful in understanding diverse political orientations. Skitka links moral psychology and attitudes research. She differentiates between attitudes held with and without moral conviction and presents data demonstrating the power of moral convictions for predicting people's willingness to take a stand and act on their beliefs. Taken together, the four presentations highlight the range of new theoretical and methodological approaches that are reshaping the field of moral psychology.

ABSTRACTS

WHAT PUSHES YOUR MORAL BUTTONS? *Joshua Greene¹, Dennis Lindsell², Alissa Clarke¹, Kelly Lowenberg³, Leigh Nystrom³, John Darley³,*

Jonathan Cohen³; ¹Harvard University, ²University of Pennsylvania, ³Princeton University – Hypothetical moral dilemmas are often unrealistic, but they can be useful for understanding moral thinking, just as flashing checkerboards and semantically odd sentences are useful for understanding vision and language. In one moral dilemma, one can save several lives by redirecting a runaway trolley that threatens five people onto a side-track, where it will kill only one person. In a similar dilemma, one can save five people by pushing one person in front of a runaway trolley, killing that person but stopping the trolley from killing five others. People typically endorse trading one life for five in the first case, but not in the second. Why? Philosophers and psychologists have identified a number of relevant factors: the distinction between a harmful means and a harmful side-effect, the locus of intervention (threat vs. victim), spatial proximity, body contact, the (in)directness of harm, and “unconscious realism.” Eight questionnaire studies testing a variety of moral dilemmas indicate that none of these proposals is adequate. We propose a new theory according to which negative moral intuitions are caused by an interaction between two previously unidentified factors: “linear intention” and “inherently violent victim intervention.” These findings crucially supplement a dual-process model of moral judgment according to which both intuitive emotional responses and controlled cognitive responses shape moral decisions, often in a mutually competitive way. This model is supported by previous fMRI data, neuropsychological data, and the results of a more recent cognitive load study.

MORAL PSYCHOLOGY: IT'S NOT JUST ABOUT HARM, RIGHTS, AND JUSTICE ANYMORE. Jonathan Haidt, Jesse Graham; University of Virginia – Nearly all moral psychology has been informed by a politically liberal ideology in which the rights and welfare of individuals are paramount. Conservative concerns about ingroups, authority, and religious purity have been dismissed as non-moral (e.g., something children outgrow as they come to understand rights and justice) or as immoral (e.g., oppressive or discriminatory). In contrast, I will argue that there are five intuitive foundations of morality: harm/suffering, fairness/reciprocity (upon which notions of rights and justice are constructed), ingroup/teamwork, authority/hierarchy, and purity/sacredness. Moral psychology has inappropriately limited itself to studying the first two foundations, upon which liberal moral systems are built. I will present evidence showing that political conservatives build upon all five foundations. I will then propose that the “new direction” moral psychology should take is to take seriously conservative ideas about morality, which can help us understand moral phenomena that have not yet been well explained. For example: what does moral psychology (or social psychology more broadly) have to say about the intense passions surrounding the harmless practices of gay marriage and flag burning? What light can we shed on suicide bombing or the willingness to die for cause and country? To understand the events that are shaping our times, and to make our science relevant to policy makers, we must go beyond the psychology of harm, rights, and justice.

TO PROTECT OR PROVIDE: MAPPING MORAL MOTIVES. Ronnie Janoff-Bulman, Sana Sheikh; University of Massachusetts, Amherst – A classic motivational distinction in psychology—approach versus avoidance—provides a starting point for mapping the moral landscape. As a system of rules that facilitates group living, morality plays a crucial role in social regulation. In addition, our moral feelings and judgments appear to reflect self-regulatory efforts as well, particularly the motivation to avoid negative outcomes (“Protect”) and approach positive outcomes (“Provide”). When crossed with a focus on self versus others, these orientations result in four distinct moral motives: Self-Restraint (self-protect), Self-Reliance (self-provide), Social Order (other-protect), and Social Justice (other-provide). Characteristics of Protect motives include restraint (of self and others), harm-avoidance, and concern with identity-based behavioral norms, whereas characteristics of Provide motives include pro-activity, advancement (of self and others), and concerns with resource interdependence. Data from a series of questionnaire studies

provide support for the model as well as the relationship between moral motives and political orientation. Although data demonstrate that Protect motives are in general associated with conservatism and Provide motives with liberalism, further investigation of campus political organizations suggests a more complex understanding of political perspectives via unique combinations of moral motives.

PREDICTING ACTIVISM TO SUPPORT OR OPPOSE LEGALIZING PHYSICIAN-ASSISTED SUICIDE: THE RELATIVE ROLES OF RELIGIOSITY, VALUES, AND MORAL CONVICTION. Linda J. Skitka; University of Illinois at Chicago – Theories of moral philosophy and development suggest that there are important differences between attitudes held as subjective preferences, normative conventions, and moral beliefs and convictions. Moral convictions, unlike preferences or conventions, are inherently motivating and carry their own justification for behavior. Strength of moral conviction should therefore be especially predictive of a willingness to take an active stand in the name of one’s beliefs. Consistent with this hypothesis, results of a national survey using a longitudinal panel design (N = 727) found that strength of moral convictions associated with participants’ position on physician-assisted suicide (PAS) was the strongest predictor of willingness to engage in a number of activist behaviors in support of or opposition to legalizing PAS. These results emerged even when controlling for individual differences in attitude strength, political orientation, religiosity, church attendance, strength of commitment to specific values, value-expressiveness of participants’ PAS attitude, and a host of demographic variables. Other results indicated that people willing to engage in activism on either side of the PAS issue valued respect for the elderly, compassion, and purity (i.e., spirituality, or the natural order of things) more than those less willing to engage in activism for or against this cause. Religiosity, church attendance, and political orientation only predicted activism in opposition but not support of PAS. These results contribute to a growing body of research that indicates that there appears to be something special about attitudes held with moral conviction relative to otherwise strong, but non-moral attitudes.

A7 EMERGING THEMES, ISSUES, AND CONTROVERSIES IN THE EVOLUTIONARY SCIENCES

Room L-6

Chairs: Jeff Simpson, University of Minnesota, and Steve Gangestad, University of New Mexico

Summary: Several important themes, issues, and controversies have arisen in the evolutionary sciences during the past decade. Many of the most important topics and debates have been informed by social/personality theories, models, and methods. The purpose of this symposium is to showcase some of the best and most important cutting-edge research currently being conducted by social-personality psychologists who adopt evolutionary perspectives to explain different types of social behavior. Martie Haselton will present recent work on how women’s ovulatory status is associated with perceptions of male attractiveness and behavior during different phases of the female reproductive cycle. Debra Lieberman will discuss how evolutionary thinking can be applied to advance our understanding of kinship, focusing on inbreeding avoidance. Mark Schaller will illustrate how an evolutionary perspective of social cognition can generate new, counterintuitive discoveries, some of which could yield deeper insights into basic psychological processes. Chris Fraley will highlight how comparative phylogenetic methods can be used to investigate the origins and evolution of important traits and behaviors in different species, including humans. In the role of discussant, Steve Gangestad will identify and integrate some of the major cross-cutting themes, issues, and controversies that emerge from these talks.

ABSTRACTS

THE HIDDEN SIDE OF FEMALE DESIRE: WHAT OVULATORY CYCLE RESEARCH REVEALS

Martie G. Haselton, University of California at Los Angeles – This talk presents data from one daily-report study and two multi-session laboratory studies using hormonal assays to confirm ovulation. Compared with other cycle days, on days within the narrow fertile window, women reported increased attraction to men other than their long-term mate. Near ovulation, women also reported greater sexual proprietariness by long-term mates, suggesting an antagonistically coevolved male response. The most dramatic shifts in relationship dynamics are reported by women mated to partners low on hypothesized good-genes indicators (low in sexual attractiveness), as the good genes hypothesis predicts. The third study, using full-body photographs, provides behavioral evidence of ovulatory shifts in women's motivations. Sixty percent of the time, independent judges selected a woman's high-fertility photograph, rather than her low-fertility photograph, as the one in which she was trying to appear more attractive (through choices of more fashionable and revealing clothing). I will discuss three broad implications of ovulatory cycle studies, such as these, for social psychology. First, these findings challenge the notion that most or all sex differences in sexual strategies are the product of socialization—instead, the findings strongly suggest specialized, sex-specific mating adaptations. Second, the discoveries of these studies would be unlikely without explicit evolutionary theorizing; thus, the findings demonstrate the heuristic value of evolutionary theory. Last, these findings provide evidence of texture and subtlety in female sexual strategies, and they reveal a hidden side of female desire that is evident only if researchers take ovulatory cycle phase into account.

EVOLUTIONARY PSYCHOLOGY AS A FRAMEWORK NOT A SUB-DISCIPLINE: THE INVESTIGATION OF KIN-DIRECTED BEHAVIORS AS AN EXAMPLE

Debra Lieberman, University of Hawaii – Evolutionary psychology offers a biologically grounded framework for investigating the diverse array of human behavior and cognition. Its theoretical tools can be used to inform psychological inquiry on multiple levels of analysis including analyses of developmental trajectories, computational architecture, neuro-scientific organization, and clinical impairments. The goal of this talk is to illustrate how an evolutionary approach can structure scientific inquiry using kin-directed behaviors (e.g., inbreeding avoidance) as an example. Systems for avoiding inbreeding in humans and other species are hypothesized to exist due to the recurring selection pressures posed by deleterious mutations and pathogens. How might evolution have engineered such systems? With respect to computational architecture, a well designed system for avoiding inbreeding requires procedures for categorizing individuals according to relatedness and procedures that take this information and regulate sexual attraction. Recent empirical findings suggest that: (i) during development humans learn who counts as close kin by the presence of ecologically valid cues that signaled relatedness in ancestral environments and, (ii) exposure to these cues updates person-specific information regarding relatedness and decreases the probability of sexual interactions by activating programs governing sexual avoidance (e.g., disgust). An evolutionary-informed model of inbreeding avoidance that provides a rich description of the underlying information processing procedures can help guide investigations in multiple areas including developmental psychology (e.g., attachment processes, cues to kinship, and the development of sexual disgust), cognitive neuroscience (e.g., neural correlates of kinship and the domains of disgust), and clinical psychology (e.g., sexual abuse within the family and impairments in disgust).

EVOLUTION, COGNITION, CONTEXT AND CULTURE (AND THE OPPOSITE OF EVERYTHING YOU THOUGHT WAS TRUE)

Mark Schaller, University of British Columbia – This talk is designed to show how an evolutionary perspective on social cognition can yield dis-

coveries that (a) may seem to contradict prevailing scholarly wisdom, but (b) really don't, and (c) actually yield deeper, integrative insights into underlying psychological processes. I will employ three empirical examples to illustrate this conceptual story. One example describes an evolutionary perspective on social attention and person memory. This yields a novel hypothesis (–supported by recent results; Ackerman et al., in press) –specifying a reversal of the outgroup homogeneity bias in recognition memory. Under predictable circumstances, White subjects actually show more accurate recognition of briefly-glimpsed Black faces than White faces. A second example describes an evolutionary perspective on the inferential consequences of perceived similarity. This yields a novel hypothesis (supported by new data; Park et al.) specifying a reversal of the typical effect of attitude similarity on interpersonal attraction: Under predictable circumstances, similarity repels rather than attracts. A third example describes an evolutionary perspective on culture. In contrast to the common belief that evolutionary processes are at odds with cross-cultural differences, this perspective yields novel hypotheses specifying conditions under which particular cross-cultural differences emerge (e.g., recent findings by Gangestad et al.; and some findings from my lab too). These programs of research illustrate a fundamental point: Evolution has sculpted a human mind that is sensitive in specific ways to individuals' immediate perceptual context. Evolutionarily-informed theorizing helps us discover the effects of contextual and personological variables on social cognition and behavior.

COMPARATIVE PHYLOGENETIC METHODS FOR STUDYING EVOLUTION IN SOCIAL-PERSONALITY PSYCHOLOGY

R. Chris Fraley, Claudia Chloe Brumbaugh, University of Illinois at Urbana-Champaign – One of the central questions in evolutionary psychology concerns the origins and evolution of psychological traits. Nonetheless, methods for addressing such questions are not commonly used in psychology. The objective of this talk is to discuss comparative phylogenetic methods for studying trait evolution. Comparative phylogenetic methods allow researchers to study the covariation among behavioral, morphological, or ecological traits across species while taking into account the evolutionary histories of those traits. These methods can be used to trace the evolution of traits throughout history or to test hypotheses about the functional relationships among traits. To illustrate the potential of these methods, we report a phylogenetic analysis of mating behavior. Our discussion focuses on the potential of comparative and phylogenetic methods for advancing the science of social and personality psychology.

Symposia Session B

Friday, 11:15 am - 12:30 pm

B1 WHEN DIFFERENCE BECOMES US: RACIAL DIVERSITY, COGNITION, AND GROUP PROCESSES

Ballroom A

Chairs: *Victoria C. Plaut, University of Georgia, and Samuel R. Sommers, Tufts University*

Discussant: *Jennifer A. Richeson, Northwestern University*

Summary: The relationship between race, person perception, and social judgment has become an increasingly prominent topic in contemporary social psychology. Traditionally, this research has focused on the judgments of individual perceivers and the experiences of individual targets, but recently psychologists have begun to adopt a more relational approach to studying intergroup perception and interaction (Shelton & Richeson, 2006). Similar perspectives are emerging in research on diversity, a topic of theoretical importance that has also achieved buzzword status in popular and political discourse. This symposium

examines these new research directions, considering factors that predict attitudes towards diversity, cognitive associations with the general construct, as well as the specific psychological processes through which diversity influences group performance. Plaut examines two competing models of diversity—colorblindness and multiculturalism—exploring their implicit and explicit assessment, distribution among majority and minority groups, and relationship to social status. Purdie-Vaughns, Walton, and Hoyt consider cognitive factors that may impede the attainment of diversity in the real world, and demonstrate that job hiring is more likely to produce a diverse outcome when a decision is made about a group of candidates as opposed to a series of individuals. The final two talks examine the effects of diversity on group performance, with Sommers and Warp examining the informational and motivational influences of a group's racial composition on its information processing and decision-making. Phillips, Liljenquist, and Neale then demonstrate that the mere presence of surface-level demographic diversity affects members of the social majority such that the performance of the entire group improves.

ABSTRACTS

ATTITUDES TOWARD DIVERSITY: WHAT DO RACE AND STATUS BUY YOU? *Victoria C. Plaut, University of Georgia* – Recent research has revealed the presence of various models of diversity (e.g., colorblindness and multiculturalism) and their impact on intergroup bias (e.g., Norton, Sommers, Apfelbaum, Pura, & Ariely, in press; Plaut, 2002; Richeson & Nussbaum, 2004; Wolsko, Park, Judd, & Wittenbrink, 2000). The present research examines how race and social position affect attitudes toward these models of diversity. Study 1 investigated whether endorsement of models differs across majority and minority groups. White and non-White undergraduates completed implicit and explicit measures of models of diversity, including an IAT, a questionnaire, and an evaluation of advertisements containing either model. Non-White students showed more preference than White students for the multiculturalism model on all three measures. Studies 2 and 3 probed the relationship between status and attitudes toward diversity. In Studies 2a and 2b, perceptions of one's status, income, social dominance orientation, and legitimacy of status differences were related to attitudes toward diversity, with higher status individuals favoring colorblindness. In Study 3, participants were assigned to a high or low status role (bank CEO or bank teller) and asked to write a statement on diversity in the workplace. Content analysis revealed several patterns based on race and status. For example, high status White participants took the most color-blind approach, with a focus on merit and unification, while high status non-White participants scored highest on multiculturalism, stressing need for diversity, but also focused on employee qualifications. Implications of the complex relationship between race and status for the functioning of diverse environments are discussed.

PREVENTING BIAS BY SELECTING A GROUP: DEMOGRAPHIC DIVERSITY AND GROUP VERSUS INDIVIDUAL DECISION-MAKING *Valerie Purdie-Vaughns (Yale University), Gregory Walton (University of Waterloo), Elizabeth Hoyt (Yale University)* – Even though increasing demographic diversity is an urgent priority for American institutions where minority group members have been historically under-represented, effectively increasing diversity remains a challenge. What cognitive factors might bias people with egalitarian values against demographic diversity? We argue that individual versus group evaluations affect whether people are attuned to demographic diversity. We suggest that people are more likely to associate diversity with groups than with individuals. Applied to decision-making processes, demographic diversity should be more likely when people “hire” or select candidates in groups rather than select candidates individually. Previous research on sex discrimination (Crosby, Clayton, Alksnin, & Hemker, 1986) and joint versus separate evaluations (Bazerman, Tenbrunsel, &

Wade-Benzoni, 1998) support our reasoning. In a series of experiments, we test how group versus individual evaluations affect diversity. First, in a content analysis of prominent magazines, we found that magazine covers depicting groups yielded more ethnic diversity than covers depicting individuals. Second, in a laboratory experiment, undergraduates were asked to “hire” candidates for a consulting firm as a group of 10 candidates (group condition) or one at a time until they reached 10 candidates (individual condition). Results confirmed that participants were more likely to “hire” ethnically diverse candidates in the group than individual condition. In a third experiment, results revealed that regardless of political orientation, participants were more likely to endorse a female candidate when Supreme Court justices were framed as a group than when they were framed as individuals. Implications for theories of multiculturalism are discussed.

BEYOND INFORMATION EXCHANGE: MULTIPLE EFFECTS OF RACIAL DIVERSITY ON GROUP AND INDIVIDUAL PERFORMANCE *Samuel R. Sommers, Lindsey S. Warp, Tufts University* – The traditional explanation for the influence of a group's racial composition on its decision-making focuses on information exchange: demographic diversity within a group is expected to lead to a broader range of experiences, perspectives, and idiosyncratic knowledge. Certainly, such effects often emerge in diverse groups, but a strict information exchange account equates racial category membership with endorsement of monolithic attitudes and places the burden for diversity's influence squarely on non-White individuals. The present work explores additional processes through which racial diversity influences groups and the individuals that comprise them. In a series of studies using college as well as community samples, the decision-making of racially diverse and homogeneous groups was compared, as were the cognitive tendencies and race-related concerns of the individual members of these groups. Results indicated that the effects of diversity were not limited to processes of information exchange and were not wholly attributable to the performance of non-White individuals. Even before beginning a group discussion, mere membership in a diverse group significantly influenced White individuals' private judgments and led them to process information more systematically as indicated by a surprise memory task. The psychological mechanisms underlying these effects are explored by considering race-related thought activation and the tendency for cognitive complexity; boundary conditions for these effects are also considered. Findings suggest that performance benefits of racial diversity result, at least in part, from the psychological effects of diverse settings on White individuals, a conclusion with important theoretical as well as practical implications.

IS THE PAIN WORTH THE GAIN? THE ADVANTAGES AND LIABILITIES OF AGREEING WITH SOCIALLY DISTINCT NEWCOMERS *Katherine W. Phillips (Kellogg School of Management, Northwestern University), Katie Liljenquist (Kellogg School of Management, Northwestern University), Margaret A. Neale (Graduate School of Business, Stanford University)* – Conventional wisdom would suggest that diversity is beneficial because people who are “different” will bring different perspectives to the table. This research questions this assumption and argues that there is a value in surface-level (i.e., social category) diversity that is completely independent of having a unique task perspective contributed by the different (i.e., out-group) member. The mere presence of surface-level diversity changes the behavior of members of the social majority such that group performance improves. In the context of having a newcomer join a group, we conducted a 2 (social similarity of newcomer to oldtimers; in-group or out-group) x 3 (opinion agreement: newcomer has no opinion ally, 1 opinion ally, or 2 opinion allies) interacting group experiment with four-person groups. Groups with out-group newcomers perceived their group interactions as less effective, yet performed better than groups with in-group newcomers. Moreover, this result was not due to out-group newcomers bringing new ideas to the group discus-

sion. Instead, it was the behavior of the individuals who were in agreement or allied with out-group members that drove the group performance. Allying with an out-group member threatened social ties with the other social majority members on the team and motivated the allies to reconcile the differing opinions in the group (Heider, 1958; Newcomb, 1963). The motivation to resolve the discrepancy in opinions led to deeper consideration of the available information and improved performance. We discuss the implications of this work for understanding the psychological mechanisms that drive the influence of diversity on group functioning.

B2 THE CULTURAL GROUNDING OF RELATIONSHIP: REVEALING A BASIC, SOCIAL-PSYCHOLOGICAL PROCESS

Ballroom B

Chair: Glenn Adams, University of Kansas, University of Toronto

Summary: Studies of personal relationship often interpret observed patterns as the straightforward reflection of human nature. They do not deny cultural influence, but instead characterize it as superficial variation in the extent to which people value or emphasize more "basic" relationship processes. In contrast, presentations in this symposium investigate the cultural grounding of relationship—how relationship experience depends on the particular realities of different cultural worlds—as a basic process in its own right. From this perspective, such regularly observed patterns as the importance of attraction in everyday life (Anderson), the importance of intimate disclosure for relationship satisfaction (Adonu), the experience of work (Sanchez-Burks) or everyday social intercourse (Tafarodi) as a non-relational space, and readiness to request social support from close partners (Kim), are not "just natural". Instead these patterns reflect particular realities—associated with relatively urban, high SES, or "Western" cultural worlds—that promote relatively thin or independent constructions of relationship as the unstable product of individual choice. This underlying, cultural grounding of regularly observed patterns is typically obscured in the discipline of psychology by the practice of conducting research within relatively homogenous, university worlds. To better reveal this underlying process, the presentations contrast patterns observed in mainstream research with patterns observed in diverse settings that promote relatively thick or interdependent constructions of relationship as environmental affordance. In general, the symposium suggests the extent to which basic processes of relationship reside, not only in the physiological structure of brains, but also in the particular affordances of different cultural worlds.

ABSTRACTS

PICK ME, PICK ME!— PHYSICAL ATTRACTIVENESS AND EXPECTATIONS ABOUT LIFE OUTCOMES. *Stephanie L. Anderson, University of Kansas; Glenn Adams, University of Kansas and University of Toronto* – Previous research has identified a connection between physical attractiveness and life outcomes. The present research investigates the cultural grounding of this pattern. Specifically, the importance of attractiveness cues may vary depending on the extent to which different cultural worlds promote or require individual choice in the construction and maintenance of relationship. We hypothesize that attractiveness matters more for life outcomes in settings that promote independent constructions of relationship (as the product of choice) than in settings that promote interdependent constructions of relationship (as environmental affordance). We examined this hypothesis in 2 studies with students at University of Kansas (KU) and University of Ghana (UG). In Study 1, participants first described either 3 personal characteristics (independence condition) or 3 personal relationships (interdependence condition). Participants then rated photographs according to the likelihood that the

depicted individual would experience positive outcomes. Consistent with the hypothesis, expectations about outcomes of attractive and unattractive targets were more discrepant for KU students than UG students, for urban participants than rural participants, and—although only among UG students—for participants in the independence condition than participants in the interdependence condition. In Study 2, attractive and unattractive participants rated themselves on a variety of life outcomes. Consistent with the hypothesis, the relationship between attractiveness and life outcomes was more positive among KU students than among UG students and (within KU students) among students from urban settings than among students from rural settings. Discussion focuses on benefits and liabilities of different constructions of relationship.

THE CULTURAL GROUNDING OF MARITAL RELATIONSHIP: EVIDENCE FROM GHANA AND THE UK. *Joseph Kordzo Adonu, University of Luton, UK.*

– This presentation begins with a theoretical framework for investigating the cultural grounding of relationship (Adams, Anderson, & Adonu, 2004) and applies it to marital experience. The framework proposes that patterns of relationship observed in mainstream psychological science (typically conducted in settings like the UK) are not the natural outgrowth of inborn tendencies. Instead, they reflect independent constructions of relationship (as discretionary product) that promote an emphasis on self-disclosure and emotional support as predictors of marital satisfaction. To better reveal the role of these constructions in shaping marital experience, this study examines marital relationship in Ghanaian settings, where more interdependent constructions of relationship (as environmental affordance) are prominent. The guiding framework proposes that, where interdependent constructions are prominent, marital experience will emphasize complementary roles, fulfillment of obligation, and provision of instrumental support. Evidence for these ideas comes from a survey of married people from Accra, Ghana and London, UK (n=400). Consistent with hypotheses, traditional role expectations, disparity in the dyadic reciprocity of material support, and frequency of reference to instrumental support were greater among Ghanaian participants than British participants. Likewise, among wives in both settings, measures of independent self-construal mediated the relationship between self-disclosure and marital satisfaction, but measures of interdependent self-construal mediated the relationship between material support and marital satisfaction. Inconsistent with hypotheses, there was no evidence that self-disclosure or emotional support were less important in marriage experience of Ghanaian participants than British participants. Discussion draws upon evidence from semi-structured interviews to consider possible implications of globalization for marital relationship.

AMERICAN PROFESSIONALISM: MENTAL MODELS AND INSTITUTIONAL PROPAGATION OF A CULTURALLY GROUNDED WORKWAY. *Jeffrey Sanchez-Burks, University of Michigan.*

– Understanding the psychology of personal relationship requires the study of workways: community specific ideas about what is true, good and efficient within the social domain of work. The phrase "act professional" succinctly captures the imperative to behave properly within the American workplace. The present research examines criteria used to infer that someone behaves unprofessionally. Prior research on Protestant Relational Ideology (Sanchez-Burks, 2002; 2005) suggests that one uniquely American criteria of professionalism entails minimization of references to the personal domain of life while at work. In Study 1, working managers used thumbnail-size images of office objects and an image of a blank cubicle to reconstruct the office of a target presumed to have a reputation as being either unprofessional or professional. Results show that the proportion of objects symbolic of one's personal life (e.g., children's drawings) differentiated the two targets. However, this effect was moderated by participant's length of experience in the U.S., suggesting that this standard of professionalism is culturally grounded. A second field experiment examined the role of cultural institutions in

perpetuating this cultural standard by having companies evaluate candidates' application essays. These essays included a description of how the candidates would build rapport with a client during an initial meeting. Results show that evaluations of candidates are significantly lower if they indicated that they would make even minor references about personal matters to build rapport with a client (e.g., "nice family photo"). Discussion focuses on implications for research on personal relationships within the culturally grounded context of work.

CULTURE AND RELATIONAL DIFFERENTIATION: SELECTIVE SOCIAL ATTENTION IN CHINESE, JAPANESE, AND CANADIAN LEFELWOLDS. *Romin Tafarodi, University of Toronto.* – Social reality is inherently indeterminate. It becomes intelligible and familiar to us only through the conceptual ordering of language and culture. To understand how relationships are realized differently across cultures, it is essential to first know how the social world is habitually carved up by the interacting members of a cultural community. This structuring determines the opportunities for developing or consolidating social ties and the likelihood of engagement with particular others. An important element in this regard is the differentiation of others according to formal and informal hierarchies of personal relevance. Attention is directed at others according to the values they hold within these hierarchies or systems of stratification. Ethnographic portraits of the Chinese suggest a strong facility for exclusive social attention or disregard for those, such as strangers, who are deemed to be personally irrelevant. To examine whether this is in fact the case, Hong Kong Chinese, Japanese, and European Canadian participants were compared on their tendency to attend to social targets of various levels of personal relevance. Memory evidence revealed that the Chinese were indeed more likely than the other groups to disregard the responses of targets considered irrelevant to the purposes of the task, but only when those purposes sanctioned exclusive social attention. I discuss what this tendency for exclusivity means for the formation of Chinese social ties, and more generally, for our understanding of the cultural grounding of relationships.

CULTURE, SOCIAL SUPPORT, AND RELATIONSHIPS. *Heejung Kim, David Sherman, University of California, Santa Barbara; Shelley Taylor, University of California, Los Angeles* – Are Asians and Asian Americans more or less likely to seek social support for dealing with stress than European Americans? On the one hand, more collectivistic Asian/Asian Americans might prefer the sharing of stressful problems; on the other hand, efforts to maintain group harmony might discourage such efforts. Study 1, a survey study, showed that Asians/Asian Americans reported using social support less for coping with stress than European Americans because of the concern for potentially disturbing social relationships. Study 2 used priming method to show that when primed with in-group goals, Asian Americans are less likely to seek social support and less likely to find social support seeking beneficial than when primed with out-group or self goals, compared to European Americans who were unaffected by priming. Study 3, a lab study looking at Asian American and European American romantic couples' behavior, found that Asian American support seekers are more responsive to the situational constraints of the support providers. Study 4 examined the effectiveness of different forms of social support. Social support without involving disclosure of one's problems is more effective for Asian Americans and social support involving active disclosure and verbal transactions (explicit support) is more effective for European Americans, in terms both of psychological and neuroendocrine responses to a lab stressor. Discussion centers on virtues and liabilities of different forms of social support within particular cultural models of relationships.

B3 THE MANY WAYS WE "BROADEN-AND-BUILD": PROCESSING RESPONSES TO NEGATIVE

AND POSITIVE EVENTS AND MULTIPLE PATHWAYS TO EMOTIONAL WELL-BEING

Ballroom C

Chairs: Kate C. McLean, University of Toronto, and Jennifer L. Pals, Haverford College

Discussant: Barbara Fredrickson, University of North Carolina, Chapel Hill

Summary: Recent contributions to research on well-being emphasize the importance of positive emotion for coping with adversity. Research shows that positive emotion is a mechanism for broadening perspectives and building psychological resources (Fredrickson, 2001). This symposium examines the different ways that people use positive emotion to cope with negative events and compares how people process positive and negative experiences in relation to well-being. Tugade shows that in the short-term context of a sadness induction, unconscious positive emotion is more adaptive than conscious meaning-making to lessen negative emotion and improve cognitive flexibility. Coifman and Bonanno also examine flexibility, showing that in coping with loss, flexibly regulating reactions to positive and negative experiences is related to positive adjustment. While Tugade's findings suggest that conscious meaning-making in the moment is not adaptive, the last two papers suggest that meaning-making is adaptive in the longer term, but differentially for positive and negative events. Lyubomirsky shows that actively analyzing negative events improves well-being, whereas passively re-experiencing positive events enhances well-being. McLean and Pals examine the functions of self-defining emotional memories in relation to well-being and development. Results show that high point memories predict positive well-being when they serve relational functions, and low point memories predict well-being when they serve meaning-making functions. Further, finding positive meaning in low points is particularly important to younger people. Overall, these papers highlight multiple mechanisms involved in recovering from negative events as well as how negative events differ from positive events in the pathways by which they relate to positive well-being.

ABSTRACTS

THE EFFECTS OF CONSCIOUS AND UNCONSCIOUS PROCESSES OF POSITIVE EMOTIONS ON COGNITIVE FLEXIBILITY AND COPING WITH SADNESS

Michele M. Tugade, Vassar College – The intersections between positive and negative emotional experience provide useful means for investigating resilience. Theory and research indicate that positive emotional experience is one avenue for achieving resilience from stress. The present research elaborated on this theme by investigating the conscious and nonconscious mechanisms that link positive emotions to coping with sadness and cognitive flexibility (two markers of resilience). Participants were experimentally induced to experience sadness. Following the sadness induction, participants were randomly assigned to tasks that varied in the degree to which they were controlled, effortful, and conscious (e.g., finding positive meaning in a negative situation) versus automatic, effortless, and unconscious (e.g., subliminal presentation of smiling faces). Subjective reports of sadness were assessed before and after the task inductions. Finally, participants completed a Stroop task as a measure of cognitive flexibility. Participants in the unconscious task condition evidenced a greater decrease in sadness and shorter latencies throughout the Stroop task (greater cognitive flexibility) than those in the conscious task condition. Taken together, these findings point to the differential effects of conscious and unconscious processes of resilience. Evolutionary considerations about emotions suggest that systems underlying basic affective reactions originated prior to systems for conscious awareness (cf., Winkielman & Berridge, 2004). As such, unconscious processes may

produce more effective coping outcomes. In the realm of emotion regulation, unconscious strategies may be more effective because they require fewer cognitive resources when coping with stressful experiences. Discussion will focus on future research aimed at examining how conscious and unconscious strategies may promote resilience.

FROM NEGATIVE TO POSITIVE: DOES FLEXIBILITY IN EMOTION RESPONDING PREDICT ADJUSTMENT DURING THE COURSE OF BEREAVEMENT?

Karin G. Coifman, George A. Bonanno, Teachers College, Columbia University – Flexibility is an adaptive component of both biological (e.g. Camazine, et al 2001) and psychological systems (e.g. Westenberg & Block, 1993). Social psychologists have recently begun to examine the role of flexibility in coping with adversity. Cheng (2001) argued, for example, that successful coping depends less on the use of any specific coping strategy and more on the flexible application of coping strategies to fit environmental demands. Flexibility also appears to be an essential component of human emotion regulation as humans possess a rich repertoire of emotional responding. In a preliminary study of flexibility in emotional response, Bonanno, Papa et al. (2004) showed that the ability to flexibly enhance or suppress emotional expression predicted better adjustment in New York City college students in the 2 years after 9/11. This presentation extends that research by examining the potential for flexibility in emotion regulation in a bereaved sample. More specifically, we examined the emotional responses of bereaved participants during a laboratory interview shortly after the loss of either their spouse or child. In particular, we examined participants' ability to shift from negative to positive emotion in response to a change of interview topic. Participants reported on their affective experience, video tapes were coded for facial behavior, and two indices of autonomic activity were used (heart rate and galvanic skin response). We show that the capacity for flexible emotion responding is positively associated with adjustment up to 18 months following the loss of a spouse or child.

WRITING, TALKING, AND THINKING ABOUT LIFE'S MOST WONDROUS MOMENTS AND WORST HOURS: BENEFITS FOR PHYSICAL HEALTH AND WELL-BEING

Sonja Lyubomirsky, University of California, Riverside – How best to process one's most significant experiences? We hypothesized that step-by-step analysis (such that occurs while writing or speaking) is beneficial when directed at unhappy life events, but harmful when applied to happy times. In contrast, circular re-experiencing or savoring (such that occurs during private thought) is worthwhile when the target is one's highest moment, but damaging when it's one's lowest ebb. Data from three longitudinal experimental studies are described (Lyubomirsky, Sousa, & Dickerhoof, 2006). In Studies 1 and 2, students wrote, talked into a tape recorder, or thought privately about their worst or happiest experience for 15 min on each of 3 days. In Study 3, students either wrote or thought about their happiest day; half systematically "analyzed" this day and half repetitively "replayed" it. Measures of well-being and health were administered at baseline and 4 weeks later. In Study 1, participants who processed a negative experience through writing or talking reported improved life satisfaction and physical health relative to those who thought about it. In contrast, the reverse effect for life satisfaction was observed for participants in Study 2, who processed a positive experience. Study 3 focused on the possible mechanisms underlying these effects. Students who wrote about their happiest moments – especially when the writing involved systematic analysis – experienced reduced well-being and physical health relative to those who repetitively re-experienced these moments. The results suggest that a successful well-being-increasing strategy involves replaying or reliving positive life events as though rewinding video.

THE FUNCTION OF POSITIVE AND NEGATIVE MEMORIES FOR IN TWO AGE GROUPS

Kate C. McLean, University of Toronto, Jennifer L. Pals, Haverford College – Research on autobiographical memory in relation to well-being has tended to focus on the management of nega-

tive, difficult, or traumatic memories. People report a multitude of emotional memories, however, including positive memories. Thus, this study examined the functions of positive and negative autobiographical memories, defined as life story high and low points, for well-being in two age groups, emerging adults (mean = 19 years) and older adults (mean = 72 years). Participants reported high points and low points and completed a survey concerning how they used the memories (e.g., to teach, for identity development; Webster, 1997), as well as a measure of psychological well-being. Memories were also coded for whether or not they were redemptive (displayed an emotional sequence of bad turning to good). Results showed that high points predict positive well-being when used for identity and relational functions for the younger group and relational functions for the older group. Low points predict positive well-being when used for meaning-making functions, such as identity, but only for the older group. Use of redemption predicts positive well-being only in the low point memories and only for younger people. The report of redemptive low points was also related to the identity function for younger people, which may be one mechanism through which they relate to well-being. Thus, it appears that high point memories are important to well-being particularly for their relational use, as well as for identity in the younger sample. Low point memories are important to well-being as well, but in the younger group this is only the case when they are redemptive. Results are discussed in terms of different pathways to well-being from the management of emotional experience.

B4 NEW THEORETICAL DIRECTIONS IN JUSTICE AND IDENTITY

Steamboat Room

Chairs: Tyler G. Okimoto, Michael Wenzel, Flinders University, Adelaide, Australia

Summary: In recent years, psychological justice theories have increasingly acknowledged the close link between fairness perceptions and identity (e.g., Clayton & Opatow, 2003; Skitka, 2003; Tyler & Lind, 1992; Wenzel, 2004). One's self-concept, as determined by both personal and social identity, has indeed been accepted as a robust motivation underlying the need for fairness. While research has made considerable progress in this direction, the role of identity continues to be a major frontier for our understanding of the psychology of justice. This symposium showcases recent theoretical advances in justice research that draw upon our social psychological understanding of personal and social identity. DeCremer (with Brebels and Sedikides) first presents a self-regulation perspective to justice responses, isolating the importance of personal-self activation. Tyler elaborates on relational models of justice through distinguishing between two identity motivations: protection and enhancement. Branscombe (with Wohl and Warner) then presents work suggesting that the content of one's social identity determines when groups are likely to legitimize injustice instead of experiencing collective guilt, citing the role of their own historical victimization in reactions to recent Israeli-Palestinian conflict. Lastly, Okimoto (with Wenzel, Feather, and Platow) discusses how shared versus unshared identity with an offender elicits different notions of justice, suggesting two distinct identity-based motivations underlying the desire to see justice done. These new perspectives on the intersection between identity and justice aspire to enlighten future justice research and theorizing.

PROCEDURAL INJUSTICE AND REVENGE: THE EFFECTS OF REGULATORY FOCUS AND ACCESSIBILITY OF THE PERSONAL SELF

David De Cremer, Tilburg University, Lieven Brebels, Tilburg University, Constantine Sedikides, University of Southampton – Research has consistently shown that people's reactions are strongly influenced by unfair treatment, but results are particularly inconsistent when it comes down to predicting behavioral responses. It is thus clear that we have no real understanding yet when procedural justice leads to real negative

actions. In five experimental studies, we examined the role that motivation and self-regulation processes play in people's decision to display revenge behavior. In two experiments we tested situationally induced (experiment 1) and chronic (experiment 2) regulatory focus as a moderator of the relationship between procedural justice and revenge. Procedural justice was operationalized by an authority enacting the accuracy rule and revenge was assessed by the opportunity to impose a fine on authority's wage (experiment 1) or allocation decisions in an ultimatum game with the authority as the recipient (experiment 2). Results revealed that procedural unfairness elicited stronger negative behavior among those with a promotion focus (relative to those with a prevention focus). In a third experiment it was shown that nonverbal promotion focus cues lead to stronger personal self-activation than prevention focus cues. Experiments 4 and 5 elaborated the findings of experiment 3 by showing that an increased personal self-activation (relative to a neutral condition) promoted revenge, but only when a prevention focus was salient. The present findings suggest that a strong sense of the unique self is inherent to promotion focus, making that the behavioral inaction of a chronic or working prevention focus toward procedural injustice can be eliminated by promoting personal self-activation.

IDENTITY PROTECTION AND IDENTITY ENHANCEMENT: DISTINGUISHING TWO FUNCTIONS OF PROCEDURAL JUSTICE

Tom R. Tyler, New York University – The group engagement model argues that procedural justice encourages identification with groups. In that analysis the elements of procedural justice are treated as a single cluster of attributes. The purpose of the analysis to be presented here is to elaborate the GEM theoretical framework to argue that the elements of procedural justice can be divided into two groups: those elements central to identity security and those linked to identity enhancement. One motivation that shapes the extent to which people are willing to merge their sense of self with the group is security – the degree to which they feel that they will not be the target of prejudice by the group. A second motivation shaping engagement of one's identity with groups is the degree to which there are opportunities to affirm and strengthen favorable views about one's self-worth, bolstering self-esteem and positive self views. When the elements of procedural justice are distinguished into two groups, the quality of decision making (opportunities for input; consistency of rule application; lack of bias; factual decision making) is central to identity protection, and quality of interpersonal treatment (evidence of consideration of one's arguments; attention to one's needs and concerns) is central to identity enhancement. Using data collected in interviews with people in work settings, I show that this distinction is useful in understanding both who is influenced by each element and the conditions under which each is important.

REMINDERS OF HISTORICAL VICTIMIZATION: IMPLICATIONS FOR JUSTIFIABILITY OF INGROUP HARM-DOING IN THE PRESENT

Nyla R. Branscombe, University of Kansas, Michael J.A. Wohl, Carleton University, Ruth Warner, University of Kansas – To perceive one's ingroup as having committed illegitimate or immoral harm against another group can result in a painful group-based emotion—that of collective guilt. Clearly, people do not feel collective guilt for all of their group's harm doing (no matter how severe) so they must have some powerful defenses against this conclusion about their group and the guilt that would stem from it. We consider the strategies people use to legitimize and defend their group's harm doing against another group, particularly focusing on how reminders of the ingroup's historical victimization encourages such legitimization and undermining of collective guilt for the ingroup's current harmful actions toward another group. We address how the different and predominant meanings derived from a historical victimization event such as the Holocaust among North American Jews has implications for guilt responses to the current Israeli-Palestinian conflict. We argue that when the primary meaning is one of fear and distrust, reminders will encourage legitimization of harm to Pal-

estinians by seeing them as yet another enemy trying to destroy the ingroup. When, however, the primary meaning involves moral obligation to never inflict suffering as was done to the ingroup, then reminders will lessen legitimization and increase feelings of guilt for harm to Palestinians. The interpretation given to ingroup victimization history is malleable and has consequences for emotional responses to present-day ingroup actions.

RETRIBUTIVE VERSUS RESTORATIVE JUSTICE: SHARED IDENTITY AND PREFERENCES FOR JUSTICE RESPONSES

Tyler G. Okimoto, Flinders University, Michael Wenzel, Flinders University, Norman T. Feather, Flinders University, Michael J. Platow, The Australian National University – We present a theoretical perspective predicting preferences for two distinct psychological conceptions of justice after rule-breaking, arguing that the degree to which people prefer retributive versus restorative justice depends on the symbolic interpretation of the offense. Transgressions can be regarded as threats to the victim's status and power. Retribution, in this case, best serves to realize justice because the unilateral imposition of punishment on the offender restores the victim's relative status. On the other hand, transgressions may also be interpreted as threats to the validity of the group's identity defining values and rules. In this instance, restorative justice best addresses group value concerns by reaffirming the values violated by the offender, and is achieved by working towards value consensus through bilateral dialogue, apology, and forgiveness. Hence, we predict that restorative justice is more strongly endorsed when respondents share a relevant social identity with the offender, whereas retributive justice is more strongly endorsed when a shared identity is lacking. Four experimental studies provided evidence for this conceptual distinction. Offences by an ingroup member resulted in a preference for restorative justice only in the context of a cohesive group, whereas retributive justice was most preferred for outgroup offenders. Consistent with our framework, endorsement of retributive justice was related to moral outrage, whereas endorsement of restorative justice was related to feelings of sadness and disappointment. Further evidence suggests that status concerns were uniquely related to retributive justice, while value concerns were related to both restorative and retributive justice.

B5 THE AGONY AND THE ECSTASY: WRITING IN PERSONALITY AND SOCIAL PSYCHOLOGY

Cotton Row Room

Chairs: *Jamie Arndt, University of Missouri, Theresa K. Vescio, Pennsylvania State University*

Summary: The SPSP Training Committee is sponsoring a symposium designed to help inform and entertain conference participants at various stages of their careers about issues in writing theory and research in social and personality psychology. From the graduate student to the established professor, writing is the lynchpin of so much of what we do and carries with it a host of challenges, from the practical to the inspirational. With this symposium we seek to illuminate how these challenges can become opportunities and offer some guidelines for making these transformations. Specifically, the members of the panel will elaborate on strategies for writing successful applications for graduate extramural funding, for integrating writing into the often frenetic demands during early career stages, and balancing and benefiting from collaborative writing relationships. The symposia will conclude with an invited address that unveils some rules of psychological writing that when broken by others raises our eyebrows while we proceed to break them ourselves. Both new and established researchers should benefit from the insights of the panel members.

ABSTRACTS

FROM RESEARCH ASSISTANT TO PRINCIPAL INVESTIGATOR: WRITING A PRE-DOCTORAL RESEARCH GRANT

Lisa Molix, University of Missouri-Columbia – Many academics write federal grants to fund their research. Unbeknownst to many, graduate students can also write independent, federally-funded research grants. Not only do such grants offer a range of financial support, but obtaining such a grant is an extremely impressive addition to any vita that can enhance one's competitiveness in a competitive job market. In this talk I will briefly outline ways to efficiently navigate the NIMH-NRSA pre-doctoral grant writing process. More specifically, I will discuss some ground work involved in writing a grant, outline steps for writing a high quality research proposal, and make suggestions for completing and submitting the grant application.

EARLY CAREER WRITING: EASY LESSONS LEARNED THE HARD WAY

Paul J. Silvia, University of North Carolina at Greensboro – Relative to graduate students, newly-minted assistant professors have much less time to write. It's surprising but true: professors have a larger teaching load, a broad (and odd) range of service, a research lab to manage, and many other legitimate demands on their time. On top of this, the standards for publishing and grant-writing are higher than ever. The current cohort of graduate students is entering psychology at a hard time, and many people struggle with fitting writing into their many professional obligations. Because of the frenetic workweek, people often sacrifice their evenings and weekends to "binge writing." I present some simple strategies (taken from Silvia, 2007, *How to write a lot*, APA Books) for writing productively during the normal hours of the normal workweek. We'll talk about making a writing schedule and sticking to it, setting realistic writing goals, and starting an informal writing group with some friends. These strategies won't make writing fun – nothing will, I think – but they will make writing mundane, routine, and habitual instead of erratic, stressful, and oppressive.

THE SOUND AND THE FURY OF COLLABORATIVE WRITING

Sheldon Solomon (Skidmore College), Jeff Greenberg (University of Arizona), Tom Pyszczynski (University of Colorado at Colorado Springs) – As graduate students at the University of Kansas in the late 70s we began a collaborative research relationship that has now lasted over 25 years. This process of collaborative writing has, for us, presented a number of advantages but also challenges. Like any relationship, a collaborative research relationship requires compromise and communication about how to recognize and extract the unique skills that each party brings to the enterprise. This talk will offer 3 different views on the pros and cons of collaborative writing and lessons learned about ways to enhance the scholarship that results as well as advice about the pitfalls to be avoided.

THE UNWRITTEN RULES OF PSYCHOLOGICAL WRITING

Daniel M. Wegner, Harvard University – There are certain obvious rules that we notice when others break them – but that we don't always follow ourselves. When a speaker goes on talking too long, for example, every single soul in the audience counts the exit signs and hopes for a power outage – and yet some of those same audience members will drone on as soon as they get their own chance. There are rules of psychological writing that are like this: We can tell when they're being followed or not when we read psychology, but then we fail to follow them in our own writing. This talk consists of a list of these rules. So as to keep these rules unwritten, I'll just mention their keywords: perfection, emulation, redundancy, citation, eccentricity, innovation, validity, and empathy.

B6 BROADENING THE SCOPE OF CREATIVITY RESEARCH

Room L-10

Chairs: *Eric F. Rietzschel, University of Groningen, Carsten K. W. de Dreu, University of Amsterdam*

Summary: Few areas of psychology have such potential to integrate different lines of research as the study of creativity. After all, creative behavior draws on the complete spectrum of psychological processes, from the individual level to the social and organizational. Nevertheless, creativity research all too often is associated mainly with practical recommendations that are not very illuminating from a psychological point of view. Given the psychological complexity of creativity, researchers must move beyond the question of how creative performance can be enhanced, and explicitly link creativity research to other theories and findings in psychology. In other words, the scope of creativity research needs to be broad indeed. The studies presented in this symposium contribute to this broad perspective. Using a variety of methodologies and research questions, the authors address the mechanisms underlying creative behavior, and the context surrounding it, rather than simply approaching creativity as a dependent variable that needs to be improved. These studies take such diverse perspectives as risk behavior, counterfactual thinking and creative problem-solving, affective influences on creativity, and social identity and group norms. Amidst this diversity, the common thread of all studies is the aim to do justice to the complexity and richness of creative behavior, and to emphasize the relevance of creativity research to psychology at large – and vice versa.

ABSTRACTS

GENERATIVE THINKING AND RISK BEHAVIOR IN ADOLESCENTS.

Thomas B. Ward, Nancy Rhodes, Beverly Roskos-Ewoldsen, Jamie O'Mally, University of Alabama – Creative cognition research reveals specific ways in which category knowledge guides the formation of new ideas. For example, in generating original ideas within a known domain (e.g., devising new sports), people tend to retrieve highly accessible specific instances (e.g., baseball) and project their properties onto the new ideas. More generally, problem solving with well-established categories is governed by the instances that come to mind most readily. The current presentation extends earlier work to the generation of ad hoc categories concerned with risk behaviors and sources of positive affect among at-risk children. One hundred and fifty 10-12 year-old children from low-income neighborhoods performed divergent thinking tasks for those domains (things to do in an afternoon and things that feel good) as well as for more standard items (e.g., round things). Responses were scored for fluency and flexibility, and were used to predict self-reports of risky or harmful behaviors (e.g., smoking, aggression/violence) obtained in a different assessment. Unexpectedly, fluency was slightly positively associated with high-risk behaviors. More importantly, the specific types of responses that came to mind for the ad hoc categories were more predictive than the total number of responses. For example, socially oriented responses (e.g., Mom) for "feel good" were associated with fewer problems, whereas external stimulation responses (e.g., video games) were associated with more problems. Work on generative thinking can productively move beyond well-established categories to ad hoc categories and from science, art and technology to everyday problem solving associated with living in difficult social circumstances.

RELATIVE ACCESSIBILITY OF DOMAIN KNOWLEDGE AND CREATIVITY: THE EFFECTS OF KNOWLEDGE ACTIVATION ON THE QUANTITY AND ORIGINALITY OF GENERATED IDEAS.

Eric F. Rietzschel, University of Groningen; Bernard A. Nijstad, University of Amsterdam; Wolfgang Stroebe, Utrecht University – In research on creative idea generation, quantity is assumed to breed quality. However, little is known about the cognitive mechanisms underlying this relationship. A parsimonious explanation assumes a random process, in which every idea has an equal chance of being an original or high-quality idea. In contrast, a ‘deep exploration’ approach suggests that the originality of generated ideas is dependent on the activation level and exploration of available domain knowledge. We conducted two experiments to test the latter hypothesis. In both studies, prior to performing a brainstorming task, participants were primed with subcategories of the brainstorming topic. Priming caused a higher relative productivity and average originality within the primed subcategories. This effect also occurred in dyadic interactions (Study 2), although the presence or absence of dyadic interaction did not moderate these effects. Moreover, priming did not affect the quality of ideas selected after the brainstorming task. These results support the deep exploration hypothesis, and show that the relationship between quantity and quality is not adequately described by a stochastic model.

“IF ONLY I HAD VERSUS IF ONLY I HAD NOT:” IMPLICATIONS OF COUNTERFACTUAL STRUCTURE FOR CREATIVE GENERATION AND ANALYTICAL PROBLEM SOLVING.

Keith D. Markman, Matthew J. Lindberg, Ohio University; Laura J. Kray, Haas School of Business, University of California, Berkeley; Adam D. Galinsky, Kellogg School of Management, Northwestern University – Recently, Kray, Galinsky, and Wong (2006) found that counterfactual mind-sets impair creative performance. The present work, however, refines and extends this conclusion by examining the structure of the counterfactual thoughts elicited by mind-set primes. The structure of counterfactual thinking can be divided into two types: additive counterfactuals that focus on alternative events that could have led to a different outcome (“If only I had...”), and subtractive counterfactuals that focus on removing antecedent events that led to the outcome (“If only I had not...”). We hypothesized that because additive counterfactuals are not limited to the original set of events but, rather, focus on novel events that did not occur they elicit an expansive processing style that should enhance creative performance. On the other hand, because subtractive counterfactuals focus on undoing specific event aspects that would have changed the outcome, they elicit a relational processing style that should enhance analytical performance. In Study 1, participants primed with an additive counterfactual mind-set generated more novel uses for a brick than did those primed with a subtractive counterfactual mind-set, and in Study 2, those primed with additive counterfactuals generated more novel responses during a game of Scattergories. Conversely, participants in Study 3 who were primed with a subtractive counterfactual mind-set solved more syllogisms than did those primed with an additive counterfactual mind-set, and in Study 4 a subtractive counterfactual mind-set facilitated performance on the Remote Associates Test. In all, these results suggest that additive counterfactuals facilitate creative thinking, whereas subtractive counterfactuals facilitate analytical thinking.

REVISITING THE MOOD-CREATIVITY LINK: HEDONIC TONE OR ACTIVATION LEVEL?

Carsten K. W. de Dreu, Matthijs Baas, Bernard A. Nijstad, University of Amsterdam – It is widely accepted that positive mood leads to more creative performance than neutral, or negative mood states. However, close scrutiny of the relevant literature reveals several problems. First, it can be argued that in past research hedonic tone (positive vs. neutral or negative) covaried with the activation engendered by the mood manipulation (e.g., happy versus sad, which contrasts positive activating with negative de-activating moods). Second, several theoretical accounts of the mood-creativity effect can be stated in terms of

hedonic tone but equally well in terms of activation. In short, it is unclear whether the mood-creativity link demonstrated in past work is due to (1) hedonic tone; (2) activation; or (3) a combination. We tested these three possibilities in four experiments, in which we assessed various indices of creative performance (cognitive flexibility, fluency, perseverance, originality) and induced various mood states in different ways. Results consistently showed that hedonic tone had no effects whatsoever, and that higher levels of activation induced by a particular mood state led to more creative performance. We discuss implications for theory, and for future research.

THE CONTRIBUTION OF GROUP NORMS AND IDENTITY TO CREATIVE BEHAVIOR.

Inmaculada Adaroes-Yorno, Tom Postmes, and S. Alexander Haslam, University of Exeter – This presentation gives an analysis of innovative behavior and creativity that is informed by the social identity perspective. Two studies manipulated group norms and analyzed their impact on creative behavior. The results of Study 1 show that when people are asked to make a creative product collectively they display conformity to ingroup norms, but that they deviate from ingroup norms when group members make the same products on their own. A parallel result was found in group members' private perceptions of what they consider creative. In Study 2, the social identity of participants was made salient. Results showed conformity to group norms even when group members worked on their own creations. Findings suggest that innovative behavior is informed by normative context, and that in contexts in which people operate as members of a group (either physically through collective action, or psychologically through social identity salience) innovation will respect normative boundaries.

B7 PERCEIVING OTHERS FROM HEAD TO TOE: ACCURATE AND ERRONEOUS PERSON CONSTRUAL

Room L-6

Chairs: *Kerri L. Johnson, New York University and Nalini Ambady, Tufts University,*

Summary: Individuals are equipped with person perception capabilities that enable them to decompose a target into rough and ready social categories. Although an abundance of research has explored the implications of such social categorization (e.g., stereotyping), surprisingly little research has focused directly on how people categorize others in the first place. Emerging evidence indicates that range of visual cues, embodied from head to toe, conveys social information that is diagnostic for social categorization.

In this symposium we bring together recent evidence that examines the accuracy and efficiency of person construal from a variety of visual cues. Two talks will focus on the face, and how specific cues convey social information. First, Macrae will discuss how the mechanisms that undergird person construal may, under some circumstances, mislead social perceptions. Adams will discuss how eye gaze affects inferences about others' mental states using both American and Japanese stimuli and populations. Then, two talks will focus on the body and how it conveys social categories. Johnson will describe how specific body motions affect perceptions of sex and sexual orientation, using both computer generated animations and three-dimensional motion capture. Finally, Ambady will discuss observers' overall accuracy in categorizing others' race and sexual orientation from minimal visual information that may be conveyed either deliberately or unintentionally.

These converging lines of research suggest that person construal is supported by perceptual processes that are exquisitely tuned and responsive to both facial and bodily cues.

ABSTRACTS

A BOY PRIMED SUE: ELICITING A CATEGORICAL SEX CHANGE

C. Neil Macrae, Douglas Martin, University of Aberdeen, Scotland – Everyday social interaction is often dominated by categorical thinking, with generic group-based knowledge structures guiding people's dealings with others. In many situations, category activation is automatic and driven by brief exposure to basic visual cues. These cues may be comparatively stable and biological in origin (e.g., height, face shape, skin tone), but they can also be more transient and culturally dependent (e.g., hairstyle, clothing, jewelry). In this respect, recent research has highlighted the importance of individual facial features as diagnostic cues for making different categorical judgments. Extending and developing work of this kind, the current inquiry explored the effects of hair cues on the process and temporal dynamics of sex categorization. Using a standard priming paradigm to index the products of person construal (i.e., categorical and stereotype based knowledge), the results of three experiments revealed that: (i) hair cues alone are sufficient to trigger automatic category and stereotype activation; (ii) categorization is dependent on the temporal constraints of basic visual processing; and (iii) during the early stages of person perception, hair cues have the capacity to reverse conventional priming effects and generate errors of categorical assignment (i.e., categorical sex changes). These findings are considered in the context of contemporary accounts of person construal.

THE INFLUENCE OF GAZE AND CULTURE ON BASIC AND COMPLEX EMOTION PERCEPTION

Reginald B. Adams, Jr., The Pennsylvania State University – The human face is perhaps the most richly informative social stimulus we encounter in daily life, the eyes being a particularly powerful cue. In this talk, I will discuss issues surrounding compound social cue processing (e.g., gaze, emotion, ethnicity). Previously, eye gaze has been shown to influence processing of basic emotions (e.g., anger/fear). Herein, I present work additionally examining the influence of cultural ethnicity and outcomes on complex emotional state inferences. Using sets of standardized Japanese and Caucasian expressions, we examined the influence of gaze direction (direct versus averted) on basic emotion processing in Caucasian American and Japanese students. Then, we utilized Baron-Cohen's "Reading the Mind in Eyes" test, including a Japanese version created with collaborators at Kyoto University, Japan, to gauge the ability to read complex mental states. To date, our results demonstrate cross-cultural consistency in the effects of gaze on basic emotion processing. Gaze also appears to exert similar effects on complex mental state inferences, though we found a striking intracultural advantage as well. The extent to which this cultural variation is stimulus driven (e.g., dialect effect) or perceptually based (e.g., outgroup homogeneity effect) will be discussed. This work advances our understanding of the potentially universal mechanisms governing compound social cue processing. In addition, given that impairments in the ability to read mental states in others reliably distinguishes normative populations from those with disorders such as Autism and Asperger's syndrome, variations cross-culturally in this ability hold the promise of advancing our understanding of certain psychopathological disorders.

SWAGGER, SWAY, AND SEXUALITY: HOW THE BODY CONVEYS SEXUAL ORIENTATION

Kerri L. Johnson, Simone Gill-Alvarez, Victoria Reichman, New York University – Most studies of person construal have focused exclusively on face perception. The social relevance of the face is undeniable, but the face is not alone in its ability to convey diagnostic social information. Person construal "in the wild" frequently occurs at a distance that prohibits face processing or from a visual vantage that precludes it. Nevertheless, observers construe those individuals, and perceive social categories. Under such circumstances, observers must rely on other visual cues – from the body. Indeed, the body is sexually dimorphic in both its shape and motion, and observers

use this information to discern a target's sex (Johnson & Tassinari, 2005). In this talk, I will examine how the body's shape and motion also affect perceptions of sexual orientation. In two studies observers categorized the sexual orientation of stimuli that varied in both sex and body motion. In Study 1, stimuli depicted computer generated animations in which we manipulated both sex and the body motion (i.e., from a masculine shoulder "swagger" to a feminine hip "sway"). In Study 2, stimuli depicted real men and women whose range of shoulder and hip motion was measured using Optotrack three-dimensional motion capture. In both studies, the compatibility of a target's sex and motion determined perceived sexual orientation. A greater range of shoulder motion in women and a greater range of hip motion in men led observers to categorize those targets to be homosexual, and these perceptions were largely accurate. Thus, the body provides reliable cues for some aspects of person construal.

ACCURACY AND ERROR IN PERSON PERCEPTION: MOTION AND MINIMAL INFORMATION

Nalini Ambady, Tufts University – How valid are the inferences that people can make about social stimuli from very minimal information? Past research suggests that, under certain conditions, fairly accurate judgments can be made from ecologically valid stimuli. But comparatively little is known about judgments based on substantially degraded stimuli. Vision scientists find that accurate inferences about age and gender can be drawn from degraded stimuli such as biological motion displays. In this talk, I will discuss accuracy and error in the inferences people make about race and sexual orientation based on degraded stimuli and motion movies showing figural outlines. I will also discuss how self-presentation concerns might affect the display of social identities through motion and gestural cues. Finally, I will discuss how group membership affects social inferences based on minimal information.

Symposia Session C & Presidential Address Friday, 2:00 - 3:15 pm

C1 2007 PRESIDENTIAL ADDRESS

BEING SOCIAL: REINVIGORATING THE CONCEPT OF SITUATION IN SOCIAL PSYCHOLOGY

Ballroom A

Harry Reis, University of Rochester

C2 STEREOTYPES AND LEARNING: HOW OUR UNDERSTANDING OF THE MECHANISMS UNDERLYING STEREOTYPING INFORMS CLASSROOM ACHIEVEMENT AND VICE-VERSA

Ballroom B

Chair: *Allen R. McConnell, Miami University*

Discussant: *Patricia G. Devine, Univ. of Wisconsin*

Summary: Our knowledge about group stereotyping and its consequences has grown considerably, with researchers not only examining its implications for performance in the confines of the laboratory but in important real-world settings. This symposium explores recent work conducted by theoretically-focused researchers examining the meaningful consequences of stereotypes in educational settings. First, Josh Aronson provides evidence that Latino students are harmed by group stereotypes in high-stakes situations, disputing claims that stereotype threat does not exert a sizable impact when individuals are motivated to perform well in the classroom. Second, Sian Beilock

presents research detailing the cognitive mechanisms underlying stereotype threat as a means to elucidate how stereotyping effects can be neutralized and when, unfortunately, they may spill over onto other domains not implicated by the stereotype in question. Also, Buju Dasgupta reports work showing how women's implicit stereotypes about women and leadership are affected by exposure to female role models in their coursework and how these associations predict commitment to their professional careers. Next, Geoff Cohen shows, based on three randomized field experiments, that a self-affirmation intervention can significantly improve grades of African-American students and help close the racial achievement gap. Finally, our discussant, Trish Devine, provides synthesis to the presented work. As education systems come under greater scrutiny and reevaluation, understanding how stereotypes impact performance, especially among members of underrepresented groups, is especially important. This symposium illustrates how theory and application go hand-in-hand, mutually informing each other, with the resulting knowledge contributing valuable insights to a significant societal conversation.

ABSTRACTS

STEREOTYPE THREAT AND HIGH STAKES TESTING: A REPLY TO CHARLES MURRAY, PAUL SACKETT, AND CLAUDE STEELE

Joshua Aronson, New York University – Does Stereotype Threat (ST) matter outside the psychology laboratory, on tests with real consequences for test-takers? Can it affect the test scores of low identified students? Can interventions derived from ST theory improve real world performance? These are critical questions for knowing if ST is a useful construct for understanding real world achievement of more than just the elite "vanguard" of college students. Recent critiques by Charles Murray and Paul Sackett argue that laboratory studies on ST are not applicable to real world testing because they are low stakes; if the stakes were real, minority students would simply try harder and the effect of ST would disappear. The current research suggests the opposite. In one study, Latino students (non-elite students drawn from remedial college course) took tests under one of four conditions yielded by crossing a ST manipulation with a manipulation of high or low stakes—whether they were clear penalties for effort withdrawal. As predicted, performance was lowest when both ST was manipulated and the stakes were high. Because the students were not elite students, this study also showed the relevance of stereotype threat for a broad range of students, thus suggesting the need to qualify Steele's argument that stereotype threat primarily affects the vanguard of students, who are highly identified with academics. A second study shows the relevance of ST to real world testing. Two interventions designed to reduce anxiety lifted the test performance of both Latino and female 7th graders on statewide standardized test scores.

STEREOTYPE THREAT AND WORKING MEMORY: MECHANISMS, ALLEVIATION, AND SPILL OVER

Sian L. Beilock, The University of Chicago; Robert J. Rydell, University of California at Santa Barbara; Allen R. McConnell, Miami University – Theories of stereotype threat suggest that introducing a negative stereotype about a social group in a particular domain can reduce the quality of task performance exhibited by group members (Steele, 1997). Although stereotype threat has been repeatedly demonstrated, far less is known about how its effects are realized. Using mathematical problem-solving as a test bed, we demonstrate that stereotype threat harms math problems that rely heavily on working memory resources—especially phonological or verbal aspects of this system. Moreover, by capitalizing on an understanding of the cognitive mechanisms by which stereotype threat exerts its impact, we show (a) how stereotype threat can be alleviated (e.g., by heavily practicing once-susceptible math problems such that they are retrieved directly from long-term memory rather than computed via a working-memory-intensive algorithm) and (b) when stereotype threat effects will spill over onto subsequent tasks unrelated to the stereotype in question. For exam-

ple, women who perform poorly on math problems after being told "women are bad at math" also perform poorly on a subsequent verbal (but not spatial) problem-solving task. Although neither the verbal nor spatial problem-solving task is associated with the math domain implicated by the stereotype in question, the verbal task is heavily reliant on the phonological working memory resources that stereotype threat utilizes. As a result, stereotype threat effects spill over onto this verbal domain. This current work not only extends our knowledge of the causal mechanisms of stereotype threat, but it demonstrates how its effects can be attenuated and propagated.

THE INFLUENCE OF FEMALE LEADERS ON WOMEN'S IMPLICIT STEREOTYPES ABOUT THEIR INGROUP AND SELF: INVESTIGATIONS IN THE LAB AND FIELD

Nilanjana Dasgupta, University of Massachusetts at Amherst; Shaki Asgari, Fordham University –

Three experiments tested the conditions under which local environments undermine implicit stereotypes about women and professional leadership. Study 1 took advantage of pre-existing differences in the proportion of women occupying leadership roles at women's colleges vs. coeducational colleges by investigating whether: (a) frequent exposure to women in leadership roles (specifically female professors) decreases students' implicit gender stereotypes over time, and (b) coursework in disciplines where female faculty are underrepresented increases students' gender stereotypes. Although students at both institutions exhibited similar stereotypes at college entry, one year later women's college participants exhibited significantly less implicit gender stereotypes than coed college participants. Frequent exposure to female faculty mediated this effect. Taking science/math courses increased implicit gender stereotyping at the coed college but not at the women's college; this effect was mediated by course instructors' sex. Studies 2-3 examined whether self-stereotypes about participants' own leadership ability can be reduced by varying their psychological connectedness to successful female professionals. In Study 2 participants read biographies of female leaders whose success was framed as attainable, unattainable, or no biographies were provided. They exhibited less implicit self-stereotypes when female professionals' success was framed as attainable compared to the other conditions. In Study 3 students at a women's college vs. coed college were followed over time and student-faculty relationships were measured. Frequent exposure to female professors erased implicit self-stereotyping only if participants perceived them to be supportive and close to the self. Students who showed less implicit self-stereotypes over time were more committed to future professional careers.

REDUCING THE RACIAL ACHIEVEMENT GAP: A SELF-AFFIRMATION INTERVENTION

Geoffrey L. Cohen, University of Colorado at Boulder; Julio Garcia, Nancy Apfel, Patti Brzustoski, Yale University; Allison Master, Stanford University –

Three randomized field experiments tested an intervention designed to improve minority student performance and to increase our understanding of how chronic psychological threat mediates performance over time. We expected that the risk of confirming a negative stereotype aimed at one's group could undermine academic performance in minority students by elevating their psychological threat. We tested whether such psychological threat could be lessened by having students reaffirm their sense of self-integrity. The intervention, a 15-minute in-class writing assignment concerning an important personal value, significantly improved the term grades of African American students, closing the racial achievement gap by 40%, and reducing their failure rate. Results also highlighted the way in which social identity threat and affirmation processes can perpetuate themselves. The data suggested that the relationship between threat and poor performance was recursive, with the two factors feeding off the consequences of the other, leading to worsening performance over time. By breaking this cycle, the affirmation intervention interrupted the downward performance trend of African Americans and deflected it upward. These findings indicate that important components of social identity

threat and self-affirmation processes are time-related, involving cycles of interaction between outcomes at one point in time and subsequent outcomes, which can become self-reinforcing or self-sustaining. Additionally, discussion addresses the mechanisms through which seemingly small interventions can produce disproportionately large effects. Finally, results suggest that a major social concern in the U.S., the racial achievement gap, could be, at least in part, ameliorated by the use of timely and targeted social-psychological interventions.

C3 SEEING THE FOREST BEYOND THE TREES: THE ROLE OF ABSTRACTION PROCESSES IN COGNITION, MOTIVATION, AND ACTION

Ballroom C

Chairs: Kentaro Fujita, *The Ohio State University*, and Yaacov Trope, *New York University*

Discussant: Steven J. Sherman, *Indiana University*

Summary: Abstraction is the process of extracting global, decontextualized features that capture the essence and gist of objects and events. Although a central concept in early social cognition research, abstraction has been largely neglected and fallen out of favor in modern social psychology. Recent findings, however, that have highlighted the role abstraction has in cognition, motivation, and action has re-invigorated an effort to understand more clearly its antecedents and consequences. This symposium proposes to survey some of this work, with the hope of supporting this re-emerging interest and to begin integrating these varied findings by suggesting common themes and principles.

Trope will present research that suggests that psychologically distant events (e.g., those distant in time or space) evoke more abstract, global mental representations, with consequences for social judgment and decision-making. Wakslak will propose that abstraction and probability share a bi-directional association, suggesting that low probability events promote abstraction, and that abstraction promotes reduced probability estimates. Henderson will describe research in conflict negotiation that indicates that abstraction reduces a tendency to consider negotiation issues in a piecemeal fashion, promoting integrative agreements in which both sides mutually benefit. Clore will review findings that suggest a relationship between affect and abstract, global processing, and discuss the implications that this has on our understanding of affective processes. Finally, Sherman will close with a discussion of abstraction in social cognition and behavior. Together, these talks will highlight abstraction as an important factor in a myriad of social psychological phenomena.

ABSTRACTS

ABSTRACTION AND PSYCHOLOGICAL DISTANCE Yaacov

Trope, New York University – We view abstraction as a process of mental construal that extracts the gist and structures the available information about an object. Abstract, high-level construals distill core, superordinate features of events and omit irrelevant, peripheral details. We propose that abstraction enables individuals to transcend the self in the “here and now” and make judgments and choices about psychologically distant times, places, and people. Our research has shown that psychological distance and abstraction are interrelated, namely, that psychologically distant objects invoke more abstract construals, and that, conversely, more abstract construals invoke more psychologically distant objects. One set of studies showed that distancing events by making their time, spatial location, social identity, and likelihood of occurrence seem remote led individuals to classify, describe, and recall the events in terms of (a) superordinate features, (b) few broad categories, (c) general prototypes, and (d) global trends. Using an implicit association test, a second set of

studies found implicit associations between words related to construal level (abstract vs. concrete) and words related psychological distance (proximal vs. distal) on each of the distance dimensions (temporal, spatial, social, and likelihood). A third set of studies found that more abstract construals, activated by psychological distancing, led individuals to base their predictions, evaluations, and actions on prioritized, overarching considerations rather than on secondary, subordinate, and goal-irrelevant considerations. The study of abstraction, as it relates to psychological distance, offers new ways of understanding and improving self-regulation, social planning, and the resolution of personal and social conflicts.

THE BIDIRECTIONAL RELATIONSHIP BETWEEN PROBABILITY AND ABSTRACTION Cheryl J. Wakslak, *New York University* – The

nature of probability is one of the most widely studied issues in decision making sciences. Despite the wealth of knowledge about the impact of probability on choice, less is known about the relationship between probability and mental representation. In the current talk, I suggest that an association exists between probability and abstraction. This association implies, first, that improbable events are represented more abstractly than probable events, and, second, that thinking about an event abstractly (as opposed to concretely) leads to lower probability estimates regarding the event. A series of studies will be presented to examine each of these claims. First, a set of studies will suggest that decreasing an event’s probability leads individuals to represent the event by its central, abstract and general features, rather than by its peripheral, concrete, and specific features. Next, evidence will be presented of the reverse association, namely, that abstraction influences probability assessment. I will discuss various manipulations of abstract processing (e.g., consideration of nonalignable vs. alignable information, visualization of a primary vs. secondary component of an activity, and a categorization based procedural priming task), each of which resulted in reduced probability estimates. Implications of these findings for the understanding of both choice under uncertainty and probability assessment will be discussed.

THE EFFECTS OF ABSTRACT VERSUS CONCRETE THINKING ON THE NEGOTIATION PROCESS AND OUTCOME Marlone D.

Henderson, The University of Chicago – Negotiation researchers continue to identify factors that promote/discourage behaviors that interfere with integrative (mutually beneficial) agreements during conflict resolution. Research has shown, for example, that negotiators who consider issues in a piecemeal (vs. simultaneous) manner overweigh the importance of concessions on secondary issues while missing opportunities for reciprocal concessions on primary issues. This leads to failures to achieve maximal joint outcomes. Theories of mental representation suggest that the process of abstraction entails a global consideration of available information with a focus on their inter-relations, resulting in greater emphasis on primary rather than secondary pieces of information. Thus, I propose that thinking abstractly vs. concretely about negotiation issues can facilitate integrative agreements. The current studies provide the first evidence that negotiators who abstractly represent issues engage less often in behaviors that interfere with integrative agreements. First, priming participants to think abstractly (why some outcome unrelated to negotiation is achieved) vs. concretely (how some outcome unrelated to negotiation is achieved) decreased preference for piecemeal issue consideration. Second, indirectly having participants think abstractly about negotiation issues (why a preferred agreement is attained) vs. concretely about a negotiated agreement (how a preferred agreement is attained) decreased preference for piecemeal issue consideration. Finally, directly having participants think abstractly about negotiation issues (what the issues exemplify) vs. concretely (what are examples of the issues) decreased the proportion of piecemeal negotiation and increased joint outcomes. These results highlight the need to understand further the antecedents and consequences of abstraction and mental representation in conflict resolution.

FEELING SAD AND THINKING SMALL: THE AFFECTIVE REGULATION OF GLOBAL FOCUS

Gerald L. Clore – Research on mood has shown that on perceptual and cognitive tasks, happy affective states are associated with a global focus and sad affect with a local focus. A wide range of other affective influences on cognitive processing, including stereotyping, category learning, gist processing, and others, appear to reflect this basic connection between affective cues and global-local focus. Of special interest is the process whereby sad affect interferes with the usual “global superiority effect.” That this phenomenon has psychological (as opposed to purely neuron-anatomical) causes is suggested by research showing that it is sensitive to attributional manipulations. In addition, we present research on how variation in the relative accessibility of global and local responding interacts with the influence of affect, and we consider whether this affect-attention phenomenon is a special case of a still more general function of affective cues in information processing. Our results are discussed in relation to related findings from research on regulatory focus, broaden and build, action identification, and construal level theories.

C4 THE STRUCTURE, FUNCTION, AND INTERPRETATION OF UNCONTROLLED AND UNINTENDED THOUGHT

Steamboat Room

Chairs: *Malia F. Mason, MGH/Harvard Medical School, and Carey K. Morewedge, Princeton University*

Discussant: *Daniel M. Wegner, Harvard University*

Summary: Psychologists most often focus their investigations on task-oriented thought, exposing participants to stimuli and measuring resulting cognition, but the mind is still active in the absence of conscious deliberation. Indeed, much of the thought humans engage in is uncontrolled or unintended. Though the nature of such thoughts have been recurrent topics of interest to psychologists, philosophers, artists, novelists and laypersons, precisely why they emerge, what function they serve, and how people ascribe meaning to such thoughts remains largely unspecified. Recent evidence implicating uncontrolled and unintended thoughts as factors in mental health (e.g., Obsessive-Compulsive Disorder, Attention Deficit Hyperactivity Disorder) further underscores the importance of understanding this kind of thinking. This symposium presents a survey of empirical research which elucidates the structure, function, and interpretation of thoughts that are uncontrolled and unintended.

Mason and colleagues explore the possibility that unintended thought constitutes a psychological baseline from which people depart to engage in controlled processing and to which they return when external demands for thought or action cease. Smallwood and Schooler examine the consequences of mind-wandering for people’s ability to attend to and make sense of their environment. Dijksterhuis presents research suggesting when uncontrolled thought leads to superior decision-making than deliberative reflection. Morewedge and Norton describe how people interpret and are influenced by thoughts they did not intend. Finally, Wegner will place the talks in context, reflecting on what is known about uncontrolled and unintended thought and what questions remain unanswered.

ABSTRACTS

WANDERING MINDS: UNCONTROLLED THOUGHT AND THE DEFAULT NETWORK

Malia F. Mason, MGH/Harvard Medical School, Michael I. Norton, Harvard Business School, John Van Horn, Dartmouth

College, Scott Grafton, Dartmouth College, Daniel M. Wegner, Harvard University, C. Neil Macrae, University of Aberdeen – What does the mind do in the absence of external demands for action or thought? As any regular commuter knows, it is all too easy to become absorbed in one’s inner thoughts when navigating one’s usual route home from work. Only when faced with a novel task – an unexpected detour – is this mind-wandering temporarily suspended. Despite evidence pointing to this ubiquitous human tendency to mind-wander, little is known about the neural operations that support this core component of human cognition. Using both thought sampling and brain imaging, the current investigation demonstrates that mind-wandering is associated with activity in a default network of cortical regions that are active when the brain is “at rest.” Consistent with the idea that these regions underscore uncontrolled thought, individuals’ reports of their tendency to mind-wander are correlated with activity in this network. We suggest that mind-wandering may constitute a psychological baseline to which humans default in the absence of tasks requiring action or controlled processing and to which they return when such demands cease. We discuss the possible functionality of a system which wanders or deviates from its current goals.

THE RESTLESS MIND

Jonathan Smallwood, University of Aberdeen, Scotland, UK., Jonathan W. Schooler, University of British Columbia, Vancouver, Canada.

– Mind-wandering involves a shift in the focus of attention – away from the primary task and towards ‘private’ information which is not bound to the current context. In this talk we first consider evidence describing the situations when mind-wandering occurs and second, examine the consequences of these unintentional private experiences on people’s ability to experience and make sense of the concurrent environment. We will review evidence that mind-wandering occurs when tasks are well practiced and can interfere with performance on a range of tasks. The association between mind-wandering and task performance implies that these attentional lapses involve a failure to supervise current task performance. Next, we consider evidence that because mind-wandering is a private experience it involves a state of decoupled attention and so represents a fundamental breakdown in individuals’ ability to attend to and form detailed episodic memories of concurrent events in the external environment. Finally, we describe recent evidence that the relative lack of factual information associated with even brief attentional lapses put individuals at a disadvantage when it comes to building models of concurrent events with sufficient detail to generate inferences about the external world.

ON THE RELATIVE STUPIDITY OF CONSCIOUSNESS IN COMPLEX DECISION MAKING

Ap Dijksterhuis, University of Amsterdam

– It is a widely held belief that people should consciously think about the decisions they make. When faced with decisions such as whether to buy a house or not or whether to switch jobs or not, thorough conscious contemplation is generally expected to lead to the best decisions. In recent research, we challenged this idea. Although consciousness can be said to be “smart” and rational, it is also of very limited capacity. This means that for decisions about rather complex, multifaceted issues, conscious thought can be maladaptive and lead to poor decisions. On the other hand, a period of “unconscious thought” (i.e., chewing on a problem without directed conscious thought) can lead to very sound decisions. Recently, we established that an important reason for why unconscious thinkers often make better decisions than conscious thinkers has to do with the way decision makers naturally “weigh” the relative importance of various decision dimensions. Whereas unconscious thinkers do this appropriately, conscious thinkers make a host of errors. They ignore vital information, and sometimes lean heavily on relatively unimportant information. I will discuss various lines of research that are relevant to this weighting problem. The quality of decisions made by conscious and unconscious thinkers will be compared whereby quality is operationalized normatively, subjectively (e.g., as post-decision

satisfaction), and objectively (e.g., decisions whereby accuracy can be objectively assessed, such as when people predict sport scores).

THE INTERPRETATION OF UNINTENDED THOUGHT *Carey K. Moreuedge, Princeton University, Michael I. Norton, Harvard Business School* – Each morning, many kiss the person who broke their heart during the night with painful words and infidelities, resist the urge to cancel travel plans despite having imagined their fiery death, and fight the urge to check up on beloved pets and family members after having morbid premonitions. Indeed, the strong emotions and recurring thoughts that dreams and other unintentional thoughts provoke attest to their potency. This research investigates laypeople's interpretations of three different classes of unintentional thought: dreaming, mindwandering, and disordered thinking caused by mental illness. In a series of studies, participants perceived unintentional thoughts that occurred during both waking hours and sleep to be as or more meaningful than intentional thoughts and real-world information. Dreamed events (e.g., plane crashes) were as influential as (and sometimes more influential than) real events in their impact on participants' behavior. Romantic interests were deemed more alluring when participants let their minds wander and allowed a name to pop into conscious awareness than when they deliberately identified someone. Finally, the work of artists was deemed more insightful when created during by disordered, frenzied periods of their life. Not all uncontrolled thoughts, however, are accorded equal meaning. Across several studies, participants were particularly likely to be affected by unintentional thoughts that matched preexisting beliefs and desires. Lay perceivers thus take a motivated approach when interpreting unintentional thoughts. Furthermore, their attitudes and behavior are impacted by those interpretations.

C5 WHEN GOOD AND BAD COLLIDE: MECHANISMS, ANTECEDENTS, AND CONSEQUENCES OF AFFECTIVE CONFLICT

Cotton Row Room

Chair: Ruud Custers, Utrecht University, The Netherlands, and Yaël de Liver, University of Amsterdam, The Netherlands

Summary: Traditionally, the literature on affect and evaluations has assumed that people feel either positive or negative about something (an attitude object, their current mood, a goal etc.). This idea that positive and negative affect are mutually exclusive is being challenged by research from different areas in social psychology. In this symposium we bring together different research lines on attitudes, goals, and emotions to explore parallels and differences in how they deal with the notion of affective conflict.

Petty and Briñol present research on their Meta-Cognitive model, which demonstrates that discrepancies between explicit and implicit evaluations can lead to implicit ambivalence: an affective conflict of which a person is unaware. Subsequently, De Liver, Van der Pligt and Wigboldus focus on explicit ambivalence and discuss factors that intensify or attenuate explicit affective conflicts evoked by single attitude objects. McGraw then takes the discussion from evaluative to emotional conflict and presents research which shows that people can experience conflicting emotions at the same time. Finally, Aarts discusses behavioral consequences of affective conflict by focusing on the independent and contrasting contributions of positive and negative affect in motivational effects of nonconscious goal activation.

In sum, the current talks aim to further our understanding of conflicts between positive and negative affect by focusing on when and how these conflicts arise and what the (behavioral) consequences may be. We believe that integrating different views on affective conflict will help us to appreciate the multi-dimensional nature of affect, which is crucial for understanding how affect guides behavior.

ABSTRACTS

A META-COGNITIVE MODEL OF DISCREPANCY IN IMPLICIT AND EXPLICIT EVALUATIONS *Richard E. Petty, Ohio State University; Pablo Briñol, Universidad Autónoma de Madrid* – A meta-cognitive model (MCM) of attitudes is presented to describe how automatic (implicit) and deliberative (explicit) measures of attitudes can provide discrepant evaluations and what the consequences of these discrepancies are. The model assumes that contemporary implicit measures (e.g., IAT) tap quick evaluative associations, whereas explicit measures also consider the perceived validity of these associations (and other factors). According to the MCM, in response to a persuasion attempt, change in explicit measures is greater than implicit measures when new evaluative associations are formed and old associations are rejected. Implicit measure change is greater than explicit change when newly formed evaluative associations are rejected. Perhaps of greatest interest, the MCM holds that when implicit and explicit evaluations conflict, implicit ambivalence (i.e., conflict of which the person is unaware) can occur. Three studies on implicit-explicit attitude discrepancy are presented. In the first, participants' attitudes toward African Americans are assessed with implicit and explicit measures. We show that as the discrepancy between these measures increases, people behave as if they are ambivalent. That is, high discrepancies lead to greater processing of a race-relevant message than low discrepancies. In a second study, implicit-explicit discrepancy is manipulated by varying either the implicit or the explicit measure. As in the first study, people who have discrepant evaluations on these measures show greater processing of an attitude-relevant message. In a final study, we show that both measured and manipulated implicit-explicit discrepancies lead to conflict on an implicit but not an explicit measure of ambivalence.

ANTECEDENTS OF ATTITUDINAL AMBIVALENCE: THE EFFECTS OF PRIMING ABSTRACT VERSUS CONCRETE REPRESENTATIONS ON THE EXPERIENCE OF EVALUATIVE CONFLICT *Yaël de Liver, University of Amsterdam, The Netherlands; Joop van der Pligt, University of Amsterdam, The Netherlands; Daniël Wigboldus, Radboud University Nijmegen, The Netherlands* – Many attitude objects in daily life are associated with both strong positive and negative evaluations (e.g. food, health behaviors, social groups, moral dilemmas). Yet, people are not continuously frozen in their actions even though these ambivalent stimuli present conflicting signals on how to act. This suggests that the experience of conflict is not always equally strong, but varies as a function of contextual factors. In line with this idea, in this talk we discuss cognitive and motivational antecedents of attitudinal ambivalence. Specifically, we propose that the degree to which an attitude object evokes conflicting evaluations depends on the psychological distance to that attitude object. Research is discussed showing that activating abstract representations (high psychological distance) reduces ambivalence relative to activating concrete representations (low psychological distance). For example, responding to large letters (global processing) versus small letters (local processing) in a Navon letter task led to less experienced ambivalence on subsequent unrelated stimuli. Also, priming of abstract construals led to faster evaluations of ambivalent attitude objects, suggesting that activating abstract (high-level) construals facilitates the integration of conflicting information. A second line of studies shows that ambivalence is stronger when the motivation to give an integrated one-sided (positive or negative) evaluation is higher and when the ability to integrate conflicting information is reduced (i.e. when people are under cognitive load). Together results support the view that the experience of conflict is not a stable but a flexible characteristic of attitudes.

"MIDWAY BETWEEN THE TWO?": THE CASE FOR MIXED EMOTIONS *A. Peter McGraw, University of Colorado, Boulder* – Philosophers and psychologists have debated the possibility of mixed emotions

for millennia. We present two studies that address critiques of prior evidence of mixed emotions and support the hypothesis that people can feel happy and sad at the same time. Participants watched an emotionally complex film or a control film that were edited from the tragicomedy *Life is Beautiful*. In prior research participants were asked whether they felt 'happy' and whether they felt 'sad' after the film. Rather than judging their immediate experience, participants may have summarized their emotions over time. To test this alternative, Study 1 employed a button-press task that independently and continuously measures happiness and sadness during the film (see Larsen et al., 2004). Participants reported simultaneously mixed emotions during the emotionally complex film but not the control film. Moreover, the experimenters had been induced to believe that participants would not report simultaneously mixed emotions, thus ruling out experimenter expectancies. Another possibility is that participants report mixed emotions only because they are explicitly asked whether they feel happy and sad. In Study 2 we merely asked participants about their current emotions immediately after the film. Participants spontaneously reported mixed emotions after the emotionally complex film. When prompted, participants also reported simultaneously mixed emotions, even when told that we did not expect them to do so. Possible demand effects were tested by telling some participants that the researchers did not expect to find support for mixed emotions, yet participants persisted in their endorsement even after receiving that information.

BEYOND GOAL PRIMING: THE INDEPENDENT AND CONTRASTING CONTRIBUTION OF POSITIVE AND NEGATIVE AFFECT IN NONCONSCIOUS GOAL PURSUIT Henk Aarts,

Utrecht University, The Netherlands – Research on nonconscious goal pursuit has shown that priming of goal representations causes motivational effects, i.e., the goal acts on behalf of incentive value in the experimental task at hand. However, the basic mechanisms producing this motivational activity remains unclear. This presentation discusses recent work that was conducted to better understand the nonconscious activation of goal-directed behavior. It is suggested that goal priming effects on motivation and behavior do not only arise from enhanced accessibility of the goal representation due to priming. There is (at least) one other parameter that plays a crucial role in modulating the motivation to pursue a goal and to act on it. Based on the past investigation into the basic role of affect in implicit processes of motivated behavior, it is proposed that the motivational value of a goal state, or its desirability, is directly based on the co-activation (or association) of the state with affect. Specifically, positive valence attached to, and evoked by the priming of a goal concept is capable of directly feeding the motivation to pursue the goal object. However, priming pre-existing goals in temporal proximity of the activation of negative affect is hypothesized to decrease the motivational value of the goal, and hence, cease the operation of the goal. Data are presented that corroborate this independent and contrasting contribution of positive and negative affect in goal priming, motivation and behavior.

Symposia Session D
Friday, 3:30 - 4:45 pm

D1 DEHUMANIZATION AS THE WORST KIND OF PREJUDICE

Ballroom A

Chairs: *Lasana Harris, Princeton University, and Jennifer Eberhardt, Stanford University*

Discussant: *Steven Neuberg, Arizona State University*

Summary: The study of philosophy often begins by posing the

question, how do we differentiate human from not (Appiah, 2003)? This symposium examines the failure of this mechanism. Throughout history, instances of dehumanization, or what Allport (1954) described as the "worst type of prejudice", have been linked to extreme acts of aggression, violence and neglect. This symposium provides evidence that people can perceive others as less-than human as well as examines different forms and nuances of this phenomenon. The initial paper demonstrates less-human perception by showing reduced neural activation to extreme out-groups in brain regions necessary for social cognition. In addition, this paper demonstrates reactivation of these brain regions through inferential processes and examines the dimensions that moderate this perception. The next paper differentiates uniquely human attributes from those that are essentially human. It then explores more subtle less-human perception, demonstrating that we both dehumanize implicitly and view the other as less human than the self. The third paper explores a milder form of the phenomenon: Infra-humanization, the differential attribution of complex secondary emotions to out-groups versus in-groups. This work argues that ideologies held by the perceiver may mediate the less-human perception, which also can be distinguished from generic in-group bias. The final paper applies less-human perception to a racial category, showing implicit and indirect evidence that a race-animal association exists for perceptions of Blacks. This paper demonstrates that this association influences other sensory perceptions, cognitive decisions and real-world juror death penalty decisions.

ABSTRACTS

LESS-HUMAN PERCEPTION, REHUMANIZATION, AND THE DIMENSIONS ALONG WHICH HUMANNESS IS PERCEIVED

Lasana Harris & Susan Fiske – Traditionally, prejudice has been conceptualized as simple animosity. The Stereotype Content Model (SCM) shows that some prejudice is worse, specifically eliciting disgust and contempt. Additionally, these stereotypically hostile and incompetent (low warmth, low competence), disgusting outgroups (e.g., addicts, homeless) may be perceived as less-human. Prior social neuroscience shows the medial pre-frontal cortex (mPFC) reliably indexes social cognition. We will provide neuro-imaging evidence that these low-low social groups elicit not only a reduced mPFC activation, but activation in the insula and amygdala, brain regions consistent with the disgust emotion predicted by the SCM. In addition, the Continuum Model of Impression Formation proposes that initial social perception is categorical, and movement along the Continuum to an individuated impression is possible, given the right social goal and sufficient nuanced information. Consistent with this model are a second set of data: The mPFC activates more when participants infer the individual preferences of even the dehumanized actors than when they infer their age (category). Finally, evidence is provided that suggests that the dimensions of less-human perception go beyond warmth and competence. Therefore, this neurological evidence fits dehumanizing of disgusting outgroups, argues that rehumanization may be possible, and suggests that differential perception along dimensions crucial to "humanized" social perception drive the phenomenon.

EVERYDAY DEHUMANIZATION *Nick Haslam* – Dehumanization is usually understood as an extreme phenomenon that occurs in the context of intense intergroup antagonism. Increasingly, our research indicates that it can take more subtle and commonplace forms. People attribute lesser humanness to others in interpersonal as well as intergroup comparisons, and neutrally regarded outgroups are implicitly likened to non-humans. This presentation will lay out the research evidence. First, a theoretical framework in which two dimensions of humanness underpin everyday social perception will be described. Certain attributes are uniquely human and others constitute our essential human nature: denying these to other people likens them to animals and automata, respectively (Haslam, in press). Second, the basic finding that self is ascribed greater humanness than others will be presented (Haslam et al., 2005),

followed by work on the moderators of this effect (focalism, individuation, abstract construal; Haslam & Bain, in press). Third, research on implicit associations between social categories and nonhuman (animals and automata) will be described (Loughnan & Haslam, in press).

THE ROLE OF INGROUP IDENTIFICATION IN INFRA-HUMANISATION *Stéphanie Demoulin, Brezo Cortes Pozo, Tendayi G. Viki, & Jacques-Philippe Leyens* – In the present paper, we argue that perceiving others as lacking some humanity is reflected in the way one attributes emotions to these less human others. Specifically, our studies demonstrate that people tend to under-attribute complex and refined secondary emotions to outgroup members. This process is called infra-humanisation and is understood as a milder form of dehumanization. We also investigate the role of ingroup identification and of essentialism tendencies as mediators of the link between categorization and infra-humanization biases in experimental studies using a minimal group paradigm. Finally, our studies allow us to distinguish infra-humanisation tendencies from mere ingroup bias. The discussion focuses on conditions for reducing infra-humanization and on the relationship with ingroup favoritism and outgroups derogation.

NOT YET HUMAN: RACE, ANIMAL IMAGERY, AND CRIMINAL JUSTICE IN THE UNITED STATES, CONTEMPORARY AND HISTORICAL PERSPECTIVES *Phillip Goff & Jennifer Eberhardt* – Researchers who examine stereotype activation, application, and reduction, frequently assume that racial stereotypes are widely known. This suggests that dehumanizing historical representations of racial groups may only be relevant to the degree that a culture continues to be aware of these representations – that history only matters so much as we are aware of it. In a series of studies, however, we demonstrate that people associate African Americans with apes – even when they are unaware of the historical representations of Blacks as ape-like. This association is not moderated by personal prejudice against African Americans, which supports the notion that the association represents a kind of “implicit cultural knowledge.” Our research also highlights the importance of examining historical representations and dehumanization processes in the criminal justice system. For instance, we found that participants primed with the names of primates are more likely to judge the police beating of an African American as justified, and less likely to hear that African American scream for help than participants not primed with this animal imagery. Finally, we demonstrate that the strength of animal imagery used in the journalism surrounding death eligible cases is positively correlated with the likelihood that African American defendants are put to death.

D2 GROWTH, DEATH, AND WHAT'S IN BETWEEN – INSIGHTS FROM THE INTEGRATION OF ATTACHMENT THEORY AND TERROR MANAGEMENT THEORY

Ballroom B

Chair: Omri Gillath, University of Kansas

Summary: Attachment theory and terror management theory (TMT) are among the most influential current theories in social and personality psychology. While one focuses on processes related to separation anxiety and sense of security, the other deals with processes related to death anxiety and death awareness. Although each theory has generated an abundance of research, only recently have theorists begun to integrate the theories.

Several lines of current research suggest that combining the two theories will produce a broader, more comprehensive understanding of humans' deepest fears and the mechanisms used to overcome those fears and promote growth. This symposium highlights some of the most innovative work aimed at integrating the two theories. Hart and

colleagues present evidence supporting a model in which attachment, self-esteem, and worldviews (the main processes addressed by attachment theory and TMT) are viewed as interchangeable defense mechanisms. Arndt and Cox present research on the effects of parents as security providing attachment figures on adults' fear of death. Gonsalkorale et al. present data on the effects of security and death primes on implicit attitudes. Finally, Mikulincer and Caspi-Berkowitz examine the effects of mortality salience and attachment style on willingness to sacrifice one's life for cultural values and close others. Together, the four talks provide an understanding of the associations between attachment and terror-management processes in various settings (i.e., lab vs. field), while also providing preliminary evidence concerning the effects of context on these associations.

ABSTRACTS

MORE EVIDENCE FOR A SECURITY SYSTEM MODEL OF ATTACHMENT, SELF-ESTEEM, AND WORLDVIEWS: THE EFFECTS OF SECURITY BOOSTS ON DEFENSIVENESS *Joshua*

Hart, Lawrence University, Phillip R. Shaver, University of California, Davis, Jamie L. Goldenberg, University of South Florida – According to the “security system” model of defensiveness (Hart, Shaver, & Goldenberg, 2005), which is based on integrating attachment theory and terror management theory (e.g., Mikulincer, Florian, & Hirschberger, 2003), attachment, self-esteem, and cultural meaning systems, or worldviews, are interchangeable mechanisms that function interdependently to maintain psychological security. One major hypothesis derived from the model concerns fluid compensation: Bolstering attachment, self-esteem, or belief systems should increase overall security, thereby rendering each mechanism temporarily less likely to be activated. Three new studies tested this fluid compensation hypothesis, completing a series of systematic experiments testing the model's assumption about interchangeability. In Study 1, participants whose self-esteem was raised reported feeling more secure in their relations with others. In Study 2, participants who affirmed their worldviews also reported a more secure interpersonal orientation. In Study 3, participants whose sense of attachment security was raised were less defensive in response to a self-esteem threat from negative personality feedback. In Studies 1 and 2, the results were moderated by attachment style. The contributions and implications of the security system model are discussed.

THE SAFE HAVEN REMAINS: THE CONTINUING INFLUENCE OF PARENTAL ATTACHMENT IN MANAGING THE AWARENESS OF DEATH *Cathy Cox, Jamie Arndt, University of Missouri*

– Terror management theory has long posited that the capacity for self-esteem and cultural worldviews to protect people from fears about death develops out of the security provided by early attachment relationships with parents. Although research has examined the role that close romantic relationships (e.g., Mikulincer & Florian, 2000) and other social identifications (e.g., Pyszczynski et al., 1996; Wisman & Koole, 2003) play in terror management processes, questions about the roots of these processes in attachments to parents have eluded empirical scrutiny. Do parental attachments continue to provide protection against mortality concerns at least through young adulthood? Do they remain a resource to which young adults turn when faced with existential threat? A series of experimental studies will be presented to show that (a) after being reminded of death (mortality salience; MS) people report greater positivity toward their parents, (b) activating thoughts of one's parent reduces or redirects the death-thought activation, worldview defense, and self-esteem consequences of MS, (c) variations in attachment style influence people's preferential support seeking from different personal relationships (including one's parents) following MS, and (d) MS intensifies transference effects for close relationships with one's parents. Taken together, this research provides novel evidence that adult offspring con-

tinue to use internal representations of their parents as a means of coping with the existential reverberations of the awareness of death.

EFFECTS OF A SECURITY BOOST AND MORTALITY SALIENCE ON IMPLICIT ATTITUDES *Karen Gonsalkorale and Jeffrey W. Sherman, University of California, Davis, Omri Gillath, University of Kansas* – Previous research has shown that bolstering the sense of attachment security promotes tolerance toward outgroup members, whereas mortality salience increases outgroup derogation on measures of explicit attitudes. The aim of the present research was to explore the effects of security and death reminders, and individual differences in attachment style, on implicit attitudes. Participants completed a version of a race-focused implicit association test (IAT), in which each trial was preceded by either a subliminal security prime (the word “love”), mortality prime (the word “death”), or neutral prime (the word “chair”). Scores on attachment anxiety and avoidance were obtained. Although no main effects for the primes were found, a significant interaction emerged between avoidance and prime type. Avoidance predicted greater IAT bias when participants were primed with “love” and smaller IAT bias when participants were primed with “death.” Attachment anxiety did not influence IAT bias, nor did it interact with avoidance. We applied the Quadruple Process Model to investigate the processes underlying the effects of avoidance and prime type. This analysis revealed that the security prime reduced accuracy detection among highly avoidant individuals, and increased their negative guessing biases, suggesting that exposure to the prime created a cognitive load and resulted in stronger biases. These findings are among the first to show that priming within the IAT can shift performance on the task, and they support the idea that security and mortality have similar effects on implicit and explicit attitudes, which in the case of the former are qualified by attachment style.

MORTALITY SALIENCE EFFECTS ON WILLINGNESS TO ENDANGER ONE'S LIFE IN ORDER TO PROTECT CLOSE OTHERS AND CULTURAL VALUES: THE MODERATING EFFECTS OF ATTACHMENT STYLE *Mario Mikulincer, Nesia Caspi-Berkowitz, Bar-Ilan University* – In two studies, we examined the effects of mortality salience on self-sacrifice and the extent to which attachment orientations moderate these effects. In Study 1, Israeli undergraduates completed the Experiences in Close Relationships (ECR) scale tapping variations in attachment anxiety and avoidance and were primed with thoughts concerning their own death (mortality salience condition) or dental pain (control condition). All participants were then presented with hypothetical scenarios in which important cultural values were threatened and they were asked about their willingness to endanger their own lives to protect these values. Mortality salience led to higher willingness to die for a cultural cause (compared with a control condition). However, this effect was significant only among participants scoring high on attachment anxiety or avoidance. More secure people were not affected by death reminders and were averse to risking their lives to protect cultural values. In Study 2, participants also completed the ECR scale and were randomly divided into mortality salience and control conditions. They were then presented with hypothetical scenarios in which a relationship partner (e.g., spouse) was in danger of death, and they were asked about their willingness to endanger their lives to save a partner's life. Secure participants reacted to death reminders with heightened willingness to sacrifice themselves. Insecure participants were generally averse to this kind of sacrifice and reacted to death reminders with even less willingness to save others' lives. Results were discussed in terms of the different ways in which secure and insecure people cope with existential concerns. [250 words]

D3 AMBIGUITY AND SOCIAL CATEGORIZATION

Chairs: *Dirk Van Rooy, University of Birmingham, UK, and Kimberly Quinn, University of Birmingham, UK.*

Summary: Much research into social categorization has focused on cases in which category membership is unambiguous and the assignment into social categories is straightforward. However, everyday social situations are hardly ever clear-cut, and social categorization often takes place in the absence of clear evidence or in the presence of clear but conflicting evidence. Using a variety of methodologies, the research reported in this session focuses on ambiguity in different aspects of the social categorization process and seeks to answer several questions: When faced with the ambiguity of a multiply categorizable target, do perceivers select one category to guide construal, or are they able to meaningfully process multiple cues? When new information casts doubt on initial categorizations, do perceivers change their impressions both implicitly and explicitly? What is the role of affect in disambiguating social categorization? Can social groups operate as epistemic providers that reduce ambiguity in the social categorization process of individuals? The goal of this symposium is to illustrate the pervasiveness of ambiguity in social categorization and how social perceivers cope with it.

ABSTRACTS

THE CATEGORY SELECTION PROBLEM IN PERSON CONSTRUAL: THE INFLUENCE OF PROCESSING GOALS AND CUE UTILITY *Kimberly Quinn, University of Birmingham, UK.* – Faced with the ambiguity of a multiply categorizable target, do perceivers select one category to guide construal, or are they able to meaningfully process multiple cues? We employed a repetition priming (RP) paradigm to investigate the issue. Participants classified faces along an experimenter-specified dimension at Time 1 (Experiment 1: female-male/old-young; Experiment 2: female-male/happy-angry) and then classified a second set of faces (including previously encountered faces) according to either the same dimension or the other dimension at Time 2. Not surprisingly, RP (faster responding to repeated versus new targets) emerged in both experiments when participants engaged in the same classification task at both times. In addition, the results demonstrated that although categorization does not extend to stable dimensions such as sex or age, it does extend to transient dimensions such as emotion: RP did not emerge for participants who switched from sex to age classification or vice versa in Experiment 1 or for participants who switched from emotion to sex classification in Experiment 2, suggesting that for these participants categorizing faces according to one dimension led to neglect of the other dimension. RP did emerge, however, for participants who switched from sex to emotion classification, suggesting that emotion recognition occurred even when participants attended to target sex. This pattern reflects a critical difference between emotional expression and social category membership: Whereas category membership is stable over time, emotional expression is not and must be monitored continuously – regardless of ongoing processing goals – to promote successful social interaction.

CATEGORY CHANGE: IMPLICIT EFFECTS OF DISREGARDED CATEGORIZATIONS *Natalie Wyer, University of Plymouth, UK.* – In various situations, perceivers may initially categorize a target in one way, only to re-assign him/her to a different category later. Three experiments investigated whether initial beliefs about category membership influence later judgments even after re-categorization has taken place. In Experiment 1, participants initially believed that a target was either a cancer patient or a skinhead. Following the initial categorization, some participants were exposed to behavioral evidence that could be construed in stereotypic terms. Finally, all participants were informed that the target was, in truth, a cancer patient (i.e., not a skinhead). Participants then com-

pleted both implicit and explicit measures of their impressions of the target. Results showed that participants effectively updated their explicit beliefs: participants rated the target as low on skinhead-stereotypic traits across all conditions. However, on implicit measures, participants who initially believed that the target was a skinhead showed a stronger association between the target and hostility than did those who always believed that he was a cancer patient. Experiment 2 found parallel effects when participants changed their category beliefs from a positive to a negative category. Experiment 3 replicated Experiment 1, but added conditions in which participants were asked to review relevant behavioral evidence again in light of the updated category information. Results indicated that these participants were able to update their behavior-based beliefs, and thus showed no effect of the initial categorization on either implicit or explicit measures. These studies shed light on how category information is learned and subsequently updated when category membership changes.

AMBIGUITY IN SOCIAL CATEGORIZATION: THE ROLE OF AFFECT IN RACE CATEGORIZATION Kurt Hugenberg, *Miami University of Ohio, US.* – Three studies investigated the hypothesis that perceivers would use a target’s facial affect to determine the target’s social category under conditions of ambiguity. Across the first two studies, we found that angry, racially ambiguous Black-White targets are categorized as Black more often than are matched happy faces. Moreover, this tendency to categorize angry faces as Black was associated with implicit (but not explicit) prejudice, regardless of whether prejudice was measured after (Study 1) or before (Study 2) the race categorizations were made. A third study competitively tested a stereotyping versus an affect mechanism for this phenomenon. That is, if stereotype-based, the congruency between the Black stereotype and anger will elicit the Black-anger categorization effects. Alternately, the angry expressions may elicit negative affective states in perceivers, which are in turn used to disambiguate the race of the targets. Thus, Study 3 used a mood manipulation (happy, neutral, anxious) to test these two hypotheses. A stereotyping mechanism predicts both happiness and anxiety would exacerbate the Black-anger relationship, whereas an affect mechanism predicts that anxiety should elicit more Black categorizations but happiness should elicit more White categorizations. The data from Study 3 support the affect mechanism for this Black-anger link in social categorization. Results are discussed in terms of the role of affect in social categorization.

THE NEED FOR COGNITIVE CLOSURE AND TOLERANCE FOR AMBIGUITY IN GROUPS Dirk Van Rooy, *University of Birmingham, UK.* – Kruglanski et al. (2006) suggest that a high need for closure, whether based on group members’ individual dispositions or the situation, contributes to the emergence of group-centrism. A defining characteristic of this state is an increased pressure to conform to a group norm. In a series of experiments, the prediction was tested that a high need for cognitive closure augments the desire for consensus in groups and that this manifests itself in increased pressures towards uniformity, either through attempts at influencing other group members as well as showing decreased tolerance towards other members’ opinions. Groups of three participants were presented with ambiguous information about a fictional group and subsequently asked to categorize as a group a series of adjectives, some of which were related to the information previously presented. Results show that under conditions of high versus low need for closure, group members showed less tolerance for the ambiguity in the presented information and tended to develop a consensus around shared information more rapidly. A multi-agent connectionist model is presented (Van Rooy, 2005) that is able to account in quantitative detail for the results from these experiments.

D4 PERSONALITY JUDGMENT AND PERSONALITY PATHOLOGY

Steamboat Room

Chair: Marc Daniel Leising, *Stanford University, University of Wuerzburg*

Discussant: Thomas F. Oltmanns, *Washington University in St. Louis*

Summary: In an attempt to better integrate personality and clinical psychology, this symposium will shed some light on both sides of the relationship between personality pathology and personality judgment: On the one hand, personality pathology is associated with specific ways of being judged. On the other hand, persons exhibiting high levels of personality pathology might have specific ways of judging themselves and others.

People attribute less personality pathology to persons they like. However, raters who judge their own personalities to be more problematic also attribute higher levels of pathology to other people, especially those they like (Paper 1). Self-knowledge varies substantially between people. Those who judge themselves more accurately also show lower levels of personality pathology. In addition, persons with little personality pathology can also be judged more easily and more accurately by others (Paper 2). People tend to judge their own interpersonal behavior as being more average than it appears to observers. The more extreme or unusual a person’s behavior is, the more the person would have to bias his or her self-perception towards being normal. People also judge others’ behavior as being more normal, when it resembles their own (Paper 3).

Every person is both a target of other people’s personality judgments and a judge of other people’s behavior (Kenny, 1994). Personality pathology seems to affect both ends of this equation. As judgments of personality pathology depend so much on characteristics of the judge, we will have to answer the following question: How do we define a “correct” judgment?

ABSTRACTS

THE INFLUENCE OF LIKING ON PERCEPTIONS OF SIMILARITY IN PATHOLOGICAL PERSONALITY TRAITS Marci E. J. Gleason (*Wayne State University*), Thomas F. Oltmanns (*Washington University in St. Louis*), Eric Turkheimer (*University of Virginia*) – People with personality disorders encounter various kinds of interpersonal problems, but the mechanisms involved in this form of social impairment have not been identified. Our study is concerned with problems in person perception. People with personality disorders (PDs) are frequently unable to view themselves realistically and sometimes unaware of the effect that their behavior has on other people. In the present analyses, we investigated whether perceptions of personality pathology in others are influenced by ways in which raters view themselves, how well raters like the target person, and whether liking moderates the association between raters’ judgments of themselves and others. Participants were Air Force recruits who had been living and training together for six weeks. We used a round robin design in which 22 groups of approximately 40 participants (approximately 34,437 dyad pairings) rated themselves as well as all other members of their group on 89 pathological personality traits. Multi-level model analyses revealed that individuals generally rated those they liked as being lower in personality pathology, but the more pathological they rated themselves, the more pathological they rated others, particularly those they liked.

THE NEO-TRANSPARENT SELF: ACCURATELY PERCEIVED AND MENTALLY HEALTHY

Randy Colvin (Northeastern University) – More than 35 years after humanist Sydney Jourard wrote his popular book “The Transparent Self” in which he touted the relational and mental health benefits of self-disclosure, some marital research suggests that it is not the panacea once believed (e.g., Gottman). Research conducted over the past 15 years has revealed a new type of transparent self that has clear mental health implications. This research first demonstrated that individuals, whose personality characteristics were easily and accurately judged by others, exhibited high levels of psychological adjustment (Colvin, 1993a). Subsequent longitudinal research showed that well-adjusted 14 year olds were more likely to be accurately judged when their personalities were evaluated at age 18 and 23 (Colvin, 1993b). More recently, a new methodology was developed to assess individual differences in accurate self-knowledge (Vogt & Colvin, 2005). Consistent with previous research in which accurately judged individuals exhibited relatively high levels of psychological adjustment, individuals who accurately describe their own personality characteristics also tend to exhibit positive psychological adjustment. Possible explanations for the accuracy-adjustment link will be discussed. In contrast, distorted self-perception is characteristic of several of the DSM IV Axis II personality disorders (e.g., borderline, narcissistic). Although a causal relationship between accurate self-knowledge and adjustment/disorder should not be inferred, it is useful to consider the role of self-knowledge in both positive and negative functioning. Moreover, it is argued that personality and clinical psychologists should attempt to better understand the relationship between normal and disordered personality.

THE FISH AND WATER EFFECT: THE (UN-)ABILITY TO ACCURATELY JUDGE ONE'S OWN AND OTHERS' INTERPERSONAL BEHAVIOR

Daniel Leising (Stanford University, University of Wuerzburg) – This paper presents a series of three studies dealing with how people judge their own interpersonal behavior. Specifying the fish-and-water hypothesis (Kolar, Funder & Colvin, 1996), we expected that people would usually underestimate the extremity of their own behavior, because they are so used to it. The three studies tested this hypothesis with regard to the perception of Dominance. In study 1, 69 participants gave very brief self-presentations in front of a camera. Their judgments of their own performance generally were closer to the group mean than the averaged judgments of three independent observers. In study 2, 89 participants took part in assertiveness role-plays and judged their own performance afterwards. Self-judgements were more similar to each other than judgments made by the role-play confederate. In study three, 60 participants, most of them inpatients selected for high submissiveness, judged an actress's behavior from videotape. This study demonstrated that people also judge others' behavior as being more normal, when it resembles their own. The studies indicate that ego-syntonicity (that is: the tendency to perceive one's own behavior as being normal) is a general psychological phenomenon, although it may be especially strong (and interpreted as a cognitive bias) in clinical groups. The finding is discussed with regard to its implications for the diagnosis and treatment of recurrent interpersonal problems and for personality disorders research.

D5 AUTOMATICITY AND SELF-REGULATION: IMPLICATIONS FOR HEALTH AND WELLBEING

Cotton Row Room

Chairs: Wendy Wood, Duke University, and David T. Neal, Duke University

Summary: In recent years, great strides have been made towards understanding the basic mechanisms underlying automatic and minimally conscious forms of self-regulation. This symposium brings together four speakers whose recent research extends this topic into the critical domain of health and wellbeing. Using a diverse range of

methodologies, the speakers highlight important ways in which automatic processes (i.e., implementation intentions, automatic significant-other associations, progress cues, and habit formation) can variously hinder and promote important health-related cognition, motivation, and behavior. Sheeran and colleagues demonstrate that implementation intentions can provide an effective strategy for reducing automatic attentional biases amongst those high in social anxiety. Shah, Chartrand and Leander show that the priming of pro-substance abuse significant others can lead to automatic increases in participants' own orientation towards using alcohol and marijuana. As Fitzsimons, Kruglanski and Shah reveal, when juggling multiple goals (e.g., health vs. career), people can use progress on one goal as an automatic cue to switch to the alternative goal; a potentially important mechanism enabling functional work-health balance. Finally, Neal and Wood present behavior sampling and longitudinal data suggesting that real-world habits serve to conserve people's regulatory resources, thereby making them less vulnerable to the kinds of self-regulatory failure evident in the 'Freshman 15' weight gain among college women. By illustrating effective applications of automaticity research to health issues, the papers in the symposium demonstrate the utility of social psychological theorizing for important, fundable research on health outcomes.

ABSTRACTS

USING IMPLEMENTATION INTENTIONS TO STRATEGICALLY AUTOMATE ATTENTIONAL PROCESSES IN SOCIAL ANXIETY.

Thomas L. Webb¹, Paschal Sheeran¹, Margarita Ononaiye¹, John Reidy², and Anastasia Lavda¹, ¹The University of Sheffield, ²Sheffield Hallam University – Attentional biases toward threatening stimuli play an important role in the development and maintenance of social anxiety. We hypothesized that whereas forming mere goal intentions not to worry would not reduce bias, forming an implementation intention would strategically automate functional attentional responses. High and low socially anxious participants were told that they would have to give a speech. Before the speech, we measured attentional responses to threat (e.g., blushing, stupid) versus neutral (e.g., cupboard, barrel) words using the Visual Dot Probe task. There were three conditions. Participants in the control condition were given no further instructions. Participants in the goal intention condition were told that, “during the computer task, it is important that you do not worry about the speech”. Participants in the implementation intention condition were given the same instructions but also formed a plan, “If I see a neutral word, then I will focus all my attention on it!” Findings showed that socially anxious participants in the control and goal intention conditions showed an attentional bias toward threatening words that was not observed amongst non-anxious participants. However, socially anxious participants who formed implementation intentions did not show an attentional bias toward threatening words. These findings demonstrate the potential of implementation intentions for automating complex self-regulatory processes like attention.

IMPLICIT INFLUENCES OF SIGNIFICANT OTHERS ON DRUG AND ALCOHOL USE.

James Y. Shah, Tanya L. Chartrand, and Pontus Leander, Duke University – We investigate the social-cognitive influence of “pro-substance-use” peers on young adults' perceptions, motives, and behavior regarding alcohol and drug-related material. Modified versions of established significant-other goal priming paradigms (e.g., Shah, 2003) were used. In two studies, participants were subliminally primed with the names of various significant others. Implicit and explicit attitudes toward alcohol and marijuana were then measured. Our hypothesis was that merely activating mental representations of participants' pro-alcohol and -drug significant others could influence their cognitive and motivational orientation towards marijuana. Results from the first study suggested that participants primed with a close significant other who had a history of marijuana use held a more favorable implicit attitude toward

marijuana than those who were primed with a distant other or a significant other who hadn't used drugs. In the second study, participants reported stronger drinking motives when reading a behavioral scenario involving a close other who also had goals for the participant to drink alcohol. Across the two studies, various two-way interactions involving closeness to the other person, beliefs about the other's substance-use goals for the participant, and the other's substance-use behaviors, predicted pro-drug and alcohol attitudes and motives. However, both studies also produced three-way interactions suggesting attenuation of this influence when participants were primed with someone close to them with a history of drug-use, who also wanted the participant to use drugs.

BALANCING CAREER AND HEALTH GOALS: SHIFTING GOAL SYSTEMS MAXIMIZES SUCCESS *Gráinne Fitzsimons 1, James Y. Shah 2, and Arie Kruglanski 3, 1 University of Waterloo, 2 Duke University, 3University of Maryland* – In daily life people must balance their pursuit of a number of important goals, including health and career goals; to do so, they must flexibly shift goal systems. In this talk we discuss the hypothesis that shifting may be an automatic response to cues related to goal progress. That is, progress cues can automatically trigger a shift from one goal system to another. In particular, we examine how goal attainment and progress influence evaluations of means for a current vs. alternative goal system. When people are actively engaged in pursuing a goal, they are known to evaluate means for that goal more positively and to devalue means for other goals (see Shah, Friedman, & Kruglanski, 2003). In several studies, we show that after making progress on a career goal, people devalue means to that goal and show increased evaluations of means to other goals (health and social goals). For example, pre-progress, people showed faster approach (and slower avoidance) of people who were means for the career goal. After cues indicated progress was made, this effect was reversed, such that people showed faster approach (and slower avoidance) of people who were means for an alternative goal (a health goal). We discuss moderators of this effect including qualities of the goal pursuer and goal system. In all studies, the goal means are significant others who vary in their usefulness for the individual's important goals. The goals studied hold significance for people's success in key domains including physical health and career success.

HABITS AND THE IMMUNIZATION OF SELF REGULATION IN DAILY LIFE *David T. Neal and Wendy Wood, Duke University* – Daily life imposes myriad drains on our finite regulatory resources. In these studies, we demonstrate that automating responding through habit formation immunizes people against these drains and promotes successful self-regulation. Study 1 demonstrated with a daily diary procedure that habits are less vulnerable to regulatory depletion than non-habitual behaviors. Across four days, we monitored participants' performance of personally important goal-related behaviors (e.g., attending gym) that varied in habit strength. For two of the four days of the study, participants performed a task shown to deplete regulatory resources—using the non-dominant hand for certain everyday activities. As expected, on days with the depletion task, participants reduced their performance of other, non-habitual behaviors but continued to perform habits. Study 2, demonstrated that the minimal regulatory resources required to perform habits renders them useful when people are pursuing other, resource-intensive goals. Specifically, freshman students who came to the university with lifestyle habits that were compatible with university life had more resources available to meet health goals. Our longitudinal study of female students' weight changes revealed that students with these lifestyle habits were more successful at controlling their weight than those without such habits. This relation interacted with dispositional self-control capacity such that those with low self-control and few compatible lifestyle habits were especially likely to gain the "Freshman 15." In sum, both studies indicate that behavioral automation conserves domain-general regulatory resources and can thereby promote regulatory success.

D6 USING STRUCTURAL EQUATION MODELING TO STUDY INTERPERSONAL PHENOMENA

Room L-10

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

Summary: For over 30 years, social and personality psychologists have used Structural Equation Modeling (SEM) as a statistical technique for examining a variety of research questions. The technique is widespread in the field, and has been used within the domains of attitudes, close relationships, attribution theory, helping behavior, and the stability of personality, to name a few. Early work using SEM focused on causal path analysis, or the direct test of causal paths from one measured variable to another. However, this method was fairly limited in the types of questions that can be addressed. Recently, SEM has dramatically evolved. Researchers can now examine phenomena at multiple levels, including individuals nested within dyads and groups. In addition, theories can be tested in new and creative ways through the use of latent variable and non-recursive modeling. In this symposium, we present four innovative uses of SEM to study interpersonal phenomena. Each presentation includes a different methodological approach to a research area. The talks examine how data from multiple informants and items can be integrated into a single model, with an emphasis on data collected from dyads and groups. In addition, we discuss issues that frequently arise when using the statistical technique, such as the estimation of effects with missing data. While methodological points are made, the goal is to emphasize how different areas within the field of social psychology, and more specifically, the testing of different theories, can benefit from using SEM.

ABSTRACTS

IDEALIZATION AND DEROGATION IN DYAD RELATIONSHIPS: A MULTILEVEL SEM APPROACH *Patrick E. Shrout (New York University), Niall Bolger (Columbia University), Gwendolyn Seidman (New York University)* – Although there have been many empirical demonstrations of idealization in intimate relationships, to date there has not been a formal SEM model that specifies how self- and partner-ratings combine to produce idealization scores on multiple content dimensions. Our model specifies dyadic latent components that contribute to the idealization phenomenon: (a) consensus, i.e., common dyadic factors in self and other rating, and (b) discrepancy, i.e., difference dyadic factors in those ratings. The model provides a framework for evaluating whether the content dimensions are commensurate across partners in dyads, and for assessing the implications of incommensurability for traditional measures of idealization/derogation. It also explicitly distinguishes between couple-level and individual level measurement processes. We illustrate this model with data from husbands and wives in 353 heterosexual couples who rated one another on a 40-item measure of the Big 5 personality dimensions.

STUDYING THE EFFECTS OF PERSONALITY AND PARTNER INFLUENCE: A MODEL OF MUTUAL INFLUENCE *Pamela Sadler (Wilfrid Laurier University) and Erik Woody (University of Waterloo)* – In interactionist views of personality, traits and situations are conceptualized as conjoint determinants of behavior. However, interactionist theories are of at least two quite different types. Considering a social dyad as a prototypical case, one version of interactionism proposes that each person serves as the situation for the other; thus, each person's behavior is a function of his or her own properties and those of the partner, including the possibility of a statistical interaction between the two. This type of interactionism has received wide attention, for example through use of the actor-partner interdependence model. Another type of interactionism, which has received far less attention, stems from the idea that, to a considerable extent, people create their social environment through their

own behavior (Kiesler, 1996). Thus, in a social dyad, there is a simultaneous bidirectional feedback loop: Each person influences the behavior of his or her partner, and thereby influences his or her own behavior. We show that this very appealing theory can be evaluated through Structural Equation Modeling, using an approach that Kenny (1996) labeled the mutual-influence model. Application of such a model demonstrates that interpersonal traits of each dyad member have a substantial impact on their own social behaviors, which in turn are involved in a feedback loop whereby each person's behavior both shapes and is shaped by the ongoing interaction. Further, we show how, by using data from multiple informants, we can both correct for and examine the biases in partners' views of their own and each other's behavior.

USING SEM TO EXAMINE THE PREDICTIVE VALIDITY OF SELF, FRIEND, AND STRANGER RATINGS OF PERSONALITY *Simine*

Vazire (Washington University) – Who should own the definition of personality? This study used SEM to address this enduring question by examining which perspective is most accurate in predicting behaviors and outcomes: the self, friends, or strangers? Participants (N = 165) provided self- and meta-perceptions of their personality. We also obtained ratings for each participant from four friends and four strangers (after a brief get-to-know-you interaction). Participants completed a battery of tasks that served as criterion measures for the personality traits assessed, including the Wonderlic intelligence test, the brick creativity test, A Leaderless Group Discussion, a test of extraversion, leadership, and assertiveness, the Trier Social Stress Test, a test of anxiety, and the Thematic Apperception Test of implicit motives. Participants were also contacted six months after the initial experiment and asked to provide self-reports of life events over the last six months, which were also used as criterion measures for personality. The SEM analyses allowed us to control for differences in the reliabilities of the personality ratings and criterion measures, use latent variables to represent personality and behavior, and examine the relative predictive ability of all three perspectives (self, friends, and strangers) for each trait. The predictive validity of personality ratings varied across traits and across perspectives. For example, strangers were the most accurate at predicting extraverted and dominant behaviors, whereas the self was the most accurate at predicting arrogant behaviors. Discussion focuses on the mechanisms that account for these differences across traits and perspective.

USING THE SOCIAL RELATIONS MODEL TO ESTIMATE SELF-ENHANCEMENT EFFECTS VIA STRUCTURAL EQUATION MODELING *Tessa V. West (University of Connecticut) David A. Kenny*

(University of Connecticut) – Self-enhancement has been important in research on mental health, intergroup relations, and cultural differences. Most previous work has conceptualized self-enhancement in one of two ways: Individuals can see themselves as better than they see others, or they can see themselves as better than others see them. Kwan et al. (2004) have shown that the Social Relations Model (SRM) can be used to measure simultaneously both aspects of self-enhancement. The SRM partitions a self-judgment into three components: how the individual sees others (the actor effect), how that individual is seen by others (the partner effect), and how that individual uniquely sees her or himself (the relationship effect). It is this last effect that measures self-enhancement. We show how Structural Equation Modeling can be used to conduct a social relations analysis of self enhancement. We measure actor, partner, and relationship effects for both self-perception and the perception of others. The analysis strategy that we present provides information about self-enhancement above and beyond what is available in a traditional SRM analysis. We applied our method to several different data sets. We generally find evidence that the actor and partner effects are present in self-perception but they are weaker than they are for the perception of others.

D7 THE POWER OF STORIES: HOW NARRATIVE STRUCTURES INFLUENCE SOCIAL AND COGNITIVE PROCESSES

Room L-6

Chairs: *Kristi A. Costabile, Ohio State University, and Melanie C. Green, University of North Carolina at Chapel Hill*

Discussant: *Dan P. McAdams, Northwestern University*

Summary: Narratives are essential to our social existence. In a literal illustration of the power of narratives, Arabian Nights tells the tale of Scheherazade, a young woman who uses unfinished stories to stave off her execution. After 1001 nights of intricate tale-weaving, Scheherazade is rewarded with her life. While few of us use narratives to ward off our captors, narratives shape our self-perceptions, cognitions, and behaviors in ways that may be more subtle, but equally essential to our social functioning. In this symposium, we explore narrative's profound effect on our perceptions of the world, as well as its influence on both the implicit and explicit decisions we make as we navigate through our complex social environment. The importance of creating a good story – a chain of causal events with a beginning, middle, and end – affects interpersonal processes ranging from social influence to ego-development. This symposium highlights the importance of narratives at cultural, interpersonal, and individual levels.

Melanie Green explores the features of a narrative that make it particularly compelling and likely to influence an audience's beliefs. From the perspective of personality research, Jonathan Adler provides insights into how one's life-story relates to one's mental health and ego development. Kashima, Ouschan, and Boldero describe how narratives influence a reader's goal activation and self-regulatory responses from a socio-cultural perspective. Taking a more cognitive approach, Kristi Costabile examines how narrative goals facilitate the ability to generate appropriate implicit and explicit predictive inferences. Discussant Dan McAdams will provide integrative comments on this cutting-edge research.

ABSTRACTS

GOOD BEGINNINGS: EARLY NARRATIVE ELEMENTS INFLUENCE STORY EFFECTIVENESS *Melanie C. Green, University*

of North Carolina at Chapel Hill – Stories, even fictional ones, can have powerful effects on individuals' attitudes and beliefs. Transportation into a narrative world is the experience of being immersed in a story. Transportation includes cognitive, emotional, and mental imagery engagement, and is a mechanism of narrative-based belief change. However, some narratives are more effective and engaging than others. Our studies suggest that including strong narrative elements as early as possible in a message increases message impact. In Study 1, participants made judgments of guilt or innocence after reading a prosecutor's case. The case included a brief narrative description either at the start of the case or at the end of the case, and also varied argument strength (strong vs. weak). Results revealed greater persuasion (judgments of guilt, willingness to convict the accused perpetrator) in the narrative-first condition, regardless of argument strength. Study 2 explored the role of early suspense in creating involvement. Participants read a short story in which the first brief paragraph either created anticipation of a negative story event or did not create such anticipation. Results revealed that the suspense condition created greater transportation into the narrative world. Additional studies in our laboratory suggest that introducing blatant factual errors early in a narrative reduce its ability to change real-world beliefs unrelated to the errors. As a whole, these experiments pointed toward a primacy effect – early narrative elements directed responses to the rest of the communication. These findings have both theoretical implications (understanding narrative processing) and practical ones (designing effective interventions).

MY THERAPY AND ME: INDIVIDUAL DIFFERENCES IN THE NARRATION OF PSYCHOTHERAPY RELATE TO WELL-BEING AND EGO DEVELOPMENT

Jonathan M. Adler, Northwestern University – Narrative theories in psychology suggest that people find meaning and purpose in life through stories (McAdams, 2001). For some people, a major challenge in life-story construction is making sense of those experiences, especially negative and unanticipated ones that do not fit well within societal expectations regarding how a good or normal life should unfold. One such experience is psychotherapy. In two studies, the researchers examined former psychotherapy patients' narrative reconstructions of their therapy experiences and the relation of themes from their stories to measures of (1) psychological well-being and (2) maturity (ego development). Adults high on well-being (compared to those low) tended to recall their therapy experience as the story of a victorious battle from the past. In this kind of story, a personal problem rises from obscurity to become (temporarily) a fierce antagonist, only to be defeated once and for all by a re-energized self. Those adults high in ego development (compared to those low) tended to recall their therapy experience as one chapter in an ongoing narrative of self-development. In this kind of story, the self continues to face new problems over time, but the central therapeutic relationship facilitates the individual's journey of ongoing growth. Therapy stories that conceive of personal problems as rare aberrations to be vanquished by an agentic self may promote and preserve well-being, whereas those stories that view personal problems (and therapy) as opportunities for growth and personal transformation may enhance ego development and promote psychological maturity.

NARRATIVE AND SELF-REGULATION: STORY AS A CULTURAL TOOL FOR SOCIAL REGULATION OF GOAL-DIRECTED ACTIVITIES

Yoshihisa Kashima, Lucette Ouschan, and Jennifer Boldero, University of Melbourne – Narrative typically conveys a self-regulatory meaning, describing the protagonist's goal, the strategy by which he or she pursues it, and whether the strategy was successful in attaining it. In addition, narrative is a universal and prevalent form of symbolic representation circulated in a culture; it may act as a cultural tool to socially regulate human activities. Considered as a cultural tool, narrative may have intra-personal as well as inter-personal effects in cultural processes. After reading a narrative, intra-personally, people may appropriate the protagonist's goal-directed activities as their own, implicitly activating the protagonist's goal and being influenced by the narrative's self-regulatory meaning. Inter-personally, they may inadvertently reproduce the self-regulatory meaning of the story in subsequent unrelated narrative discourse. Further extending this line of reasoning, we examined the possibility that story readers may be affected by how the story ends. In particular, three types of story endings were explored: the protagonist succeeds in achieving her goal (success), fails to attain it (practical failure), and succeeds, but gets disqualified for moral reasons (moral failure). In particular, we hypothesized that the self-regulatory significance of a story may be deeply intertwined with the moral significance of the story, and that the moral failure ending would suppress both the intra- and inter-personal narrative effects. The hypothesis was supported by implicit measures of goal activation and self-regulation as well as content analysis of subsequent unrelated narrative discourse. Implications for the role of narrative in cultural processes are discussed.

THE FUTURE OF NARRATIVE: THE EFFECTS OF NARRATIVE ON PREDICTIVE INFERENCES

Kristi A. Costabile, Ohio State University – Evidence suggests that stories are used universally to describe a series of events (e.g., Barthes, 1977). One reason for this universality may be that narrative aids in understanding and predicting social events: Narrative structures provide information about what can be expected in a given situation – as well as what might go wrong. In a series of experiments, the author explored the inferential advantage of narrative by examining whether narrative goals facilitate one's ability to make predictive inferences among social stimuli. Using both explicit and implicit

measures, the author found that when individuals are instructed to construct a story from a sequence of events, they are more likely to draw appropriate predictive inferences from the given events than when given other organizational goals. Specifically, individuals with narrative goals were slower to indicate whether predictive words were presented in the original sentences and were more likely to complete word-stems with predictive words than those with memory goals. This suggests that these inferences were made online during story construction and were not subject to deliberate processing. Additionally, follow-up studies indicate that temporary affect may influence the type of the prediction generated. Although mood did not predict valence of implicit inferences, those in a positive mood were more likely to generate positive explicit predictions than those in a negative mood. This suggests that narrative construction may be an adaptive strategy used to anticipate future happenings.

Symposia Session E
Friday, 5:00 - 6:15 pm

E1 SEXUAL PREJUDICE: CONTINUITIES AND DISCONTINUITIES WITH OTHER FORMS OF PREJUDICE

Ballroom A

Chair: *Mark Snyder, University of Minnesota*

Discussant: *Janet Swim, Pennsylvania State University*

Summary: Social psychologists often focus on continuities across prejudices directed at different social groups. Because each type of prejudice occurs within its own historical, cultural, and social contexts, however, examining discontinuities among prejudices can yield insights into the nature of prejudice as a general phenomenon. The papers in this symposium address sexual prejudice (i.e., prejudice based on a minority sexual orientation), highlighting its commonalities with other prejudices while examining its unique characteristics. Unlike racial, ethnic, and religious prejudice, explicit sexual prejudice is widespread in the US and often justified on the basis of moral values. Unlike the targets of many other prejudices, sexual minorities are not readily identifiable in social interactions; consequently, heterosexuals often unknowingly interact with nonheterosexuals, and some heterosexuals (especially men) feel pressured to prove their heterosexuality to others. The symposium papers will consider what we can learn from these and other distinctive features of sexual prejudice. Callahan and Vescio will contrast the values underlying sexual prejudice with those associated with racial prejudice, and will dissect the construct of family values. Jellison et al. will present data on how a commitment to heterosexual masculinity reduces heterosexual men's empathy for and contact with gay men, and thereby perpetuates sexual prejudice. Herek will present data on sexual prejudice and intergroup contact, focusing on the unique ways in which a concealable stigma affects the relationship between prejudice and contact. As discussant, Swim will reflect on how the symposium data can inform social psychology's general understanding of prejudice.

ABSTRACTS

CORE AMERICAN VALUES AND THE STRUCTURE OF SEXUAL PREJUDICE.

Matthew Paolucci Callahan & Theresa K. Vescio, Pennsylvania State University. – Although the link between values and prejudice has been well-articulated in racism theories, research has just begun assessing the role of values and sexual prejudice. Across most value-based theories of prejudice is a "two factor" pattern, with one value promoting antipathy toward outgroups whereas another value promotes

sympathy for outgroups. Protestant Work Ethic (PWE) values have been identified as promoting anti-Black attitudes, whereas egalitarianism/humanitarianism has been shown to promote pro-Black and reduce anti-Black sentiment. Importantly, previous research has identified egalitarianism as a “prejudice antidote” in that it is expected to be inversely related to virtually all prejudice measures. In this paper, we present data from three studies. Heterosexual participants completed measures of core American values (PWE, egalitarianism, and traditional family ideology), as well as Herek’s Attitudes Towards Gay Men and Lesbians scales. Findings indicate that traditional family values (rather than PWE) are strongly related to sexual prejudice (for both gay men and lesbian women). However, contrary to the prejudice antidote argument, there was no evidence of egalitarian values predicting reduced prejudice toward gay men or lesbian women. Additionally, three components of traditional family values are summarized: traditional beliefs about child-rearing, husband-wife power differentials, and traditional gender roles. Findings across several studies show that the only component predicting attitudes toward gay men is traditional gender roles. However, all three components are strong predictors of attitudes toward lesbians. Lastly, we end by discussing how the structure of sexual prejudice may differ for gay men and lesbian women.

HETEROSEXUAL MASCULINITY REDUCES THE EFFECTIVENESS OF SEXUAL PREJUDICE REDUCTION STRATEGIES. William A. Jellison, *Quinnipiac University*, Nate A. Way, *Stanford University*, Richard T. LeBeau, *Colgate University* – We explored the limitations of two prejudice reduction strategies in improving attitudes toward gay men among heterosexual men. Sexual prejudice among heterosexual men toward gay men is positively related to endorsements of heterosexual identity and masculinity. Increasing contact with and showing empathy toward gay men (two strategies that may reduce sexual prejudice) may be particularly threatening to men who adhere to these ideologies because these strategies weaken sexual orientation group boundaries. The contact hypothesis suggests that exposure to positive intimate experiences with gay men can help to improve attitudes toward gay men. However, Study 1 demonstrated that as identifying with being heterosexual and endorsing masculine gender role norms increased, the percentage of gay male friends, the frequency of time spent with gay men, and exposure to positive material about gay men decreased. Furthermore, perspective-taking paradigms (empathy inductions) encourage participants to imagine what it would be like to be a member of the stigmatized out-group (thereby temporarily incorporating the out-group into the self-concept). However, Study 2 demonstrated that, when asked to take the perspective of a gay man, men who strongly identify with being heterosexual and more strongly endorse masculine gender role norms expressed significantly less empathy toward a gay male target than men who do not strongly endorse these constructs. Implications of these results for understanding the perpetuation of sexual prejudice are discussed.

SEXUAL PREJUDICE AND INTERGROUP CONTACT: THE MODERATING EFFECTS OF DISCLOSURE AND COMMUNICATION. Gregory M. Herek, *University of California, Davis* – Psychologists have long recognized the importance of intergroup contact for reducing prejudice, and have documented the optimal conditions necessary for contact to have beneficial effects. Most empirical research in this area, however, has focused on prejudice against groups whose members usually are readily identifiable (e.g., racial groups). By contrast, for groups with concealable stigmas (e.g., sexual minorities), contact with majority group members routinely occurs without the latter’s initial knowledge. The effects of intergroup contact in such cases may be moderated by the conditions under which a minority group member’s stigmatized status becomes known to majority group members. I will present data from a series of US national surveys with probability samples of heterosexual adults to test the hypothesis that contact is

associated with less prejudice against a minority group when majority group members have received direct personal disclosure from a minority individual and have discussed the minority individual’s stigmatized status with her or him. Such discussion is hypothesized to result not only in more positive attitudes toward the entire minority group but also in endorsement of policies that address discrimination against the group. Consistent with these hypotheses, the data show that heterosexuals who have received direct disclosure from a gay or lesbian person manifest significantly less sexual prejudice than those who have not, as do heterosexuals who have discussed sexual orientation with a sexual minority individual. Moreover, direct disclosure and communication are associated with support for various antidiscriminatory policies. Implications for the contact hypothesis will be discussed.

E2 BELONGING AND DIFFERENCE: BEING DIFFERENT WHILE BEING TOGETHER

Ballroom B

Chair: Kathleen Vohs, University of Minnesota, Carlson School of Management

Summary: Social and personality psychologists have long recognized the importance of similarity in groups and dyadic relationships. This symposium highlights the association between belongingness and difference. Four distinct approaches investigate differentness in terms of personal identity within a group context, good versus bad traits, perceptions of intimate partners, and responses to different threats to belongingness. Baumeister and Vohs argue that successful groups operate like finely-tuned systems with myriad components, requiring different skills, traits, and roles. Conversely, when groups turn pathological it appears to be due to a lack of differentiated selves. Individuals may seek to be different as a strategy for making themselves valuable to the group. Blanton will present his Deviance Regulation Theory, which won SPSP’s Theoretical Innovation Prize. It holds that individual identity involves deviating in positive ways from group norms (rather than conforming to them). Three studies show that people use positive deviance from group norms as a strategy to achieve desired life outcomes. Graham and Clark (both will speak) present eight studies on differences in perceptions of intimate partners. Some people view their partners as only good or bad, whereas others integrate partners’ good and bad traits into a balanced and nuanced view. The latter promotes trust and is associated with high self-esteem. Molden, Lucas, and Gardner discuss three studies showing how the experience of different forms of social isolation – rejection versus exclusion – produce distinct self-regulatory responses. Together, these presentations bring to the forefront differentiation as a real and important aspect of interpersonal life.

ABSTRACTS

BEYOND THE GROUP SELF: DO GROUPS PROMOTE DIFFERENTIATED SELVES? Roy F. Baumeister (*Florida State University*) & Kathleen D. Vohs (*University of Minnesota*) – Do groups press for its members to be similar or different? Much has been written about the pressures toward sameness. This talk departs from this viewpoint using economic and cultural theory as support. Economic and cultural institutions yield their benefits via systems, and a system in which every node is the same is a rather useless, ineffective system. In contrast, specialization, creation of distinct roles, division of labor, and other forms of differentiation enable systems to produce vast rewards. Hence we posit that human groups would benefit from having their members be different from each other. Individuality versus sameness may hold the answer to the long-standing question of when groups are more versus less than the sum of their parts. Group pathologies are generally linked to

merging the individuals into the group. Diffusion of responsibility, mob violence, groupthink, social loafing, and commons dilemmas have in common a lack of salient personal identities, which lead to harmful outcomes. Conversely, conditions that promote differentiated selves (e.g., accountability, role differentiation) improve group effects. The goal of this presentation is to shed new light on human selfhood, which is more differentiated and individuated than the selves of biological ancestors. Some theories have treated striving for differentness as an attempt to set oneself apart from others. We contend, however, that becoming different may instead serve belongingness goals. By developing a unique skill, talent, role, or identity, one can cement one's place in a cultural group by making oneself irreplaceable.

A DEVIANCE REGULATION VIEW OF SELF AND SOCIETAL STRUCTURE *Hart Blanton (Texas A&M University)* – I will introduce the “Deviance Regulation Principle” (DRP). DRP posits actors make behavioral decisions primarily by weighing the consequences of being different (or deviating), not the consequences of being similar (or conforming). Support for DRP is shown in three studies. Study 1 shows that people are persuaded more by messages that spell out the consequences of being different, not the consequences of being similar. Study 2 shows that people also assume that speakers frame their communications to discuss differences, not similarity. As a result, persuasive communicators can inadvertently shape assumptions about the norms surrounding actions. When they criticize actions they want to discourage, communicators they give the impression that these actions are uncommon. When they praise actions they want to encourage, communicators give the impressions that these actions are uncommon. In the latter case, the inadvertent message conveyed can undermine the communicator's ability to exert influence. Finally, Study 3 shows that contextual manipulations that focus people on their desired versus undesired life outcomes can influence tendencies to be similar or different from others. Specifically, thinking about positive rather than negative outcomes lead people to act in more distinct ways (e.g., filling out questionnaires using more colorful pens). I will close by suggesting that DRP is a relatively universal self-regulatory mechanism that shapes formal and informal social forces in societies and suggest reasons it might explain many of the cultural differences in self-regulation that typically are attributed to differences in self-construal.

THE JEKYLL AND HYDE-ING OF RELATIONSHIP PARTNERS: TRUST IN OTHERS AND THE ORGANIZATION OF PARTNER INFORMATION *Steven M. Graham (New College of Florida) & Margaret S. Clark (Yale University)* – We propose that low trust in others' acceptance is linked with seeing close partners as “all good” or “all bad” at any given point in time whereas high trust is linked with more balanced and stable views of partners. Two studies found that people low (but not high) in self-esteem took longer to make judgments about whether five positive and five negative traits applied to their roommate when those adjectives were alternated than when positive and negative adjectives were presented in blocks. (There was no difference when participants were rating inanimate objects.) Three more studies used a new measure of integration of thoughts about partners and found it significantly positively correlated with self-esteem. A sixth study showed low self-esteem individuals to have more variable views of their partners across time. A seventh study found, in the absence of priming social threat, low self-esteem participants idealized partners more than did those high in self-esteem but, when social threat was primed, they villainized partners more than did those high in self-esteem. Study 8 found the positivity or negativity of recent events in their relationships to be significantly more closely linked to relationship satisfaction among those low than among those high in self-esteem. Additional data link these findings to interpersonal trust. In particular, low trust in partners produces the non-integrated (low self-esteem) style of conceptualizing them.

DISTINCT SELF-REGULATION FOLLOWING DISTINCT SOCIAL THREATS: RESPONDING TO REJECTION VERSUS EXCLUSION

Daniel C. Molden, Gale M. Lucas, Wendi L. Gardner, & Kristy Dean (Northwestern University) – Recent research on self-regulation has shown its effect on interpersonal processes. The research presented here takes this principle further by illustrating how different types of interpersonal processes evoke different modes of self-regulation. Many studies have demonstrated that threats to belonging activate general motivations to restore social connections. We reasoned, however, that explicit negative feedback from others (i.e., rejection) may distinctly threaten belonging through a loss of social connection, whereas an inability to be recognized or approved by others (i.e., exclusion) may distinctly threaten belonging through a failure to gain social connection. Following from regulatory focus theory, self-regulation toward restoring connections after the losses of rejection should therefore involve a prevention focus, whereas self-regulation after the non-gains of exclusion should therefore involve a promotion focus. A prevention focus produces feelings of agitation and the adoption of vigilant strategies to protect against further loss. In the context of belonging threats, self-regulation following rejection should thus lead to withdrawal from social situations and narrow appraisals of behaviors that one should not have performed. In contrast, a promotion focus produces feelings of dejection and the adoption of eager strategies of pursuing missed gains. In the context of belonging threats, self-regulation following exclusion should thus lead to renewed efforts for social contact and broad appraisals of behaviors one should have performed. These hypotheses were tested in three studies in which participants recalled or experienced instances of rejection or exclusion. Results demonstrated that rejection indeed produced more prevention-focused, and exclusion more promotion-focused, feelings, thoughts, and behaviors.

E3 COGNITIVE DISSONANCE THEORY CELEBRATES 50TH BIRTHDAY

Ballroom C

Chairs: Jack Brehm, University of Kansas, and Eddie Harmon-Jones, Texas A&M University

Summary: One of the most impactful theories in social psychology, as well as in psychology more generally, was presented to the world by Leon Festinger in his 1957 book, *A theory of cognitive dissonance*. In this session, the theory's 50th birthday will be celebrated with presentations from four individuals who have made contributions to cognitive dissonance theory and research. In the first talk, Jack Brehm, who worked with Festinger and published the first dissonance experiment in 1956, will provide an overview of the theory and discuss how one variable in the theory, resistance to change of cognitions, made possible many of the surprising derivations of the theory. In the second talk, Eddie Harmon-Jones will present his action-based model of dissonance and then present results from experiments that have tested the model that suggests that the concern over unconflicted and effective action is at the heart of dissonance processes. In the third talk, Mark Zanna will present research on how culture affects the experience, arousal, and reduction of dissonance. In particular, his research suggests that both Westerners and Easterners experience dissonance but that culture modifies the conditions in which dissonance is aroused and reduced. Finally, Judson Mills, who also worked with Festinger in the early days of dissonance, will discuss several unique aspects of the theory that are often not noted, some common oversimplifications of the theory, and how the theory has had a lasting impact in social psychology.

ABSTRACTS

THE THEORY *Jack Brehm, University of Kansas* – Leon Festinger had just published his influential theoretical paper on social comparison pro-

cesses, when he was already at work on what was to become a more spectacular and revolutionary view concerning the effect of rewards on behavioral preferences. Up to that point in time, academic experimental psychology was under the dominant influence of the behaviorist view, which largely held that the tendency to repeat a behavior was a direct function of the amount of reward received either in terms of size of reward or frequency of occurrence of reward. While there were growing interests in other influences on behavior, such as those that might be due to cognitive imbalance—ideas promoted for example by Heider, Newcomb, and Osgood and Tannenbaum—Festinger formulated what was to become a much more fruitful understanding of behavior. The essential idea was that knowledge that was discrepant with a behavioral commitment motivated a re-evaluation of relevant knowledge so as to minimize the existence or importance of any information inconsistent with the commitment. That motivation was called cognitive dissonance. As if that were not enough, the theory also stipulated that each relevant cognition must be weighted according to its importance to the individual. The magnitude of dissonance was said to be the ratio of dissonant to all relevant cognitions, each weighted according to its importance. But wait, there's more! Each cognition had some resistance to change, and it was the latter variable, resistance to change, that made possible many of the surprising derivations of the theory.

AN ACTION-BASED MODEL OF DISSONANCE *Eddie Harmon-Jones, Texas A&M University* – Many alternative theoretical explanations have been offered for the cognitive and behavioral changes evoked by dissonance. However, much research has continued to support the original theory of dissonance. The original theory never clearly specified why cognitive discrepancy causes the negative emotive state of dissonance and why individuals are motivated to reduce dissonance. To address these questions, the action-based model was proposed. The model suggests that discrepancy between cognitions evokes dissonance because discrepancy has the potential to interfere with effective and unconflicted action. Discrepancy reduction, by bringing cognitions into consonance, serves the function of facilitating the execution of effective and unconflicted action. After a dissonance-arousing decision (commitment) is made, the processing that occurs should assist with the execution of the decision. Viewing the chosen course of action more positively or less negatively after a decision (i.e., attitude change) helps the individual act on the decision more effectively. Research testing these ideas will be presented. In two experiments, it was found that increasing action-oriented processing following a difficult decision increased attitude change. Follow-up experiments revealed that such post-decisional processing also activated the left dorsolateral frontal cortex, a brain region involved in the implementation of approach-related behaviors. The action-based model research suggests relationships between current research on cognitive control, self-regulation, and motivation with over 50 years of research on cognitive dissonance theory.

CULTURE AND DISSONANCE *Mark P. Zanna, University of Waterloo* – Some have questioned whether dissonance is a Western phenomenon—that is, whether Easterners (i.e., those from collectivistic cultures with interdependent self-construals) experience dissonance. The present paper presents evidence that suggests that Easterners indeed experience dissonance, though culture clearly modifies the conditions in which dissonance is aroused and reduced. For example, European Canadians justified their choices more when they made them for themselves, whereas Asian Canadians (Study 1) and Japanese (Study 2) justified their choices more when they made them for a friend. Further, whereas an opportunity to affirm their independent (but not their interdependent) selves reduced dissonance for European Canadians, an opportunity to affirm their interdependent (but not their independent) selves “took the sting” out of dissonance for Asian Canadians (Study 3). Finally, for bicultural Asian-Canadians dissonance aroused by a threat to their interdependent selves was reduced by an opportunity to affirm their independent selves (Study 4). Implications of these cultural differences

for theories of cognitive dissonance and self-affirmation will be discussed.

DISSONANCE THEORY 50+: UNIQUE ASPECTS, COMMON OVERSIMPLIFICATIONS, LASTING IMPACT *Judson Mills, University of Maryland* – Dissonance theory as formulated by Festinger has several unique aspects that were not part of the other theories labeled cognitive consistency theories. A key assumption of dissonance theory is that the magnitude of dissonance depends on the proportion of relevant cognitions that are dissonant with the focal cognition (which is typically a cognition about an ongoing behavior). That assumption forms the core of the theory, along with the assumptions that dissonance is uncomfortable, that pressure to reduce dissonance is a function of the magnitude of the dissonance, and that cognitive change to reduce dissonance is determined by resistance to change of specific cognitions. Together those assumptions enabled the theory to generate a great deal of notable research, to produce far more research than any other social psychological theory. In contrast, little research was generated by the other cognitive consistency theories, which did not include assumptions about degrees of inconsistency or alleviating an inconsistency by adding another consistency. Common descriptions of dissonance theory are oversimplifications, as they rarely include the theory's unique aspects. Textbooks usually say something such as, “Dissonance is an unpleasant state occurring when individuals notice inconsistency among two or more attitudes or between their attitudes and behavior.” Such statements do not distinguish dissonance theory from the other cognitive consistency theories. Dissonance theory has had a lasting impact despite the lack of acknowledgment of its unique aspects. The theory and the research it has generated continue to be frequently cited. Every social psychology textbook includes the theory, if incompletely.

E4 JUDGMENT IN THE CONTEXT OF TIME: HOW THINKING ABOUT THE FUTURE DIFFERS FROM THINKING ABOUT THE PAST

Steamboat Room

Chairs: *Elanor F. Williams, Cornell University, and Karlene Hanks, Cornell University*

Discussant: *Dale Griffin, University of British Columbia,*

Summary: Memories of the past and expectations for the future influence current decisions and shape how people experience the here-and-now. Although many researchers have examined how people think about the past or imagine the future, few have explicitly compared the nature of past- versus future-oriented cognition. This symposium features new research that indicates that people think about and experience the future quite differently from the way they think about and experience the past, and suggests that in the mind, the future looms larger than the past. This divergence between past and future has a variety of effects on cognition and affect. First, it affects people's evaluations of events. Hanks and Gilovich find that people perceive uncertain future events to be more probable than equivalent past events, while Caruso and Gilbert show that people value future events more extremely than comparable past events. Second, this divergence can influence cognitive style. Kane, Van Boven and McGraw demonstrate that thoughts about future events are relatively “top-down” whereas thoughts about past events tend to be “bottom-up.” The divergence between past and future can even affect personal identity. Williams and Gilovich demonstrate that the future weighs more heavily than the past in assessments of self relative to others. Finally, Griffin will discuss how these different lines of research converge to suggest that the future is “bigger” – more vivid, dynamic, and powerful – than the past, and in doing so will highlight potential implications of the work for understanding thought, feeling, and behavior.

ABSTRACTS

WHEN THE FUTURE IS MORE PROBABLE THAN THE PAST

Karlene Hanko and Tom Gilovich, Cornell University – There exists a common belief, at least in Western culture, that the future is full of possibilities – that the future is wide open whereas the past is fixed. In the present research we explored the implications of this belief for how people think about uncertain past and future events, focusing specifically on likelihood judgments. We hypothesized that people perceive future events to be more likely than otherwise identical past events, once differences in knowledge of the past and future are eliminated. In a first study, participants judged it more likely that a hypothetical Cornell student would engage in a variety of activities over the following week than that she had engaged in those same activities over the prior week. Participants in a second study believed it more likely that a mentally ill patient would attempt suicide within a given five-year period if they were predicting his future behavior than if they were “postdicting” his past behavior, regardless of whether the base rate of suicide for this particular mental illness was high or low. Participants in a third study estimated that more of their peers would endorse a particular political stance if they believed that their peers would be surveyed in the near future than if they believed their peers had been surveyed in the recent past. This obtained regardless of participants’ own views or the particular stance at hand. Taken together, these results suggest that people may see uncertain events as more probable in the future than in the past.

THE TEMPORAL VALUE ASYMMETRY

Eugene M. Caruso and Daniel T. Gilbert, Harvard University – The present research explores how people value events over time. To do so, we measured the monetary value that participants placed on an event depending upon whether that event was set in the past or the future. We predicted that people would place a higher value on future events than on past ones. Whether awarding money to a car accident victim (Study 1), being compensated for helping a neighbor move (Study 2), or showing appreciation to a friend for the use of his vacation home (Study 3), participants placed a higher monetary value on the event if they imagined that it was about to happen in the future than if they imagined that it had already happened in the past. Interestingly, this effect was robust when measured between subjects, but disappeared when measured within subjects, suggesting that people themselves considered this distinction irrational. In the final study, participants looking ahead to their Winter Break reported valuing it significantly more than those looking back on it. This result was partially mediated by the subjective feeling that their future break was closer in time than their past break. This finding suggests that the tendency to devalue the past may be seen as an instance of temporal discounting, whereby things lose value as they get further away in (perceived) time. We discuss some other potential mechanisms that may contribute to this effect, and incorporate insights from work on Prospect Theory and Temporal Discounting to sketch out a new trans-temporal theory of subjective value.

TAKE IT FROM THE TOP (OR BOTTOM): TEMPORAL PERSPECTIVE AND TOP-DOWN VERSUS BOTTOM-UP PROCESSING

Joanne Kane, Leaf Van Boven, and A. Peter McGraw, University of Colorado, Boulder – In three studies, we investigated differences in processing style for judgments of the past versus the future. We suggest that people tend to use bottom-up processing to think about past events whereas they use top-down processing to think about future events. In Study 1, participants chose to identify past or future events at either a concrete or an abstract level. Consistent with the idea that bottom-up processing produces lower level construal than top-down processing, participants described past events more concretely than future events. In Study 2, participants described a day in the past or future and rated how extreme and realistic the day felt. Consistent with the idea that bottom-up processing produces more mundane, realistic judgments whereas top-down processing produces more prototypical, extreme

judgments, past days were deemed less extreme and more realistic than future days. In Study 3, participants either described a past visit to the dentist or imagined a future one. Consistent with the idea that bottom-up processing requires more information retrieval and is therefore more effortful than top-down processing, participants judged past visits as more difficult to think about than future visits. The results of these three studies cannot be fully explained by other theories of intertemporal processing differences like judgmental focalism and construal level theory, which focus on temporal distance rather than perspective. Rather, the results suggest that people process the past from the bottom-up whereas they process the future from the top-down.

THE ME YET TO BE: HOW FUTURE SELVES INFLUENCE PERCEPTIONS OF SELF AND OTHER

Elanor F. Williams and Tom Gilovich, Cornell University – A person’s identity consists of three parts: who they were in the past, are in the present, and will be in the future. Possible selves have been known to be part of people’s self-concepts (e.g., Markus & Nurius, 1986; McElwee & Dunning, 2005), but it is unclear whether people’s representations of others give similar weight to future possibilities. Our research demonstrates that the self is seen as uniquely future-oriented. In an initial study, participants reported that they are more likely than others to change in the future and are therefore more “unknowable;” more of who they are is yet to be revealed. In addition, the future component of the self can influence current self-assessments; participants given feedback that they or a stranger had great potential in a given domain revised their current self-ratings more than they did their ratings of the stranger (despite no actual change in skill for either). A third study revealed that believing in their own potential paradoxically leads people to see themselves as farther from their ideal self than others are. Finally, this effect is particular to the future: participants in a fourth study compensated for the increased influence of the future by placing less emphasis on who they are in the present, while seeing no self-other differences in the influence of the past. We believe that this aspect of identity is another example of the future looming larger than the past, and that the person yet-to-be differentiates other people from the self.

E5 THE COMMUNICATION OF EMOTION IN CLOSE RELATIONSHIPS

Cotton Row Room

Chair: *Joan K. Monin, Carnegie Mellon University*

Summary: Research has shown that emotion expression is associated with increased health and well-being (Esterling et al, 1994; Iwamitsu et al, 2005; Julkenen, 1996; Petrie et al, 1995); however, most of this research has taken an intrapersonal approach (e.g. writing in journals). In this symposium, we take an in-depth look at how emotion expression communicates information in the context of close relationships and how this leads to better health. Before we can understand this process, we need to understand the specific functions of emotions, especially the more “social” emotions. Clark makes a case that the communal nature of a relationship shapes what emotions people experience and express and also discusses how emotions (such as guilt, hurt, and gratitude) serve to strengthen, maintain, and repair relationships. Leary focuses even further on the function of the highly neglected “social” emotion of hurt feelings. Finally, the last two talks directly address how emotion communication mediates the relationship between emotion expression and health in close relationships. Monin provides evidence that expressions of anxiety and sadness in close relationships can facilitate the social support process and that this process can sometimes “go wrong” when individual differences (e.g. attachment styles) affect people’s tendencies to express and interpret emotions. Finally, Buck and colleagues review the role of emotional communication in buffering stress as an aspect of social support with health implications and speculate on the particular roles of sending accuracy, receiving ability, and unique relationship effects on mediating the stress-buffering effects of social support.

ABSTRACTS

THE NATURE OF RELATIONSHIPS SHAPE OUR EMOTIONAL LIVES

Margaret S. Clark; Yale University – Communal relationships are characterized by people assuming responsibility for one another's welfare. Each member is responsive to the partner in a variety of ways including providing help, supporting goal strivings, including partners in enjoyable activities and providing reassurance of care. Such relationships vary in strength with more responsibility assumed in stronger relationships. A theoretical and empirical case will be made that the communal nature of a relationship shapes what emotions will be experienced and expressed and, in a reciprocal manner, what emotions are experienced and expressed serve to strengthen, maintain, and repair communal relationships. In particular emotions conveying needs are selectively expressed within the context of communal relationships and expressing these emotions communicates trust, elicits help, and strengthens these relationships. Feeling empathic emotions communicates to the self and partner that one cares and also strengthens these relationships. The "social" emotions of hurt and guilt are felt and conveyed primarily within communal relationships and serve to repair and build these relationships. Finally, the "social" emotion of gratitude seems to occur under two conditions: when a person with whom one has or desires a communal relationship is unexpectedly especially responsive and one welcomes that extra responsiveness (in which case it builds relationships) or when a valued relationship is threatened by a change in one person's life (in which case it provides reassurance the relationship will continue.)

IF HURT FEELINGS WERE A PERSON, ITS FEELINGS WOULD BE HURT

Mark R. Leary; Duke University – Emotions often serve social functions by alerting people to important interpersonal events, motivating social behaviors, and communicating information about their internal states to others. Researchers have examined the interpersonal implications of many emotions, including anger, sadness, anxiety, embarrassment, guilt, shame, disgust, pride, and jealousy. However, one emotion that occurs exclusively in interpersonal contexts—hurt feelings—has been virtually neglected. This presentation will address three central issues regarding hurt feelings. First, the question of whether hurt feelings should be regarded as a distinct emotion will be considered. Two studies will be described that supports the conclusion that hurt feelings is a distinct emotion rather than a blend of other emotions (such as sadness and anger), as some have suggested. Second, research regarding the cognitive appraisals that underlie hurt feelings will be examined, along with the question of why hurt feelings is often accompanied by other emotions, notably anger and sadness. Research shows that hurt feelings is related to the appraisal that other people do not value their relationship with the individual as much as the individual desires. Thus, people may feel hurt even when they know another person thinks positively of them if their relational value is not as high as they desire. Third, the functions of hurt feelings will be discussed. Hurt feelings appears to be the social analogue of physical pain—warning people of harmful circumstances and motivating behaviors that protect relational value. Neuroscientific evidence demonstrating a physiological link between physical and social pain will be described.

EMOTION EXPRESSION IN SOCIAL SUPPORT INTERACTIONS

Joan K. Monin; Carnegie Mellon University – I will make the case that expressions of anxiety and sadness within a close relationship can facilitate the social support process. In particular, it is proposed that, ideally, when a person feels sad or anxious and is with a close relationship partner, that person expresses the emotion, and the partner responds with social support. Importantly, I will also discuss how this seemingly straightforward process can "go wrong", either because the sad or anxious person is reluctant to express the felt emotion or because once the emotion is expressed the partner fails to interpret it as a call for help but rather views it simply as negative emotion (including, perhaps, hostility) and reacts by distancing the self from the partner rather than

providing social support. One reason relationships can benefit people is that they provide a safe haven in which negative emotions may not only be expressed but will be met with responsive support. However, individual differences within relationships may interfere with this process by preventing the expression of emotion (i.e. attachment avoidance), by leading to an exaggerated expression of emotion (i.e. attachment anxiety) or by preventing accurate interpretation of the expressed emotion and an empathic, nuanced response to the particular negative emotion expressed (i.e. attachment insecurity). Empirical evidence, consisting of self-report and observational data from married and dating couples, will be presented for each of the proposed theoretical ideas.

INDIVIDUAL AND DYAD-LEVEL FACTORS IN EMOTIONAL COMMUNICATION: HOW MUCH DO CLOSE RELATIONSHIPS COUNT IN MEDIATING HEALTH EFFECTS?

Ross Buck, David A. Kenny, Stacie Renfro Powers, R. Thomas Boone, Georgios Triantis, Rebecca Ferrer, and Yumi Iwamitsu; University of Connecticut (RB, DAK, SRP, GT, and RF), University of Massachusetts Dartmouth (RTB), Kitasato University, Japan (YI) – This presentation reviews recent studies analyzing emotion communication in close relationships with implications for social support and health. Communication is a phenomenon that reflects both individual and dyad-level characteristics. Most communication accuracy scores confound these, and there is controversy about whether individual or dyad-level factors are "more important" in communication. This presentation reviews applications of Kenny's Social Relations Model to estimate variance contributed to the communication from A to B by (1) A's sending accuracy, (2) B's receiving ability, and (3) the unique personal relationship between A and B. Data on dating and married couples, interaction via TV link, and charisma ratings are presented to illustrate this analysis. There are suggestions that considerable variance is accounted for by sending accuracy and unique relationships, while receiving ability, which would correspond to an important aspect of "emotional intelligence," consistently shows a relatively low contribution to communication. We review the role of emotional communication in buffering stress as an aspect of social support with health implications, citing data from studies of safe sex communication and emotional expression following cancer diagnosis, and speculate on the particular roles of sending accuracy, receiving ability, and unique relationship effects on mediating the often-demonstrated stress-buffering effects of social support.

E6 THE BEHAVIORAL AND NEURAL MECHANISMS OF EMPATHY

Room L-10

Chair: *Christine Hooker, University of California, Berkeley*

Summary: Empathy, the ability to understand and share the emotional experience of another person, is a fundamental component of social relationships. Recent research combining social psychology and neuroscience perspectives has shed new light on the behavioral and neural mechanisms of empathy. In this symposium, three speakers will present research that combines multiple methods to illuminate specific aspects of the empathic process. Jean Decety will present a series of studies that illustrate how neural mechanisms facilitate the use of affective sharing, perspective taking, and emotion regulation to enhance empathy in the context of pain perception. Christine Hooker will present data showing that neural activity during specific emotion recognition and emotion inference tasks is related to the amount of empathy that people experience in their daily lives. Robert Levenson will present research demonstrating how the capacity for empathic accuracy and empathic concern is affected by neurological disease. Collectively, these speakers bring a new perspective to empathy research by using multiple scientific approaches to illustrate the behavioral and neural mechanisms involved in empathy.

ABSTRACTS

HUMAN EMPATHY THROUGH THE LENS OF SOCIAL NEUROSCIENCE

Jean Decety, Department of Psychology, and Center for Cognitive and Social Neuroscience, The University of Chicago – Empathy is the ability not only to detect what others feel but also to experience an emotion toward the other. Knowing what someone else is feeling plays a fundamental role in interpersonal interactions. In this talk, I will articulate evidence from social psychology and cognitive neuroscience and argue that empathy involves both emotion sharing (bottom-up information processing) and executive control to regulate and modulate this experience (top-down information processing), underpinned by specific and interacting neural systems. Furthermore, awareness of a distinction between the experiences of the self and others constitutes a crucial aspect of empathy. I will present data from recent behavioral and functional neuroimaging studies with an emphasis on the perception of pain in others, and highlight the role of different neural mechanisms that underpin the experience of empathy, including emotion sharing, perspective taking and emotion regulation.

FMRI EVIDENCE FOR SIMULATION AS A MECHANISM FOR EMOTION UNDERSTANDING AND EMPATHY

Christine Hooker, Helen Wills Neuroscience Institute, University of California, Berkeley – Empathy is an important component of human relationships, yet the mechanisms that facilitate empathy are still unclear. Simulation theory posits that people use their own emotional experience as a model for identifying and sharing what someone else is feeling. Neuroscience accounts of simulation propose that people use specific neural regions, such as the inferior frontal gyrus (IFG) and somatosensory related cortices (SC), to generate internal motor and somatic representations of an emotional state and access those representations in order to understand and share an emotional experience. In this talk, I will discuss a series of fMRI studies that tested the hypothesis that these neural regions, previously identified as important for simulation, should be active during specific emotion judgments in which people are most likely to use simulation as a strategy. In three different tasks, neural regions associated with simulation, such as the IFG and SC, were more active during emotion judgments that were most likely to use simulation as compared to emotion judgments that were not. Furthermore, activity in these regions was significantly correlated to self-reported empathy. These findings suggest that using simulation as a strategy to understand emotional states is related to enhanced empathy.

EMPATHY AND NEUROLOGICAL DISEASE

Robert W. Levenson, Department of Psychology, and the Institute of Personality and Social Research, University of California, Berkeley – Empathy is a defining feature of the human condition, critical to building and maintaining stable social relationships. Two essential elements of empathy are the ability to know what another person is feeling (empathic accuracy) and concern with the well-being of others. Empathy seems to be particularly vulnerable to damage involving frontal and temporal brain regions. In our studies of patients with frontotemporal lobar degeneration, a progressive neurodegenerative disorder, we find profound losses in empathic accuracy and concern. These studies provide insights as to the relationships among the various components of empathy and to the specific brain regions that may be involved. In this presentation, I will review these findings and discuss ways in which they reveal connections that empathy has with related processes such as self-focus, insight, theory of mind/perspective taking, and social interest.

E7 THE SPREAD OF CULTURE

Room L-6

Chair: Jonah Berger, Stanford University

Summary: Catchphrases often diffuse rapidly, beliefs persist across generations, and folktales are told across cultures. But what influences the spread and persistence of culture? Why do some cultural units succeed wildly while others fail? And what factors affect whether culture endures or dies out?

Research on cross-cultural psychology has had a profound impact on our field, providing innumerable insights into how culture influences psychological processes. But research is only beginning to examine the reciprocal process, or how psychological processes influence culture. This symposium highlights some of the exciting, emerging work in this area, exploring how individual, environmental, and social factors influence the diffusion and persistence of culture.

The first two presentations examine individual-level processes. Norenzayan, Atran, Faulkner, and Schaller focus on memory, demonstrating that the stability of cultural narratives depends on their fit with human memory processes. Because imitation is such a powerful social force, deviance from others often requires effort, and Conway delves into the role that effortful thought plays in the spread and communication of beliefs. Chiu demonstrates the power of environmental factors; though globalization has been thought to spell the death of local culture, he examines how contact between different cultures can actually help people develop more coherent schemas of different cultural traditions. Finally, Berger and Heath discuss the role that social concerns of communicating identity play when people adopt and abandon cultural practices. Taken together, the talks provide insight into factors that influence the spread of culture and suggest exciting directions for this emerging research area.

ABSTRACTS

MEMORY AND MYSTERY: THE CULTURAL SELECTION OF MINIMALLY COUNTERINTUITIVE NARRATIVES

Ara Norenzayan (University of British Columbia), Scott Atran (University of Michigan), Jason Faulkner (University of British Columbia), and Mark Schaller (University of British Columbia) – We hypothesize that cultural narratives such as myths and folktales are more likely to achieve cultural stability if they correspond to a minimally counterintuitive (MCI) cognitive template that includes mostly intuitive concepts combined with a minority of counterintuitive ones. Two studies tested this hypothesis, examining whether this template produces a memory advantage, and whether this memory advantage explains the cultural success of folktales. In a controlled laboratory setting, Study 1 found that an MCI template produces a memory advantage after a 1-week delay, relative to entirely intuitive or maximally counterintuitive cognitive templates. Using archival methods, Study 2 examined the cognitive structure of Grimm Brothers folktales. Compared to culturally unsuccessful folktales, those that were demonstrably successful were especially likely to fit an MCI template. These findings highlight the role of human memory processes in cultural evolution.

WHY THINKING MATTERS: THE NON-THOUGHTFUL SPREAD OF CULTURE

Lucian Gideon Conway, III (University of Montana) – We propose that because humans have a deep-rooted implicit tendency to imitate others, long-term deviance from others' beliefs and behaviors requires effortful thought. This perspective has multiple consequences for our understanding of how and when cultural beliefs spread, and we present evidence for three different consequences. Study 1 demonstrates that beliefs can become consensually-shared even though they are not explicitly discussed, thus showing how cultural beliefs can become shared through non-thoughtful processes. Study 2 demonstrates how

interrupting participants' active thought processes through "cognitive load" disrupts thoughtful attributions that normally lead to deviance from a consensually-shared belief, thus producing acceptance of the belief instead. Studies 3 and 4 demonstrate that increasing the duration of exposure to another's opinion increases the likelihood of acceptance of that opinion for participants under cognitive load; it does not do so for no-load participants, thus suggesting that cognitive load causes participants' resistance mechanisms to wear down over time. Taken together, the results from these studies imply that factors governing the likelihood that a given belief will be actively thought about influence which cultural beliefs spread and persist: Beliefs that can be successfully communicated without a great deal of conscious thought have the highest likelihood of becoming and remaining culturally-shared, and times of widely-shared cultural stress may be especially likely to lead to the spread of cultural beliefs.

SEEING CULTURES IN MULTICULTURAL SPACE: IMPLICATIONS FOR PERSISTENCE OF LOCAL CULTURES IN THE GLOBAL WORLD *CY Chiu (University of Illinois)* – Can local culture persist even in the face of globalization? The expanding volume of international trade and investment is increasingly integrating previously isolated economies into a single world economy. The rapid increase in global linkages is most evident in the marketplace. Symbols of local and global cultures are often presented to viewers simultaneously in the same physical space (e.g., a Häagen-Dazs shop under the roof of a traditional Chinese building in downtown Shanghai) and the same product (e.g., McDonald's rice burger in Singapore and Starbucks coffee moon cake in Hong Kong). Scholars have debated whether globalization would ultimately lead individual cultures to become homogenized into a single global culture. But we find evidence that under some circumstances, the opposite may occur. A series of experiments show that the co-presence of symbols from two contrasting cultural traditions may cause people to become more sensitive to the characteristics of their own culture. The contrast between different cultural practices turns culture into a salient organizing category in consumers' perceptions and helps them develop a schema about how their own culture differs from other cultures.

DIVERGENCE IN CULTURAL PRACTICES: TASTES AS SIGNALS OF IDENTITY *Jonah Berger (Stanford University) and Chip Heath (Stanford University)* – Political ideologies are often abandoned, clothing styles get discarded, and catchphrases are ditched. But while research focused on conformity pressures provides some insight into why cultural practices catch on, it provides less insight into why they are abandoned and die out. We propose an identity-signaling approach that explains the abandonment of cultural practices. Cultural practices, e.g., products, behaviors, and attitudes, can signal identity, but the particular identity they signal depends on the identity of the set of people who engage in the practice. Consequently, when practices held by one social group are adopted by another, the identity that practice signals may change. We suggest that to avoid signaling undesired identities, the people who originally engaged in a practice may diverge, abandoning practices that are adopted by other social groups. Four studies document this phenomenon, demonstrating, for example, that students stop wearing Livestrong wristbands when they are adopted by the geeky academic focus dorm next door. People tend to use certain domains—cars and clothes as opposed to pens and dish soap—to infer the identity of others, and consistent with identity-signaling, we show that people are more likely to abandon cultural practices in these identity-related domains. People also find it more costly to be confused with members of certain social groups, e.g., those that are dissimilar or disliked, and we show that people are more likely to abandon cultural practices that are adopted by dissimilar or disliked out-groups.

Special Sessions
Saturday, 8:15- 9:30 am

SS3 INCORPORATING THE ANALYSIS OF ARCHIVAL DATA INTO THE TOOLKIT OF THE SOCIAL-PERSONALITY PSYCHOLOGIST

Room L-6

Chairs: Kali H. Trzesniewski, University of Western Ontario, and M. Brent Donnellan, Michigan State University

Discussant: Daniel K. Mroczek, Purdue University

Summary: The analysis of archival data is a powerful tool for addressing important questions in the social and behavioral sciences. Traditionally, however, sociologists and economists have taken advantage of large, nationally representative datasets whereas these resources have been overlooked by social/personality psychologists. This is unfortunate given the widespread availability of these resources and the criticism that research in social/personality psychology has limited generalizability because of an over-reliance on studies of college sophomores. As such, the objective of this symposium is to illustrate how existing datasets can be used to answer questions of interest to social/personality researchers.

In this symposium, Holbrook et al. show how they used the National Election Studies to test theories about how an individual's need for cognition and need to evaluate impact their political thinking. Trzesniewski et al. show how they used the Americans' Changing Lives Study and the National Center for Educational Statistics Studies to test theories about normative self-esteem changes from adolescence to old age. Finally, Lucas shows how he used the German Socio-Economic Panel Study and the British Household Panel Study to test theories concerning adaptation following a disability.

Together, these talks show that archival data can be used to address important questions on a scale that cannot be matched using more traditional methods. The overarching theme of the symposium is that the analysis of archival data can and should complement existing research techniques and become an important part of the toolkit of the social/personality psychologist.

ABSTRACTS

THE IMPACT OF PERSONALITY ON POLITICAL BELIEFS, ATTITUDES, AND BEHAVIOR: NEED FOR COGNITION AND NEED TO EVALUATE *Allyson L. Holbrook, University of Illinois at Chicago; George Y. Bizer, Union College; Derek D. Rucker, University of California, Santa Cruz; Jon A. Krosnick, Stanford University; Richard E. Petty, Ohio State University; S. Christian Wheeler, Stanford University* – People high in need to evaluate (NE) are especially likely to form attitudes, and people high in need for cognition (NC) are especially likely to think carefully when acquiring and using information. Although the effects of NE and NC have been explored in many domains, their roles in governing political thinking and action have not yet been studied extensively. Political theorists have routinely posited that being active in politics requires a great deal of thinking, implying that high NC individuals should be especially inclined to do so. And because politics is all about forming and expressing preferences, high NE individuals seems especially inclined to do so as well. We used data from two large-scale national surveys, the 1998 and 2000 National Election Studies, to test these ideas. High NE citizens were more likely to vote, to work on behalf of candidates, to gather information about politics through the news media, to react emotionally

to candidates, to generate reasons to like and dislike candidates, and to manifest consistency between their candidate preferences and their attitudes on issues and toward parties. But whereas being high in NC enhanced the likelihood that a citizen would work on behalf of candidates and enhanced media use and emotional responsiveness in the presidential election context, NC did not affect many other political outcomes. Thus, participating in politics is all about evaluation; political engagement is not confined to people who are thoughtful and does not even seem to be enhanced by the inclination to be thoughtful.

USING ARCHIVAL DATA TO ADDRESS LONGSTANDING SELF-ESTEEM DEBATES *Kali H. Trzesniewski, University of Western Ontario; M. Brent Donnellan, Michigan State University; Richard W. Robins, University of California, Davis* – Although self-esteem is one of the most frequently studied variables in psychology, controversies surrounding this construct are common. For instance, there is disagreement over whether or not self-esteem is a qualitatively different construct in more collectivistic cultures (e.g., Japan) as compared to more individualistic cultures (e.g., the United States). Likewise, it is not clear if the developmental trajectory for self-esteem is influenced by maturation, culture, or birth cohort. Finally, there is debate over whether self-esteem is a cause or consequence (or both) of important social problems. This talk illustrates how the combination of multiple archival datasets can be used to address questions such as these. For example, using matched archival studies from the United States and Japan, we found evidence that self-esteem has similar psychometric properties in both countries, suggesting that the construct may be the same in both cultures. In addition, we found that the developmental trajectory for self-esteem was similar for individuals from Japan and the United States, despite an overall mean-level difference between the two countries. Lastly, we examined reciprocal relations between self-esteem and important life experiences and tested whether these relations generalized across culture and multiple age cohorts. All told, these studies illustrate the usefulness of archival datasets for furthering several of the self-esteem debates and more broadly demonstrate how secondary data analyses can address issues of widespread interest to social/personality psychologists.

LONG-TERM DISABILITY IS ASSOCIATED WITH LASTING CHANGES IN SUBJECTIVE WELL BEING: EVIDENCE FROM TWO NATIONALLY REPRESENTATIVE LONGITUDINAL STUDIES *Richard E. Lucas, Michigan State University* – Hedonic adaptation refers to the process by which individuals return to baseline levels of happiness following a change in life circumstances. Much existing research suggests that people can adapt to almost any life event. However, few studies have used appropriately complex designs to examine individuals who undergo relatively severe life changes. For instance, many studies use cross-sectional designs, comparing individuals who have experienced an event to those who have not. Other studies are longitudinal but not prospective—they follow participants only after the onset of an event. Both designs are limited by the lack of prospective information, and therefore, pre-existing differences between individuals who have experienced an event and those who have not cannot be ruled out. Because major life events are often rare and unpredictable, prospective studies designed explicitly to assess these events are usually not feasible. Therefore, the use of secondary data analysis often provides the best method for answering questions about adaptation to life events. Two nationally representative panel studies were used to investigate the extent of adaptation that occurs following the onset of a long-term disability. In Study 1, 668 participants who acquired a disability were followed for an average of 7.18 years before and 7.39 years after onset of the disability. In Study 2, 272 participants were followed for an average of 3.48 years before and 5.31 years after onset. Disability was associated with moderate to large drops in happiness (effect sizes ranged from .40-1.19), followed by little adaptation over time.

Symposia Session F

Saturday, 9:45 - 11:00 am

F1 SELF REGULATION, EXPECTANCY AND VALUE: NEW ANSWERS TO SOME CLASSICAL QUESTIONS

Ballroom A

Chairs: *Nira Liberman, Tel Aviv University, and Jens Förster, International University Bremen*

Discussant: *E. Tory Higgins, Columbia University*

Summary: In light of a growing interest in self-regulation and goal-directed behavior, the present symposium brings together researchers who are investigating some of the basic principles of self-regulation. These researchers provide new insights into the classical research on the interrelations between value, expectancy and motivation. Specifically, Ayelet Fishbach will examine how value (and the subsequent motivation) depends on the mental framing of choice alternatives, as they pertain to virtuous goals and temptations that either compete with or complement each other. Tory Higgins will examine whether value depends on using the proper means of goal pursuit, opposing interfering forces (e.g., obstacles), and exercising regulatory fit. Nira Liberman will explore the effects of psychological distance on both expectancy and value, which together affect motivation. Her research distinguished between construal-mediated effects of distance on value and reality-based effects of distance on expectancy. Finally, based on these recent theoretical and empirical innovations, Jens Förster will review the principles that govern the self-regulatory process and distinguish it from associative links. Collectively, these presentations examine basic questions about motivation, expectancy and value. The chairs will conclude with an attempt to provide a novel look at these basic concepts.

ABSTRACTS

TOGETHER AND APART: WHAT MAKES CHOICE ALTERNATIVES COMPETE VERSUS COMPLEMENT *Ayelet Fishbach and Ying Zhang, University of Chicago* – This presentation examines how mental framing of choice alternatives, as they pertain to virtuous goals and interfering temptations (e.g., healthy vs. fatty food) that either compete with or complement each other, influences the value people assign to these alternatives and their choices between them. We propose that when goal- and temptation-related alternatives are depicted together in a unified choice set and seem to complement each other, people assign greater value to a tempting option that is more valuable in the short run. Conversely, when goal- and temptation-related alternatives are presented apart from each other in two choice-sets that are sorted by the underlying goals and seem to compete with each other, people assign greater value to a goal option that is more valuable in the long run. Data from six studies tested these assumptions. These studies find, for example, that when healthy and unhealthy foods are depicted together in one menu, the unhealthy item is evaluated more positively. But when these foods are presented in two menus, the healthy item is evaluated more positively. Follow up studies demonstrate that the value of options pertaining to goals and temptations depends on their perception as competing or complementing and the resulting tendency to highlight the pursuit of a single high-order goal by consistently choosing alternatives that serve the goal and consistently forgoing temptations, versus balance between the goal and the temptation by making successive choices that alternate between the two competing motivations.

VALUE FROM HEDONIC EXPERIENCE AND ENGAGEMENT E.

Tory Higgins, Columbia University – Recognizing that value involves experiencing pleasure or pain is critical to understanding the psychology of value. But hedonic experience is not enough. I will present a new theory and data which propose that strength of engagement also contributes to experienced value through its contribution to the experience of motivational force—an experience of the intensity of the force of attraction to or repulsion from the value target. The subjective pleasure/pain properties of a value target influence strength of engagement, but there are factors separate from the hedonic properties of the value target that also influence engagement strength and thus contribute to the experience of attraction or repulsion. I will present evidence of how various sources of engagement strength can create value, including using the right or proper means of goal pursuit, opposition to interfering forces, and regulatory fit.

THE EFFECT OF PSYCHOLOGICAL DISTANCE ON VALUE, EXPECTANCY AND MOTIVATION Nira Liberman, Tel Aviv University, Israel

– Construal Level Theory extensively documented the effect of psychological distance on value. Our studies demonstrated that distance, via its effects on people's construal of the alternatives, enhances some aspects of value and reduces other aspects, giving rise to both augmentation and discounting of value over psychological distance. I review studies that documented discounting and augmentation of value over temporal distance, spatial distance and hypotheticality. I then propose to distinguish these effects from the effects of psychological distance on expectancy. In many situations, expectancy objectively decreases over distance. Consider a few examples: (1) with decreasing spatial distance to a target, each step reduces the distance to the target by a larger proportion – 100 steps away from a target, a step decreases the distance by 1% but 5 steps from the target, a similar effort decreases the distance by 20%. (2) Temporally closer to an exam, studying becomes more effective because less of the studied material will be forgotten and because (3) less opportunities remain to compensate for not studying. Because distance decreases expectancy, it also decreases motivation, because motivation is the product of expectancy and value. People become less motivated as the distance to the goal increases. I propose that goal gradients, which are the effects of psychological distance on motivation, may be due to the effect of distance on expectancy or due to its effect on value. Our studies demonstrate the distinction between distance-related decrease in motivation and discounting of value over time.

THE FUNDAMENTAL PRINCIPLES OF SELF REGULATION? Markus Denzler, Jens Förster, International University of Bremen, Germany

– The decision whether a priming effect involves a goal might be decided on the basis of psychological processes characteristic of goal pursuit. In my presentation, I plan to address seven such principles that are hallmarks of self regulatory processes: (1) Effects of goals involve value; (2) Effects of goals involve post-attainment decrements in motivation; (3) Effects of goals increase when attainment is closer in time or space; (4) Effects of goals are proportional to the product of expectancy and value; (5) Effects of goals involve a lateral inhibition of conflicting goals; (6) Effects of goals involve self control; (7) Effects of goals are moderated by equifinality (i.e., different means may serve the same goal) and multifinality (the same means may serve different goals). In my talk I plan to discuss how these principles might help distinguish between automatic activation of goals and semantic priming. Generally, I suggest that these principles emphasize the dynamic, constructive nature of goals as distinct from semantic or associative links. I will report examples of five experiments that demonstrate automatic activation of goals, and refer to other experiment, that involved semantic priming but did not necessarily activate motivation.

F2 SOCIAL PSYCHOLOGY IN THE WILD?: HOW WORK WITH NON-HUMAN PRIMATES CAN INFORM HUMAN SOCIAL PSYCHOLOGY

Ballroom B

Chair: Laurie R. Santos, Yale University

Discussant: Mahzarin Banaji, Harvard University

Summary: Is human social psychological processing unique, the result of human specific processing and cognition? Or are some of our most fundamental psychological processes (e.g., notions of the self) far more basic, perhaps even shared with other animals? Unfortunately, to date, little work has explored the origins of most human social psychological mechanisms. The present symposium aims to remedy this situation by exploring the evolutionary origins of human social psychology. Specifically, this symposium will adopt insights from the field of comparative psychology and examine the social psychological processing of a closely-related non-human primate species— the capuchin monkey. Each of the three talks presented in this symposium will explore whether monkeys demonstrate a classic social psychological phenomenon (cognitive dissonance, inequity aversion, and the endowment effect). Each speaker will then present evidence that humans and nonhumans exhibit analogous social psychological processes. The symposium's collective findings will show that humans are not the unique psychological creatures we may have believed— our close primate cousins appear to rationalize decisions, appreciate fairness, and value their possessions, just like humans. Each speaker will then touch on the origins of these shared behaviors and whether each is likely to result from a common (and possibly innate) psychological ancestry. Our discussant, Dr. Mahzarin Banaji, will then explore what these results mean for the field of social psychology more broadly.

ABSTRACTS

COGNITIVE DISSONANCE IN NON-HUMAN ANIMALS: DO MONKEYS RATIONALIZE THEIR DECISIONS TOO? Louisa Egan, Yale University, Department of Psychology

– Despite the long history of studies exploring cognitive dissonance, the mechanism that drives this phenomenon are still debated. Candidate mechanisms for dissonance reduction include those of a low-level nature (e.g., consistency theory, self-perception theory) and those that require more high-level reasoning. Self-affirmation theory, for example, postulates that we reduce dissonance because it threatens our self-concept to harbor conflicting cognitions. Work with nonhuman primates, who are thought to possess a much more rudimentary sense of self than humans, can address the extent to which such high-level mechanisms are necessary for cognitive dissonance reduction. We explored whether capuchin monkeys derogate unchosen alternatives in order to reduce dissonance, as adult humans do. We assessed monkeys' preferences for different candies. We then identified three candies— A, B, and C— determined to be equally attractive. Monkeys received a choice between A and B, and then a subsequent choice between the option they did not choose, and C. If monkeys derogate unchosen alternatives, they should reliably prefer C in the second choice. Indeed, monkeys chose C over the unchosen alternative more than chance. Control conditions revealed that this effect holds only in cases in which monkeys make deliberate choices. This is the first evidence that monkeys, like human adults, reduce cognitive dissonance by derogating unchosen alternatives. This work is then discussed in light of debates concerning the mechanisms underlying human cognitive dissonance reduction.

RESPONSES TO INEQUITY IN NONHUMAN PRIMATES Sarah F. Brosnan, Emory University, Department of Anthropology

– Equity theory has been an integral part of social psychology for many years, but has

recently become integrated into nonhuman studies as well. Recent research has demonstrated that nonhuman primate species, like humans, respond negatively to both inequitable treatment and group mates who behave 'unfairly' in a cooperative situation. Certain behavioral characteristics indicate that these responses may even have an emotional component, as is apparently true in human reactions. For instance, when paired with a conspecific, capuchins seem to base their decisions on the partner's overall behavior rather than on a cost/benefit analysis of each choice individually. Such behavior appears to be a reaction against the partner rather than a calculated response to specific situations. Moreover, responses of chimpanzees vary by group, indicating a strong role for social influences in determining behavior. Such comparative studies between humans and nonhumans will help to advance our understanding of social psychology, and the evolution of these behaviors, in all species and represent an exciting new direction for research.

COMPARATIVE JUDGMENT AND DECISION-MAKING: LOSS AVERSION AND THE ENDOWMENT EFFECT IN CAPUCHIN MONKEYS

Laurie R. Santos and Venkat Lakshminarayanan, Yale University, Department of Psychology – A plethora of classic studies have demonstrated that human-decision-making often deviates from what rationality might predict. As these classic studies have revealed, real human judgments are susceptible to a number of reasoning biases and framing effects. One of the most well known of these biases has come to be known as the endowment effect – Human participants put a higher value on objects that they own than on objects that they do not. In typical studies, people tend to demand a higher price to sell a good than they would pay to buy the same good. Here, we demonstrate that non-human primates exhibit the same bias. Monkeys were trained on a token trading task in which they could exchange plastic tokens for two different goods (small food rewards). We next identified two goods for which monkeys were willing to pay equal prices. We then made them owners of one of the two goods, and explored their willingness to trade this good for the equally priced other good. Our results indicate that, like human subjects, a monkey's willingness to pay (WTP) for a good is not equal to their willingness to accept (WTA) compensation to be deprived of the good. Instead, monkeys seem to demand higher prices for goods that they own over goods that they don't yet own. These results will be discussed in light of their implications for the mechanisms underlying human decision-making, and the origins of why these biases have arisen in the primate lineage.

F3 LIFE AND LOVE IN THE 21ST CENTURY: USING ONLINE, SPEED, AND VIRTUAL DATING TO UNDERSTAND ATTRACTION AND ROMANTIC RELATIONSHIPS

Ballroom C

Chairs: Christopher Y. Olivola, Princeton University, and Paul W. Eastwick, Northwestern University

Summary: Recent technological advances have inspired a variety of new ways for romantically available individuals to meet one another. For example, the popularity of online dating sites remains one of the Internet's best success stories, and speed-dating events are now commonplace in most major cities. For social psychologists, these new modes of social interaction offer exciting and innovative ways for researchers to explore the dynamics underlying initial romantic attraction and the development of romantic relationships. This symposium explores new questions made answerable by these novel paradigms while also making contributions to research areas such as judgment and decision making, evolutionary psychology, social cognition, and interpersonal perception. Hitsch, Hortaçsu, and Ariely explore the diverse factors that predict the desirability of dating site users

and address the source of the tendency for individuals to "match" on certain characteristics. Eastwick and Finkel find that typical sex differences in the importance of physical attractiveness and earning prospects do not emerge in a speed-dating context; indeed, speed-daters' mate preferences appear to be unrelated to their judgments and behavior. Using data from both online dating and speed-dating, Olivola and Todorov find that appearances matter beyond physical attractiveness, as they lead to inferences about personality that in turn affect mate choice. Finally, Norton and Frost introduce and test the Virtual Date: an online interaction that mirrors a real-world first date and addresses some of the limitations and unfortunate drawbacks of online dating. With the emergence of these exciting new tools, the science of attraction can achieve new insights.

ABSTRACTS

WHAT MAKES YOU CLICK? MATE PREFERENCES AND MATCHING OUTCOMES IN ONLINE DATING

Gunter J. Hitsch, University of Chicago GSB (Marketing), Ali Hortaçsu, University of Chicago (Economics), Dan Ariely, Institute for Advanced Study (Social Science) – We use a large-scale dataset from a commercial online dating site to examine individuals' decisions to approach and select potential romantic partners. To understand what features make people desirable in this market, we examine the profiles that individuals complete, the criteria they use to search for others, and the emails they send. For example: what are the effects of wealth, education, height, and weight on desirability, and how do these effects differ by sex? In addition, this data allows us to make inferences about the causes of the matching we see in the broader dating market (e.g., the rarity of inter-racial marriages, the similarity of couples' overall attractiveness levels). Is it because both males and females have a preference for similarity or is this preference characteristic of only one sex? In the second part of the talk we examine how the matching that people achieve in the marketplace (i.e., who they select and how they pair-up) relates to the sorting a social planner might have achieved if she were to pair people off in an optimal way. We use the Gale-Shapley algorithm – a standard approach used to match medical interns to hospitals to explore this question. The data revealed that the overall result in the online dating marketplace is very close to optimal.

SEX DIFFERENCES IN MATE PREFERENCES REVISITED: DO PEOPLE REALLY KNOW WHAT THEY DESIRE IN A ROMANTIC PARTNER?

Paul W. Eastwick, Northwestern University (Psychology), Eli J. Finkel, Northwestern University (Psychology) – In paradigms where participants state their mate preferences, read vignettes, or examine photos, men place more importance than women on physical attractiveness and women place more importance than men on earning prospects. Yet previous research does not clearly indicate that these sex differences emerge when men and women are meeting and dating actual potential romantic partners. The present speed-dating study assessed participants' interest in actual potential romantic partners over a 1-month period. As expected, participants demonstrated traditional sex differences when rating the importance of physical attractiveness and earning prospects in an ideal romantic partner and an ideal speed-date. However, data revealed no sex differences in the associations between the physical attractiveness and earning prospects of actual potential romantic partners and participants' romantic interest in them. Furthermore, participants' stated preferences failed to predict what inspired their romantic interest at and following the speed-dating event. Results are discussed within the context of Nisbett and Wilson's (1977) seminal paper: Even regarding such a consequential aspect of mental life as romantic partner preferences, participants may lack introspective awareness of what actually influences their judgments and behavior.

A PICTURE IS WORTH A THOUSAND INFERENCES: FIRST IMPRESSION AND MATE SELECTION IN INTERNET AND SPEED-DATING

Christopher Y. Olivola, Princeton University (Psychology), Alexander Todorov, Princeton University (Psychology) – Our first impression of a person's personality characteristics can have an important impact on subsequent judgments and decisions concerning that person. We demonstrate evidence of the importance of personality trait inferences (PTIs), based solely on photos, in a domain involving significant real-life decision-making: dating. Using two naturalistic data sets of real daters interacting through a major online dating site and at speed-dating events, we examined the relationship between PTIs and romantic success (as measured by emails received and successful matches). Using only photos obtained from the dating site or taken at the speed-dating events, judges rated daters along various personality dimensions. We find that photo-based PTIs significantly predict dater success in both the domains of Internet matchmaking and speed-dating. Appearing fun and outgoing was positively related to success for both male and female daters. In contrast, while appearing smart and serious was positively related to success for male daters, this relationship was reversed for female daters. Most of these relationships remain significant when we control for attractiveness, ruling out the possibility that our results can be entirely explained as halo-effects of beauty. Furthermore, even after controlling for self-reported demographics and relationship preferences provided by daters in online profiles and speed-dating questionnaires, PTIs still significantly predict dater success. These results suggest that photo-based first impressions can impact a decision to contact a potential mate, even when relevant information about the person is available.

LESS IS MORE: WHY ONLINE DATING IS SO DISAPPOINTING, AND HOW VIRTUAL DATES CAN HELP

Michael I. Norton, Harvard Business School (Marketing), Jeana H. Frost, Boston University (Informatics) – Though people believe that learning more about others leads to greater liking, acquiring more information about others actually leads, on average, to less liking, the "less is more" effect. Thus ambiguity – lacking information about another – leads to liking, while familiarity – acquiring more information – breeds contempt. This "less is more" effect is due to the cascading nature of dissimilarity: Once evidence of dissimilarity is encountered, subsequent information is more likely to be interpreted as further evidence of dissimilarity. Nowhere is this effect more pronounced than in the domain of online dating, where the ambiguity of user profiles allows individuals to read unwarranted similarity into potential dating partners ("we both like the outdoors"), notions which are often rudely disabused upon meeting ("I like skiing, he frequents nude beaches"). We document users' general disappointment with online dating and their disappointment with specific dates arranged through an online dating website. Next, we introduce and test Virtual Dates, on which potential dating partners explore a virtual environment in an interaction analogous to real-world first dates, such as chatting while wandering through a museum. Virtual Dates caused expectations for potential dates to be better calibrated, and led to greater liking after those dates had occurred.

F4 PREDICTIVE VALIDITY OF IMPLICIT MEASURES

Steamboat Room

Chairs: *Wilhelm Hofmann, University of Koblenz-Landau, Germany, and Marco Perugini, University of Essex, UK*

Summary: With the theoretical advancement of implicit social cognition, the development and validation of implicit measurement techniques such as the Implicit Association Test (Greenwald, McGhee, & Schwartz, 1998) has received tremendous attention. This symposium brings together recent research on central questions regarding the predictive validity of implicit measures: Are implicit measures reliable

predictors of behavior? Do they add incremental validity over and above explicit measures? When and why is predictive validity high in some situations and low in others? These questions are approached from a variety of content domains, implicit measurement techniques and research strategies. De Houwer et al. present a new variant of the Extrinsic Affective Simon Task (EAST), the identification-EAST which shows incremental validity with regard to alcohol consumption. Perugini et al. provide converging evidence for the validity enhancing effect of a self-activation manipulation prior to performance of Implicit Association Tests, rendering self-activation a viable test optimization strategy. Hofmann et al. show in the domains of interracial interaction, eating, and drinking behavior that IAT measures are more predictive when available control resources are low. Finally, by adopting a meta-analytic approach, Poehlman et al. take stock of more than 80 studies on the predictive validity of implicit (and explicit) measures and scrutinize several meaningful moderator variables such as social desirability, attitude-behaviour correspondence and implicit/explicit correspondence. Findings from all presentations will be discussed with regard to the theoretical underpinnings of implicit measures as well as practical issues related to optimizing their predictive utility.

ABSTRACTS

THE IDENTIFICATION-EAST AS A VALID MEASURE OF IMPLICIT ATTITUDES TOWARD ALCOHOL-RELATED STIMULI

Jan De Houwer, Ghent University, Holland, Els De Bruycker, Ghent University, Holland – We introduce a variant of the EAST in which participants need to process the target concepts in order to perform the task. Using this variant, we measured implicit attitudes toward the target concepts 'beer' and 'sprouts' in people who consume many (heavy drinkers) or few (light drinkers) alcoholic drinks per week. As can be expected on the basis of a priori arguments, heavy drinkers had a more positive implicit attitude toward beer than light drinkers whereas both groups did not differ in their implicit attitude toward sprouts. Also, our measure of implicit attitudes was related to self-reported alcohol consumption even after controlling for explicit attitudes. The new version of the EAST seems superior to the original version as De Houwer (2003, *Experimental Psychology*), most likely because the target concepts in the original EAST are task irrelevant and thus might not always be processed.

AN ONTOLOGICAL TEST OF THE IAT: SELF-ACTIVATION CAN INCREASE PREDICTIVE VALIDITY

Marco Perugini, Department of Psychology, University of Essex, UK, Rick O'Gorman, Department of Psychology, University of Kent, UK, Andrew Prestwich, Department of Psychology, University of Essex, UK – Extensive research has been conducted demonstrating the validity and reliability of the IAT for a broad array of behaviors and contexts. However, relatively little research has been done on examining its underlying construct validity and on individuating optimal testing conditions that can increase its predictive validity. This contribution focuses on examining whether a core theoretical foundation of the IAT paradigm is valid, specifically, whether the IAT draws on the Social Knowledge Structure. We present four studies within different domains (Study 1, N=60, attitudes toward alcohol; Study 2, N=72, on attitudes toward academic disciplines; Study 3, N=60 attitudes toward junk food; Study 4, N=39, attitudes towards Afro-Caribbeans) that show that the IAT does indeed appear to draw on the SKS. In fact, the data show that activation of the self before the categorization task enhances the predictive validity of the IAT, as one would expect if the IAT reflects the SKS. Importantly, in three of the four studies the effects of self-activation have been shown to be unique to the associative structures that underlie the IAT. The effects were neither present for, nor mediated by, explicit attitudes, and there was no evidence of an increased correlation between implicit and explicit measures due to self-activation. We discuss theoretical reasons for these findings, with emphasis also on the implica-

tions for optimal testing conditions that can increase the predictive validity of an implicit measure.

IMPULSIVE AND REFLECTIVE PATHS TO BEHAVIOR: AVAILABLE CONTROL RESOURCES MODERATE THE PREDICTIVE VALIDITY OF IMPLICIT AND EXPLICIT ATTITUDES.

Wilhelm Hofmann, University of Koblenz-Landau, Germany, Tobias Gschwendner, University of Koblenz-Landau, Germany, Malte Friese, University of Basel, Switzerland, Manfred Schmitt, University of Koblenz-Landau, Germany – Drawing on recent dual system models of behavior determination (e.g., Strack & Deutsch, 2004) we investigated whether the predictive validity of implicit and explicit attitudes is moderated by available control resources. Across two studies on prejudiced behavior of Italians toward Africans and Germans toward Turks we found that a Race Implicit Association Test (IAT) was more predictive of interaction behavior (such as eye gaze, speech illustrators) when participants were taxed by a concurrent memory task than when untaxed. Conversely, explicit attitudes were more predictive of behavior under full resources. Similar findings emerged in a study on the self-control of eating (Hofmann, Rauch, & Gawronski, in press): The consumption of sweets during a test and rate task was predominantly influenced by implicit candy attitudes in participants whose control resources were depleted, whereas explicit restraint standards guided behavior more strongly in undepleted participants. Analogous findings emerged in a study on alcohol consumption as a function of resource depletion. Taken together, the present findings add an important moderator, control resources, to models of implicit and explicit measures' predictive validity.

UNDERSTANDING AND USING THE IMPLICIT ASSOCIATION TEST: III. META-ANALYSIS OF PREDICTIVE VALIDITY

T. Andrew Poehlman, Yale University, Eric L. Uhlmann, Yale University, Anthony G. Greenwald, University of Washington, Mahzarin R. Banaji, Harvard University – This meta-analytic review of 61 studies (86 independent samples, 6,282 subjects), found that Implicit Association Test (IAT) measures significantly predicted criterion measures, such as judgments, choices, physiological responses, and behaviors (average $r = .27$). Explicit (i.e., self-report) measures were also effective predictors (average $r = .35$). IAT measures outperformed self-report measures in the domain of stereotyping and prejudice (average r s of $.25$ and $.13$, respectively). Self-report measures outperformed IAT measures in predicting brand-related choices (r s = $.71$ vs. $.40$) and political preferences (r s = $.67$ vs. $.41$). The predictive validity of explicit measures, but not IAT measures, weakened in socially sensitive outcome domains and for responses that are difficult to consciously control. When IAT and explicit measures were strongly correlated, both predicted criterion measures more effectively than when implicit-explicit correspondence was low. In addition, attitude-behavior correspondence (Ajzen & Fishbein, 1977) was found to moderate the relationship between the IAT and relevant criterion measures.

F5 REDISCOVERING AUTHENTICITY: WHAT IS THE TRUE SELF?

Cotton Row Room

Chairs: Joshua Wilt, Wake Forest University, and William Fleeson, Wake Forest University,

Summary: Authenticity has historically been recognized as a central component of well-being by various clinical therapies and philosophers; however, authenticity has seldom come forward into mainstream psychological research. Recently, authenticity has emerged as an important topic of investigation, as advances in research have connected authenticity to an array of positive psychological outcomes. As research on authenticity moves forward, a central question facing investigators is: What is the fundamental nature of the true self? The presenters in this symposium provide insight into this question and other pertinent issues

relevant to authenticity from several different, yet interrelated perspectives. First, Kennon Sheldon explores the underlying essence of authentic functioning, suggesting that authenticity is experienced when people satisfy their basic psychological needs for autonomy, competence, and relatedness. Second, Brian Goldman, Michael Kernis, Whitney Heppner, and Charles Lance present a multi-component conceptualization of authenticity and demonstrate authenticity's associations to various indicators of psychological health. Third, Joshua Wilt and William Fleeson examine which types of behavior are felt as most authentic, showing that authenticity is surprisingly not the result of acting in accordance with one's self-ascribed traits, but rather follows from acting in ways that are characterized as extraverted, emotionally stable, open, agreeable, and conscientious. Finally, Joel Johnson discusses the indicators of the true self from the perspective of another person, elucidating the factors determining when actions and mental states are thought to be most revealing of another's true inner nature. These talks together support and confirm the significance of authenticity through conceptual advances and empirical discoveries.

ABSTRACTS

WHAT ARE WE BEING TRUE TO WHEN WE ARE BEING TRUE TO OURSELVES?

Kennon Sheldon, University of Missouri-Columbia – Authenticity can be defined as the state of being "true" to oneself, of living in a way that is open, honest, and deep. But what is the self that we are being true to, when we are being true to ourselves? I will consider this question in several ways, with illustrative data. First, authenticity may involve consciously identifying with one's social performance, investing one's lived-character with conviction and good faith. But what if the self in which one invests is an illusion, a product of self-deception? This suggests that an authentic self must also accurate -- in terms of Epstein's "self-theory" model, the lived self-theory must correctly conceive of its topic, i.e. the personality in whom the self is contained. But what if the accurately-mirrored personality is itself flawed, as in the case of a Timothy McVeigh or a Ted Kaczynski? Can the concept of authenticity be grounded in a deeper sense, so that the authentic person is also a healthy and socially valuable person? I will suggest that psychological need-satisfaction is the ultimate arbiter; if a person experiences much autonomy, competence, and relatedness in life then he/she is behaving authentically with respect to his/her evolved human nature and needs, expressing and developing him/herself while at the same time deepening connections with others. In this view, what we are being true to when we are being true to ourselves is our basic growth strivings, towards greater interpersonal and intrapersonal integration.

A MULTI-COMPONENT PERSPECTIVE ON AUTHENTIC FUNCTIONING

Brian M Goldman, Clayton State University, Michael H. Kernis, Whitney Heppner, and Charles Lance, University of Georgia – We first discuss our multi-component conceptualization of authenticity and describe each of its components: awareness, unbiased processing, behavior, and relational orientation. Awareness involves awareness of, and trust in, one's motives, feelings, desires, and self-relevant cognitions. Unbiased processing involves objectivity in processing positive and negative self-relevant information and acceptance of one's strengths and weaknesses. Behavior involves acting in accord with one's values, preferences, and needs as opposed to acting merely to please others, or to attain rewards, or avoid punishments. Relational orientation involves valuing and achieving openness and truthfulness in one's close relationships. Next, we present an individual differences measure designed to assess each of these components, and we report findings attesting to the adequacy of its psychometric properties. Following this, we present representative findings from various studies that show how authenticity relates to diverse aspects of healthy psychological and interpersonal functioning. These studies pertain to a wide range of phenomena, including verbal defensiveness, mindfulness, coping styles, self-concept struc-

ture, social-role functioning, general well-being, and romantic relationships. In addition, we report findings from a daily diary study in which we examined daily fluctuations in psychological need satisfaction and their relations to daily self-esteem. Consistent with Self-determination Theory (Deci & Ryan, 2000), daily satisfaction of the needs for self-determination, competence, and relatedness predicted change in daily self-esteem. Importantly, daily subjective experiences of authenticity predicted change in daily self-esteem over and above satisfaction of these basic psychological needs. These findings attest to the importance of authenticity as a component of psychological health and well-being.

DO PEOPLE FEEL LIKE THEMSELVES WHEN THEY ACT LIKE THEMSELVES? *Joshua Wilt and William Fleeson, Wake Forest University* – People have an average way of acting, but in many situations they exhibit behavior different from their average levels. So, when do people feel authentic, like their true selves? Authenticity is an integral component of psychological health, yet little research has examined the content of authentic behavior. In this talk, I will describe two theoretical models of what it means to behave authentically - a trait-consistency model and a Humanistic model - and I will present data from three studies that investigated what types of behavior are experienced as authentic. That is, how are people acting when they are acting in an authentic manner? A trait-consistency model of authenticity describes a person's true self as his or her stable dispositions, and thus makes the intuitive prediction that people will feel authentic when they behave in accordance with their self-ascribed traits. Conversely a Humanistic model of authenticity describes a person's true self as growing toward self-actualization and predicts that all people will feel authentic when acting in ways that promote organismic growth. Data from three studies using Experience Sampling Methodology in natural settings and in the laboratory, with a traditional college sample and with non-traditional college students, reveal that authenticity was surprisingly not the result of acting in accordance with one's self-ascribed traits. Rather, regardless of one's average Big-Five trait levels, one felt more authentic when acting highly extraverted, agreeable, conscientious, emotionally stable, and open. These results could be explained by the Humanistic hypothesis if these ways of acting are growth-promoting.

WHAT ARE THE COMPONENTS OF PERCEIVED AUTHENTICITY?: STABILITY AND VOLITION AS INDICATORS OF THE FUNDAMENTAL SELF *Joel T. Johnson, University of California, Davis* – What reveals the "true self" of another individual? Most past research has focused on perceptions of one's own authenticity - e.g., beliefs about whether one's actions manifest one's own fundamental nature. In this talk I examine beliefs about the indicators of the true self of another person, focusing on perceptions concerning whether the self of another is more accurately revealed by overt behavior or by the accompanying mental state. I discuss evidence that people believe that information about a single overt behavior of a target individual is more diagnostic of the true self than is information about the accompanying mental state. In contrast, people tend to believe that information about a chronic mental state of a target is more diagnostic than information about a chronic action tendency. Results suggest that these effects are partially mediated by perceptions of relative stability - the extent to which actions vs. mental states are believed to generalize across social situations. Whereas people believe that a single instance of an action is more likely to generalize than a single instance of a mental state, they also believe that a chronic mental state is more likely to generalize than a chronic action tendency. In contrast, perceived volition - beliefs about the controllability of actions and states - is not reliably related to diagnosticity of the true self. Finally, I relate these findings to past and potential research regarding the indicators of one's own true self, as well as the metaphor of self-discovery.

F6 WHAT'S MY (INTRINSIC) MOTIVATION? THE SOCIAL PSYCHOLOGY OF INTEREST

Room L-10

Chair: *Jessi L. Smith, Montana State University*

Discussant: *Jessi L. Smith, Montana State University*

Summary: Research often suggests a person experiences intrinsic motivation when an activity is chosen for engagement as a means within itself, that is, for no other reason than to experience interest. According to this perspective, intrinsic motivation is a self-rewarding internal state and is a powerful and compelling force behind immediate and long-term behavior. This symposium aims to unravel the development and role of interest in intrinsic motivation. First, Harackiewicz presents an overview of intrinsic motivation, highlighting the current state of research. She presents evidence for interest as a fundamental motivator for task engagement that is strongly affected by individually and situationally induced goals. Our second speaker, Durik, presents evidence that the individual experience of interest can stem not only from task enjoyment but also perceived task utility. Indeed, the distinction between enjoyment and interest is parsed by our third speaker, Silva, who provides a framework for understanding the cognitive-emotional aspects of interest (versus enjoyment), with an emphasis on people's appraisals. Yet, people do not experience interest in a vacuum, and instead often appraise what is interesting through discussions with other people. As such, fourth, Thoman and Sansone show the important social aspects of interest from a self-regulatory perspective, such that the amount and quality of conversation after the task is over can influence one's perception of interest in the task. Finally, Smith discusses the contributions of the four speakers and highlights that interest may best be understood as largely a product of person-environmental match.

ABSTRACTS

CONNECTING INTEREST AND INTRINSIC MOTIVATION: SOME MISSING LINKS. *Judith Harackiewicz, University of Wisconsin, Madison.* – Social and personality psychologists have a fairly good understanding of what intrinsic motivation is, and an even better understanding of how it can be undermined, thanks to a long tradition of research. But where does intrinsic motivation come from, and how does it develop? Interest has long been conceptualized as a key component of intrinsic motivation, but the research traditions have proceeded largely independently of one another, impeding progress toward a deeper understanding of motivational processes. I will try to integrate the research from developmental, educational, and social psychology on interest and intrinsic motivation. Specifically, I discuss the four-phase model of interest development recently advanced by Hidi and Renninger, and the clear implications for intrinsic motivation. Using their model as a framework, I will discuss how interest is first caught by situational factors, and then held through intrapersonal processes in which people discover meaning and personal relevance, and I will then relate these processes to continued motivation and intrinsic motivation. I will discuss how certain situational and individual factors (e.g., goals) can spark the development of situational interest, and how that situational interest can be transformed into something more enduring and personal that transcends a particular situation. Finally, I will describe a longitudinal study in which we tracked the emergence and development of interest in psychology over the course of students' academic careers, and discuss which types of interest are most relevant to intrinsic motivation and academic performance.

ENJOYMENT AND MEANING: THE DEVELOPMENT OF INTEREST IN A LEARNING CONTEXT

Amanda M. Durik, Northern Illinois University – Personal interest is a particular kind of intrinsic motivation, characterized by knowledge of a specific domain and valuation of that knowledge (Renninger, 2001). Personal interest leads individuals to show heightened absorption in domain-relevant information, to actively process information related to the content domain, and to pursue further contact with the domain, in the absence of extrinsic reasons for doing so. An individual's personal interest in a content domain emerges (or fails to emerge), in part, as a consequence of experiences with that domain over time. The current study examined two aspects of task engagement that can set the stage for interest development: enjoyment and personal meaning (Hidi & Harackiewicz, 2000; Malone & Lepper, 1987). This study tracked college students' interest in statistics throughout a semester-long introductory statistics course. Based on theoretical conceptualizations of how interest develops in learning contexts, we tested whether self-reported lecture enjoyment and personal utility of the material predicted higher interest, exam performance, and intentions to enroll in subsequent statistics courses. Controlling for initial interest, both lecture enjoyment and perceived utility positively predicted interest in statistics at the end of the course. Exam scores also predicted interest, among individuals who perceived the material to have low utility value. Interest at the end of the course predicted students' intentions to take more statistics classes. Moreover, positive effects of lecture enjoyment on exam scores emerged among students with less prior knowledge of statistics. Results are informative in understanding the role of interest in intrinsic motivation.

INTEREST AND ITS CURIOUS CAUSES

Paul J. Silvia, University of North Carolina at Greensboro. – Models of intrinsic motivation assign a central role to interest. One definition of interest is as a positive emotion associated with curiosity and information-seeking (Izard, 1977; Tomkins, 1962). But what is it that makes something interesting? Based on appraisal theories of emotion, particularly Klaus Scherer's appraisal model, Silva (2005) proposed that interest's appraisal structure involves two appraisal components: (1) a novelty-complexity check (appraisal of the event's complexity, unexpectedness, and unfamiliarity), and (2) a coping potential check (appraisal of one's ability to understand the new, complex thing). Events appraised as new but comprehensible are experienced as interesting. This presentation reports a series of new experiments on the social psychological causes of interest. Using within-person, multilevel designs, these studies demonstrate the importance of distinguishing interest from enjoyment, a related positive emotion (Turner & Silvia, in press, Emotion); examine how interest influences exploratory behavior; and suggests (using innovative statistical methods) that the appraisals that cause interest are the same for everyone. Collectively, the experiments illustrate the cognitive causes of interest and plant the study of interest within mainstream theories of emotion.

THE SOCIAL NATURE OF 'INTRINSIC' MOTIVATION: HOW TALKING WITH OTHERS AFFECTS INTEREST DEVELOPMENT.

Dustin Thoman and Carol Sansone, University of Utah. – People are intrinsically motivated when their behavior is motivated by the anticipated, sought, or actual experience of interest. Traditionally, interest is thought to arise from the transaction between a person and a given activity at a single point in time. The Self-Regulation of Motivation Model suggests that when intrinsic motivation is considered within a continuous self-regulatory process, other people may be integral to the interest experience even after the initial transaction. We present the results of two studies that examine the role of subsequent conversations with others about an activity experience. In Study 1, college students described school-related activities that were made more interesting because they worked with others. The more students reported talking with others about the activity after it happened, the greater interest they consequently reported. This was particularly true the greater the stu-

dents' characteristic interpersonal orientation. In Study 2, college students performed a novel task during a lab session and then described the task to a friend who had been randomly assigned to be attentive or distracted while listening. Students reported significantly lower interest after talking to distracted versus attentive friends. Importantly, interest ratings at a 4 to 6 week follow-up were affected by the perceived responsiveness of listeners during spontaneous conversational retellings outside the lab, even when controlling for interest levels at the end of the lab session. Taken together, these data suggest that social interaction plays an important role in regulating activity interest even beyond the immediate activity experience.

F7 ADVICE I WISHED I HAD RECEIVED IN GRADUATE SCHOOL

Room L-6

Graduate Student Committee, Society for Personality and Social Psychology

Summary: In this symposium, respected members of the psychological community share the advice they wish they had received in graduate school. Topics include: advice about the publication process, considerations for employment at small liberal arts colleges, and guidance on effective academic job presentations. Both graduate students and those who may advise graduate students are encouraged to attend this session.

ADVICE I WISH I HAD RECEIVED ABOUT THE PUBLICATION PROCESS

John F. Dovidio, University of Connecticut – The publication process often seems enigmatic and, occasionally, hostile to new scholars. Publication is critical to success in the profession, and reviewers and editors appear to be obstacles to one's success. Nevertheless, in principle, as well as in practice, the relationship between authors and reviewers is not essentially adversarial. This presentation attempts to "demystify" the publication process and to provide concrete suggestions for working effectively within the system. It draws upon first-hand experiences as an editor, reviewer, and author, and presents factual information about the editorial process. The presentation is divided into three parts. The first part considers the process of preparing a manuscript for submission and selecting an appropriate journal. Concrete ways of preparing manuscripts for submission are discussed. The second part outlines the steps in the review process, from an editor's selection of reviewers to the point of editorial decision, and describes the typical timeline. The third part focuses on interpreting an action letter and on working with editors and reviewers in the revision process. The presentation offers specific advice about how researchers can benefit professionally from the review and publication process.

CAREERS IN THE LIBERAL ARTS: STRATEGIES FOR GETTING A JOB, TENURE, AND MAINTAINING SCHOLARSHIP AT A SMALL COLLEGE

Peter Glick, Lawrence University – This symposium gives advice that graduate school mentors – who often do not know much about what it is like to have an academic career at a small liberal arts college – may be ill-equipped to give. Why might one actively choose a job at a liberal arts college as a first, not second, choice? Is such a job right for you? How do you explain to your graduate school mentor that you are not a "failure" for seeking out a liberal arts job? I will frankly discuss the particular joys and difficulties of this academic path based on my own experience of 20 years as a faculty member at an undergraduate-only college of 1400 students. I will also distill what I have learned (and wished I had known earlier!) about being locally successful (e.g., getting tenure) at a liberal arts college while not fading into obscurity as a contributor to the field. This will include how to: (a) tailor your application appropriately (which requires a significantly different sort of cover letter than for applications to research universities), (b) have a successful on-campus inter-

view, (c) balance teaching and community demands with continuing scholarship, (d) set yourself up for a successful tenure decision, and (e) actively keep connected with the wider field of social psychology.

TALKING YOUR WAY IN: ADVICE ON HOW TO GIVE AN EFFECTIVE ACADEMIC JOB PRESENTATION *Heather M. Claypool, Miami University* – Years of hard work in graduate school have finally paid off, and you have just landed your first academic job interview. Excitement gives way to feelings of trepidation, as you realize you need to perfect your job talk to secure the coveted position. The purpose of this presentation is to help prepare you for this situation by providing specific advice on how to craft the most effective and engaging job talk possible. At the conclusion of the best job talk, the audience members believe the speaker is not only an impressive scholar but is also a person they want as a colleague. In my presentation, I will provide advice on both these fronts, offering suggestions for how to organize the talk, sell your program of research, make effective use of visual aids, convey proper tone via non-verbal signals, and connect with the audience. Advice will also be offered on how best to field questions once the job talk has ended. These suggestions are designed to help you create the best possible presentation and, ultimately, get the job offer.

Symposia Session G and Block Award Address Saturday, 11:15 am - 12:30 pm

G1 Block Award Address

IT WILL NEVER GET WELL IF YOU PICK IT: CONFESSIONS OF A MODERN-DAY RUM-RUNNER

Ballroom A

Lew Goldberg, Oregon Research Institute

G2 How the Human Body Shapes the Social Mind: Emerging Perspectives in Embodied Social Cognition

Ballroom B

Chairs: Gün R. Semin, Free University Amsterdam, Royal Netherlands Academy of Arts and Sciences and Sander Koole, Free University Amsterdam

Discussant: Jens Förster, International University Bremen,

Summary: Do our bodies influence our basic conceptions of who we are, our social interactions, our innermost feelings, and our deepest existential reflections? Traditional social-cognitive theories have assumed that the human mind functions much like an autonomous software on the hardware of the body. As such, concrete bodily states were held to be largely irrelevant for social cognition. In recent years, however, evidence has accumulated that the functioning of the human mind is in fact closely intertwined with the body. Even seemingly abstract mental activities such as thinking or problem solving turn out to be significantly influenced by the physical postures and movements that people make.

The present symposium showcases the new discipline of embodied social cognition, which highlights how the social mind is forged from embodied representations. Attesting to the pervasiveness of embodied social cognition, the papers in this symposium document the influence of specific embodiments on social representations of emotions, power relations, existential problems, and the self-concept. Niedenthal will present evidence that the processing of emotion knowledge involves mental simulations of an emotion state, its defining embodiments and action tendencies. Landau has explored the role of the body in people's

existential concerns. His research indicates that the body serves a dual role as a reminder of death and as a scaffold for symbolic meanings. Burger will show how the experience of power makes people feel taller, indicating that social representations can alter the experience of the body. Schubert has found evidence that making a fist increases action orientation and activates implicit evaluations of the self as autonomous. His work suggests that the self-concept is anchored in specific bodily states.

Taken together, the current symposium highlights the broad and multifaceted significance of embodiment in the functioning of the social mind. The new field of embodied social cognition invites basic new ways of thinking about social information processing and suggests new ways of promoting social change.

ABSTRACTS

CONCEPTUALIZING EMOTION CONCEPTS AS EMBODIED SIMULATIONS *Paula M. Niedenthal, CNRS and University of Clermont-Ferrand, France* – Knowledge is often viewed as a detached general description of a category's instances or statistical structure. In the present view, in contrast, a concept is a simulator that produces diverse simulations of specific interactions with a category's instances. When representing a category, a specific instance relevant to the situation is simulated, not a generic exemplar, nor an exhaustive instance set. Relevant actions, embodied states, and mental states comprise this simulation. Such an embodied simulation view is applied to understanding the representation and use of emotion knowledge in this talk. I present studies that suggest that a specific simulation of an emotional state, its defining embodiments and action tendencies, is run when emotion knowledge is processed, suggesting that these states are the mental content of the knowledge. The same studies highlight emotion specificity in processing and also indicate that embodied simulations do not underlie processing in superficial tasks that can be solved with simpler information processing strategies.

EXISTENTIAL EMBODIED COGNITION: THE BODY AS A REMINDER OF MORTALITY AND A VEHICLE FOR DEATH-TRANSCENDING MEANING *Mark J. Landau, University of Arizona, Jamie L. Goldenberg, University of South Florida* – Terror management theory (TMT) posits that the uniquely human awareness of death gives rise to potentially debilitating terror assuaged by the construction and maintenance of cultural worldviews and self-esteem. From this perspective, the body plays a dual role in both challenging and buttressing these symbolic defences against mortality concerns. On the one hand, the sheer awareness of one's fundamentally embodied nature is problematic because it serves as a perpetual reminder of the fragility of existence and the inevitability of death. Research supporting this idea shows that reminders of mortality result in an intensified need to distance from embodied experiences such as sexual arousal and activity, massages, and for women, self-breast exams. In addition, thinking about aspects of one's physicality leads to an increased accessibility of death-related thoughts. On the other hand, a worldview capable of assuaging mortality concerns must provide compelling beliefs about abstract and elusive aspects of our experience, and this is achieved in large part by conceiving of those concepts metaphorically in terms of more concrete and clearly structured aspects of the body and embodied experience, such as sensory experience, motion in space, and the manipulation of physical objects. Research supporting this point has shown that thoughts of death encourage the use of structuring metaphors for abstract aspects of existence such as social relations, modern art, time, and the self. Therefore, and somewhat ironically, the belief systems that people use to transcend the finite limitations of the body derive their meaning in large part from their grounding in the kinds of bodies we have and our routine interactions with the physical world.

THE HIGH AND THE MIGHTY: EMBODIED CONSEQUENCES OF EXPERIENCING POWER

Nina Burger & Gün R. Semin, Free University Amsterdam – We look up to someone we admire, we are on top of things when we have got things under control, and when we have made it to the top, we are in a powerful position. These common figures of speech suggest that we intuitively link the experience of power to size and physical height. An overwhelming amount of research in many disciplines supports this notion. Are such power metaphors a reflection of the way we think about power? Is the abstract concept of power linked to specific embodied consequences? Do we feel tall, when we feel powerful? Whereas previous research has focused on the relation between physical height and the perception of power in others, we postulate that the experience of subjective power, the psychological state of feeling powerful versus feeling powerless, influences an individual's phenomenal self-experience. In two studies, we experimentally manipulated perceived power (powerful vs. powerless) and the experimental task consisted in adjusting the height of the basket in a basketball field. We found confirmation for the hypothesis that individuals, who were experimentally induced to feel powerful, feel taller, by placing the basket closer to them selves whereas individuals feeling powerless placed the basket further away from their selves. This finding held true also after controlling for a number of factors such as the height of the participants. The significant perspective introduced by these studies is the reversal of the cognitive consequences of embodiment perspective by demonstrating that psychologically induced states (e.g., power) have embodied consequences. The implications of these findings are discussed.

THE SELF IN YOUR HAND: HOW BODILY FEEDBACK AFFECTS IMPLICIT AND EXPLICIT SELF-CONCEPT

Thomas Schubert and Sander Koole, Free University Amsterdam – Bodily feedback has been shown to influence perception and evaluation of external stimuli and other persons. We suggest that bodily feedback also influences the implicit and explicit self-concept. We hypothesize that people activate more autonomous implicit self-evaluations when they assume a bodily posture that is associated with self-determined behavior. For men, making a fist is such a posture because they frequently do it when they experience achievements and power, and they see other men do it in these situations. For women, however, making a fist is more frequently associated with frustration and loosing because they are discouraged from physical means of self-affirmation (Schubert, 2005). In two studies, we tested the hypothesis that in a demanding situation, making a fist activates an autonomous self-concept for men, while it undermines it for women. We confirmed this hypothesis by using an adapted affective priming task that measures implicit self-evaluation. Individual differences in action-orientation had an additional and independent effect on implicit self-evaluation, replicating Koole (2004). Furthermore, men who had made a fist indicated higher action orientation than those who did not. This confirms that both the implicit and the explicit self-concept is influenced by bodily feedback. We will discuss inasmuch these feedback processes translate into actual self-regulation.

G3 A SOCIAL NEUROSCIENCE APPROACH TO UNDERSTANDING STEREOTYPE THREAT AND PSYCHOLOGICAL DISENGAGEMENT

Ballroom C

Chair: Toni Schmader, University of Arizona

Discussant: Bruce D. Bartholow, University of Missouri, Columbia

Summary: Stigmatized individuals often have to perform under the burden of negative intellectual stereotypes. But in spite of advances made in documenting the range and reliability of threat effects on performance, few studies have assessed processes that occur online during stereotype threat. The ability to measure electroencephalographic (EEG) activity

while individuals perform under conditions of threat offers a unique window into basic processes involved in attention, error monitoring, and learning. Three presentations report results of studies that incorporate this methodology to go beyond what is known about threat effects on performance to examine how stereotype threat affects fundamental aspects of the learning process. For example, work by Mangels suggests that stereotype threat induces a temporary shift toward viewing ability as a fixed trait where attention paid to negative feedback on an initial task relates to lower subsequent performance that is not affected by an intervening tutorial. Inzlicht's work suggests that stigmatized individuals under threat engage in self-regulatory processes that might leave them ego-depleted and less attentive to their errors and less able to engage in cognitive control. In the third talk, Schmader uses ERP measures to examine devaluing and discounting as distinct pathways of psychological disengagement that have implications for how one attends to errors during an intellectually threatening task. Finally, Bruce Bartholow, an expert in the application of ERP methodology to the study of social perception, stereotyping, and cognitive control will discuss the general implications of using online neuronal processes to understand the situational effects of stereotype threat.

ABSTRACTS

DOES STEREOTYPE THREAT IMPOSE A FIXED VIEW OF ABILITY? A SOCIAL COGNITIVE NEUROSCIENCE APPROACH TO MECHANISMS UNDERLYING THE EFFECTS OF STEREOTYPE THREAT ON LEARNING MATH

Jennifer A. Mangels, Catherine D. Good, Carol S. Dweck; Psychology Department, Columbia University – Stereotypes may undermine academic performance on challenging tasks by implying a fixed lack of ability. Consequently, they may drive students to pursue performance goals at the expense of learning goals. Using electrophysiological methods to monitor students' neural response to errors, we recently found that a fixed view of intelligence led students to appraise negative feedback as more threatening and to use non-optimal strategies to encode corrective information. The present study tests whether stereotype threat undermines females' performance and learning in math via similar maladaptive processes. EEG was recorded as females were tested on 40 multiple-choice math problems under either threat or non-threat conditions. After solving each problem, students were given both feedback regarding accuracy and the opportunity to investigate an interactive math tutor that illustrated the solution. To determine whether the tutor helped students learn from their mistakes, students were retested on a set of isomorphic problems 24-hours later. Although prior to the study, all students had endorsed a malleable view of intelligence, students placed under threat now exhibited characteristics of a fixed-ability mindset: retest performance was not related to tutor use, but rather, was negatively correlated with students' threat response (anterior frontal P3) to negative feedback. In the non-threat group, however, engagement with the tutor was positively correlated with retest performance. These findings suggest that by imposing a temporary fixed-ability mindset, stereotype threat sets up an affective response to errors that interferes with successful encoding of remedial information, potentially perpetuating and widening any gaps in knowledge that might exist.

RUNNING OUT OF STEAM: NEURAL SIGNALS FOR EGO-DEPLETION AND STEREOTYPE THREAT

Michael Inzlicht, University of Toronto, Jennifer N. Gutsell, University of Konstanz – Recent research shows that individuals belonging to stigmatized groups are less able to regulate their own behavior upon entering threatening environments. Stereotype threat, in other words, can lead to ego-depletion. By using both qualitative and neurophysiological methodologies, we dig a little deeper to explore: (a) why stereotype threat is ego-depleting and (b) why ego-depletion acts as such a drain on self-control. In our first study, Black college students wrote narratives about negative experiences that

did and did not involve prejudice. Although both types of experiences were negative and highly emotional, incidences that involved prejudice were characterized by more contempt and stress, involved impression management and uncertainty, and required self-stopping. Dealing with prejudice, in other words, involves stressful emotionality and self-suppression. This can account for why stigma is ego-depleting. But what is ego-depletion? Our ERP research suggests that it's a decay of the neurally-based conflict monitoring system. Participants in this second study watched an emotional movie while instructed to either suppress their emotions or watch normally, and then completed an ostensibly unrelated Stroop task while EEG was recorded. The ERN—a waveform with anterior cingulate generators—was measured to determine whether prior regulatory exertion could constrain the conflict-monitoring system. Those who suppressed their emotions displayed degraded ERN signals and a dissociation between it and behavioral indices of control. Together, these results offer a neural account for the self-regulatory strength model, deepen our understanding of threat-induced ego-depletion, and demonstrate the utility of the social neuroscience approach.

DEVALUING AND DISCOUNTING AS PREDICTORS OF HOW MINORITY STUDENTS MONITOR ERRORS IN AN INTELLECTUALLY THREATENING ENVIRONMENT Toni

Schmader, Chad Forbes, John J. B. Allen; University of Arizona – To cope with the threat of negative stereotypes about their intelligence, ethnic minority students might psychologically disengage from intellectual performance by either devaluing academics or discounting academic feedback (Schmader et al., 2001). Because previous research has relied on self-reports to assess disengagement processes, one cannot tease apart whether disengaged minority students fail to attend to their errors on a task or engage in a defensive denial of errors after they are perceived. To examine this issue, we recorded the EEG activity of minority college students to errors they made on a response-conflict task described neutrally or as a measure of intelligence. Self-reported devaluing and discounting tendencies were tested as predictors of ERN (error monitoring) and Pe (conscious awareness of the error) amplitudes. Results show that the value placed on academics moderated task description effects on ERN activity, whereas the tendency to discount academic feedback moderated task description effects on Pe activity. When the task was linked to intelligence, minority students who value the academic domain showed larger ERN amplitudes to errors, but those who discount academic feedback showed somewhat larger Pe amplitudes to errors. These results suggest that devaluing and discounting processes might operate as different ways to psychologically disengage from performance under threat. Devaluers might be less likely to detect errors in the first place, while discounters are somewhat more likely to consciously attend to errors, perhaps because attributional discounting requires more conscious processing. Implications for research on psychological disengagement will be discussed.

G4 INTERNAL AND EXTERNAL FORMS OF RELATIONSHIP SUPPORT: THE ROLE OF SELF, PARTNER, AND NETWORKS ON ROMANTIC RELATIONSHIP OUTCOMES

Steamboat Room

Chair: Timothy J. Loving, The University of Texas at Austin

Summary: Developing and maintaining healthy romantic relationships requires considerable effort. As such, it is important to understand the internal and external processes contributing to more versus less supportive relationship environments. In this symposium, we present four diverse lines of research regarding how romantic relationships are supported (or not) via internal sources (i.e., couple members) and external sources (i.e., network members). We collectively approach the

topic from a range of theoretical orientations, including the theories of reasoned action, self-determination, and uncertainty reduction. We also employ a diverse set of methodological and sampling approaches (e.g., data from individuals in long distance relationships, dating and married relationships, and network members). In two studies, Le examines the association between social network support and long-distance relationship commitment. This work emphasizes the impact of individuals' relationships with friends and beliefs about their network members' knowledge about relationships. La Guardia considers how partners' feelings for each other at day end as a function of need satisfaction affect perceptions of the relationship and how partners subsequently treat each other. Loving discusses the impact of disclosure to network members as daters attempt to resolve relationship uncertainty and highlights the influence of the disclosure process on network approval for the relationship. Finally, Patrick focuses on pro-relationship behaviors and stresses the importance of assessing why individuals enact these behaviors rather than simply collecting information on their occurrence. Collectively, the presentations shed new light on the many ways that couples and their friends influence the day-to-day and ultimate outcomes of romantic relationships.

AT THE END OF THE DAY, WHERE DO WE STAND?: DAILY EMOTIONAL ENGAGEMENT AND NEED SATISFACTION WITHIN COUPLES Jennifer G. La Guardia, University of Waterloo –

What feelings do partners have for each other at day end and what do they do with them? The present study examined these day end emotional leftovers, how these color perceptions of the relationship, as well as their impact on partners' orientations toward subsequent engagement with each other and day end well-being. Further, I tested whether partner need fulfillment, a concept drawn from Self-determination Theory, predicted these emotion regulation strategies and personal outcomes. Sixty-two heterosexual dating couples completed measures assessing strategies of capitalization and containing positive emotions for days where positive events dominated day end, and attempts to reconnect, perseverating on the event and punishing the partner, and closing off from the event and partner when negative events predominated. For men, less need satisfaction from their partner at day end was associated with greater tendency to close off, while for women it was associated with a greater tendency to persevere and punish and less likelihood to attempt reconnection. Further, men experience greater negative affect at day end when they close off, while women experience greater negative affect when they persevere and punish and greater vitality when they want to reconnect. Both cite that greater need satisfaction is associated with less likelihood to contain their emotions, and for women it is also associated with greater capitalization efforts. Both experience greater vitality and positive affect when they capitalize on positive feelings, and less vitality and more negative affect when they contain their positive feelings. Modeling the dyadic interplay will be further discussed.

SOCIAL NETWORK SUPPORTIVE BEHAVIORS AND COMMITMENT IN LONG-DISTANCE ROMANTIC RELATIONSHIPS Benjamin Le, Emily Buniva, Elena Kozakewich,

Haverford College; Paul Etcheverry, Iowa State University – Working from a social network perspective inspired by the Theory of Reasoned Action (Etcheverry & Agnew, 2004), the association between social network support and long-distance relationship (LDR) commitment was examined in two studies. The goal of this work was to identify specific social network supportive behaviors, and to investigate their association with relationship commitment within the context of LDRs. Furthermore, several moderators of this association were examined. In Study 1, 109 participants were asked to list specific ways in which they would show support for their friends' LDRs. Two independent coders compiled these qualitative data into a list of network supportive behaviors, with discrepancies resolved through discussion. A final list of 25 behaviors was identified (e.g., "encourage you to stick with your partner," "offer to help you to go

visit your partner"). In Study 2, 439 participants in LDRs were recruited using the internet and they completed a checklist of the 25 behaviors from Study 1, indicating the extent to which they perceived support for their relationships from two friends (one male, one female). In addition, participants completed measures of relationship commitment, closeness (IOS) with the friend, motivation to comply with that friend, and perceptions of friends' knowledge about relationships. Results indicated that the number of supportive behaviors individuals perceived from their network members was positively associated with relationship commitment. In addition, this association was moderated by motivation to comply with the network member, the network member's knowledge about relationships, and closeness between the participant and network member.

UNCERTAINTY REDUCTION OR UNCERTAINTY EXPANSION? WHEN CONTACT WITH FRIENDS PROMOTES TERMINATION OF DATING RELATIONSHIPS Timothy J. Loving & Mark T. Pope, *The University of Texas at Austin* – We tested the hypothesis that uncertainty about one's dating relationship predicts relationship fate (intact vs. broken up) both directly and indirectly via (a) disclosure about the romance to friends, (b) friends' approval of the romance, and (c) daters' perceptions of their friends' approval. Two hundred seventy-eight individuals involved in a dating relationship completed measures of uncertainty (Time 1), positive and negative disclosure about the romance to friends (Time 2), and perceptions of those friends' approval of the romance (Time 2). In addition, friends' actual approval of the dating relationship was collected (Time 2). Information regarding relationship fate was collected from daters approximately six months later. The final model, controlling for relationship length, fit the data well and highlights the impact of network members on romantic relationship outcomes via their role as relationship support providers. Daters' uncertainty directly predicted fate, with more uncertainty increasing the likelihood of breakup. Greater uncertainty at Time 1 was also associated with increased negative disclosure and decreased friend approval at Time 2. Increased negative disclosure, which itself increased the likelihood of breakup, also decreased friends' approval. Friend approval did not predict fate after accounting for daters' perceptions of approval; the effect of friend approval on fate was fully mediated by daters' perceptions. These results suggest that daters actively utilize their network members as they assess their dating partners and relationships and the content of disclosure during this support process influences friend approval and daters' own perceptions of their romances.

PRO-RELATIONSHIP BEHAVIORS: WHEN WHY YOU DO IT MATTERS AS MUCH AS DOING IT AT ALL Heather Patrick, *University of Rochester* – Pro-relationship behaviors (PRB) have been discussed as both willingness to sacrifice (e.g., sacrificing one's own wishes for those of one's partner) and accommodation (e.g., refusing to retaliate in response to a partner's transgressions). PRB have been shown to be very beneficial (e.g., Weiselquist, Rusbult, Foster, & Agnew, 1999). However, one's reasons for engaging (positive) behaviors is sometimes as important as whether one engages the behaviors at all, particularly in terms of how beneficial these behaviors can be (Sheldon, Ryan, Deci, & Kasser, 2004). The current research examined how reasons for engaging in PRB are related to relationship and personal outcomes. Participants were 266 individuals involved in romantic relationships, randomly assigned to document either their own or their partner's PRB for two weeks using an event-contingent diary recording procedure. Participants recorded an average of 5.2 PRB over the 2-week period, and number of events did not differ by condition. More importantly, reasons for engaging PRB predicted both relationship quality and personal well-being following PRB. Across both conditions, engaging PRB for relatively more intrinsic reasons was associated with more satisfaction, commitment, and closeness in the relationship. Additionally, those who engaged PRB for relatively more intrinsic reasons (or perceived that their partner was engaging PRB for relatively more intrinsic reasons) experienced higher

self-esteem, more positive affect, less negative affect, and greater vitality. Together, these findings suggest that why one engages PRB may be as important – both for one's relationship and for oneself – as whether one engages these behaviors at all.

G5 POSITIVE INTERGROUP RELATIONS

Cotton Row Room

Chair: Todd L. Pittinsky, *Kennedy School of Government, Harvard University, Center for Public Leadership*

Discussant: Marilynn Brewer, *Ohio State University*

Summary: The story of intergroup relations is often one of entrenched hatred, discrimination, and violent conflict. This symposium, in contrast, examines the contours of positive intergroup relations—the distinct processes (antecedents and outcomes) of cognitive, affective and behavioral forms of liking between groups of people. Art Aron will discuss his self-expansion model and the role of self-expansion in friendships across groups. Adam Grant will present on contact with outgroup beneficiaries, reporting data that contact with outgroup members enhances both one's motivation to help and actual job performance. Todd Pittinsky will discuss allophilia, describing research on the five factors of liking, the measurement of these five factors, and findings on the distinct antecedents and outcomes of intergroup liking that differentiate it from intergroup dislike (i.e. prejudice). Tania Tam will report on her research with Miles Hewstone on intergroup forgiveness in Northern Ireland. Our panelists advance our understanding of positive intergroup relations in diverse contexts, including religious pluralism, socio-economic pluralism, and ethnic pluralism. The discussant, Marilynn Brewer, will identify themes across the talks, drawing from her own expertise in intergroup cooperation and competition, and social identity theory. This symposium on positive intergroup relations then presents a distinct and important topic for researchers and practitioners who share the common goal of not only reducing intergroup hatred, discrimination, and violence, but promoting positive intergroup relations, as well.

ABSTRACTS

THE SELF EXPANSION MODEL AND POSITIVE INTERGROUP RELATIONS

Arthur Aron, *State University of New York at Stony Brook*, Stephen C. Wright, *Simon Fraser University* – The self-expansion model of motivation and cognition in close relationships proposes that (a) a major human motivation is the desire to expand one's potential efficacy and (b) one way people often do so is by including close others in the self in the sense of shared cognitive representations of self and other. Substantial support has accumulated for predictions from each of these principles in the context of close interpersonal relationships. More recently, researchers have begun to consider implications of this model for intergroup relations. Most of the focus to date has been on the second principle of including others in the self. Several studies by ourselves and others, using a variety of direct and implicit measures, have shown that people include ingroups in the self, much as they do close others; and, most important, that they include in their selves the group identities of close others. Thus, when a close friend is a member of an outgroup, we include the outgroup's identity in ourselves, and thus our attitude and behavior spontaneously follow the golden rule of treating the outgroup as we would treat ourselves. With regard to self-expansion motivation, we propose (and present some preliminary support for) the hypotheses that a major benefit of intergroup contact, and particularly of having a close friend in another group, is the self-expansion (and resultant aroused positive affect) that arises from both exposure to new values and experiences and to the arousal, novelty and challenge of overcoming the barriers to positive intergroup interactions.

WHEN IS CONTACT WITH OUTGROUP BENEFICIARIES BENEFICIAL?

Adam M. Grant, Ph.D., University of Michigan – Psychologists have often emphasized the potential benefits of establishing contact between helpers and the members of the groups they help. However, employees often do work that benefits members of outgroups, and intergroup contact theory suggests that contact with outgroup beneficiaries may serve as a double-edged sword. On one hand, contact with outgroup beneficiaries can provide employees with opportunities to empathize with beneficiaries and receive motivating feedback about the difference that their work makes. On the other hand, contact with outgroup beneficiaries can lead to jealousy, insidious social comparisons, prejudice, and discrimination. In this presentation, I report field and laboratory experiments to identify the conditions under which contact with outgroup beneficiaries of one's helping enables positive outcomes. I begin by presenting the results of two field experiments with fundraising callers soliciting alumni donations to provide scholarships. Results indicate that contact with outgroup scholarship students enhanced caller motivation and job performance, whereas reading about them led to jealousy and did not affect motivation and performance. Findings of additional lab studies suggest that contact with outgroup beneficiaries increased employee effort and helping behavior when helpers faced opportunities to have a meaningful impact on beneficiaries, were not exposed to unfavorable information about individual beneficiaries, and were not directly threatened by beneficiaries' accomplishments. I discuss the implications of these findings for promoting positive intergroup relations at work.

MOVING BEYOND TOLERANCE: ALLOPHILIA THEORY AND MEASUREMENT

Todd L. Pittinsky, Seth A. Rosenthal, R. Matthew Montoya, Harvard University – Although prejudice is widely studied, there is surprisingly little research on its opposite: intergroup liking. Researchers and practitioners often seek to reduce and resolve intergroup conflicts by generating tolerance and acceptance between groups. However tolerance is merely the midpoint between negative feelings and positive feelings toward others. In contrast, positive attitudes toward another group (i.e., allophilia), stands at the opposite end of the spectrum from prejudice. With data from four studies, we provide support for the validity, reliability, and utility of the allophilia scale, a five-factor measure that evaluates affection, engagement, kinship, comfort, and enthusiasm. By assessing attitudes toward African Americans and Latino Americans, we report on five interrelated questions: (a) What feelings, thoughts, and behaviors constitute intergroup liking? (Study 1); (b) What are the factors of intergroup liking? (Study 2-3); (c) What are the distinct psychological antecedents of intergroup liking that differentiate from intergroup dislike? (Study 3); (d) What is an appropriate and reliable measure of intergroup liking? (Studies 1-4); and (e) How well can this measure predict intergroup behaviors above and beyond standard measures of prejudice? (Studies 3-4). We conclude with evidence that intergroup liking, measured using the Allophilia Scale, adds important and unique variance to research results that cannot be accounted for by relying solely on prejudice scales. Across the studies, we provide evidence that allophilia is an important construct for researchers and practitioners who share the goal of reducing intergroup hatred, discrimination, and violence and promoting positive intergroup relations.

INTERGROUP CONTACT AND FORGIVENESS

Tania Tam, Miles Hewstone, University of Oxford – Although research on prejudice has traditionally focused on the darker aspects of intergroup relations, intergroup forgiveness and trust-building may play a crucial role in helping groups in conflict put the atrocities of the past behind them. Our research examines predictors of intergroup forgiveness, trust, and positive (approach) and negative (aggressive and avoidant) behavioral tendencies in an area of real conflict. Results reveal intergroup contact to be a key element in moving beyond a history of violent sectarian conflict in Northern Ireland, and demonstrate the importance of empathy, enhanced posi-

tive as well as reduced negative intergroup emotions, and decreased infra-humanization to improving intergroup relations. These studies further the understanding of the psychological mechanisms underlying the formation of intergroup trust and the building of intergroup harmony in areas of conflict. Results are discussed in terms of their implications for reconciliation in conflict societies.

G6 THE FORTUNES (AND MISFORTUNES) OF OTHERS: EMOTIONAL REACTIONS, SOCIAL IMPLICATIONS

Room L-10

Chairs: Colin Wayne Leach, University of Sussex, and Richard H. Smith, University of Kentucky

Summary: We are rarely indifferent to the fortunes and misfortunes of others. When others suffer misfortunes, we may feel dysphoric empathy, or, euphoric schadenfreude. Whereas empathy moves individuals to relieve suffering, schadenfreude is more malevolent. Thus, individual's emotional reactions to other people's misfortunes have important social implications that help determine the likelihood of continued suffering. Individual's emotional reactions to other people's good fortunes also have important social implications. Envy and anger at another's good fortune move people to malevolence whereas admiration is more benevolent.

In this symposium, established scholars from four countries present recent research on emotional reactions to the fortunes and misfortunes of others. Malevolent feelings of dislike, envy, anger, and schadenfreude as well as benevolent feelings of liking, empathy, and admiration are discussed. The social implications covered include hostile intentions, sympathetic concern, and motivation to improve relations.

Leach and Spears examine the basis of individual's anger at successful out-groups and show how it leads to schadenfreude at a subsequent misfortune. Smith and Powell examine the role of "poetic justice" in schadenfreude toward hypocritical peers. And, van Dijk et al. examine envy as a reaction to a successful peer, showing that the link between envy and schadenfreude is moderated by personal and situational variables. In a somewhat different approach, Parrott and Rodriguez Mosquera examine how individuals cope with being envied by another. As being envied has the potential to threaten relationships, the target of envy engages in active strategies to reduce other's envy.

ABSTRACTS

ANGER AT AN OUT-GROUP'S SUCCESS: THE ROLE OF DISLIKE, ILLEGITIMACY, AND INFERIORITY

Colin Wayne Leach, University of Sussex, England, Russell Spears, Cardiff University, Wales – People can feel angry when a rival is successful in a self-relevant domain (Tesser, 1991). However previous work has suggested several different bases of anger at another party's success, including dislike (e.g., Hareli & Weiner, 2002), the illegitimacy of their success (Feather, 1999), or the self-inferiority implied by the other party's success (Smith et al. 1996). In two studies of a fictitious competition between real groups, we examined these three bases of anger at an out-group's success and their ability to predict schadenfreude at the out-group's subsequent failure. Study 1 (N = 101) used an ostensible inter-university competition to establish a rival out-group as successful (or the in-group as unsuccessful) against a set of competitors. We measured pre-existing dislike of the out-group, the perceived illegitimacy of their success, and the emotional pain (i.e., shame, inferiority, frustration, threat) of the in-group inferiority implied by the out-group's success. All three measures served as a basis of anger at the successful out-group, but the pain of inferiority had an effect several times that of dislike or perceived illegitimacy. Consistent with this, it was

inferiority-based anger that best predicted the schadenfreude (i.e., satisfaction, happiness) that individuals felt in response to the successful out-group's failure. Dislike-based and illegitimacy-based anger provided only modest explanation of schadenfreude. These results were corroborated in a study (N = 412) that manipulated the (procedural) illegitimacy of the out-group's success. Thus, the pain of the in-group inferiority implied by an out-group's success most promotes anger at success and schadenfreude at failure.

THE PLEASURE OF SEEING HYPOCRITES HOISTED WITH THEIR OWN PETARDS

Richard H. Smith, Caitlin A J Powell; University of Kentucky – Most people probably experience guilt or shame when they catch themselves feeling pleasure over people's suffering. Even if they believe that people deserve their suffering, they may suppress or hide their pleasure. We reasoned that one form of deservingness should have an especially powerful effect on schadenfreude; namely, the degree to which the misfortune results from people's hypocritical actions. When people behave hypocritically, there is an especially salient discrepancy between their behavior and their self-presentation. Also, hypocrites may seem especially deserving of their misfortune because of the symmetry between behavior and consequences, leading to a form of aesthetic pleasure or "poetic justice." If the hypocrisy is revealed to those around them because of a misfortune, the anger and contempt generated by their hypocrisy might easily fuel an open form of schadenfreude allowing it to operate in a guilt-free zone. Participants, thinking that the study was on perceptions of media, read what appeared to be a series of internet articles about a fellow student. Part of the first article was varied such that half of the participants were informed that the student was heavily involved in rooting out unethical behavior (e.g., plagiarism) on campus. The second article indicated that the student had been found guilty of plagiarism. Participants completed emotion scales after each article. We also manipulated whether or not the student had enviable characteristics and whether or not the student was likable. Hypocritical behavior increased schadenfreude (mediated by perceptions of hypocrisy and aesthetic symmetry) as did invidious comparison and liking.

RECONSIDERING THE ROLE OF ENVY IN SCHADENFREUDE

Wilco W. van Dijk, Myrke Nieuweg, Jaap W. Ouwkerk, Free University of Amsterdam, the Netherlands – Previous research yielded conflicting results concerning the role of envy in predicting Schadenfreude (pleasure at another's misfortune). Whereas some studies showed that envy predicts Schadenfreude, others did not. In a series of three studies we reconcile these opposing findings and also provide additional empirical evidence for the impact of envy on schadenfreude. In all studies participants read an ostensible interview with a student at their university. Participants were then asked to respond to statements pertaining to their impressions of the student (i.e., envy, [dis-] like). Following these questions, participants read a second interview with the supervisor of the student. This second interview informed participants that the student had recently suffered a setback. Finally, following the second interview, participants were asked questions pertaining to their reactions to the misfortune that happened to the student (i.e., schadenfreude, sympathy, deservingness, and responsibility). Results of Study 1 showed that envy (i.e., jealous, want to be like, inferior to) predicted schadenfreude when people were confronted with the misfortune of a relevant social comparison other. Furthermore, results of Study 2 and Study 3 showed that participants with chronic feelings of inferiority (assessed by measures of self-esteem) felt more schadenfreude towards a high achieving student suffering a setback. This effect was fully mediated by feelings of envy towards the high achieving student. Together these findings provide strong empirical evidence for the prominent role of envy in the experience of schadenfreude.

THE FEAR OF ENVY *W. Gerrod Parrot, Georgetown University, Patricia M. Rodriguez Mosquera, Brunel University, England* – Sometimes, we fear that others want what we have. In two studies, we examined envy from

the perspective of the envied person. In one study, nearly 200 university students were asked to recall a recent situation in which they felt another person envied them. Typically, participants inferred other people's envy from very subtle non-verbal signs, such as a hostile gaze or facial expression. Further, participants reported fearing negative consequences of the other's envy, such as a possible break in the relationship. In a second study, we presented over 300 university students with a scenario that described a prototypical envy-eliciting situation: the participant is selected for a prestigious internship whereas a peer who really wanted this internship fails to obtain it. We found that participants were worried about the negative emotional and interpersonal consequences that their success might have. They expected their peer to feel envious toward them and to be less friendly toward them in future interactions. Moreover, participants wanted to diminish envy in their peer by, for instance, doing something nice for him/her (e.g., taking him/her for a nice dinner) or downplaying their success. All this suggests that success is not necessarily experienced as unadulterated enjoyment. Where people's success may invite other's envy, people worry about potential damage to their relationships and want to take steps to avoid other's envy.

Symposia Session H and Campbell Award Address

Saturday, 2:00 - 3:15 pm

H1 CAMPBELL AWARD ADDRESS

THE PRIMES OF LIFE

Ballroom A

John Bargh, Yale University

Chair: Lynne Cooper, University of Missouri

Introduction by Daniel Wegner, Harvard University

H2 POLITICAL COGNITION: THE CAUSES AND CONSEQUENCES OF CONSTRUALS

Ballroom B

Chair: Jeff T. Larsen, Texas Tech University

Discussant: Eugene Borgida, U of Minnesota

Summary: Different people often construe the same stimulus differently. For instance, Vallone, Ross, and Lepper (1986) asked students to watch televised news coverage of the 1982 Beirut massacre. Despite watching the exact same coverage, pro-Israeli students perceived the coverage as biased in favor of the Arabs and pro-Arab students perceived it as biased in favor of the Israelis. We further examine how individual difference and situational factors affect construals of political stimuli. Krosnick and colleagues find that the effect of anti-black affect on opposition to policies designed to reduce racial inequality is mediated by the rationalization that Blacks violate traditional American values. Henry examines how belief in the infallibility of democracy represents a legitimizing myth. He demonstrates that Americans who are more satisfied with democracy express greater support for inequalities in America and for the war in Iraq. Though it has been suggested that there is a shared definition of torture, Larsen and colleagues find substantial disagreement among undergraduates' perceptions of whether various acts constitute torture. In a subsequent experiment, he finds that the same act is more likely to be judged torture in some contexts than in others. In another experiment, Bizer and Petty show that voters who are induced to conceptualize their attitudes in terms of opposition to one candidate, as

opposed to support for the other candidate, are more certain of their attitudes and report stronger intentions to act on those attitudes. Together, these studies illustrate that construals of political stimuli have systematic determinants and important consequences.

ABSTRACTS

SUPPORT FOR GOVERNMENT EFFORTS TO PROMOTE RACIAL EQUALITY: EFFECTS OF ANTIGROUP AFFECT AND PERCEPTIONS OF VALUE VIOLATION

Jon A. Krosnick (Stanford University), Joshua L. Rabinowitz (University of Missouri - Kansas City), Michael J. Sargent (Bates College), & Amanda Shull (Tulane University). – The theory of symbolic racism proposes that Whites' opposition to government policies addressing racial inequality for Blacks (e.g., affirmative action) arises from the combination of anti-Black affect, endorsement of traditional American values, and the belief that Blacks violate those values. That is, symbolic racism presumably exists only when these three ingredients are copresent. Yet almost no past research has explored how these components combine to yield symbolic racism and whether symbolic racism mediates their impact on policy preferences. To test this idea, we collected new survey data measuring the purported ingredients of symbolic racism, symbolic racism itself, and attitudes toward race-related government policies. Our results indicate that the purported constituents do not interact positively to yield symbolic racism. Indeed, the copresence of anti-black affect and perceptions of value violation was associated with no more symbolic racism than was either purported constituent alone. Covariance structure modeling produced results consistent with an interesting new view: that anti-black affect causes beliefs about value violation (via a process of rationalization), which in turn cause opposition to government policies. These results hold even when controlling for liberal/conservative ideology and attitudes toward big government, which some critics have charged are confounded with symbolic racism and importantly responsible for its apparent effects. This suggests that the conceptualization of symbolic racism's origins and effects might require revision.

DEMOCRACY AS LEGITIMIZING IDEOLOGY

PJ Henry (DePaul University) – Democracy is widely associated with making the world a fairer, safer, and generally better place, and is considered by many to be a superior and even infallible form of government. Contributing to these beliefs are reports that democracies rarely fight wars against each other and that terrorism is rooted in non-democratic countries. However, many beliefs that are considered infallible, such as religious beliefs or the Protestant work ethic, can be used in the service of justifying oppressive treatment of others. Such beliefs have been termed legitimizing ideologies, legitimizing myths, or false consciousness. The notion of democracy as an infallible system may serve a similar function for Americans in their perception of foreign policy and the treatment of people in the Arab world. Data from a representative sample of over 1500 adults in the American population show that satisfaction with democracy is associated with increased militarism, tighter border controls, and support for the wars in Afghanistan and Iraq. This satisfaction with democracy is also associated with measures of support for inequalities in American culture. Additionally, (1) satisfaction with democracy has increased and (2) the associations between satisfaction with democracy and militarism have increased in the post-9/11 years compared to pre-9/11. These findings may help inform us about the modern-day American use of the language of democracy as a justification for war and global inequalities in the world, and may provide evidence for how legitimizing ideologies in political discourse may shift depending on the historical and political context.

IS THERE A COMMON-SENSE DEFINITION OF TORTURE?

Jeff T. Larsen, J. Ian Norris, & Monica R. Warren (Texas Tech University) – International law does not provide a clear definition of torture. One remedy is to resort to common-sense notions of torture. The U.S. State Department's

Michael Kozak has remarked that, "We are against [torture]—and torture by anyone's common-sense definition of it, not some fancy definition." If there is a consensual definition of torture, individuals should agree about whether given acts constitute torture. In Study 1 we asked undergraduates whether they considered 100 different acts torture. Results revealed near unanimity about some scenarios but substantial disagreement about many others. "The guard threatens the prisoner with a barking dog," for instance, was judged tortured by 50% of participants. The notion that there is a consensual definition also assumes that people's definition of torture remains the same in different situations. In Study 2 we embedded a common series of 15 acts characterized by substantial disagreement by Study 1's participants among acts that most of Study 1's participants agreed was torture (e.g., "The guard slams the prisoner's finger in a door") or was not torture (e.g., "The guard doesn't let the prisoner shave"). The 15 moderately aversive acts were less likely to be considered torture when embedded among more aversive acts as opposed to less aversive acts. Results indicate that perceptions of torture are ambiguous. Such ambiguity may expose prisoners to capricious treatment from guards who have different definitions of torture or who face different situational pressure. Similarly, guards may be exposed to censure for acts that they deem acceptable but that others deem unacceptable.

NEGATIVELY FRAMED ATTITUDES ARE STRONGER THAN POSITIVELY FRAMED ATTITUDES

George Y. Bizer (Union College) & Richard E. Petty (Ohio State University) – Although much research has investigated the effects of message framing and outcome framing, very little research has demonstrated the effects of attitude framing. In a laboratory study, Bizer and Petty (2005) showed that leading participants to conceptualize their own candidate choices as opposition ("I oppose Candidate X") yielded greater resistance to persuasion than leading people to conceptualize those same candidate preferences positively ("I support Candidate Y"). The current research tested whether such valence framing can impact other strength-related features of attitudes, namely attitude certainty and behavioral intention, in the context of an actual political campaign using a representative sample of respondents. Residents of New Jersey (n = 227) and Virginia (n = 244) took part in an internet-based survey prior to the November 2005 Gubernatorial campaigns. Respondents first reported their attitudes toward one of the two candidates. A question-wording manipulation led respondents to conceptualize their candidate preference either positively or negatively. Next, respondents reported attitude certainty and how likely they were to volunteer for, donate money to, and vote for their preferred candidate. Among those with a preference for one of the two candidates, respondents assigned to conceptualize their attitudes in terms of whom they disliked (negative attitude framing) showed greater attitude certainty and higher behavioral intention than respondents assigned to conceptualize their attitudes in terms of whom they liked (positive attitude framing). Further, attitude certainty mediated the effect of the manipulation on behavioral intention. These findings underscore the meaningfulness of the way in which people's attitudes are framed.

H3 INTERGROUP RELATIONS IN THE EYES OF THE BEHOLDER

Ballroom C

Chairs: *Tamar Saguy, University of Connecticut, and Linda R. Tropp, University of Massachusetts, Amherst*

Discussant: *Nicole Shelton, Princeton University*

Summary: Traditionally, intergroup research has focused on the orientations of advantaged-group members. Although some recent attention has turned to the perspectives of disadvantaged groups, few studies have simultaneously considered both advantaged- and disadvantaged-group members' views regarding their relationship.

Across a range of international contexts, theoretical orientations, and using both self-report and physiological measures, this symposium highlights the importance of considering both advantaged- and disadvantaged-group members' perspectives for understanding and improving intergroup relations. Specifically, the presentations demonstrate that advantaged- and disadvantaged-group members have different motivations and expectations in intergroup contexts, which shape status-based responses in intergroup interactions. At a physiological level, examining both minimal groups and ethnic groups in the Netherlands, Scheepers shows that insecure status relations induce different cardiovascular responses associated with threat and challenge within advantaged- and disadvantaged-group members. Saguy, Dovidio and Pratto, both with experimentally-created and Israeli-ethnic groups, find that motivations for social change are status-based and predict different preferences for the content of intergroup contact. Examining interactions between minority (Black and Latino) and majority (White) group members in the United States, Plant and Butz demonstrate the impact of status-based concerns on expectations for, and emotional and behavioral responses to, intergroup interactions. Finally, examining the effects of cross-race friendships, Mendoza-Denton, Page-Gould, and Tropp report that although Whites and Latinos show reductions of intergroup stress over time (indicated by hormonal and self-reported measures), these changes are influenced by different status-based processes. Shelton then integrates these papers and discusses their significance for future work on intergroup relations.

ABSTRACTS

THREATS AND CHALLENGES IN INTERGROUP CONTEXTS: THE ROLE OF SOCIAL IDENTITY *Daan Scheepers, Leiden University, the Netherlands* – The current research integrates social identity theory (Tajfel & Turner, 1979) with the biopsychosocial model of threat and challenge (Blascovich & Tomaka, 1996) to examine how relative status influences intergroup responses. Threat and challenge are conceptualized and measured in terms of physiological patterns (i.e. cardiovascular markers) that underlie different types of energy mobilization related to avoidance and approach orientations in a given situation. The first two experiments address the influence of status stability and legitimacy on reactions to intergroup status differences. After categorization into minimal groups, participants engaged in several group-tasks and received information about group performance (status manipulation) as well as about the stability/legitimacy of the status differences. Whereas members of high status groups reacted with threat (avoidance) to unstable or illegitimate status differences, low status group members who were highly identified with their group reacted with challenge (approach). The third experiment shows that even in the absence of information about stability or legitimacy, highly identified low status group members react with challenge to intergroup status differences. The final experiment explores the influence of group identification on threat and challenge responses during actual inter-ethnic interactions. High-status group members (Autochthonous-Dutch) engaged in a cooperative word-finding task with a low-status confederate (Allochthonous-Dutch). Although the interaction generally elicited threat, participants who were highly identified with the high-status category also displayed challenge. The results of these experiments demonstrate the status-based nature of reactions to intergroup situations and therefore point to the importance of considering group status and identity-related processes when studying intergroup interactions.

STATUS-BASED PREFERENCES FOR THE CONTENT OF INTERGROUP CONTACT *Tamar Saguy, John, F. Dovidio & Felicia Pratto, University of Connecticut* – The present work explored how status-based motivations for social change shape group members' preferences for intergroup interactions. Specifically, we examined whether advantaged- and disadvantaged-group members differ in preferences to direct attention to group-based inequality (power-focus, indicated by prefer-

ence to discuss topics that challenge the status quo) or to deflect attention from it (commonality-focus, indicated by preference to discuss commonalities between the groups). In three studies, participants expected to engage in an intergroup encounter and their preferences for discussion topics were assessed. Study 1 involved members of experimentally-created groups (in which status was manipulated), Study 2 involved ethnic groups in Israel marked by status differences (in which status-legitimacy was manipulated), and Study 3 examined advantaged-group members in an intergroup context marked by conflict and distrust (Jews in the Israeli-Palestinian context). Disadvantaged-group members, for both minimal groups and Israeli ethnic groups, had a greater preference than did advantaged-group members for power-focused contact. This preference was mediated by the disadvantaged-group members' higher motivation for social change, and was particularly strong among high identifiers. Conversely, advantaged-group members preferred a commonality-focused contact more than a power-focused one, and this preference was stronger with higher levels of identification. Moreover, advantaged-group members' preference for a commonality-focus was positively associated with tendencies to sustain their higher status. However, when advantaged-group members perceived the status quo as illegitimate, compared to legitimate, their preference for power-focused contact significantly increased. These findings highlight the importance of considering and incorporating status-based motivations into work on intergroup contact aimed at improving intergroup relations.

BIAS IS IN THE EYE OF THE BEHOLDER: SOURCES OF NEGATIVITY IN INTERGROUP INTERACTIONS *E. Ashby Plant & David A. Butz, Florida State University* – The current work presents empirical support for a new model that focuses on the expectations that group members bring to intergroup interactions and the implications of these expectations for a range of emotional and behavioral responses. Specifically, we argue that responses to intergroup interactions differ as a function of status-based expectations. Results from a longitudinal questionnaire study and an experimental interracial interaction study demonstrate that Whites who have negative expectations about the outcome of interactions with Blacks tend to feel anxious about these interactions and want to avoid them, particularly when they doubt their ability to respond without prejudice. In contrast, for Blacks, concerns about being the target of prejudice in interactions with Whites result in intergroup anxiety and the desire to avoid interracial interactions. We further manipulated participants' expectations about an upcoming intergroup interaction and examined emotional and behavioral responses across three experiments. For Blacks and Hispanics, expectations of bias from Whites resulted in intergroup anger and a hostile approach to intergroup interactions. For White participants, when they anticipated being perceived as biased by minority group members (i.e., Blacks and Hispanics), they resented the intergroup interaction, displayed antisocial behavior toward outgroup members, and in some cases desired to avoid intergroup interactions. Together, these results provide insights regarding the diverse causes of negative emotional and behavioral responses in intergroup interactions and indicate that efforts to ameliorate intergroup tension must target the specific concerns that majority and minority group members bring to intergroup interactions.

STRESS-REDUCING EFFECTS OF DEVELOPING CROSS-RACE FRIENDSHIPS *Rodolfo Mendoza-Denton & Elizabeth Page-Gould, University of California, Berkeley, Linda R. Tropp, University of Massachusetts, Amherst* – The present research explores common and distinct processes through which intergroup anxiety is attenuated among members of different status groups. Specifically, we examine changes in stress responses among ethnic minority and majority group members during the early development of cross-race friendships. Latino and Caucasian undergraduates were randomly assigned to interact with a same- or cross-race friendship partner three times over the course of three weeks. Anxiety during the intergroup interactions was measured using hormonal (sali-

vary cortisol) and self-reported measures each time the partners met. After the final friendship meeting, participants completed ten consecutive daily diaries in which they reported conflict during same- and cross-race daily social interactions. Among the Latino participants in the cross-race condition, race-based rejection sensitivity (RS-race; Mendoza-Denton et al, 2002) predicted physiological and self-reported anxiety during the first friendship session, but this anxiety was attenuated by the second and third friendship sessions. Caucasian participants exhibited decreases in anxiety during all three interactions, and implicit prejudice predicted the greatest decreases in stress reactivity during cross-race interactions. Longer-term effects of the new cross-race friendship included reduced levels of conflict during daily cross-race interactions among high RS-race Latinos. These results reveal both differences and commonalities in the reduction of intergroup anxiety among ethnic minority and majority group members, and provide experimental evidence that intergroup anxiety can attenuate over time through the development of cross-group friendships.

H4 THE INTERPLAY BETWEEN THE ATTACHMENT AND SEXUAL SYSTEMS IN CLOSE RELATIONSHIPS

Steamboat Room

Chairs: Gurit E. Birnbaum, Bar-Ilan University, and Jeffrey A. Simpson, University of Minnesota

Discussant: Cindy Hazan, Cornell University

Summary: Attachment and sexual mating are distinct behavioral systems that serve different evolutionary goals (protection from danger by maintaining proximity to a caregiver versus gene reproduction by sexual intercourse, respectively; Bowlby, 1969/1982). Although their behavioral manifestations may occur in isolation (e.g., sexual relations may occur without affectional bonding), romantic partners typically function simultaneously as sexual partners and as attachment figures. In recent years, researchers have turned their attention to the complex interplay between attachment processes and the sexual aspects of romantic love. The current symposium brings together researchers using a variety of research methodologies to examine the reciprocal relationships between the attachment system and the sexual system and their impact on relationship well-being. Diamond will describe longitudinal qualitative research conducted on non-heterosexual women who reported their experiences of same-sex and other-sex desires. The resulting growth models illustrate the influence of attachment formation on sexual experiences as a function of women's initial sexual orientation. Birnbaum, Simpson, and Weisberg will present experimental results that show how several types of relationship insecurities affect specific sexual motives. Shaver and Mikulincer will describe the construction of a new scale for assessing hyperactivation and deactivation of the sexual system, and will demonstrate the unique and interactive contributions of individual differences in the sexual, attachment, and caregiving systems to relationship quality. Finally, Hazan will discuss the implications of the studies presented here for understanding how the attachment and sexual systems coordinate and mutually influence each other at different stages of relationship development.

ABSTRACTS

A DYNAMICAL SYSTEMS PERSPECTIVE ON LINKS BETWEEN ATTACHMENT AND SEXUALITY Lisa M. Diamond, University of Utah – Studies have increasingly suggested that involvement in intimate interpersonal relationships plays a more substantial role in influencing women's experiences of their sexuality than is the case for men, particularly in the case of same-sex sexuality. For example, the formation of robust emotional attachments to same-sex friends can often potentiate

novel and “relationship-specific” same-sex attractions among adult women. Yet not all women appear equally likely to experience this phenomenon, and its relevance for understanding the nature and development of sexual orientation remains unclear. In this presentation I advance a dynamical systems approach to same-sex sexuality that aims to provide a more systematic theoretical account of the processes through which attachment formation can give rise to the emergence and expression of sexual desires that “contradict” a woman's overall sexual orientation. In particular, I present growth models of same-sex and other-sex desire, collected from 90 sexual-minority women over 10 years of longitudinal observation, demonstrating that the influence of attachment formation on sexual ideation and experience varies as a function of women's initial orientation, and also changes over time, proving more influential in early than later adulthood. In other words, women might “fall in love” and consequently become sexually attracted to “one special woman,” but over time such experiences do not appear to “change” women's underlying sexual orientations. I discuss the promise of a dynamical systems approach for developing models of sexual and affectional experience that more appropriately account for interconnections between these experiences over the life course.

ATTACHMENT ORIENTATIONS AND THE EFFECTS OF RELATIONSHIP INSECURITIES ON SEXUAL MOTIVES Gurit E. Birnbaum, Bar-Ilan University, Jeffrey A. Simpson and Yanna J. Weisberg, University of Minnesota – Relationship threats (e.g., insecurity about a partner's love) automatically activate the attachment system (e.g., Simpson & Rholes, 1994). To the extent that sexual behavior may serve attachment-based needs (e.g., achieving emotional and physical closeness), relationship insecurities should enhance sexual motivation. Indeed, recent survey studies have found that perceived relationship threat is associated with enhanced sexual motivation (e.g., Davis, Shaver, & Vernon, 2004). The elicitation of sexual motivations, however, should also depend on an individual's specific interpersonal goals that underlie his/her attachment orientation. In line with this view, these studies have found that attachment orientations moderated the link between relationship threat and sexual motivation. However, the correlational and retrospective nature of these studies precludes conclusions about the possible causal connections between relationship insecurities and certain sexual motives. This talk will present an experimental investigation of relationship insecurities and their impact on sexual motives. In two studies, participants completed measures of motives for having sex following an imagination task. In Study 1, participants imagined an external relationship threat, an internal relationship threat, or a non-relational threat scene. Results showed that external threat enhanced extraneous sexual motivations (e.g., impressing peers), whereas internal threat enhanced intimacy motives. In Study 2, participants visualized a relationship in which they felt secure, avoidant, or anxious. The findings indicated that both anxiety and avoidance primes promoted self-enhancing motives, primarily among highly avoidant and less anxious persons. Implications for understanding the functional meaning of sex within the context of romantic relationships will be discussed.

INDIVIDUAL DIFFERENCES IN THE FUNCTIONING OF THE SEXUAL BEHAVIOR SYSTEM AND THEIR INTERPLAY WITH THE ATTACHMENT AND CAREGIVING SYSTEMS Phillip R. Shaver, University of California, Davis, Mario Mikulincer, Bar-Ilan University – Within attachment theory, romantic love can be conceptualized in terms of the joint functioning of three behavioral systems: attachment, caregiving, and sex. In our presentation we will focus on the sexual system and describe its normative features and individual-difference parameters, while introducing a model of behavioral-system activation and suppression. We will show how individual differences in hyperactivation and deactivation of the sexual system help to explain sexual dysfunctions and relational problems. We will describe the development of a new Sexual System Functioning Scale – a self-report instrument for

assessing hyperactivation and deactivation of the sexual system – and present new findings on the associations between this scale and measures of attachment style and caregiving attitudes and behaviors. Moreover, we will present initial findings concerning the unique and interactive contributions of individual differences in the sexual, attachment, and caregiving systems to the quality of couple relationships. Hyperactivation of the sexual system was found to be significantly associated with attachment anxiety and lack of empathy and compassionate attitudes towards a relationship partner’s needs. Deactivation of the sexual system was significantly associated with both attachment anxiety and avoidance as well as lack of empathy and compassion toward a relationship partner. Interestingly, despite these associations, individual differences in each of the three behavioral systems – sex, attachment, and caregiving – made unique significant contributions to relational commitment and satisfaction. Findings are discussed in terms of the modularity of the three behavioral systems and their dynamic interplay within couple relationships.

H5 EXECUTIVE FUNCTION AND PERSONALITY PREDICTION OF ACADEMIC, INDUSTRIAL AND MILITARY PERFORMANCE

Cotton Row Room

Chair: Jordan B. Peterson, Department of Psychology, University of Toronto

Summary: Aspects of cognitive function associated with fluid and crystallized IQ as well as aspects of trait personality (most particularly conscientiousness and emotional stability) have been associated with a variety of important life outcomes, such as academic and career performance. This symposium concentrates on attempts to extend assessment of cognitive function beyond IQ, and to improve the predictive validity of Big Five personality instruments. Participants in five of the six studies that will be described completed an extensive 90 minute twelve-task web-based cognitive evaluation based on cognitive tasks derived from the literature on prefrontal cortical function, as well as standard and novel Big Five personality tests. Different studies evaluated different aspects of performance, in relation to the cognitive and personality tests: university academic, industrial/career, professional misconduct, and military leadership. One additional study describes the results of a forced choice and theoretically unfakeable big five battery, evaluated for predictive validity in relationship to creativity and university academic performance.

ABSTRACTS

EXECUTIVE FUNCTION AND BIG FIVE ASSESSMENT AND ACADEMIC PERFORMANCE *Jordan B. Peterson (University of Toronto), Daniel M. Higgins (Harvard University), Robert O. Pihl (McGill University), Jacob Hirsh (University of Toronto).* – The results of three studies will be presented. The first assesses the relationship between Prefrontal Cortical Executive Function, assessed psychometrically, and academic performance at Harvard and at the University of Toronto, controlling variously for SES, SAT, global IQ, and more specific fluid and crystallized intelligence. Results indicate (1) that Prefrontal Cortical Executive Function can be assessed validly from a psychometric perspective, (2) that such function is psychometrically dissociable from IQ, regardless of how that is measure, (3) that such function powerfully and independently predicts academic performance and (4) that such prediction is enhanced by the addition of measures of trait conscientiousness. The result of an initial project to produce unfakeable forced choice big five personality indicators, which appear genuinely immune to self-presentation, will also be described.

EXECUTIVE FUNCTION AND BIG FIVE ASSESSMENT AND INDUSTRIAL PERFORMANCE *Robert O. Pihl (McGill University), Jordan B. Peterson (University of Toronto), Daniel M. Higgins (Harvard University)* – The results of four studies will be presented. The first two describe the positive and significant relationship between Prefrontal Cortical Executive Function and industrial performance among, respectively, a group of managers and administrators and a separate group of factory line workers at a mid-sized American corporation. The third describes the Executive Function and personality attributes of a group of medical professionals, brought to the attention of their college for job-related errors, contrasted with professional controls. The fourth, more descriptive in nature, presents the Executive Function and personality profiles of the 100 most creative lawyers in Canada, as well as the Top 40 in-house counsel (all nominated by their respective Canadian firms).

EXECUTIVE FUNCTION AND BIG FIVE ASSESSMENT, ACADEMIC PERFORMANCE AND MILITARY LEADERSHIP *William (Buzz) Bowman (United States Naval Academy), Eric Bowman (United States Naval Academy), Jordan B. Peterson (University of Toronto), Daniel M. Higgins (Harvard University), Robert O. Pihl (McGill University)* – Many people talk about leadership, but it is very difficult to define, measure and predict. The results of two studies designed to address this difficulty, psychometrically, will be discussed. The first deals with Executive Function, personality, academic performance, and leadership among the first year members of an elite military academy. The second deals with the same predictors and leadership and performance ratings among sailors currently serving in the military. Both Executive Function and personality add variance to the prediction of academic performance and leadership (over and above significant and predictive indices such as the SAT, class ranking, and class size). The same holds true for real-world military performance.

H6 BELIEF AND EMOTION

Room L-10

Chairs: Leaf Van Boven, University of Colorado, and David Pizarro, Cornell University

Summary: Emotion research has become a social psychological mainstay partly because it has become clear that emotions influence and are influenced by such traditional social psychological topics as attitudes and beliefs. This symposium examines the reciprocal relationships between belief and emotion. We begin by examining beliefs about emotion. Dunn suggests that whereas beliefs about emotion arise from an analytic processing system, emotions themselves arise from an experiential system. Because the analytic system is more sensitive to abstract information than the experiential system, people believe their emotions are more sensitive to abstract information such as the scope of human tragedy than they actually are. Extending this view, Van Boven suggests that belief about one’s own emotions integrate different types of information, including episodic knowledge and abstract gender stereotypes. Because the accessibility of information influences its weight in belief and because stereotypes are relatively easily accessed, cognitive busyness increases the weight of gender stereotypes in beliefs about one’s recent emotions. Turning to emotion’s influence on belief, Levine demonstrates in an applied setting that emotional arousal can interfere with children’s learning and belief construction—an interference mitigated by suppressing, but not “working through” emotions. Pizarro demonstrates that conservative beliefs are correlated with disgust sensitivity, and that this relationship is particularly pronounced for morally laden beliefs about abortion and gay marriage. Expanding the linkage between moral beliefs and emotion, Keltner argues that distinct emotions such as compassion, disgust, and awe guide moral intuitions and decisions.

ON EMOTIONAL INNUMERACY: PREDICTED AND ACTUAL AFFECTIVE RESPONSES TO GRAND-SCALE TRAGEDIES

Elizabeth Dunn (University of British Columbia) & Claire Ashton-James (Duke University) – Would you be more upset about a hurricane in which 5,000 people were killed than one in which 5 people were killed? Although most people might predict feeling worse in response to the larger scale tragedy, most people might be wrong. In a series of studies, we demonstrate that people overestimate the intensity of their emotional responses to grand-scale tragedies. Participants predicted that they would feel significantly worse if thousands of people were killed in a disaster than if only a few people were killed, and yet they exhibited an “emotional flatline,” feeling about equally sad regardless of the number of people killed. This unforeseeable emotional flatline was demonstrated in response to a militia attack in Congo, hurricanes in the United States, and the Iraq War. Drawing on Epstein’s (1998) cognitive-experiential self theory (CEST), we argue that such forecasting errors emerge in part because affective forecasts and emotional experiences are driven by different information processing systems; whereas affective forecasts emerge largely from the analytic system (which is sensitive to abstract numbers), actual emotions emerge largely from the experiential system (which is not). Thus, the present research suggests that beliefs about feelings (e.g., affective forecasts) are supported by a fundamentally different mental system than feeling themselves, leading to systematic discrepancies between feelings and beliefs

BOYS DON’T CRY: COGNITIVE BUSYNESS INCREASES GENDER STEREOTYPIC EMOTION MEMORY

Leaf Van Boven (University of Colorado, Boulder) & Michael D. Robinson (North Dakota State University) – People reconstruct memories of emotion by integrating different kinds of information, including episodic memories and gender stereotypic beliefs about emotion. We suggest that the weight of information in emotion memory is based on the information’s accessibility, which is a function of how easily information can be accessed and how many cognitive resources are available to access information. Because gender stereotypes require relatively few cognitive resources to access, we predict that cognitive busyness increases their weight in reconstructed emotion memories. Indeed, participants in two experiments who were cognitively busy recalled more gender stereotypic emotions than non-busy participants. When they were not cognitively busy, females and males recalled equally intense emotional reactions to sad and angering stimuli. In contrast, when cognitively busy memorizing complex letter strings, females recalled more intense reactions to sad stimuli (Experiments 1 & 2) and less intense reactions to angering stimuli (Experiment 2) than male participants—memories, moreover, that mirrored a separate group of participants’ stereotypic beliefs about men’s and women’s emotions. The effect of cognitive busyness parallels the effect of directly priming gender stereotypes about emotion (Experiment 3). Specifically, increasing the relative accessibility of gender stereotypes either by directly priming them, cognitive busyness, or both, produced more gender stereotypic emotion memories compared with a non-busy, neutrally primed control condition. These studies indicate that increasing the relative accessibility of gender stereotypes produces more gender stereotypic emotion memories, reiterating the reconstructive nature of memory for emotion and highlighting the role beliefs about emotion in memory reconstruction.

REAPPRAISING EMOTION SUPPRESSION: SUPPRESSING SADNESS ENHANCED CHILDREN’S MEMORY FOR EDUCATIONAL MATERIAL

Linda J. Levine (University of California, Irvine), John A. Rice (National Center for Education Evaluation, U.S. Department of Education), & David A. Pizarro (Cornell University) – Emotional processes are known to affect the way people process information. Emotion regulation strategies are therefore seen as important contributors to the learning process. Emotion education programs typically discourage suppressing negative emotion, instead advocating emotional problem solving or “working through” emotion. We examined the effects

of emotion suppression and problem solving on children’s memory for educational material. Seven- and ten-year-old children (N = 200) were randomly assigned to four experimental conditions: Children watched film clips designed to evoke sadness and were then instructed to engage in (a) emotion suppression, (b) emotion problem-solving, or (c) received no emotion regulation instructions; (d) the fourth group of children watched neutral film clips and received no emotion regulation instructions. All children then watched an emotionally neutral, educational film and were tested on their memory for factual material. As expected, older children recalled more of the educational film than did younger children. Among children who received no emotion regulation instructions, sad children recalled fewer details from the educational film than children in a neutral state. Eliciting sadness thus interfered with children’s learning educational material. Among sad children, those instructed to suppress emotion recalled more educational material than those instructed to “work through” their emotion and than those who received no emotion regulation instructions. Although past research has shown that suppressing emotion can impair memory for evocative stimuli, this experiment suggests that suppression is a useful short-term strategy for down-regulating emotion, and avoiding the detrimental effect of negative emotion on learning and memory.

DISGUSTING POLITICS

David Pizarro (Cornell University) & Yoel Inbar (Cornell University) – Disgust has recently been shown to affect a variety of economic, social and moral judgments. For example, incidental feelings of disgust make moral judgments harsher, and can even lead to normatively innocuous behaviors being judged as morally wrong. In five studies we demonstrate that disgust sensitivity is related to political orientation and sociomoral attitudes. The first three studies document a positive correlation between disgust sensitivity (as assessed by the Disgust Sensitivity Scale) and self-reported conservatism in college samples and a national sample collected over the Internet. In the fourth study, we demonstrate that while disgust sensitivity is associated with more conservative attitudes on a variety of political issues, this relationship is strongest for sociomoral attitudes—specifically, attitudes towards abortion and gay marriage. Finally, the fifth study introduces a novel behavioral measure of disgust sensitivity developed by the authors, and assesses the relationship between disgust sensitivity and implicit as well as explicit attitudes towards gays.

DISTINCT EMOTIONS AND MORAL INTUITIONS

Dacher Keltner (University of California, Berkeley) – In this paper I will argue that distinct emotions act as moral intuitions guiding decisions concerning right and wrong, punishment, and purity. To develop this thesis, I first review philosophical traditions that have prioritized emotions within normative judgments of right and wrong, and other accounts (much more prevalent) that have considered it better to banish emotions from ethical and moral judgments. I then present the broad outlines of a social functional account of emotion with respect to moral judgment, which holds that emotions: contain important information about moral concerns; that emotions guide subservient cognitive processes. With this framework as backdrop, I then present empirical studies relating the experience of compassion to judgments of self-other similarity, disgust with the moralization of mildly harmful events, and awe with judgments of justice and fairness.

Symposia Session I
Saturday, 3:30 - 4:45 pm

I1 FROM AUTOMATIC PREJUDICE TO DISCRIMINATORY BEHAVIOR: NEW RESEARCH AND DIRECTIONS

Ballroom A

Chairs: Luis M. Rivera, *California State University at San Bernardino*, University of Massachusetts at Amherst and Nilanjana Dasgupta, *University of Massachusetts at Amherst*

Discussant: Irene Blair, *University Of Colorado at Boulder*

Summary: Although our understanding of implicit prejudice has increased dramatically in the past 20 years, research specifically on the relationship between implicit prejudice and behavioral bias is still relatively new (Dasgupta, 2004). This symposium brings together three new programs of research that demonstrate that the link between implicit prejudice and discriminatory behavior is not always straightforward. Rather, this link depends on several psychological variables including (a) perceivers' conscious beliefs, (b) behavioral control, and (c) the semantic versus affective associations underlying implicit responses. Furthermore, biased behavior toward outgroup members may be interpreted in multiple ways—as emerging from negativity or anxiety. In the first presentation, Rivera and Dasgupta demonstrate that although automatic bias in the mind may predispose people to behave in a subtly discriminatory fashion, such behavior is by no means inevitable. People's nonverbal and verbal behavior toward stigmatized individuals is guided by a blend of automatic and controlled processes including automatically activated attitudes, conscious egalitarian beliefs, and ability to control behavior. In the second presentation, Olson and Fazio argue that anxiety, not negativity, infuses the relation between automatic prejudice and nonverbal behavior. Their data demonstrate that automatic prejudice against Blacks in general and evaluations of a Black individual in particular work in incongruent ways to shape anxiety-related nonverbal behavior. In the third presentation, Amodio argues and demonstrates that implicit stereotyping and prejudice are conceptually independent and predict different classes of behavior. Finally, Irene Blair discusses the findings, their contribution to theories of automatic attitudes, and their implications for future research.

ABSTRACTS

FROM AUTOMATIC PREJUDICE TO BEHAVIOR: THE MODERATING ROLE OF CONSCIOUS EGALITARIAN BELIEFS AND BEHAVIORAL CONTROL

Luis M. Rivera, *California State University at San Bernardino*, and Nilanjana Dasgupta, *University of Massachusetts at Amherst* – Summary: In response to the changing nature of prejudice, social psychologists have presented new theories and evidence that highlight implicit forms of intergroup attitudes. This work demonstrates that negative attitudes toward outgroups can become spontaneously activated in memory without perceivers' awareness or control, and that such attitudes can shape behavior in significant ways, especially nonverbal and paralinguistic behavioral responses (e.g., body posture, speech errors). We argue that although automatically activated prejudice can bias subtle behavior, this effect is not obligatory; it can be influenced by people's motivation and opportunity to control potential bias and their consciously held beliefs. We present two experiments that tested whether the relation between automatic prejudice and discriminatory behavior is moderated by two conscious processes, conscious egalitarian beliefs and behavioral control. We predicted that when both

conscious processes are deactivated, automatic prejudice would elicit discriminatory behavior. When either one of the two processes is activated behavioral bias would be eliminated. We assessed participants' automatic attitudes toward gay men, conscious beliefs about gender, behavioral control, and interactions with gay confederates. In Experiment 1, men's beliefs about gender were heterogeneous whereas women's beliefs were mostly egalitarian; men's responses supported the predictions but women's responses did not. Experiment 2 recruited a sample with greater diversity in gender-related beliefs. Results showed that for both sexes, automatic prejudice produced biased behavior in the absence of conscious egalitarian beliefs and behavioral control. The presence of either conscious process eliminated behavioral bias.

NONVERBAL INDICATORS OF INTERGROUP ANXIETY AS A FUNCTION OF DISCORDANT EVALUATIONS OF BLACKS

Michael A. Olson, *University of Tennessee at Knoxville*, and Russell H. Fazio, *Ohio State University* – Summary:

In the context of interracial encounters, research tends to indicate that controlled, explicitly held beliefs relate to verbal behavior toward Black social targets, while automatic prejudices are thought to "leak" into the nonverbal channels (e.g., Dovidio et al., 1997, McConnell & Liebold, 2001). However, we argue that the relationship between automatic prejudices and nonverbal behavior is not so direct, and that it is anxiety, not negativity, that is often leaked. In a study purportedly about committee selection procedures, participants for whom racial attitude estimates derived from a priming measure (Fazio et al., 1995) were available, were videotaped while discussing several candidates for a volunteer position, including two equivalently qualified Black and White candidates. Participants also provided private evaluations of each candidate. The coded videos revealed increased anxiety-related nonverbal behavior (e.g., self-touching) when participants either held positive attitudes toward Blacks in general but disliked the particular Black candidate, or held negative attitudes toward Blacks in general but liked the particular Black candidate. That is, anxious nonverbal behavior was apparent when Whites' overall attitudes toward Blacks were discordant with their evaluations of the specific Black target. Moreover, naïve Black judges of the videos, but not naïve White judges, found participants characterized by this discordance to be untrustworthy. Thus, it appears the nonverbal channels are not merely outlets for automatic prejudice. Instead, when Whites' evaluations of a Black target contradict their general attitudes towards Blacks, nonverbal signs of anxiety seem to result. Furthermore, Blacks appear to be superior at detecting this anxiety.

IMPLICIT STEREOTYPING AND PREJUDICE: INDEPENDENT PROCESSES AND UNIQUE EFFECTS ON BEHAVIOR

David M. Amodio, *New York University* – Summary:

There is now substantial evidence that implicit racial biases play a role in discriminatory responses to outgroup members, yet the mechanism through which implicit associations lead to biased behavior remains unclear. I will suggest that a consideration of the memory systems underlying implicit associations is critical for understanding their effects on behavior. I will present a theoretical framework drawn from cognitive neuroscience, which posits that independent memory systems for semantic vs. affective associations underlie implicit stereotyping vs. implicit prejudice. According to this framework, implicit stereotyping and prejudice should be conceptually independent and should be expressed in different classes of behavior. Data from three behavioral studies supported the conceptual independence hypothesis, such that independent measures of stereotyping and prejudice were uncorrelated. Findings from two double-dissociation studies demonstrated their independent effects on behavior: implicit stereotyping uniquely predicted more stereotypical trait ratings of an African American essay writer and lower performance expectations of an interaction partner who was African American, whereas implicit prejudice uniquely predicted participants' belief that they would hypothetically befriend the essay writer and their seating distance from the interaction partner. This theoretical analysis and supporting evidence

suggest that progress on understanding the link between implicit bias and behavior requires a consideration of independent underlying memory systems. I will discuss the implications of this multiple memory systems approach for theories of how implicit stereotyping and prejudice are acquired, regulated, and extinguished.

I2 MORAL COGNITION: INSIGHTS FROM MULTIPLE DISCIPLINES

Ballroom B

Chairs: *Mark Alicke, Ohio University, and Joshua Knobe, University of North Carolina, Chapel Hill*

Discussant: *Alfred Mele, Florida State University*

Summary: Assessments of the moral appropriateness of one's own and others' actions are among the most important judgments that people make in their lives. And yet, the study of how people make these judgments has traditionally lagged behind concerns with other cognitive, attributional and judgment processes. Furthermore, moral judgment theories have been somewhat isolated: Moral and legal philosophers, social psychologists, evolutionary biologists and neuroscientists have addressed moral questions with only occasional reference to each other's work. Recently, however, the emerging study of "moral cognition" promises to bring these diverse contributions together into a more comprehensive account of how moral judgments are rendered. The study of moral cognition is concerned with the criteria that people actually use to make prescriptive judgments, which often contrast with the criteria upon which they believe they are basing their judgments. In particular, studies in this emerging area often focus on people's tendencies to use moral evaluations as a basis for assessing criteria such as intention, causation, and foresight, rather than the reverse process, which is the one that is generally assumed in traditional psychological theories and by rational decision theorists. This symposium presents an overview of such work as it is being pursued by psychologists, philosophers, evolutionary biologists and neuroscientists.

ABSTRACTS

THE ORIGINS OF MORAL PRINCIPLES *Fiery Cushman, Marc Hauser, Harvard University* – Attributions of causal responsibility and intentional action play a critical role in the assignment of moral blame. We appeal to this result in attempting to explain one of the most striking findings in recent work on moral cognition: people make systematic moral judgments without being able to articulate which factors give rise to those judgments. We first present studies of adults targeting three factors that influence moral judgments, but differ in the degree to which they are articulated by subjects: the distinction between actions and omissions; means and side-effects; and physical contact versus contact at a distance. Further research has demonstrated that these factors also play a role in shaping adult causal and intentional attributions in non-moral contexts. Other ongoing research suggests that the role of these factors in causal and intentional attribution is present in human infants and non-human primates. We propose that early-emerging and evolutionarily ancient cognitive systems designed to accomplish causal and intentional attribution play a critical role in shaping moral judgments, and therefore often escape conscious awareness.

INTUITIVE SCIENTIST OR INTUITIVE MORALIST? *Joshua Knobe, University of North Carolina, Chapel Hill* – Traditional attribution theory was built on the assumption that people were 'intuitive scientists.' Although numerous experiments showed that people's attributions did not correspond to the accepted standards of scientific inquiry, it was assumed that all of the divergences from scientific method were due to 'distortions' or 'biases.' That is, it was assumed that people truly were

trying to answer scientific questions but that they were just doing a surprisingly poor job of going about it. Recent years have seen the emergence of a new wave of interdisciplinary research that challenges this traditional assumption. Research in this new wave suggests that people's attributions are actually tied up in a fundamental way with moral judgments. In other words, this research suggests that the influence of moral judgment is not simply a matter of bias or distortion. Rather, it may be that morality actually does play a role in the basic concepts underlying people's ordinary attributions of causation and certain types of psychological properties. This talk will support this new view by presenting data from cross-cultural, developmental and neuroscientific studies.

THE PUZZLE OF INTENTIONALITY AND MORAL COGNITION

Bertram Malle, University of Oregon – Much evidence documents the central role that judgments of intentionality play in human social cognition. Even before their first birthday, children distinguish intentional from unintentional behavior and soon learn to recognize the goals and beliefs that motivate intentional action. Intentionality judgments are not only foundational for social cognition, they are also made extremely quickly. Evidence from our lab shows that adults judge intentionality virtually as fast as an agent's gender. However, several recent studies suggest that intentionality judgments can be heavily influenced by evaluative and moral concerns about the agent or the action. How can "foundational" intentionality judgments be driven by other, so deeply cultural judgments? The puzzle, then, is this: Either perceptions of intentionality follow moral judgments, in which case it is unclear how human perceivers make those moral judgments without first assessing the action's intentionality and its associated specific intentions and goals. Or, perceptions of intentionality precede moral judgments, in which case studies that show an impact of morality on intentionality judgments must be assessing something other than genuine intentionality judgments. But what would that be? Are there two intentionality concepts, one behavioral, the other moral? Or has psychology overlooked the fundamentally moral nature of social cognition?

CULPABLE CONTROL AND COUNTERFACTUAL REASONING IN THE PSYCHOLOGY OF BLAME

Mark Alicke, Ohio University – Many counterfactual reasoning studies have examined how the ability to imagine alternatives to a harmful outcome (or the outcome's "mutability") influence blame and related attributions. However, counterfactual reasoning theories lack mechanisms for predicting when and how an event's mutable features will influence blame. Based on my "culpable control" perspective, I report the results of four studies that show that mutability matters only when it provides, or is coupled with, a basis for negative reactions to the victim's or perpetrator's intentions or actions. The fundamental assumption of the culpable control model is that negative evaluative or moral reactions to participants in an event, to their intentions and actions, or to the harmful consequences that their actions cause, elicit a "blame validation" mode of information assessment. Once a blame validation mode is evoked, features of the event that support a blame attribution are emphasized, and disconfirming evidence is deemphasized. The factors that counterfactual reasoning theorists study, such as the outcome's mutability, or the normality of the events that lead to the outcome, can be viewed as potential "blame cues" that are used to ascribe blame when negative reactions evoke blame-validation processing.

13 SOCIAL REGULATION AND NORM COMPLIANCE: CONSEQUENCES FOR SELF AND SOCIETY

Ballroom C

Chair: Jessica Salvatore, Princeton University

Discussant: Tom Postmes, University of Exeter

Summary: As social beings, people have strong tendencies to submit to social influence (e.g., Asch, 1956). To violate an ingroup norm is to threaten a basic social need for belongingness and attachment (Tajfel & Turner, 1979; Baumeister & Leary, 1995) and to risk ostracism from meaningful others (Williams, 2001). The four talks in this symposium present new findings on the causes, correlates, and consequences of compliance with and deviance from social norms. Pryor and colleagues find that people are willing to violate local norms in order to keep others from being ostracized, but this willingness declines when qualities of the ostracized target (e.g., stigma) provide an excuse for non-inclusion. Salvatore's research highlights an ironic disconnect between self-views and behavior, showing that the people who see themselves as most socially autonomous are actually most attuned to and swayed by social norms. Packer focuses on the motivational basis of normative behavior, finding that people experience guilt when they express prejudice in order to conform. This negative outcome of compliance for the self suggests that the desire to escape personal discomfort may underlie norm transgression. As the last talk illustrates, anticipating social costs of deviance has broader societal implications. Rudman's research shows that social sanctions against norm violators support the perpetuation of racial stereotypes. Together, these talks represent a renaissance in research on the psychology of conformity. They illuminate the operation of self-processes that regulate social behavior, and the implications of these processes for the person, the group, and the broader society.

ABSTRACTS

THEY PLAYED A GAME: REACTIONS TO OBESITY STIGMA IN A CYBERBALL GAME John B. Pryor & Glenn D. Reeder, Illinois State University, Eric D. Wesselmann, Kipling D. Williams, James Wirth, Purdue University – This research explored the interplay between stigma, local descriptive norms, and internalized norms of social inclusion in an interactive computer game called Cyberball. Cyberball is an ostensibly online game of ball-tossing. Participants were led to believe they were playing with three others. In fact, the other players were controlled by a program. In two preliminary studies, we found a pervasive default rule or internalized norm: people sought to include someone that others excluded. In a third study, we introduced a person with a stigma into a similar Cyberball game. Photographs were used to manipulate whether one of the other players was obese or thin. We devised a program so that the local descriptive norm for game play was either one of equal inclusion or of ostracism. In the ostracism condition, two programmed players excluded the third. When one of the players was obese, she was always the one who was ostracized. Measures of explicit and implicit anti-fat attitudes were assessed. Results suggested that when the local norm coincided with participant's internalized norm of equal inclusion, stigma made little difference in participants' game play. However, when other players ostracized an obese person, anti-fat attitudes influenced participants' behaviors. Those who held explicit anti-fat attitudes delayed more turns before seeking to include an obese person others ostracized. Those with implicit anti-fat attitudes paused longer before tossing the ball to an obese person others ostracized. Explicit and implicit attitudes were unrelated. The relevance of social norms for interacting with stigmatized persons will be discussed.

RESISTING GROUP INFLUENCE: IRONIC EFFECTS OF EGO DEPLETION Jessica Salvatore, Deborah A. Prentice, J. Nicole Shelton, Princeton University – Do people with the strongest sense of social autonomy actually behave most autonomously? Beliefs about the self can regulate behavior by serving as evaluative self-standards, but independent self-views may also blind people to evidence of their own conformity. Though Americans tend to view themselves as independent and agentic, they are also relatively naïve about their own propensity to conform (Proin, Berger, & Molouki, 2006). We tested two hypotheses: one, that people who see themselves as independent are ironically disposed to conformity, and two, that they may be particularly unaware of discrepancies between their self-views and their behavior when self-control is low. To test these ideas, we measured independent self-construal and manipulated level of self-regulatory capacity in the lab. Then we provided participants with information about their peers' ostensible attitudes toward an obscure domestic policy topic. In support of the first hypothesis, the overall relationship between independent self-construal and agreement with peers was positive. In other words, the expressed attitudes of those who saw themselves as most independent actually most approached the normative attitude. In support of the second hypothesis, we found that ego depletion moderated this relationship. When participants' self-regulatory capacity was intact, independent self-construal was not reliably related to attitudes about the policy issue. But when participants' self-regulatory capacity was diminished, independent self-construal strongly predicted agreement with peers. These findings highlight an ironic vulnerability of the independent self-construal: those who see themselves as most autonomous may, at least under certain circumstances, be most compliant.

ON UNCOMFORTABLE CONFORMITY AND PREDICTING WHEN GROUP MEMBERS DISSENT ON PRINCIPLE Dominic J. Packer, University of Toronto – In the domain of prejudice, the violation of social norms is associated with feelings of guilt, which can in turn motivate individuals to adjust their attitude expression (Monteith, 1993). I will present evidence that under some circumstances the opposite also occurs: individuals report feeling guilty when they comply with social norms, in particular when the normative response to a group is more negative than their personal attitude. Given the powerful influence of social norms on the expression and maintenance of prejudice, it is important to consider the circumstances in which individuals may be motivated not to comply with and/or to challenge a group norm. To this end, I will introduce a new model of 'principled dissent'. Previous research has shown that individuals are more likely to comply with group norms to the extent that they are strongly identified with their group. However, this new model predicts that strongly identified members may be willing to violate a group norm if they believe that the norm is harmful or detrimental to their group. Within the context of prejudice, this may occur if a person believes that their group's response is inappropriately negative (or positive). The conditions that foster such principled dissent, as well as its emotional and social consequences, will be discussed.

"WHITE MEN CAN'T RAP": THE ROLE OF BACKLASH IN CULTURAL STEREOTYPE MAINTENANCE Laurie A. Rudman, Kimberly Fairchild, Rutgers University – Prominent impression formation theories concur that counterstereotypical actors are necessary for challenging stereotypes (e.g., Brewer, 1988; Fiske & Neuberg, 1990). However, atypical actors can suffer backlash (i.e., social and economic sanctions for counterstereotypical behavior; Rudman, 1998). When counterstereotypical actors fear backlash, they unwittingly promote stereotypes by closeting their behavior, deceiving others, and increasing their conformity to social norms (Rudman & Fairchild, 2004). In short, they are unwilling to challenge stereotypes by becoming proud, atypical exemplars. As a result, the social rejection of deviants leads to cultural stereotype preservation, and fosters the perception that stereotypes are accurate. We will extend Rudman and Fairchild's model of how the threat of backlash maintains cultural stereotypes from the standpoint of

actors beyond gender, to ethnic identity. Using confederates, White men were made to feel either supported or ethnically deviant (through backlash) for successfully auditioning for an upcoming "Rhythmic Potential" project by performing a rap verse. Auditions were videotaped. Although participants imitated either a White or Black rapper, this manipulation did not moderate our findings. Instead, the confederate's reaction to participants' success had strong effects. Compared with socially supported deviants, backlash-suffering deviants were (a) more likely to refuse to publicize their success and (b) less likely to pursue their atypical talent in the upcoming "Rhythmic Potential" project. They also showed less identification with rap (versus rock) both implicitly and explicitly, and reported identifying less with Blacks. The promise of social support for effectively undermining the role of backlash in cultural stereotype preservation will be discussed.

I4 SNAP JUDGMENTS: EMERGING RESEARCH ON QUICK INFERENCES ABOUT OTHERS

Steamboat Room

Chairs: *Dana R. Carney, Harvard University, and Daniel R. Ames, Columbia University*

Summary: As social perceivers, our days are filled with "snap" judgments—quick inferences about others based on limited information. These judgments inform our relationships ("what is she like?"), interactions ("should I trust him?"), and professional behavior ("should I treat that patient?"). Research attention on snap judgments has taken on fresh urgency and a new generation of work is emerging, shedding light on mechanisms, ecology, and other aspects of study. This symposium presents ideas and findings from several ongoing research programs, featuring five researchers who describe recent empirical data. Sam Gosling will talk about judgmental accuracy from the limited information provided in interpersonal online networks such as Facebook. Andy Engell and Alexander Todorov will address the neurological aspects of snap judgments, discussing brain region activity for the evaluation of traits such as trustworthiness. Daniel Ames will examine variance in snap judgment accuracy and consider whether perceivers can distinguish their valid snap impressions from their lousy ones. Hillary Anger Elfenbein will present data on cultural boundaries in judgmental accuracy; namely that nonverbal accents can help perceivers to distinguish the nationality of expressers. Finally, Dana Carney will discuss bias influences in doctors' snap judgments of patients' health and in courses of treatment. Together these talks reveal exciting new directions in person perception research. We are moving beyond the basic, but provocative notion that people can often make effective snap social judgments to confront new questions about underlying processes, boundaries to accuracy, self-awareness, and real-world implications.

ABSTRACTS

LESS THAN ZERO: IMPRESSIONS OF OTHERS BASED ON FACEBOOK PROFILES *Samuel D. Gosling, Sam Gaddis, Simine Vazire, University of Texas, Austin* – MySpace, the most popular social networking website (SNW) on the Internet, handles over 1.5 billion page views per day, more than all of the MSN and Google sites combined. Although still largely the province of teenagers and college students, SNWs like MySpace and Facebook are increasingly used by people in the 24-54 year age range and many employers now use them to check out prospective employees. For many people, these websites have changed the dynamics of how individuals become acquainted. Indeed, viewing an individual's profile on MySpace or Facebook now features early in the process of getting to know others, often serving as the very first exposure. But how accurate are the impressions based on SNW profiles? Our previous research on personal websites suggests SNW profiles should provide

more information about targets than most other sources, including actually meeting the person. Here we examine impressions based on 139 Facebook profiles, comparing them with how the targets see themselves, how they are seen by close acquaintances and strangers, and how they perform on a series of behavioral tasks. As in our previous research, results show generally strong patterns of convergence, although the accuracy correlations vary considerably across traits. Findings are discussed with regard to the increasing role of technology-borne social information in everyday interpersonal interactions.

JUDGING TRUSTWORTHINESS FROM FACES *Alexander T. Todorov, Manish Pakrashi, Andy Engell, Princeton University* – Whether a person is trustworthy or not is one of the most important decisions in social environments. Perceived trustworthiness determines whether to approach or avoid the person and serves as a gating mechanism for any social interaction. In a series of experiments, we show that judgments of trustworthiness are formed after minimal time exposure to a face and that faces are spontaneously encoded in terms of trustworthiness. In behavioral experiments, we systematically manipulated time exposure to novel faces and asked participants to make trustworthiness judgments. The judgments changed highly systematically as a function of exposure time and could be described almost perfectly as a sigmoid function of exposure time. For example, participants were at chance at 17 ms presentation (i.e., they were unable to discriminate between trustworthy and untrustworthy faces), above chance at 34 ms, performance dramatically improved between 34 and 100 ms, and reached ceiling at 167 ms. In a functional Magnetic Resonance Imaging study, we further show that novel faces are spontaneously encoded in terms of trustworthiness. Specifically, in an ostensible face memory task that did not require person evaluation, faces that were perceived as untrustworthy (by a large control group) evoked a stronger response in amygdala than faces that were perceived as trustworthy. The findings suggest that faces are rapidly and unintentionally categorized in terms of trustworthiness.

NOT SO FAST: THE WEAK LINK BETWEEN CONFIDENCE AND ACCURACY IN THIN SLICE IMPRESSIONS *Daniel R. Ames, Lara K. Kammrath, Alexandra Suppes, Niall Bolger, Columbia University* – Psychologists and non-psychologists alike have been captivated by recent demonstrations that, on average, perceivers show significant accuracy in their snap judgments of others. Yet beneath mean levels of accuracy lies tremendous variance—some snap judgments are valid, others are wrong-headed. An essential question, therefore, is whether people can intuit when their first impressions of others are accurate. Past research on metacognition and judgment confidence leads us to expect limited levels of calibration at best as well as general overconfidence in first impressions. In two new studies of snap impressions, and in new analyses of prior studies featuring impressions based on offices and bedrooms, we examined links between thin slice accuracy and confidence. While, on balance, perceivers tended to show some validity in their judgments based on slim evidence, accuracy varied wildly from individual impression to individual impression and from judge to judge. As expected, most judges displayed overconfidence and, across a variety of measures, confidence in impressions was generally uncalibrated with accuracy. If accuracy does not predict confidence in a given judgment, what does? Our results point toward judges' idiosyncratic levels of "trait" confidence. Ratings of confidence in a given judgment more closely reflected a judge's confidence in other impressions than accuracy in the specific instance. Our results highlight the potential importance of domain-specific self views in metacognition. Our work also holds implications for the psychology of snap impressions as well as how provocative findings on thin slice impressions might best be characterized for the public at large.

SEPARATED BY A COMMON LANGUAGE: NONVERBAL ACCENTS AND CULTURAL STEREOTYPES ABOUT AMERICANS AND AUSTRALIANS

Abigail A. Marsh¹, Hillary Anger Elfenbein², & Nalini Ambady³; ¹National Institute of Mental Health, ²University of California, Berkeley, ³Tufts University – The expression of nonverbal cues may differ systematically across cultures. When common cues are used in distinct ways cross-culturally, such cues may be termed nonverbal accents. The present data indicate that nonverbal accents can help perceivers to distinguish the nationality of expressers. In Study 1, participants could determine the nationality of Australian and American adults with above-chance accuracy when viewing their emotional expressions, but not when viewing their neutral expressions. In Study 2, participants could also determine the nationality of Australians and Americans when they were seen walking or waving in greeting. In this study, the accuracy of nationality judgments was also correlated with the extent to which Australian targets were perceived to conform to stereotypes about Australians. It is argued that nonverbal accents may be a mechanism that perceivers can use to apply group stereotypes.

DOCTORS' RACE-BIAS PREDICTS IMPRESSIONS AND TREATMENT OF BLACK AND WHITE PATIENTS

Dana R. Carney¹, Alexander R. Green², Daniel J. Pallin², Kristal Raymond², Lisa I. Iezzoni², & Mahzarin R. Banaji¹; ¹Harvard University and ²Harvard Medical School – Doctors constantly make “snap” judgments with potentially life-threatening consequences. Research and public health data show great disparities in Blacks receiving less treatment than Whites—especially for coronary problems. Researchers hypothesize that doctor bias favoring Whites may account for treatment disparity. To test this hypothesis, 279 internal medicine and emergency medicine resident physicians in Atlanta and Boston were recruited. Doctors viewed and made judgments about a vignette and photograph of a black or a white patient who presented to the emergency room with chest pain. Based on the brief exposures to patients' pictures and vignettes, doctors made trait ratings, provided a diagnosis, and gave a treatment recommendation for patients. Doctors also completed implicit (IAT) and explicit measures of race-bias. Consistent with research on implicit bias, doctors showed significant bias favoring Whites on the implicit ($p < .001$), but not explicit, measures. Based on their “snap” judgments of patients, doctors' implicit, but not explicit bias predicted treatment disparity ($p < .04$). A subset of the doctor sample indicated awareness of the study's purpose and showed the opposite pattern: implicit bias predicted treatment of Blacks more than Whites ($p < .001$)—likely the result of a conscious correction process. These data were the first to demonstrate: (a) that doctors hold implicit bias favoring Whites, and (b) doctors' race-bias exerts an influence on ecologically valid judgments—rapid judgments that are based on impoverished patient information.

I5 PRIMING CULTURE: CULTURAL AFFORDANCES AND INDIVIDUAL ORIENTATIONS

Cotton Row Room

Chair: Yuri Miyamoto, University of Wisconsin at Madison

Discussant: Shinobu Kitayama, University of Michigan

Summary: The last two decades of research on culture has shown that psychological processes are powerfully influenced by cultural contexts. Many researchers have begun to theorize that psychological processes are repeatedly and multiply afforded and reinforced by a variety of practices and meanings of culture. According to this view, chronic individual differences in psychological processes across cultures may be due, in large part, to such cultural affordances. This symposium brings together four studies that document the powerful role of cultural affordances. Perunovic and her colleagues show that, as Chinese Canadian biculturals shift their cultural identity through participation in

everyday communication context, they adopt a culturally congruent pattern of feeling – what they call dialectic affective pattern. Such effects of cultural priming have also been found with more abstract stimuli. Kühnen and Dannenberg show that priming people with either independent or interdependent self-construal influences agency concepts, indicated by the strength of both the correspondence bias and the perception of conscious will. Miyamoto and her colleagues further examine differential effects of temporary and chronic exposure to cultural environments on the pattern of attention in a change blindness task. Moreover, individual orientations can moderate the effect of cultural priming. By examining Asian American biculturals, Hong report that a stronger essentialist belief in race predicts how difficult it is for them to switch between Asian and American cultural frames. Together these studies suggest that a constellation of meanings and practices of culture have constant and often powerful effects of priming psychological responses.

ABSTRACTS

FUNCTIONING WITH NATURALISTIC CULTURAL PRIMING: DYNAMIC ORGANIZATION OF EVERYDAY PSYCHOLOGICAL EXPERIENCES IN EAST-ASIAN CANADIAN BICULTURALS

Wei Qi, Elaine Perunovic (University of Waterloo), Daniel Heller (University of Waterloo), Michael Ross (University of Waterloo), Catherine D. Rawn (University of British Columbia), and Eshkol Rafaeli (Barnard College - Columbia University). – With exposure to different cultures, individuals may adopt multiple sets of culturally shared ways of being and thinking. In our research, we focus on intra-individual cultural dynamics, examining the experiences of Chinese-Canadian biculturals as they function in two cultural worlds. We investigated the association between naturalistic cultural priming in biculturals' everyday lives and fluctuations in their phenomenological experience. In particular, we examined the extent to which biculturals adopt a culturally congruent phenomenology as they shift in their cultural identity, speak different languages, and interact with members of one or the other cultural group. For example, we investigated the moderating role of everyday naturalistic priming on the association between positive affect and negative affect. We found that biculturals are more dialectical in their emotional experience when they had recently spoken in an Asian language than in a non-Asian language. In addition to a distinct affective pattern, we found a different pattern of association between momentary self-construal and goal pursuit orientation as a function of cultural interaction context. Findings are discussed in terms of the understanding of biculturals' psychological experiences as they are exposed to naturalistic cultural priming.

SELF-CONSTRUAL AND AGENCY: EVIDENCE FROM PRIMING STUDIES

Ulrich Kühnen (International University Bremen) and Laura Dannenberg (International University Bremen) – Several tendencies in social perception reflect implicit agency concepts, including the correspondence bias (CB, i.e. attributing even socially constrained behavior to the actor) and the perception of conscious will (PCW, i.e. attributing action authorship to the self). Westerners are more likely than Easterners to view agency as a property of individual persons. I will argue that agency concepts are associated with the construal of identity, such that if independent or interdependent self-knowledge has been primed, the strength of both CB and PCW should mirror cultural differences. In study 1, the strength of the correspondence bias for behavior that was not diagnostic for the actor's attitude was assessed after participants had been primed for independence vs. interdependence. Mirroring cultural differences (Miyamoto & Kitayama, 2002) the CB was more pronounced after independent rather than interdependent self-knowledge had been primed. In study 2 participant allegedly competed with a computer for removing words that appeared on the screen by quickly pressing an assigned key. In some cases the self was subliminally primed before the respective word appeared. Afterwards participants indicated whether

they or the computer had removed the word from the screen (i.e. authorship attribution). Priming the self increased erroneous authorship attribution to the self for independent participants only, but not for interdependent ones. Together these studies show that whether the individual is seen as the cause of action is influenced by the accessibility of independent or interdependent self-knowledge.

"TEMPORARY AND CHRONIC EFFECTS OF CULTURAL AFFORDANCES ON ATTENTION" *Yuri Miyamoto (University of Wisconsin at Madison), Richard E. Nisbett (University of Michigan), Shinobu Kitayama (University of Michigan), and Masuda Takahiko (University of Alberta).* – Whereas priming experiments show that cultural orientations are influenced by short exposures to primes, acculturation studies suggest that living in a culture for an extended period of time may sometimes be less influential. We illustrate this with the differential influences of temporal primes and a one-year exposure to another culture on attentional patterns. In general, Westerners pay more attention to the focal object, whereas East Asians pay more attention to the whole field. We hypothesized that culturally specific patterns of attention may be partly afforded by the perceptual environment of each culture. If objects are embedded more in the field in the Japanese than in the American perceptual environment, people's attention will not go to the specific object but will be diffused to the field in general. Using an incidental priming procedure, we find that after being exposed to Japanese scenes, people attend more to contextual information in a subsequent perceptual task (i.e., change blindness task). However, a longitudinal study of undergraduate and graduate Chinese students living in American environments for one year did not find an influence of this extended exposure to American perceptual environments. Implications of these differential effects of temporary and chronic exposure for our understanding of the context dependency of cultural patterns of attention will be discussed.

THE ROLE OF IDENTITY ON CULTURAL FRAME SWITCHING *Ying-yi Hong (University of Illinois at Urbana-Champaign)* – For ethnic minority individuals, navigating between the mainstream culture and their ethnic culture could be challenging. We propose that this process could be undermined if the minority individuals believe that "race" is essentialistic (i.e., race reflects deep biological essence, is unchangeable, and is indicative of abilities and traits), thereby seeing the interracial boundary as impermeable. To test this prediction, in 4 studies, we examined the link between Asian Americans' essentialist belief and their cognitive and emotional responses toward Asian and American cultures. We found among Asian American biculturals a stronger essentialist belief predicted (a) more difficulty in switching rapidly between Asian and American cultural frames -- longer reaction time in lexical decision trials when the cultural icon primes were incongruent with the cultural value target words (American primes-Asian value words and Asian primes-American value words), (b) more emotional reactivity in switching -- more sweating (higher skin conductance change from the baseline) when describing their personal experience with Asian and American cultures, (c) less actual switching between Asian and American cultural frames -- asymmetric cultural priming effects, and (d) rigid cultural identification -- less increase in American identification after recalling favorable encounters with American culture. As a whole, these findings support our contention that essentialist belief about "race" undermines ethnic minority individuals' effectiveness in navigating between cultures. Implications for multiculturalism will be discussed. Implications for how social identity may set up a boundary condition for cultural priming effects will be discussed.

16 Moderators of the Benefits of Positive Biases

L-10

Chairs: James K. McNulty, University of Tennessee, and Erin M. O'Mara, University of Tennessee

Summary: People view their social worlds more positively than objective reality might warrant. Though numerous studies have provided evidence that these biases provide benefits to those who exhibit them, a developing line of research indicates important limits to these benefits. This panel will discuss data identifying such limits in three important areas of life: health, academics, and marriage. First Bill Klein will discuss research exploring the potential risks associated with unrealistic optimism about one's health outcomes. He and his colleagues have shown that positive biases about one's health can lead to poorer memory for relevant details about health risks and, ultimately, to poorer health decisions. Next, Rich Gramzow will discuss work exploring the consequences of exaggerating one's abilities in academic settings. He and his colleagues have shown that whether positive biases are beneficial to one's academic and personal growth depends on whether the underlying motivations for those biases are promotive or preventive. Next, Jim McNulty will discuss work exploring the role of positive biases in marital relationships. He and his colleagues have shown that whether positive biases are beneficial versus harmful to relationships depends on the frequency and severity of the problems experienced in those relationships. Finally, Del Paulhus will discuss research on several other moderators. He and his colleagues have shown that the outcomes of self-enhancement are maladaptive when the outcome is interpersonal rather than personal and the self-enhancement measure indicates a true departure from reality.

ABSTRACTS

WHEN UNREALISTIC OPTIMISM IS CONSEQUENTIAL *William Klein and Katrina Cooper, University of Pittsburgh* – Because of a variety of methodological issues, it has been difficult to collect evidence regarding the adaptiveness of unrealistic optimism for information processing, behavior, and other consequential outcomes. We will discuss some of these problems, including the importance of using objective criteria to distinguish realistic optimists from unrealistic optimists. We then will review a series of studies conducted in our laboratory showing that unrealistic optimism may be associated with poorer health knowledge and memory for health messages and a higher tendency to engage in risk-increasing behavior. In one prospective study, college students who were unrealistically optimistic about their chances of experiencing a negative sex-related outcome as a result of alcohol abuse were likely to consume more alcohol in the future, controlling for their prior alcohol use. In a second study, individuals who were unrealistically optimistic about their personal risk of colorectal cancer and who reflected on positive aspects of their health remembered less content from a tailored booklet about their risk. Finally, we conclude with ideas for several variables that may moderate whether unrealistic optimism leads to the negative consequences found in our work or to the more favorable consequences observed in other work. These variables include whether an event has already been personally experienced, the controllability (and reversibility) of the outcome, the relative likelihood of the outcome, and the extent to which the consequences are affective or motivational.

THE VARIETIES OF ACADEMIC EXAGGERATION *Richard H. Gramzow & Greg Willard, Northeastern University* – There is lingering debate about the costs and benefits of overly positive self-views (Colvin & Block, 1994; Taylor & Brown, 1989; Paulhus, 1998). The present research examines the tendency to exaggerate academic performance as a specific, but pervasive expression of the general tendency to perceive and present the self in an unrealistically positive light. Our primary message

is that it is necessary to consider the motivations underlying exaggeration of academic performance in order to predict its correlates and consequences. First, there is the issue of goal relevance. When an attribute reflects an ongoing and important goal pursuit (e.g., GPA for college students), exaggeration tends to reflect a motivated self-enhancement process. By contrast, when an attribute reflects a defunct goal (e.g., SAT), exaggeration tends to reflect relatively amotivated biases in reconstructive memory. Second, there is the issue of motivational orientation. When GPA exaggeration is coordinated with a promotion-focused academic orientation, it appears to have certain adaptive correlates. GPA exaggeration predicts academic improvement, controlling for initial GPA (an effect replicated now 10 times). Moreover, GPA exaggeration is associated with lower physiological symptoms of stress during an academic interview. Importantly, however, the apparent benefits of exaggeration have their limits. First, given that GPA exaggeration is reduced by a self-affirmation manipulation, curtailing exaggeration is likely to prompt defensive behavior when an alternative affirmation opportunity is unavailable. Second, when GPA exaggeration is coordinated with a prevention-focused orientation toward academics, exaggeration does not predict improvement.

BENEFITS OF BIASES IN RELATIONSHIPS: SOME CONTEXTUAL LIMITS James K. McNulty, Erin M. O'Mara, University of Tennessee, Benjamin R. Karney, RAND – All newlyweds will eventually encounter a variety of less than positive experiences. How will such experiences interact with the positive biases so many appear to exhibit? The current study examined whether the benefits of cognitive biases in relationships depend on the frequency and severity of the problems encountered in those relationships. Consistent with predictions, three longitudinal studies of over 300 marriages revealed that newlywed wives who (1) tended to make more benevolent attributions for their partners' behaviors or (2) demonstrated a stronger tendency to separate their negative experiences from their global satisfaction with the relationship remained more satisfied over the first several years of marriage, but only when they experienced less frequent negative behavior and reported less severe marital problems. In contrast, results of all three studies revealed that wives who employed these biases in relationships characterized by more frequent negative behaviors or more severe problems, experienced steeper declines in marital satisfaction. Though effects for husbands rarely reached significance, they were not significantly different from those for wives. Results are discussed in terms of the best way to conceptualize the benefits of positive biases, as well as the best way to conceptualize cognitive marital therapies.

TRAIT SELF-ENHANCEMENT: MODERATORS OF THE ADAPTIVE VALUE Delroy L. Paulhus, Aliye Kurt, Jennifer D. Campbell, University of British Columbia – The literature includes conflicting perspectives about the adaptiveness of self-enhancement. In an attempt at reconciliation, the present study (N = 123) compared the ability of the two most prominent operationalizations to predict a diverse set of criterion measures. The social comparison operationalization (rating oneself more positively than one rates others) was positively associated with peer-rated adjustment. In contrast, the discrepancy operationalization (rating oneself more positively than one is rated by others) had negative associations with peer-rated adjustment. Both operationalizations were positively associated with self-report personal adjustment. When trait variance was partialled out, however, all correlates of the social comparison index became non-significant. It appears that the ability of the social comparison index to predict positive outcomes is due to its overlap with positive trait variance. Similar results were obtained whether self-enhancement was calculated on agentic or communal traits.

17 THE REWARDS TO BE REAPED: ORIGINS AND RELATIONAL REWARDS OF OTHER-INTERESTED POSITIVE EMOTIONS AND MOTIVATIONS

Room L-6

Chairs: Belinda Campos, University of California, Los Angeles, and Sara Algoe, University of California, Los Angeles

Summary: The complex social life of humans has advantages that are maximized by balancing self-interest with other-interest. A long tradition of research emphasizes the Machiavellian aspects of interpersonal interactions, but recent research has begun to elucidate the role of other-interested positive emotions and approach motivations in building rewarding close relationships and communities. The diverse presentations in this symposium highlight the evolved origins and proximal social rewards of positive other-interested emotions and motives for givers, receivers, and relationships. Stephanie Preston will present an evolutionary framework on the origins of other-interested behavior and fMRI, psychophysiology, and self-report studies that show that prosocial behavior is partially elicited by positive emotions from and about the receiver. Belinda Campos will present a set of studies indicating that "Love of Humanity," a momentary or dispositional experience of connection with humankind, promotes openness to unfamiliar others, uniquely predicts perceiving unknown people in positive ways, and is associated with relationship development. Sara Algoe will present studies suggesting that gratitude arises from a focus on the benefactor (not simply the benefit), prompting attentiveness to the benefactor's positive qualities and promoting relationship growth. Emily Impett will present a daily diary study that shows that individuals who sacrifice for approach motives, but not avoidance motives, experience more positive emotions, life satisfaction, relationship satisfaction, and greater relationship stability. These presentations converge to suggest that positive other-interest is a key contributor to experiences and behaviors that build relational rewards and offer generative frameworks for future study of the positive side of human social life.

ABSTRACTS

MECHANISMS OF PROSOCIAL BEHAVIOR FROM AN INTERDISCIPLINARY PERSPECTIVE Stephanie D. Preston, University of Michigan – Theories of complex social behaviors like cooperation, empathy, and altruism often rely on high-level cognitive mechanisms, such as perspective-taking and mental accounting of others' acts. However, these seemingly complex behaviors are also exhibited by many species that are not considered capable of such high-level cognition. Well-established data and theory from neuroscience and behavioral ecology suggest many of these behaviors can be explained through more parsimonious mechanisms. For example, interpersonal bonding, which has been demonstrated in myriad species and has known physiological origins, can adaptively predispose individuals to want to help others as bonded individuals are more likely to attend to, understand, and feel each other's emotional states. Similarly, the brain's reward and motivation substrates are known to create dynamic representations of people and things that are sensitive to changes in their associated rewards and punishments and act implicitly to guide behavior. These points are illustrated in a series of fMRI, psychophysiology, and self-report experiments where participants offer help to real hospital patients. Results suggest that subjects' primary motivation to help can be described by a variety of factors including the need of the patient and the perceived benefit of the help, but also how much the subject liked, felt similar to, and felt positively about the patient. Further, the proportional emphasis of these factors varied greatly both by subject and patient. Thus, motivations for helping are complex in determination but strongly influenced by relational qualities. By combining data and theory across disciplines, more parsimonious accounts of prosocial behavior are possible.

LOVE OF HUMANITY: EMOTIONAL UNDERPINNINGS AND SOCIAL CONSEQUENCES OF AFFILIATING WITH THE HUMAN COLLECTIVE *Belinda Campos¹, Dacher Keltner², Maria Logli²;*

¹University of California, Los Angeles, ²University of California, Berkeley – Love, a positive other-focused emotion that promotes commitment, closeness, and pro-relationship behavior, has been widely studied in close relationships. Intergroup theorists have suggested that analogous experiences of affiliation can occur toward the human collective as the broadest possible level of ingroup. We termed this experience, Love of Humanity, and examined its emotional underpinnings and social consequences in three studies. In Study 1, narrative accounts of love experience showed Love of Humanity to be similar to close relationship love in attention focus, duration, intensity, and pleasantness but also showed Love of Humanity to be uniquely characterized by positive feelings towards all people, belief in people's inherent goodness, and a desire to engage in prosocial action. Study 2 showed that dispositional Love of Humanity is characterized by a distinct pattern of correlates – high agreeableness, high openness, high universalism values, and low Machiavellianism. In Study 3, a 9-month long study of everyday social behavior showed that high Love of Humanity predicted perceiving new dorm mates at the beginning of a school year in more positive ways but this was no longer true at the end of the school year when dorm mates were no longer unfamiliar. Together, the results suggest that Love of Humanity, via its association with positive perceptions of unfamiliar others, may be a spontaneous elicitor of prosocial first moves that promote the development of new relationships.

THE GOODNESS OF OTHERS: GRATITUDE FROM A RELATIONAL PERSPECTIVE *Sara B. Algoe, University of California, Los Angeles*

– The current research takes a relational approach to the emotion of gratitude, moving beyond descriptions based on accounting for costs and benefits. The relational approach emphasizes the overlooked role of a recipient's focus on the benefactor (not simply the benefit) in both the causes and consequences of gratitude. In Study 1, new members of sororities reported on benefits they received during a four-day tradition of gift-giving. Consistent with a relational account, gratitude in response to this real-world gift-giving was predicted by appraisals of the benefactor's thoughtfulness, not cost of the benefit. This finding held when statistically controlling for how much the benefit was liked. One month later, recipient and benefactor relationship ratings were predicted by the recipient's average gratitude from the week of gift-giving. In Study 2, pairs of new college roommates participated in an experimental study where one person's emotion was manipulated without the knowledge of the other. The gratitude manipulation enhanced recipients' evaluations of the benefactor, compared to control conditions (i.e., amusement or emotionally-neutral interpersonal focus). After a laboratory interaction and one week later, both recipient and the unaware benefactor reported having higher quality relationships than pairs in the control conditions. Results of these studies suggest that the initial focus on the benefactor's positive qualities prompts interest and attentiveness to the benefactor, and may have been the mechanism that promoted relationship growth. This approach suggests that gratitude is not limited to mental accounting and social obligation, but may help people find and bind themselves to relationally attentive others.

GIVING UP AND GIVING IN: THE COSTS AND BENEFITS OF SACRIFICE IN INTIMATE RELATIONSHIPS *Emily A. Impett, San Francisco State University*

– This research investigated how engaging in sacrifice for approach and avoidance motives is associated with personal well-being and relationship quality. Approach sacrifice motives focus on the positive things that people can attain by making a sacrifice, such as pleasing a partner, expressing love, or enhancing intimacy in the relationship. Avoidance motives, in contrast, focus on the negative things that people can avoid by making a sacrifice, such as conflict, a partner's anger, or a partner's loss of interest in the relationship. A two-week daily experi-

ence study of college student dating couples showed that on days that participants sacrificed for approach motives, they experienced more positive emotions, greater satisfaction with life, and greater relationship satisfaction. In contrast, on days when they sacrificed for avoidance motives, they experienced more negative emotions, less relationship satisfaction, and more relationship conflict. These results could not be accounted for by the frequency with which individuals sacrificed or the specific type of sacrifice that they enacted. Further, participants who sacrificed for approach motives over the course of the study were twice as likely to still be together at the one-month follow-up, whereas participants who engaged in sacrifice for avoidance motives were two and a half times as likely to have broken up by the one-month follow-up. The results of this study suggest that other-interested behavior that originates in approach motivation may be particularly important for the promotion and maintenance of interpersonal bonds.

Symposia Session J

Saturday, 5:00 - 6:15 pm

J1 CONTROVERSIES AND NEW DIRECTIONS IN STEREOTYPE THREAT THEORY

Ballroom A

Chair: Steven L. Neuberg, Arizona State University

Summary: Since the initial theoretical presentations and empirical tests of stereotype threat, more than one-hundred articles have replicated, extended, and examined this construct and its implications. Recent "third-generation" research is exploring the boundaries of stereotype threat phenomena and raising fundamental, challenging questions: Is stereotype threat primarily a fear of being treated poorly by others or failing to meet personal standards? Is stereotype threat primarily rooted in concerns about one's group or oneself? Is there a single, overarching stereotype threat or is it more useful to think in terms of multiple, differentiable, stereotype threats? Quinn and Chaudoir's work examines the failure of stereotype threat to emerge in individuals with effectively concealed stigmas, suggesting that stereotype threat fundamentally derives from concerns with public evaluation. In contrast, Bosson and Prewitt-Freilino suggest there may be both public (interpersonal) and private (intrapsychic) components to stereotype threat. Whereas Quinn/Chaudoir and Bosson/Prewitt-Freilino agree that stereotype threat can occur without a strong connection to the stereotyped group, Marx and Stapel find that stereotype threat tends to emerge primarily through one's sense of connectedness to the stereotyped group. Shapiro and Neuberg suggest that stereotype threat may be better conceptualized in terms of six distinct stereotype threats, and that such a framework may be useful for reconciling many apparently incompatible findings in the literature. Each speaker will present a short overview of their major findings and approaches, after which they and the audience will discuss in a moderated forum the three controversies of focus and the future of stereotype threat research.

ABSTRACTS

THREAT AND CONCEALED IDENTITIES *Diane Quinn, Stephenie Chaudoir, University of Connecticut*

– Previous research on stereotype threat has focused on people whose stereotyped identities are visible, primarily gender and race. Less focus has been given to people who possess a stigmatized identity that is concealed, such as mental illness or substance abuse. Considering concealed stigma in terms of stereotype threat brings up an interesting theoretical question: When a situation makes a particular identity-related stereotype relevant, is the private salience of

the stereotyped identity enough to result in behavioral changes (such as performance decrements), or must salience be combined with the belief that others can know and evaluate the person stereotypically? Alternatively, are the two additive? I will present research from a line of studies in which people with and without a history of mental illness (MI) are brought into the lab to take a standardized test. Results show that when mental illness history is not made salient, those with and without MI do not differ in their performance whereas when mental illness history is made salient and public, those with MI perform significantly worse than those without MI, replicating basic stereotype threat effects. A third condition, in which mental illness history is made salient but not public results in performance similar to the no salience condition, pointing towards the conclusion that concerns with public evaluation are a crucial part of the experience of stereotype threat.

IDENTITY MISCLASSIFICATION: STEREOTYPE THREAT FOR THE NON-STIGMATIZED *Jennifer K. Bosson, The University of South Florida, Jennifer L. Prewitt-Freilino, The University of Oklahoma* – Our work on identity misclassification suggests that (1) individuals may experience “stereotype threat anxiety” even when they do not belong to the group targeted by a given negative stereotype, and (2) the anxiety associated with stereotype threat has both interpersonal and intrapsychic origins. Identity misclassification occurs when non-stigmatized individuals experience or anticipate erroneous classification into a stigmatized outgroup on the basis of a role-violating behavior. To illustrate, when heterosexual men perform feminine behaviors, they expect others to misclassify them as gay. This expectation of identity misclassification elicits an anxious arousal that is similar – in its effects on performance in a stereotype-relevant domain – to the anxiety exhibited by stereotype-threatened individuals. Thus, whether or not they belong to a negatively-stereotyped group, people experience stereotype threat when they expect others to classify them according to group stereotypes. Stereotype threat may therefore be a broader phenomenon than originally theorized, afflicting anyone who anticipates an unwanted judgment on the basis of group stereotypes. Following this logic, our work also suggests that the discomfort of stereotype threat stems from both interpersonal and intrapsychic sources. People possess fundamental needs for interpersonal belonging (acceptance) and intrapsychic coherence (consistency), and situations that elicit stereotype threat often challenge both needs. Indeed, we find that individuals who anticipate identity misclassification suffer interpersonal concerns about social punishments, as well as intrapsychic concerns about being viewed inauthentically and failing to meet self-standards. This suggests that, although stereotype threat typically arises in interpersonal contexts, its effects on its targets are both public and private.

WHO YOU ARE MATTERS: ON THE ROLE OF THE SOCIAL SELF IN STEREOTYPE THREAT EFFECTS *David M. Marx, San Diego State University, Diederik A. Stapel, Tilburg University* – Considerable research has documented the adverse effects of stereotype threat on targets’ test performance. Far less research, however, has examined those factors that define and shape the threat experience, namely the connection between targets’ social self and their group-based concerns. Accordingly, in two experiments we argue and demonstrate that “who you are matters” for stereotype threat to occur. The first experiment showed that stereotype threat situations, compared to non-threat situations, led to increased accessibility of a specific aspect of targets’ social self (i.e., their stereotyped identity) relative to other important aspects of their social self (e.g., being a student). Moreover, targets’ concerns about confirming the associated group stereotype were greater in the threat than in the non-threat condition. In the second experiment we established that the link between targets’ social self and the associated group stereotype is strong enough that merely increasing accessibility of the social self, even in non-threatening test situations, can elicit stereotype threat for targets, while leaving non-targets’ test performance and threat-based concerns virtually untouched. Indeed, when targets’ social self is activated subtle situational

cues (seeing test problems) in combination with this social self activation can trigger threat-based concerns because these cues likewise heighten the accessibility of the stereotype (my group is bad at this type of task) associated with the situation (taking a test). In sum, our research moves beyond mere documentation of stereotype threat and instead begins to pinpoint those core factors that trigger and/or enhance threat effects.

FROM STEREOTYPE THREAT TO STEREOTYPE THREATS: A MULTI-THREAT FRAMEWORK *Jenessa R. Shapiro, Steven L. Neuberg, Arizona State University* – The term “stereotype threat” often means quite different things to different researchers, and has been employed to describe and explain processes and phenomena that appear to be fundamentally distinct. We suggest that the use of stereotype threat as an “umbrella” concept diminishes its value and interferes with opportunities that could be gained by more fully articulating the related subconcepts that compose it. In this talk we present a new model of stereotype threat (Shapiro & Neuberg, PSPR, in press) that suggests the presence of (at least) six qualitatively distinct stereotype threats. Our Multi-Threat Framework arises from the intersection of two dimensions – the target of the threat (the self or one’s group) and the source of the threat (the self, outgroup others, or ingroup others) – resulting in threats to one’s self-concept, group-concept, own personal reputation in the eyes of outgroup individuals, ingroup reputation in the eyes of outgroup individuals, own personal reputation in the eyes of ingroup individuals, and/or ingroup reputation in the eyes of ingroup individuals. These distinctions are critical for both theoretical and practical reasons, as these threats likely have different eliciting conditions, differentially peril those with different stigmatizing characteristics, are mediated by somewhat different mechanisms, are moderated by different person and situation factors, are coped with and compensated for in different ways, and require different interventions to overcome. If one hopes to effectively minimize the costs of negative stereotypes for individuals, groups, and societies, one must intervene with an understanding of these important qualitative distinctions.

J2 SEEING IS BELIEVING AND EXPECTING IS PERCEIVING: INDIVIDUAL AND SITUATIONAL DIFFERENCES IN THE PERCEPTION OF SIGNS OF REJECTION

Ballroom B

Chairs: Rainer Romero-Canyas, Columbia University, and Bonita London, State University of New York, Stony Brook

Discussant: Mark W. Baldwin, McGill University

Summary: Experiences of rejection can result in long-lasting changes in the way people perceive their social environment and process information about other people, particularly in social evaluative contexts. This symposium assembles research conducted using a variety of experimental and field methodologies, to explore how concerns of rejection modify one’s perceptions of others and of the environment, and how these perceptions, in turn, affect the perceiver’s behavior in ways that often lead to further rejection and social exclusion. Sommer and colleagues present work on how isolated experiences of rejection can generate expectancies that are likely to lead to negative evaluations of new interaction partners, even when faced with expectancy-disconfirming information. Romero-Canyas and colleagues present work showing that people who anxiously expect rejection (high rejection sensitive) display both greater accuracy in assessing other people’s negative but not positive emotions and an emotional contagion that may underlie the experience of distress under social threat. Dandeneau and Baldwin present work on the reduction of this interpersonal and evaluative threat by means of attentional training intended to teach people to ignore rejection and seek cues of acceptance, such as smiling

faces. They show that this training can impact perceptions of the broader social environment. Finally, London presents longitudinal data on how expectations of rejection based on one's social identity (gender) can impact the perception of one's social environment, and how these perceptions influence engagement, well-being and performance. Mark Baldwin will serve as the discussant.

ABSTRACTS

DESTINED FOR REJECTION? HOW ISOLATED EXPERIENCES WITH REJECTION ENGENDER NEGATIVE SOCIAL EXPECTANCIES AND THE DEFENSIVE DEROGATION OF NEW RELATIONSHIP PARTNERS. *Kristin Sommer¹, Dan Benkendorf³, Stefanie Bruno¹, Kristen Kirkland¹, Ashley Busing¹, Frank Bernieri²; ¹Baruch College, City University of New York, ²Oregon State University, ³Fashion Institute of Technology* – One of the central tenets of attachment theory is that early experiences with rejection lead people to develop views of others as uncaring and untrustworthy. These “negative working models” of others prompt people to avoid relational intimacy and increase self-reliance in the service of maintaining felt security (Pietromonaco & Feldman Barrett, 2000). Several studies have linked chronic rejection expectancies or perceptions of rejection with relational hostility and derogation of close relationship partners (e.g., Downey et al., 1998; Murray et al., 2000). Surprisingly little work, however, has examined whether relatively isolated instances of rejection lead people to devalue and derogate new (nonrejecting) relationship partners. Across several experiments, participants were led to believe that they made positive or negative impressions on another person during a 3-minute interaction. After learning that they would be paired with a new person, participants completed measures of rejection expectancies, anticipated liking of new partners, and concern about the quality of the upcoming interactions. Results showed that rejected compared to accepted participants anticipated disliking their new partners and caring less about the quality of their interactions. Further, these effects were mediated by expectations of rejection. Rejected participants also rendered harsher evaluations of their partners' interpersonal qualities and academic competencies after interacting with them, suggesting that the negative working models created by rejection are resistant to change in the face of potentially disconfirming feedback. We conclude that even transient experiences with rejection impel people to engage in self-protective strategies aimed at dismissing the importance of future attachments to self-worth.

WHAT YOU SEEK IS WHAT YOU GET: ANXIOUS EXPECTATIONS OF REJECTION PREDICT ESTIMATION AND THE RE-EXPERIENCING OF OTHER PEOPLE'S NEGATIVE EMOTION *Rainer Romero-Canyas, Geraldine Downey, Nathan V. Franco; Columbia University* – People high in rejection sensitivity (RS) readily perceive rejection. What are the processes underlying this tendency? We sought empirical support for three processes that could contribute to differences between high RS (HRS) and low RS people in readiness to perceive rejection in interpersonal contexts: 1) HRS people are hyper-accurate detectors of signs of interpersonal negativity; 2) HRS people show a bias towards seeing interpersonal negativity; and 3) once negativity is detected, HRS people's expectations of rejection serve as a schema to personalize it. We used an experimental paradigm in which participants viewed video clips of opposite-sex people's faces, while that person supposedly reacted to biosketches of prospective online dating partners. Participants were told that the videos were: (a) self-relevant in that the targets in the videos were reading the participant's previously completed biosketch, or (b) maybe self-relevant or (c) self-irrelevant in that some or none of the targets (respectively) read the participant's biosketch. Participants rated each target's emotions and in the maybe condition guessed whether the target was reading about them. Using data from the targets' self-ratings, we analyzed the accuracy and biases in participants' estimates. HRS people showed greater accuracy at detecting negativity, par-

ticularly when the target was experiencing high levels of negative affect and participants believed the videos to be self-relevant. HRS people tended to underestimate negativity less than most people and experienced emotion contagion, but only for negative affect. These data support two of the hypothesized processes. Implications for people's responses to rejection are discussed.

LOWERING FINAL EXAM STRESS BY REDUCING VIGILANCE TO REJECTION *Stéphane D. Dandeneau, Mark W. Baldwin and Jodene R. Baccus; McGill University* – Studies on the perception of interpersonal threat have shown individual differences in people's vigilance for threats relevant to their current concern. For example, individuals with low self-esteem anxiously expect and anticipate rejection, a strong social evaluative stressor that exacerbates their experience of stress. The primary purpose of this research was to investigate the possibility of reducing people's experience of social stress by modifying their attention to rejection-related information. Previous studies have shown the possibility of training individuals to ignore rejection by having them repeatedly identify an accepting face in a grid of frowns. This attentional training task therefore involves selective attention to the accepting face as well as repeated exposure to frowning faces. In order to clarify the process involved in the training task, our first study included an exposure condition in which the participant merely looked at frowning faces. This study demonstrated, using an emotional Stroop with interpersonal rejection, acceptance and neutral words as a measure of attentional bias, that the process involved in modifying attention is not simply exposure to frowning faces but rather the active search component. Our second study examined the benefits of attentional training while participants experienced a social evaluative stress; that is, while students studied for a final exam. On the morning of their exam, participants who were trained to ignore rejection over the course of their study period were significantly less stressed about their exam and reported less state anxiety after completing it than those in the control condition. Overall, results imply that reducing individuals' vigilance for rejection can reduce their self-reported stress vis-à-vis a social-evaluative stressor.

GENDER REJECTION SENSITIVITY AND THE ACADEMIC ENGAGEMENT OF WOMEN: A LONGITUDINAL DAILY DIARY STUDY OF THE TRANSITION TO LAW SCHOOL. *Bonita London; State University of New York, Stony Brook* – Individual differences in interpersonal rejection sensitivity have been shown to predict perceptions of rejection, anxiety, and hostility in close relationships. Concerns about stigma-based rejection can also impact one's perceptions and coping within environments in which one's sense of belonging is threatened. In the case of women entering a traditionally male-oriented domain (e.g., law school), individual differences in gender-based rejection concerns may predict perceptions of threat that can undermine engagement, well-being and performance. The sensitivity to gender-based rejection model (Gender RS) provides a framework for exploring such differences. The model posits that past experiences of rejection based on gender lead to defensive expectations of similar rejection, and a readiness to perceive and react to gender-based threat. Using a longitudinal diary design, women entering a competitive law school environment reported significant identity related events that occurred (e.g., being ignored or disrespected by professors or peers), and the coping strategies used on a daily basis for a three-week period. Participants also reported their sense of belonging, and academic and social engagement daily. Findings provide evidence that women higher in Gender RS perceive greater threat within the law school environment, feel more alienated and begin to doubt their competence and abilities early in their legal education. This difference is maintained over time. Thus, the impact of the environment varies based on the expectations, perceptual biases, and coping repertoires the individual brings to bear in the situation. Interpersonal and institutional level cues that amplify or alleviate these differences are also explored.

J3 CULTURAL DIFFERENCES IN EMOTIONS: THE ROLE OF RELATIONAL CONTEXT

Ballroom C

Chairs: *Takahiko Masuda, University of Alberta, and Yulia Dutton, Colby College*

Summary: Asian cultural contexts foster models of agency that are based on relationships and interdependence. In contrast, Western cultural contexts foster models of agency that are based on individualism and uniqueness. Emerging evidence suggests that these differences are reflected in emotions. How do cultural models of agency influence perception and conceptualization of emotion, and emotional responding? This symposium brings together three speakers, each highlighting new and innovative studies demonstrating that individual cues are central to conception and experience of emotions in European American cultural contexts (individual locus of emotions), whereas relational cues are central to the conception and experience of emotions in Asian cultural contexts (relational locus of emotions). Masuda reports results from a study showing that Asian participants are more likely than Westerners to take relational context into account when judging another individual's facial expressions of emotion. Additional evidence comes from cross-cultural studies of lay concept of emotions presented by Uchida, which demonstrate that individuals from Asian cultural contexts are more likely to associate emotions with relational cues compared to individuals from American cultural contexts. Chentsova-Dutton reports that cultural differences in conception of emotions give rise to differences in actual emotional responding when attention is directed to individual and relational cues. Together, these presentations demonstrate that perception, lay concepts, experience and expression of emotions are grounded in cultural models of agency.

ABSTRACTS

CULTURAL DIFFERENCES IN THE PERCEPTION OF FACIAL BEHAVIOR OF EMOTION: COMPARING THE CONTEXT SENSITIVITY OF JAPANESE AND NORTH AMERICANS

Takahiko Masuda, University of Alberta – For over a decade, cultural psychologists have demonstrated that East Asians in general are more likely than their Western counterparts to be sensitive to contextual cues in various domains (e.g. Masuda & Nisbett, 2001; 2006; Nisbett & Masuda, 2003). Based on these findings, my colleagues and I predicted that East Asians would remain sensitive to context cues even when asked to interpret the meaning of a target figure's facial expressions alone. To test this hypothesis, we conducted a series of experiments in which participants were presented with various images of salient figures (cartoon faces and real faces) with smaller, less salient figures in the background, and asked to judge the target's facial expressions (Masuda, Ellsworth, Mesquita, Leu, Tanida, and van de Veerdonk, 2006; Masuda, Wang, & Radford, 2006). The results in general indicated that the Japanese were more likely than their Western counterparts to be influenced by background figures' facial expressions when making judgments of the target figure's emotion. Specifically, for the Japanese, a smiling target figure was judged to be less happy when the background figures were frowning than when smiling. Furthermore, measurements of the participants' eye-movements confirmed that East Asians tended to allocate their attention to background information more than did Westerners. Over all, this line of studies suggests that Japanese see emotions as inseparable from the feelings of the social group, while Westerners see emotions as personal inner feelings. The implications of new methods for further examination on the interpretation process of facial expression will be discussed.

INDIVIDUAL AND RELATIONAL CUES AND EMOTIONAL RESPONDING IN EUROPEAN AMERICANS AND ASIAN AMERICANS

Yulia Chentsova Dutton, Colby College – The studies reported here examined the relationship between culturally shaped conceptualization of emotions and emotional responding (subjective reports of emotions, and facial behavior). I predicted that European Americans (EAs) associate the experience of positive emotions with individual cues (e.g., thoughts about themselves, physical sensations), and show enhanced emotional responding when attending to individual cues. In contrast, Asian Americans (AAs) associate the experience of emotions with relational cues (e.g., thoughts about family, relational concerns), and show enhanced emotional responding when attending to relational cues. The results from a series of four studies supported these hypotheses. EAs and AAs wrote about themselves (individual cue condition), family members (relational cue condition), or a neutral topic (neutral cue condition), and responded to emotional film and music clips. AAs were more likely to associate positive emotions with relational cues than EAs. In a relational cue condition, AAs reported experiencing more positive emotions, and showed more positive facial behavior in response to film and music clips as compared to EAs. In an individual cue condition, EAs reported experiencing more positive emotions, and showed more positive facial behavior in response to film and music clips as compared to AAs. In a neutral cue condition, there were no cultural differences in emotional responding. These patterns were mediated by cultural differences in self-construal and orientation to American culture. These results demonstrate that emotional experience and expression are more individually embedded for individuals from mainstream American cultural contexts and more relationally embedded for individuals from Asian American cultural contexts.

HAPPINESS AND UNHAPPINESS IN EAST AND WEST: THEMES AND VARIATIONS

Yukiko Uchida, Koshien University, Shinobu Kitayama, University of Michigan – In 2 studies we investigated lay conceptions of happiness and unhappiness among Japanese and Americans. It has often been suggested that in European-American cultural contexts, happiness is typically contingent on positive internal attributes of the self. Negative features of the self are perceived to be a hindrance to happiness. In contrast, in East Asian cultural contexts, happiness can be constructed as an interpersonal connectedness. Individuals engaging in these cultures holds holistic concept of happiness and they are motivated to maintain a balance between the positive and negative aspects of their emotions. In Study 1, we had Japanese and Americans describe different aspects of happiness. Another group of participants sorted the descriptions into meaningful clusters. First of all, most Americans tended to describe only positive features of happiness. Negative features of happiness (social disruption and transcendental reappraisal) were described much more often by Japanese than by Americans. A Multidimensional Scaling Analysis performed on the sorting data suggested that whereas Americans associate positive feelings of happiness with personal achievement, Japanese associate these feelings with social harmony. Study 2 performed a comparable analysis on unhappiness and found that those of unhappiness emphasize coping action as well as immediate experience of unhappiness. Further, there was a substantial cross-cultural variation in the type of coping strategies that are highlighted. Whereas externalizing behaviors (i.e., anger) constitute the most common coping strategy for Americans, both transcendental reappraisal and self-improvement are much more common for Japanese. Methodological implications for cultural psychological research are discussed.

J4 NEW DIRECTIONS IN NONCONSCIOUS GOAL PURSUIT

Steamboat Room

Chairs: *Melissa J. Ferguson, Cornell University, and Ran R. Hassin, The Hebrew University*

Discussant: *John A. Bargh, Yale University*

Summary: Now that there is abundant evidence that goals can become activated and then influence behavior without the person's awareness or intention, researchers have moved onto "second generation" questions concerning the scope, boundaries, moderators, and mechanisms of nonconscious goal pursuit. In this way, this research moves beyond the demonstration of the phenomenon to an attempt to better understand exactly how the phenomenon unfolds, and how it is similar and dissimilar to conscious goal pursuit. The present symposium brings together a group of researchers who are investigating these second generation questions. Eitam, Hassin and Schul discuss their research on how nonconscious goal pursuit is not simply the reenactment of well-learned, static behaviors, but instead also involves implicit learning strategies that respond in a dynamic fashion to novel environments. Chartrand, Leander, and Shah then present findings on dispositional and situational moderators of nonconscious goal contagion. This work identifies the circumstances in which people tend to unintentionally and unknowingly adopt the goals of other people. Moskowitz, Stone, and Custers discuss their recent work on how goal pursuit is initially triggered. Their research shows how discrepancies between desired and current states can be detected implicitly, and then activate various regulatory strategies. Ferguson then presents recent findings on how effective nonconscious and conscious goal pursuit depends on implicit evaluative processes. These functional evaluative processes denigrate activities that compete with the goal, and enhance activities that are relevant to the goal. Together, the findings in this symposium show how research on nonconscious goal pursuit has advanced over the last several years, and also highlight important questions that remain unanswered. Bargh will integrate and comment on the work presented by the speakers, as well as share his impression of the current state of research on nonconscious goal pursuit.

ABSTRACTS

IMPLICIT LEARNING IN THE SERVICE OF IMPLICIT GOAL PURSUIT *Baruch Eitam, Ran R. Hassin, and Yaacov Schul, The Hebrew University* – Can implicit goal-pursuit occur in novel contexts? In this talk we argue that the answer is affirmative. Specifically, we suggest that implicit goal-pursuit in novel environments involves facilitating learning of goal-relevant regularities. Furthermore, because the resources of conscious processing are limited, we hypothesized that the learning process is itself implicit. We present three studies that examine this hypothesis. In Study 1, participants engaged in an interactive simulation of a dynamic environment. Successful performance in the simulation depends on learning a rule, and previous research has shown that learning in this task is largely implicit (cf. Berry & Broadbent, 1984). As predicted, participants primed with the goal to achieve show superior learning of the rule. Importantly, learning was implicit in both groups, and no significant differences in measures of explicit motivation emerged. Studies 2 and 3 tested these hypotheses with another implicit learning task – the serial reaction time task (SRT; Nissen and Bullemer, 1987). In this task, participants are unaware of having learned a rule and do not intend to learn it. This enabled us to test whether the intention to learn is a necessary condition. In Studies 2 & 3, the group primed with the goal to achieve showed better acquisition of a rule that facilitated task-performance. Taken together, these results enable two important conclusions; the first is that

implicit goal-pursuit occurs in novel environments through increased adaptation to the environment's structure. The second conclusion is that, countering current conceptualization, implicit learning can be modulated by 'top-down' processes.

CLOSENESS, REACTANCE, AND GOAL CONTAGION EFFECTS

Tanya L. Chartrand, Pontus Leander, and James Y. Shah, Duke University – Four studies examined the ways in which goal contagion occurs in relationships. Three factors, including interpersonal closeness, dispositional reactance, and situational factors, were explored. In each of these experiments, participants read scenarios in which a main character was engaged in behaviors that implied specific goals such as earning money (study 1), engaging in hurricane relief (study 2), or academic achievement (studies 3 & 4). We then used measures of explicit agreement to goal-related statements, as well as timed tasks of participants' implicit goal-based perceptual biases, to assess goal activation. We found that interpersonal closeness moderated goal contagion, such that in high-closeness conditions, participants were more likely to spontaneously adopt the goals implied by the significant other's behavior. Individual differences in reactant tendencies facilitated and inhibited goal activation, depending on the source and nature of the perceived loss of one's freedom. We also found that reactant responses were most likely to occur in conditions of high closeness, in which the "implied" threats to one's freedom were most severe. Moreover, we found evidence that situational factors may inhibit goal contagion in close relationships. Participants who received information that they had been consistently outperformed by a close friend were less likely to catch the goal when the friend was later engaged in behavior implying its further pursuit. This effect was stronger for participants who were themselves high performers in that domain.

IMPLICIT PROCESSES OF DISCREPANCY DETECTION AND REDUCTION

Gordon Moskowitz (Lehigh University), Jeff Stone (University of Arizona), and Ruud Custers (University of Utrecht) – Aversive states are experienced when goals have not been met (e.g., Carver & Scheier, 1981). When experienced, regulatory processes start that allow people to compensate for the detected shortcoming, alleviating the tension/aversive state. Compensatory responses continue until the goal has been addressed and the discrepancy between desired and current level of goal attainment is reduced. Two issues relating to this model are under-explored, and are the focus of our research. First, self-affirmation research illustrates that positive feedback (even self-provided) removes the tension-state associated with dissonance-related discrepancies. Is affirmation sufficient to alleviate the tension associated with unmet goals? If affirmation represents a type of goal attainment, what goal is being attained, how does it relate to the original tension state, and what becomes of that state? Second, once a goal is activated, "testing" ascertains whether the standard is attained. If the discrepancy still exists, self-regulation continues. If not, goal pursuit and associated responses/operations halt. Such models rarely make reference to the issue of whether the goal criterion is implicitly triggered and thus initiate the same set of detection/monitoring processes. Research always begins with participants explicitly given a goal and explicitly alerted to failures at goal pursuit (thus, the initial discrepancy detection that triggers the tension state is explicit). Our research illustrates the implicit nature of discrepancy detection processes that set the control system in motion and that maintain/end it.

THE ROLE OF AUTOMATIC ATTITUDES IN CONSCIOUS AND NONCONSCIOUS GOAL PURSUIT

Melissa J. Ferguson; Cornell University – In what ways does conscious and nonconscious goal pursuit depend on implicit evaluative processing? Previous research suggested that conscious goal pursuit leads to more positive automatic attitudes toward stimuli that can help the goal. Recent work moves beyond this finding and demonstrates a broader set of functional, evaluative processes involved in both conscious and nonconscious goal pursuit.

In particular, the current work tests whether people automatically evaluate as negative those stimuli that compete with a nonconscious goal, and automatically evaluate as positive those stimuli that help a conscious or nonconscious goal. Moreover, this work examines the functionality of these processes by testing whether they emerge primarily for those who are skilled at the goal. In Experiment 1, participants were subliminally primed with an academic goal or not, and then implicitly evaluated social activities that would compete with the goal. Only those skilled at the academic goal automatically evaluated social activities as significantly more negative in the academic versus control condition. In the second and third experiments, participants were either consciously (Exp. 2) or nonconsciously (Exp. 3) primed with a social or academic goal, or control stimuli. They then implicitly evaluated stimuli relevant (or not) to an academic goal. Across both experiments, those skilled at the academic goal automatically evaluated the academic-stimuli as positive when the academic goal was active, and as negative when the social goal was active. Together, these findings show that effective conscious and nonconscious goal pursuit depends on a variety of implicit evaluative processes.

J5 PERSPECTIVES ON THE SELF: SOCIAL PSYCHOLOGICAL IMPLICATIONS OF POINT OF VIEW IN MENTAL IMAGERY

Cotton Row Room

Chairs: Lisa K. Libby, The Ohio State University, and Richard P. Eibach, Williams College

Summary: In the past few decades the field of self psychology has been transformed by the infusion of concepts and methodologies from social cognition. The dynamic self-concept has been a particularly influential framework (Markus & Wurf, 1987). This tradition of research has focused primarily on the cognitive contents of self-representations including self-schemas, self-guides, and personal narratives. However, until recently the phenomenology of the self has been a relatively neglected topic. The present symposium draws together researchers from different areas of social psychology who have independently investigated the psychological properties of one important aspect of self-related phenomenology: visual perspective in images of remembered and imagined events. Just as the cognitive contents of the self-concept are dynamic and flexible, so is the visual perspective people use when picturing events from their lives. Sometimes people use their own first-person visual perspective, but other times they use an observer's third-person visual perspective, viewing themselves in the scene. As the presentations in this symposium demonstrate, this phenomenological distinction has important implications across a range of social psychological domains. Libby and Eibach examine the effects of imagery perspective on construal, self-judgments, and behavior. Buehler explores how imagery perspective affects motivation and self-prediction. Kross, Ayduk, and Mischel show that visual perspective can influence emotion-regulation processes. Finally, Cohen examines how perspective reinforces cultural differences in representations of the self. Cumulatively, these presentations demonstrate that imagery perspective both reflects and influences important psychological processes that span the fields of self psychology, social judgment, motivation, emotion, and cultural psychology.

ABSTRACTS

PICTURE YOURSELF: HOW IMAGERY PERSPECTIVE AFFECTS ACTION CONSTRUAL, SELF-CONCEPT, AND BEHAVIOR Lisa

Libby, The Ohio State University, Richard P. Eibach, Williams College – When thinking about past or future events from their own lives, people often picture those events in their mind's eye. Interestingly, they do not always use their own first-person visual perspective; sometimes they pic-

ture events from an observer's third-person visual perspective, so that they see themselves in the image. The present research demonstrates that the perspective people adopt when thinking about life events influences basic aspects of social perception such as construal level, and more complex aspects such as self-judgments and behavior. One set of studies shows that people are more likely to think about their own actions abstractly—in terms of traits, goals, and personal identities—when they picture doing those actions from the third-person perspective. Because imagery perspective affects the meaning people see in their own actions, it should also affect related self-judgments and behavior. Indeed, we have found that the visual perspective people use to picture a past event moderates the impact of that event on their present self-concept and their overt behavior. In another study, the visual perspective people used to picture themselves doing a potential future action—voting in the 2004 United States presidential election—affected not only their self-perceptions as voters, but also their actual voting behavior. Together this research shows that the visual perspective people use to picture life events is important to understanding the interface between autobiographical memory, imagination, and the self-concept.

SEEING THE FUTURE: EFFECTS OF IMAGERY PERSPECTIVE ON MOTIVATION AND SELF-PREDICTION Roger

Buehler, Wilfrid Laurier University – People's images of the future influence their current thoughts, feelings, and behavior. Thus, social psychologists have a long-standing interest in how people envision upcoming events. Our research explores the role of visual perspective in various psychological phenomena involving mental images of future events. One set of studies examined the motivational impact of imagining future success. We proposed that people would feel greater motivation when they visualized a successful task performance from a third- rather than a first-person perspective. This hypothesis follows from recent theory relating visual perspective to construal. People who visualize a desired future event from a third-person perspective may construe it a higher level of abstraction—in a manner that highlights its larger meaning and significance—which should enhance their motivation to attain it. Three experiments in an academic domain supported this reasoning. Students reported increased motivation to succeed on a task when they imagined their successful performance from a third- rather than a first-person perspective. Mediation analyses revealed that adopting the third-person perspective prompted participants to construe the task at a higher level of abstraction and to perceive it as more important which, in turn, boosted their motivation. We have also recently examined the role of visual perspective in self-relevant predictions, including estimates of the time needed to complete future tasks and forecasts of emotional reactions to future events. As a whole, our research illustrates that visual perspective is an important phenomenological aspect of future imagery that can determine its impact on current thoughts, feelings, and decisions.

ENABLING ADAPTIVE “WORKING-THROUGH” Ethan

Kross, Columbia University, Ozlem Ayduk, University of California, Berkeley, Walter Mischel, Columbia University – How can people effectively “work-through” intense negative emotional experiences? We propose that two critical mental operations function in tandem to facilitate adaptive reflection. One is the adoption of a self-distanced (rather than a self-immersed) perspective. The other is a “why” focus on the specific reasons underlying one's feelings (rather than a “what” focus on the specific emotions experienced). The combination of these operations (i.e., why focus from a self-distanced perspective) is important because jointly they serve to attenuate emotional reactivity by directing attention to a less concrete and more abstract analysis of one's experience. Thus, the individual can re-represent the experience and the emotions it elicited in relatively cool terms, making sense of it without reactivating its aversiveness. In this talk, we will first present data from a short-term longitudinal study that examined both the immediate and delayed implications of the distanced-why strategy for adaptive emotion-regulation. Results indicated that the

distanced-why strategy enabled individuals to focus on recalled depression-related experiences without reactivating excessive negative affect compared to a rumination condition. Furthermore, the distanced-why strategy also helped buffer individuals against negative affect when cued to recall their experience again one day later and served to reduce rumination over time. We will then present findings from studies examining individual differences in the spontaneous use of the distanced-why strategy, which indicate that such differences are meaningfully related to the effectiveness of both short- and long-term coping with unresolved negative events. The theoretical and applied implications of these findings will be discussed.

CULTURE, PERSPECTIVE, AND THE STRUCTURE OF PERSONAL EXPERIENCE

Dov Cohen, University of Illinois at Urbana-Champaign – We argue for the importance of understanding the role of culture in structuring mental imagery and phenomenological experience. To illustrate, we contrast an “outsider” or third-person perspective on the self of Asian Americans with an “insider” or first-person perspective on the world for Euro Americans. We examine a) the outsider versus insider perspective by looking at the phenomenology of memory imagery, online imagery, visualization of narratives, and relational versus egocentric projection, b) the implications for cultural differences in egocentric biases that derive from dwelling too much in one’s own internal experience, and c) the emergence of developmental differences in characterizing the social world. We argue that the lessons of experience and cultural ideology co-create each other, and we illustrate this by describing some ways that distinct phenomenological experiences are intimately tied to cultural norms, beliefs, and ideals.

J6 UNDERSTANDING REACTIONS TO HURRICANE KATRINA: SOCIAL PSYCHOLOGICAL FACTORS INFLUENCING BELIEFS ABOUT THE HURRICANE, INTERGROUP BIAS, AND HELPING BEHAVIOR

Room L-10

Chairs: *Jennifer S. Hunt, University of Nebraska-Lincoln, and Amy J.C. Cuddy, Northwestern University*

Discussant: *John Dovidio, University of Connecticut*

Summary: Hurricane Katrina raised many theoretically and practically important questions about intergroup relations. This symposium assembles five lines of research that examine theoretically-derived predictors of reactions to Katrina. The first talk examines how intergroup inferences about the victims’ emotional states influence intentions to volunteer for relief efforts (Cuddy & Norton). The second talk investigates how intergroup emotions are influenced by news broadcasts conveying racialized or non-racialized explanations for the Katrina crisis (Eccleston & Kaiser). The third talk demonstrates how lay definitions of racism influence people’s judgments about the hurricane response (O’Brien et al.). The fourth talk examines intergroup bias and helping in communities that received Katrina evacuees, showing that intergroup contact, individuating information, and perceived group threat each affect prejudice and stereotypes about African Americans, as well as support for assisting the evacuees (Hunt et al.). The fifth talk (Hamedani, Markus, et al.) addresses a common question related to helping the storm victims: Why didn’t they all evacuate? The researchers show that sociocultural models of agency differ between individuals who evacuated versus stayed. By examining a variety of psychological constructs as both independent and dependent variables, these studies demonstrate how research on impactful real-world events can inform theoretical models of intergroup relations. In addition, these talks examine responses to the hurricane from various perspectives: unaffected observers (Cuddy, Eccleston), individuals from affected communities

(O’Brien, Hunt), and actual storm victims (Hamedani). John Dovidio will discuss these papers, addressing their theoretical and practical contributions and relationship to the broader literature on intergroup relations.

ABSTRACTS

PERCEIVING THEIR ANGUISH: INTERGROUP INFERENCES OF SECONDARY EMOTIONS AND HELPING

Amy J. C. Cuddy, Northwestern University, Michael I. Norton, Harvard Business School – This research examines how differences in observers’ beliefs about the emotional anguish of victims may have contributed to the inadequate helping response to Katrina victims. After encountering tremendous stress and loss, many of these victims were likely experiencing complex emotions such as grief, mourning, and dismay. We propose that many consumers of Katrina news coverage failed to perceive outgroup Katrina victims as experiencing these emotions, and that this denial enervated the overall helping response. In two studies participants inferred the emotional states of individualized (Study 1) or aggregated (Study 2) Black or White victims depicted in news stories, and reported their sympathy toward and intentions to help such victims. Participants infra-humanized (Leyens et al, 2000) outgroup victims, believing that they were experiencing fewer secondary, “uniquely human” emotions (e.g., anguish, mourning, resentment) than ingroup victims, but equal primary, “non-uniquely human” emotions (e.g., distress, fear, pain). The extent to which participants did infer secondary emotions about outgroup victims, however, predicted their intentions to help; participants who infra-humanized outgroup victims were less likely to (a) volunteer for hurricane relief efforts (Study 1) and (b) support government-administered hurricane relief programs (Study 2). The relationship between infra-humanization and helping was mediated by felt sympathy toward victims (Study 2). This investigation extends prior research by (a) demonstrating infra-humanization of individualized (as opposed to aggregated) outgroup members, (b) examining infra-humanization via inferred emotional states (as opposed to emotions as ascribed traits), and (c) identifying links between infra-humanization and felt emotions toward outgroup members and (d) intergroup helping.

WHITE AMERICANS’ PERCEPTIONS OF RACISM IN THE AFTERMATH OF HURRICANE KATRINA

Laurie O’Brien, Tulane University, Glenn Adams, University of Toronto and University of Kansas, Jessica Nelson, University of Kansas – Many White Americans are ignorant of the role of structural factors in racism and tend to see racism as the product of biased individuals engaging in intentional acts of differential treatment as opposed to the result of cultural and institutionalized practices (e.g., Kluegel & Bobo, 1993). This may explain why most Whites did not believe that racism played a role in the governments’ response to Hurricane Katrina. This longitudinal study examines perceptions of racism in Katrina events among White students attending college in New Orleans. We hypothesized that individual differences in conceptualizations of racism would predict perceptions of racism in Katrina events. Using a bipolar scale, participants indicated the extent to which they believe racism should be defined as individual prejudicial attitudes as opposed to institutional practices that subordinate a race of people. Participants indicated a significant preference for individualist definitions of racism. Moreover, a multiple regression analysis revealed that definitions of racism at Time 1 predicted perceptions of racism in Katrina events at Time 2, even after controlling for perceptions of racism at Time 1. Whereas participants with a strong preference for individualist definitions of racism tended to perceive decreasing amounts of racism over time, those with more institutional definitions of prejudice showed little changes in perceptions of racism. Perceptions of racism in Katrina events had important and lasting effects on participants. Perceiving less racism was associated with increases in American identity, perceptions that America is a permeable society, and the tendency to blame hurricane victims.

INTERGROUP BIAS FOLLOWING HURRICANE KATRINA: RACIALIZED EXPLANATIONS IN A NATURALISTIC CONTEXT

Collette P. Eccleston, Syracuse University, Cheryl R. Kaiser, University of Washington – This talk addresses how exposure to media coverage arguing that racism was responsible for the government's tragically bungled Hurricane Katrina disaster response affected social identity-related process among Blacks and White Americans. We reasoned that racialized explanations for the disaster response pose a threat to the collective integrity of Blacks and Whites, and that these threats would cause them to become more extreme in their beliefs about their racial group, resulting in intergroup bias. Furthermore, given these potentially divisive intergroup consequences of racialized explanations, especially for White Americans, we addressed whether empathy with Hurricane Katrina victims can mitigate these consequences. In Study 1, Whites exposed to media coverage arguing that the Hurricane Katrina disaster response was due to racism displayed greater racial ingroup attachment and intergroup bias compared to Whites exposed to coverage conveying that the government's incompetence was to blame for the disaster response. In contrast, Black Americans' levels of ingroup attachment and intergroup bias did not differ across video conditions. In Study 2, Whites displayed less ingroup attachment and intergroup bias when they were encouraged to be empathetic toward hurricane victims compared to when they were encouraged to be objective as they viewed videotaped claims of racism. This research extends work on the consequences of claiming discrimination to the realm of a large-scale, real world intergroup event, and also provides insight into how to reduce the negative intergroup consequences that these claims otherwise engender. Further, this research has implications for understanding how media coverage can affect intergroup relations.

DYNAMIC EFFECTS OF INTERGROUP CONTACT, INDIVIDUATING INFORMATION, AND PERCEIVED THREAT ON PREJUDICE AND STEREOTYPES AMONG HURRICANE KATRINA RELOCATION COMMUNITY MEMBERS

Jennifer S. Hunt, Brian E. Armenta, April L. Seifert, & Jessica L. Snowden, University of Nebraska - Lincoln – Following Hurricane Katrina, African American storm victims were relocated to communities across the U.S. We examined whether community members' perceptions of and experiences with the evacuees influenced prejudice and stereotypes toward African Americans as a whole. Using a dynamic perspective, we hypothesized that intergroup contact, individuating information, and perceived threat would independently and interactively affect intergroup bias over time. We also predicted that contact and individuating information would affect different components of intergroup bias, with contact influencing prejudice and individuating information influencing stereotypes. Perceived threat was expected to influence both prejudice and stereotypes. To test these hypotheses, 368 residents of three predominantly European American communities (Colorado Springs, Salt Lake City, San Antonio) that received substantial numbers of Katrina evacuees were interviewed at three points in time. As hypothesized, at Wave 1, intergroup contact predicted lower prejudice, but not stereotypes; individuating information predicted lower stereotype endorsement, but not prejudice; and realistic and symbolic threat predicted higher prejudice and stereotype endorsement. Further, each of these variables independently predicted support for continued local assistance of the evacuees. Preliminary longitudinal analyses indicate that perceived threat at Wave 1 predicted changes over time in prejudice, stereotype endorsement, and support for assisting the evacuees. Knowledge of individuating information about the evacuees also predicted changes over time in stereotype endorsement. This research expands our theoretical understanding of prejudice and stereotyping as dynamic processes that are affected by multiple factors and evolve over time when communities experience population changes, such as the Hurricane Katrina relocations.

CONFRONTING KATRINA: SOCIOCULTURALLY DIVERGENT MODELS OF AGENCY SHAPE RESPONSES TO DISASTER

MarYam Hamedani, Nicole Stephens, Hilary Bergsieker, Hazel Rose Markus, Stanford University – In the aftermath of Hurricane Katrina, reporters and observers of the tragedy repeatedly asked why so many people stayed in the disaster areas instead of evacuating. Many concluded that something was wrong with those who did not leave. The prevailing implicit assumption was that any sensible person—taking appropriate personal responsibility, making informed choices, and acting to control the situation—would evacuate. This understanding of how to act reflects a particular model of agency: implicit ideas and practices about how to be a normatively appropriate person that guide action (e.g., Markus & Kitayama, 2003). Understanding behavior in a disaster requires examining how these models operate for people engaged in different social class contexts. To illuminate various models of agency we used an open-ended semi-structured interview that allowed participants to discuss their responses to the hurricane. We interviewed Katrina survivors, contrasting the perspectives of those who stayed and those who fled prior to the disaster. The interviews included a series of questions designed to capture participants' models of agency. We found that the behavioral explanations given by people who stayed and people who left reflected divergent models of agency. Those who evacuated were relatively more likely to draw upon a model of agency prevalent in middle class contexts, one that emphasizes independence, choice, personal control, and future-mindedness. In contrast, we found that those who stayed were more likely to explain their behavior in terms of a model of agency prevalent in working class contexts, one that emphasizes interdependence with one's community and kin, staying tough and enduring hardship, maintaining integrity, and making the best of difficult circumstances.

J7 COGNITIVE BASES OF STRONG AFFILIATION WITH POLITICAL GROUPS

Room L-6

Chairs: Conor Seyle, University of Texas, and Hulda Thorisdottir, New York University

Summary: This symposium seeks to examine the cognitive basis of adherence to political ideology in general and allegiance to political extremism in particular. Because political groups are organized around a shared set of values and beliefs about the way the world should be, the cognitive processes that lead members to sympathize with or strongly commit to political groups are interesting even above and beyond those leading to affiliation with other groups. Moreover, the real-world impact of commitment to political groups makes this research important for applied as well as theoretical reasons. This symposium provides several perspectives on the underlying processes leading people to affiliate with specific political perspectives or groups. Thorisdottir and Jost use experimental evidence to show how affiliation with conservative ideologies is related to perceived threat. Golec de Zavala and Federico present research on how cognitive closure leads to endorsement of competitive approaches to conflict resolution and patterns of affiliation with groups that support such approaches. Baray and colleagues explore the role of the personal self-concept in motivating membership in Turkish nationalist groups. Finally, Seyle & Pennebaker use linguistic analysis to examine the psychological processes that define political extremism, and argue that these processes are closely related to the formation of the self-concept. Taken as a set, these four talks present a variety of perspectives on the individual motivations that lead people towards strong affiliation with political groups or ideologies as well as descriptions of what the psychological processes reaffirming this affiliation might be.

ABSTRACTS

WHERE THREAT LINGERS CONSERVATISM PREVAILS *Hulda Thorisdottir, New York University, John Jost, New York University* – Three studies address the relationship between perceived threat and political attitudes. Perception of threat has previously been related to political conservatism, although the causes of that relationship still remain speculative. We propose that there exists a link between conservatism and threat due to the nature of conservative ideology and the effects of threat on cognition. That threat will lead to reduction in cognition which in turn leads people to embrace conservatism because of its simple structure and reliance on authorities as an obvious solution to threat. This will generalize over a variety of threats, such as societal threat and threat to self. I furthermore theorize that threat is more strongly related to social conservatism than economic conservatism because the latter relies less on authorities and the status quo than the former. In the first study, done amongst 600 active members of a European center-right political party, participants reported more conservative political attitudes when thinking of a variety of different threats than when they did not. In study two threat was induced, using American undergraduate students, by making the end-points on a response scale for questions asking about how frequently participants thought about the threat of terrorism, either more or less extreme (high-threat vs. low-threat). In study three participants thought of previous instances where they felt personally threatened. Results from both studies show that participants in the high-threat condition report higher need for cognitive closure, higher perception of a dangerous world and more political conservatism, than those in the low-threat condition.

NEED FOR CLOSURE AND CONFLICT-STRATEGY PREFERENCES: EXPERIMENTAL EVIDENCE FOR THE MODERATING EFFECT OF SALIENT CONFLICT SCHEMAS *Agnieszka Golec de Zavala, Middlesex University, Christopher M. Federico, University of Minnesota* – A long line of work suggests that variables associated with cognitive rigidity and/or close-mindedness – such as the need for cognitive closure – tend to be associated with “competitive” approaches to conflict resolution (e.g., Shah et al., 1998; see also Jost et al., 2003). Qualifying this somewhat, our previous research suggests that a high need for closure is more likely to be associated with a preference for competitive (rather than cooperative) approaches to conflict resolution among individuals who possess a “hostile conflict schema,” i.e., a model of intergroup relations which suggests that aggression is the proper way of dealing with one’s opponents (Federico, Golec, & Dial, 2005; Golec & Federico, 2004). In these studies, we looked at this interactive conflict-schema hypothesis from an individual-differences perspective, focusing on conflict schemas linked to enduring worldviews (e.g., about the nature of international relations) or forms of group identification (e.g., nationalism versus patriotism, etc.). Extending our hypothesis, the studies we report here demonstrate that situationally-activated conflict schemas – as well as chronically-accessible ones – may also moderate the relationship between the need for closure and conflict strategy preferences. Study 1 manipulated the accessibility of participants’ conflict schemas using different descriptions of a contemporary political conflict. In turn, Studies 2 and 3 unobtrusively manipulated conflict-schema accessibility using primes embedded in an ostensibly-unrelated lexical decision task. All three studies provided a clear pattern of support for the conflict-schema hypothesis: the need for closure was more strongly associated with competitiveness when a hostile conflict schema was made salient to participants.

WHEN “I” EQUALS “WE”: EXPLORING THE RELATION BETWEEN SOCIAL AND PERSONAL IDENTITY IN EXTREMIST GROUPS *Gamze Baray, Tom Postmes, Jolanda Jetten, University of Exeter* – This research introduces the concept of self-defining groups to explain how the extremist social group influences the self-concept. Two

studies were conducted. Study 1 examined how the personal and social self-concept is influenced by affiliation with a social group that has clear-cut, rigid norms and values. Participants were members of a (self-defining) Turkish nationalist organization (N=66) and a control group of Turkish university students (N=58). Paradoxically, high levels of national identification were associated with stronger personal identity. Study 2 used the same participant population (N=177) and manipulated self-focused attention by means of a mirror. Self-aware members reported the highest levels of identification with the nationalist organization. Results suggest that members of this extremist groups show no signs of “vanishing individuality”: Although boundaries between personal and social identities are blurred, extremist group members retain a distinct and strengthened sense of personal identity. This raises some interesting questions for the concept of personal identity and how it can be informed by the content of one’s social identity. This presentation will first discuss the reasons why lay explanations for extremism might disguise the real dynamics behind this social phenomenon. Then the concept of “self-defining” groups will be introduced. We suggest that social identities which provide an unambiguous guideline about “how to be” have a self-defining power and this potential of self-defining groups might elucidate extremism and its underlying causes. Moreover, we will question whether, in such self-defining groups, personal identity can still be distinguished from social identity.

THE LANGUAGE OF POLITICAL EXTREMISM *Conor Seyle, J. W. Pennebaker, University of Texas* – Extremism is a form of commitment to a group in which a group member sees his or her group as absolutely correct, endowed with moral authority, and threatened by opposing out-groups or entities. It is a powerful state that can motivate dramatic behavior, but research on the psychological processes which enable this state has not yet developed a complete understanding of the motivations that lead towards extremism or the mechanism that supports it. Computerized linguistic analysis provides a way to advance research in the psychology of extremism through the analysis of real-world extremist discussions. In the current research, data were collected from the online discussions of six groups likely to support extremism across the political spectrum (N=513). Each comment was coded for level of extremism, and was then analyzed using the Linguistic Inquiry and Word Count program (Pennebaker, Francis, & Booth, 2001). The resulting analysis finds stable linguistic correlates of extremism such that people coded as higher in extremism consistently used language which emphasized the group, downplayed the role of the individual, and sharply distinguished between members of the group and nonmembers. This was true regardless of where the group member fell on the political spectrum. These findings are best interpreted as supporting the prediction that political extremism is related to a particular construction of the self-concept rather than realistic conflict or rational calculations of political affiliation.

Poster Session A

A1

STEPPING UP AND STEPPING BACK FROM CHANGE: POSITIVE AND NEGATIVE RESPONSIBILITY FOR GENDER DIVERSITY

Sara McClelland, Michelle Fine; The Graduate Center, City University of New York – This study examined how university leaders, when faced with a gender diversity initiative, negotiated a personal sense of responsibility for increasing the representation of female faculty in science, technology, engineering, and medicine (STEM) departments. Qualitative and quantitative analysis of interviews with 31 STEM departmental chairs and deans revealed two dimensions of responsibility: Positive and Negative. Responsibility for changing the status of women in traditionally male-dominated fields such as science and math was viewed as residing in both the speaker, as well as deflected onto other groups, including the speaker's male colleagues and female faculty. A quantitative analysis of the interviews revealed significantly different patterns in how other people were named as concurrently responsible for gender diversity. Those leaders who exhibited Negative Responsibility were more likely to attribute responsibility for gender diversity to female faculty, positioning women as those most responsible for changing the structures and attitudes that impede their progress and representation in STEM fields. Conversely, those who exhibited Positive Responsibility were more likely to describe themselves and their male colleagues as more responsible for changing institutional and personal patterns of behavior. These findings highlight the need to understand the social psychological qualities of responsibility and attribution by those in leadership positions as essential to the success of change initiatives.

A2

CAN'T TAKE MY EYES OFF YOU: SEXUAL AROUSAL, JEALOUSY, AND BIASES IN ATTENTIONAL ADHESION

Jon Maner, Matthew Gailliot; Florida State University – From a functionalist perspective, emotions are expected to exert specific effects on social cognition, promoting biases and attunements that facilitate adaptive responses to particular social threats and opportunities. Although many theories presume that emotions can elicit functionally-specific biases at all stages of cognition, from basic, lower-order processes such as attention and initial encoding to more complex processes such as overt judgment and decision-making, previous research has tended to focus on explicit, higher-order cognitive processes. In two experiments we examined effects of two socially-relevant emotional states -- sexual arousal and sexual jealousy -- on basic, "early-stage" social perception. After undergoing an emotional priming procedure designed to evoke either sexual arousal (Study 1) or jealousy (Study 2), participants performed a "dot probe" visual cueing task that assessed biases in attentional adhesion -- a tendency to have one's attention quickly and automatically captured by particular social stimuli. In both studies, emotional primes interacted with relevant individual differences to elicit functionally-specific biases in attentional adhesion: whereas sexual arousal increased attentional adhesion to attractive members of the opposite sex (potential romantic partners), sexual jealousy increased attentional adhesion to attractive members of participants' own sex (potential intrasexual rivals). Effects of sexual arousal and jealousy were observed only among sexually promiscuous participants and chronically jealous participants, respectively. Findings highlight the links between emotion, motivation, and basic, "early-in-the-stream" social cognition.

A3

GENES AND SOCIAL ENVIRONMENT AS REFERENCE POINTS IN ESSENTIALIST LAY THEORIES

Johannes Keller, Ulrike Rangel; University of Mannheim – The concept of psychological essentialism refers to laypeople's tendency to see social categories as "natural" and to believe that category members share deeper, underlying essential features which account for observable characteristic features. Recent research on psychological essentialism stressed the important role of essentialist beliefs in stereotyping and prejudice. We argue that individuals can refer to genes and the social environment in essentialist lay-theorizing and that two distinct lay-theoretical perspectives are well represented in lay people's essentialist beliefs. First, essentialist beliefs can be based on the assumption that (stereotypic) traits of category members are genetically determined and that differences between social groups can be traced back to biological differences (biological determinism). Second, essentialist lay-theorizing can be based on the belief that category members share histories of socialization and are influenced by specific social environments resulting in commonalities in distinct essential characteristics (social determinism). Accordingly, a social and a biological component of psychological essentialism can be differentiated and we developed instruments to assess and methods to manipulate these distinct components of essentialism in our research. Results of several studies indicate that the two components do not necessarily represent opposite poles of essentialist lay-theorizing and that individuals can and actually do endorse both lay theories in combination. Moreover, our findings reveal that both forms of essentialist beliefs are related to important constructs of motivated social cognition (stereotyping; prejudice; perceived homogeneity of social categories; informational value attributed to category information). Our discussion refers to essentialist beliefs as tools serving basic social and cognitive motives.

A4

HYPERTENSIVE PATIENTS AND BATTERED WOMEN: PERCEIVED RISK REDUCTION PREDICTS INTENTIONS

Marie Helweg-Larsen, Hilary Harding; Dickinson College – Behind much research on perceived risk lies the assumption that risk perceptions are associated with preventive behavior. However, the relationship between perceived risk and behavior is inconsistent in part due to incorrect measurement (Weinstein et al, 1989). Specially, researchers often inadvertently test the accuracy hypothesis (people who are engaged in preventive behaviors estimate their risk as lower) instead of the intended motivational hypothesis (people who believe they are at risk engage in preventive behaviors to reduce their risk). In two different populations we investigated the motivational hypothesis and we expected participants' perceived risk reductions (∆R) to be associated with intentions to engage in the desired behavior (take their hypertension medications or leave their batterer). In samples of hypertensive patients under medical care (N=293) and battered women in a domestic violence shelter (N=39) results supported the motivational hypothesis. In hypertensive patients perceived risk reductions were related to intentions to take hypertension medication in the future. Similarly in battered women perceived risk reductions were related to intentions to permanently leave the batterer. We argue that the use of conditional risk questions is essential in a cross-sectional design. Future research should consider the timing of the events (of diagnosis or history of violence) and include behavioral data other than intentions.

A5

YOU FEEL LIKE ME AND WE AGREE: SHARED MOODS AND GROUP-LEVEL INFORMATION PROCESSING *Kosha Bramesfeld, Karen Gasper; The Pennsylvania State University* – In this talk, we use theory on mood and information processing to examine how shared moods influence group-level information processing. We propose that mood valence influences the level at which group members focus on information. But, it is the shared experience of that mood state that determines whether group members develop a common focus on information. Indeed, we hypothesize that when group members fail to share the same mood state, they will also fail to develop a common focus on the information. Consistent with these hypotheses, in Experiments 1 and 2, we found that group members in a shared happy mood condition performed better on a hidden profiles task than group members in a shared sad mood condition because group members in happy moods focused broadly on the full range of unique, critical information that each group member could provide, while group members in sad moods focused more cautiously on the ‘safe’ information that group members’ received in common. Experiment 3 then replicated these findings, and also found that group members in a mood diverse control condition focused on both the common and unique information less than group members in either shared happy or sad moods. The results establish that (a) moods influence group-level information processing and performance, (b) information focus is the key mechanism behind these mood effects, and (c) the experience of shared moods may be just as important as mood valence in understanding the effects of mood on group-level information processing.

A6

BLATANT BENEVOLENCE AND CONSPICUOUS CONSUMPTION: WHEN ROMANTIC MOTIVES ELICIT COSTLY DISPLAYS *Vladas Griskevicius¹, Josh Tybur², Jill Sundie³, Robert Cialdini¹, Geoffrey Miller², Douglas Kenrick¹; ¹Arizona State University, ²University of New Mexico, ³University of Houston* – Conspicuous displays of consumption and benevolence have been posited to serve as ‘costly signals’ of desirable mate qualities. Following this logic, a series of experiments examined how romantic motives influenced such displays. Consistent with predictions, for men, priming a romantic goal increased their willingness to spend on conspicuous luxuries (such as vacations, lavish dinners, and cars), but did not increase spending on basic necessities (such as aspirin, toothpaste, or tissues). For women, a romantic goal boosted pro-social behaviors in public contexts (such as volunteering at a homeless shelter or other pro-social community organizations), but did not boost pro-social behaviors in private contexts (such as picking up trash by oneself at a park or taking shorter showers). Although romantic motivation did not generally induce more pro-social behavior in men, it did increase men’s helpfulness in contexts allowing for displays of heroism or dominance. Similarly, although mating motivation did not lead women to conspicuously consume, it did lead women to spend more money on helpful or philanthropic causes. Overall, romantic motives seem to produce highly strategic self-presentations, which may be best understood within a costly signaling framework.

A7

NEGATIVE SOCIAL EVALUATION – BUT NOT INATTENTIVE PRESENCE OF ANOTHER – ELICITS CORTISOL RESPONSES TO A LABORATORY STRESSOR TASK *Sally Dickerson, Peggy Mycek, Frank Zaldivar; University of California, Irvine* – Recent research has supported the premise that performance conditions characterized by social-evaluative threat (SET), in which an aspect of the self could be judged by others, are associated with cortisol responses. However, it remains unclear whether this effect is due to negative social evaluation per se or simply the presence of another during a performance situation. In the present study, eighty-nine undergraduates delivered a speech in

one of three conditions: in front of an evaluative audience panel (SET), in the presence of an inattentive confederate (PRES), or alone in a room (non-SET). Consistent with hypotheses, participants in the SET condition demonstrated a significant cortisol response, while those in the non-SET and inattentive presence conditions did not show increases in this hormone. Further, participants who reported greater post-task levels of self-conscious cognitions and emotions demonstrated the greatest increases in cortisol. These findings suggest that the mere social presence of others is not driving the changes in cortisol observed under social-evaluative threat; instead, explicit negative social evaluation may be responsible for increases in this health-relevant physiological parameter.

A8

WHEN POWER IS ILLEGITIMATE: AGGRESSION TOWARD AND DEROGATION OF SUBORDINATES *Nathanael Fast¹, Serena Chen²; ¹Stanford University, ²University of California, Berkeley* – What happens when a powerholder perceives that his or her power is illegitimate? Three studies suggest that when the deservingness or legitimacy of one’s formal position of power is chronically or temporarily threatened, powerholders are driven by the goal of reestablishing a subjective sense of legitimacy through aggression toward and derogation of those below them. Based on a national sample of working adults, Study 1 found that higher positions of power at work paired with chronic concerns about being negatively evaluated were associated with particularly high levels of aggression. Study 2 showed that people were more likely to respond with anger and to administer punishments to problematic employees in an imaginary scenario when the deservingness of their position of power was threatened. Study 3 showed that people assigned to an actual position of power derogated their subordinate and harmed his or her chances of winning money when they received feedback calling into question the legitimacy of their high-power position, relative to those that received no feedback or feedback bolstering their feelings of competence. In sum, when the deservingness of people’s objective power is threatened, they tend to aggress toward and derogate others as a means of restoring a subjective sense of legitimacy. This research has implications for when and why the abuse of power occurs.

A9

MIND ATTRIBUTION AND PREJUDICE *Megan Kozak¹, Joshua Correll², Trang Doan¹; ¹Roosevelt University, ²University of Chicago* – This study examined whether prejudice toward a social group corresponded to the dementalization (i.e., failure to attribute high-level mental states) of an individual group member. Participants read a description of a fictitious male undergraduate, who was presented as either Black or White. Participants were asked to complete the Mind Attribution Scale (MAS), which measured the degree to which they imbued the actor with the capacity to act with intention, engage in higher order thought, and experience emotion. Participants also completed a measure of prejudice toward Blacks. The results demonstrated that White participants who were higher in prejudice toward Blacks (1 SD above the mean) tended to dementalize the Black actor (relative to the White actor). Minority participants showed no difference in ratings for the two actors. Furthermore, among White participants, there was a tendency for those who expressed greater levels of prejudice toward Blacks in general to express less liking for the Black actor. Mediation analyses revealed that the difference in ratings on the MAS fully accounted for difference in liking for the two actors. The reverse pattern of mediation was not found.

A10

MEANING MAINTENANCE MODEL: THE CASE OF THE ‘TRANSMOGRIFYING EXPERIMENTER’ *Travis Proulx, Steve Heine; University of British Columbia* – The Meaning Maintenance Model (MMM) proposes that we maintain mental representations of expected associations that organize our perceptions of the world and ourselves. Meaning frameworks allow us to feel that our experiences generally make sense,

and we are motivated to maintain these frameworks in the face of unexpected observations that threaten to invalidate them. When meaning frameworks are violated by unexpected experiences, we often respond by reaffirming other expected associations that are in no way related to those that were violated - a process termed fluid compensation. MMM proposes that expected associations are radically substitutable with one another when we attempt to restore a feeling that our experiences generally make sense. To demonstrate the radical substitutability of meaning frameworks, we exposed participants to an unconscious perceptual anomaly in an attempt to elicit a reaffirmation of their moral beliefs. Participants in the 'transmogrifying experimenter' condition were exposed to a change blindness manipulation whereby one experimenter was switched with another similarly dressed experimenter as they filled out a series of questionnaires. Even though the vast majority of participants did not notice this switch, participants in the 'transmogrifying experimenter' condition were subsequently more punitive in their views towards prostitutes than participants in a control condition where no initial switch took place. This reaffirmation of an unrelated meaning framework was proportionate with other conditions which elicited conscious disruptions of meaning i.e. prompting participants to recall a time when they felt meaningless, or reminding participants of their own mortality.

A11

THE MISSING MOTIVATION: CARE FOR OTHERS AS A MOTIVATION TO IDENTIFY WITH GROUPS

Adi Amit¹, Sonia Roccas²; ¹The Hebrew University of Jerusalem Israel, ²The Open University of Israel - Research on the motivational basis for identification with groups identified several main motivations: self-enhancement, uncertainty avoidance and the opposing motivations of assimilation and differentiation. Drawing on value literature, we propose that group identification can serve to attain an additional motivation: express care and concern for others. This motivation is opposed to self-enhancement. Thus we propose that identification with groups is motivated by four basic motivations: self-enhancement versus care for others, and uncertainty reduction versus distinctiveness. We tested our model in four empirical studies across two cultures. Drawing on Schwartz theory of values we created descriptions of four prototypes of context-free groups. Each group was described in terms of one of the four motivations. In Study 1 participants rated the extent to which real-life groups were similar to the each of the four descriptions. Findings indicate that groups can serve to attain each of the four basic motivations and that people may attain opposing motivational goals by virtue of their group memberships. In Study 2 participants reported their personal values and the extent to which they wish to be involved in groups that represent the four basic motivations. Findings indicate that involvement in groups results from congruency between personal values and group characteristics. In Studies 3 and 4 we used similarity judgments to map a series of real-life groups according to the motivational goal they allow their members to attain. Taken together the four studies indicate that identification with group may reflect the selfless motivation to care for others.

A12

CAN WHERE PEOPLE VOTE INFLUENCE HOW THEY VOTE? THE INFLUENCE OF POLLING LOCATION TYPE ON VOTING BEHAVIOR

Christian Wheeler, Jonah Berger, Marc Meredith; Stanford University - In the United States, most voters are assigned to a vote at a particular neighborhood polling location, but could where people happen to vote influence how they do so? This paper examines the intriguing possibility that due to the affect of subtle environmental influences on behavior, the type of polling place in which people vote (e.g. church or school) can influence how they cast their ballot. Two studies illustrate this effect, using both a laboratory experiment and actual voting data. We find that voters in Arizona's 2000 general election were more likely to favor raising the state sales tax to support education

if they voted in schools, as opposed to other types of polling locations. This effect persisted even when controlling for voters' political views, demographics, and unobservable characteristics of individuals living near schools. A voting experiment extended these findings to other initiatives (i.e., stem cells) and a case in which people were randomly assigned to environmental primes. Our results suggest that greater attention should be given to subtle environmental influences on voting.

A13

RELATIONSHIP COMMITMENT GOALS

Amy Strachman, Shelly Gable; UCLA - Commitment to a close relationship has been measured as the degree of the intention to continue the relationship in the future. Therefore, it is a goal; but has rarely been examined from a motivational perspective. We theorized that two independent commitment goals exist: approach commitment--the desire to maintain and continue the relationship, and avoidance commitment-- the desire to avoid relationship dissolution. More specifically, approach commitment is associated with a desire for stability based on the promise of future relationship incentives and rewards; and avoidance commitment is a desire away from instability in order to avoid the negative consequences or costs of relationship dissolution. Individuals may have either or both of these goals to varying degrees in their relationships. Three studies examined the existence of these goals and the consequences of for the individual and the relationship. We first created and validated a reliable measure of approach and avoidance commitment. We then examined how these goals predicted relationship outcomes in a longitudinal study. A final study examined the association between approach and avoidance commitment and the day-to-day emotions and relationship cognitions of couples. Results suggest that approach and avoidance commitment show different patterns of associations with close relationship outcomes, such as satisfaction and stability. The benefits of a motivational perspective of relationship commitment are discussed.

A14

THE INFLUENCE OF THE SOCIAL NETWORK ON ROMANTIC RELATIONSHIPS AS SEEN THROUGH THE LENS OF THE SOCIAL NETWORK

Susan Sprecher; Illinois State University - In general, social network approval for a relationship increases the likelihood that the relationship is developed, whereas network disapproval undermines the relationship. Research on the influence of the social network has most often been conducted from the perspectives of the members of the dyad. In the present study, I examine the influence of the network on the development of the relationship through the lens of a social network member. The objectives were to examine to what degree and how network members try to influence relationships and what effects their reactions have on the relationships. Participants (N = 205) were randomly assigned to complete a questionnaire about a relationship for which they either strongly approved or strongly disapproved. They completed several measures including behaviors they engaged in to try to influence the targeted relationship. Results indicated that participants reported engaging in diverse behaviors to try to influence the relationship (e.g., telling their friend they could find a better relationship, cautioning their friend about getting involved in the relationship), the level of the overall influence was greater in the approved than the disapproved condition, and, of course, more interfering behaviors and less supportive behaviors occurred in the disapproved condition. Participants believed that their reactions had only a slight effect on what happened to the relationship, although the perceived effect was stronger in the disapproved condition. Women reported engaging in more behaviors than men to influence the targeted relationship, and especially in the approved condition. Implications for social network research will be discussed.

A15**HOW TAKING A WORD FOR A WORD CAN BE PROBLEMATIC: CONTEXT-DEPENDENT LINGUISTIC MARKERS OF EXTRAVERSION AND NEUROTICISM**

Shannon E. Holleran, Matthias R. Mehl; University of Arizona – This study conceptually extends recent research on linguistic markers of psychological processes by demonstrating that psychological correlates of word use can vary with the context in which the words are used. The word use of 90 participants was analyzed across two theoretically defined communicative contexts. Information about participants' public language use was derived from recorded snippets of their daily conversations with others. Information about their private language use was derived from stream-of-consciousness essays. Personality trait-word use associations emerged as highly context dependent. Extraversion as a public trait was related to verbal productivity in public but not private language. Neuroticism as a private trait was related to the verbal expression of emotions in private but not public language. Verbal immediacy was indicative of Extraversion in public and Neuroticism in private language use. The findings illustrate the importance of conceptualizing communicative contexts in research on psychological implications of natural language use.

A16**BODY IMAGE IN THE CONTEXT OF THE SELF**

Lenny R. Vartanian; Cornell University – What is the link between self-identity and body image? A number of social and personality factors have been identified that predict negative body image. One particularly important contributor to body image is the extent to which individuals have internalized societal standards of attractiveness. The degree of internalization of societal standards, for example, mediates the relation between parental, peer, and media influences and body dissatisfaction. An important question that follows is what factors predict the extent to which people will internalize these societal standards? One proposed factor is identity confusion or the lack of a clearly defined sense of a self (Stice, 1994). Research has shown that individuals with eating disorder symptoms have more confused and less stable identities, and others have shown that confused self-identity is specifically related to body dissatisfaction. These studies, however, have not examined the link between identity or self-concept and internalization of societal standards. The present research examined the interplay among self-concept clarity, degree of internalization of societal standards of attractiveness, and body dissatisfaction. Low self-concept clarity was related to lower self-esteem, higher body dissatisfaction, and higher drive for thinness. Importantly, low self-concept clarity was also related to higher levels of internalization of societal standards, but only among dieters. Thus, individuals who lack a clear and strong sense of self might utilize societal standards of attractiveness and their own body image as a means of rendering their self-identity more stable.

A17**PARTIALLY STRUCTURED ATTITUDE MEASURES USED TO EXAMINE STEREOTYPES OF THE DISABLED**

Steven Stern, John Mullenmix, Elizabeth Steinhauer, Donald Horvath, Mary Flaherty; University of Pittsburgh at Johnstown – Partially Structured Attitude Measures (PSAM; Cook & Selitz, 1964; Vargas, et al., 2004) are measures of implicit attitudes in which partially structured (PS), i.e., ambiguous, information is interpreted differently by participants depending upon existing attitudes. In two studies, we used PSAM to detect stereotyping of disabled people. In experimental conditions participants viewed slides of disabled or non-disabled targets who made both neutral and PS statements related to six specific disability stereotypes: asexual, unappealing, dependent, entitled, isolated, unemployable. In control conditions, only neutral statements were presented. Following the logic of PSAMs, we expected, for example, that to the extent that one stereotypes the disabled as dependent, two-sided statements about dependence would cause judgment to be contrasted from the stereotype,

and participants would unwittingly rate them as less dependent. In Study 1 the expected pattern (stereotyping without PS statements; reverse pattern with PS statements) for two stereotypes (dependent, isolated) was found. In Study 2 we strengthened the manipulation and added a stereotype activation phase during which participants first imagined a day in the life of the target. As predicted in experimental conditions, participants rated disabled targets less asexual, entitled, dependent, and unemployable than non-disabled targets, while the opposite pattern was evidenced in control conditions. This suggests that PS statements provoke a different, possibly implicit reaction to disabled targets that should not be affected by social desirability. These findings are useful for research on attitudes toward the disabled, as well as toward developing low-tech implicit measures of stereotyping of other stigmatized groups.

A18**EMERGING SOCIAL SUPPORT DYNAMICS IN INTERACTIONS WITH NEW PEER ACQUAINTANCES: THE INFLUENCE OF AN INITIAL SUPPORT INTERACTION ON A SUBSEQUENT SUPPORT INTERACTION**

Brooke Feeney¹, Fatima Ramos-Marcuse², Jude Cassidy³; ¹Carnegie Mellon University, ²University of Maryland School of Nursing, ³University of Maryland, College Park – Despite the massive literature on social support, very few researchers have observed actual support-seeking and support-giving behaviors as they occur during specific support interactions. Moreover, the existing studies that include observations of specific support interactions have important limitations. Most notably, research examining the influence of a prior social support interaction on a subsequent interaction has been lacking. Thus, this presentation will offer insight into emerging social support dynamics that occur when pairs of adolescent peers meet for the first time and discuss current life concerns with one another in two separate interactions. Three sets of hypotheses and results regarding emerging social support dynamics that occur as new relationships are forming will be presented. First, we will show that support-seeker and support-provider behaviors are coordinated in complementary ways within the same interaction, even when interacting with strangers. Second, evidence will be presented that an adolescent's behavior in a given role predicts the partner's later behavior when in that role. For example, support-seeking behavior exhibited by the disclosing adolescent in the first interaction predicts support-seeking behavior exhibited by the interaction partner in the second interaction. Finally, evidence will be presented that the way adolescents seek support from their peer acquaintance is linked with the way the same adolescents provide support. For example, more support-seeking and receptiveness when in the disclosing role are associated with more responsive support provision as a support-provider. Implications of results and contributions to existing literatures will be discussed.

A19**WHAT IS AN ATTACHMENT REPRESENTATION? A NEURAL NETWORK MODEL OF THE ACQUISITION AND FUNCTIONING OF ATTACHMENT REPRESENTATIONS**

Roxanne Thrush, Brooke Feeney; Carnegie Mellon University – Attachment theory posits that individuals form experience-based internal representations of themselves and their social worlds. These representations are then theorized to bias perception of attachment events, guide predictions of the outcomes of attachment events, and influence the planning of behavior to meet attachment goals; and it is on these representations that susceptibility to chronic or intense anxiety is expected to depend. The nature of these representations, how general representations emerge from and/or influence relationship-specific representations, and the physical mechanisms whereby these representations influence information and emotion processing, however, are less clear. The current project proposes that learned representations of the self in relation to attachment figures are instantiated in the brain as connections among populations of

neurons (e.g., in regions associated with perception, emotion, and planning). Future information is proposed to be processed through these same connections. A neural network model was created in which populations of neurons learn associations of occurrences of attachment events, emotional and behavioral responses, and reactions of attachment figures. Thus, the model learns characteristics of events that make these events attachment system-relevant, how others are likely to respond during times of need, and whether or not one is likely to feel relieved following distress. The learned representations (strengthened or weakened connections among populations of neurons) then influence future information processing such that the model replicates experimentally observed biases in perception, memory, prediction, and planning. Implications for the association of general to relationship-specific representations and for stability vs. change of attachment representations are discussed.

A20

SELF-CONTROL RELIES ON GLUCOSE AS AN ENERGY SOURCE: GLUCOSE FUELS THE SELF-REGULATORY ENGINE *Matthew T. Gailliot¹, Roy F. Baumeister¹, C. Nathan DeWall¹, Jon K. Maner¹, E. Ashby Plant¹, Dianne M. Tice¹, Brandon J. Schmeichel²; ¹Florida State University, ²Texas A & M University* – The self-regulatory resource model claims that self-control relies on some sort of limited energy source. However, until recently the nature of the resource has been unknown. The current work tested whether blood glucose is at least part of this energy source. This hypothesis was suggested by work showing that controlled processing (e.g., self-control) consumes a relatively large amount of glucose, and that fluctuations in blood glucose influence controlled processing. In support of this hypothesis, 7 studies indicated that self-control relies on glucose. Laboratory tasks requiring self-control (i.e., helping, coping with thoughts of death, stifling prejudice during an interracial interaction, the Stroop task, thought suppression, emotion regulation, attention control) showed that acts of self-control reduced blood glucose levels, and that low levels of glucose after engaging in self-control predicted worse performance on a subsequent self-control task. Further, 3 experiments demonstrated that initial acts of self-control impaired subsequent self-control, but that consuming a glucose drink eliminated these impairments. Self-control requires a certain amount of glucose to operate unimpaired. Engaging in regulated responding causes glucose to drop below optimal levels, thereby impairing subsequent attempts at self-control. Thus, this work advances self-regulatory resource theory by pinpointing one biological substrate on which self-control relies.

A21

A GENERAL CONSTRAINT SATISFACTION ATTITUDE MODEL OF ATTITUDES AND ATTITUDE CHANGE *Brian M. Monroe; University of Southern California* – A localist constraint satisfaction neural network model is presented to account for a broad collection of attitude and attitude change phenomena. Among the empirical results and theoretical processes addressed are: structural properties of attitudes including evaluative-cognitive consistency and integrative complexity, and their antecedents and consequences; thought-induced attitude polarization, whereby greater thought about an attitude leads to more extreme evaluations; an integrated view of heuristic and central/systematic persuasion that uses the same processing mechanism for both routes; motivated reasoning (e.g. allowing goals to influence the outcome of evaluating persuasive arguments); the effect of different types of persuasion on the temporal stability (persistence) of resultant attitude change; and resistance to persuasion due to structural bases like embeddedness/centrality of attitudes and/or motivational bases like commitment or social approval. Both activations and weights among the units in the recurrent network are used to vary the structure and properties of the attitude and persuasive message. Unlike previous computational implementations of attitude change and other social cognitive processes, both activation settling and also weight updating are

used together in explaining observed patterns of attitude phenomena. It is anticipated, and future work will attempt to show, that this model can accommodate an even wider range of phenomena. It is hoped the model offers a parsimonious theoretical account of much of the work on attitude change.

A22

ASSESSING AND RETRAINING AUTOMATIC ACTION TENDENCIES IN HEAVY DRINKERS *Reinout Wiers^{1, 2, 3}, Mike Rinck², Robert Kordts⁴, Esther Van den Wildenberg¹, Fritz Strack⁴; ¹Maastricht University, Maastricht, The Netherlands, ²Radboud Universiteit Nijmegen, The Netherlands, ³IVO Addiction Research Institute, Rotterdam, The Netherlands, ⁴Universität Würzburg, Würzburg, Germany* – Study 1 describes a new test to assess action tendencies in heavy drinkers: the alcohol approach-avoidance test or Alcohol-AAT. Participants were instructed to react to the form of a picture shown (portrait or landscape). Participants were instructed to react with either pushing or pulling a joystick depending on the form of the picture (balanced across participants). Pulling the joystick made the stimulus grow bigger (“approach”), while pushing the joystick made the stimulus shrink (“avoid”). Results showed that the alcohol AAT successfully discriminated between heavy and light drinkers, and specifically so on alcohol pictures, not on other pictures. However, the internal consistency of the test was suboptimal. We also genotyped the mu-opioid receptor gene (a potential risk-gene) of the heavy drinkers and found that individuals with a G-allele (risk-group, n = 24) showed stronger approach reactions for alcohol than participants with AA-genotype (n = 79). Study 2 tested an adapted retraining version of the AAT used in study 1. Half of the participants were trained toward alcohol (90% approach for alcohol pictures) and half of the participants are trained away from alcohol (90% avoid for alcohol pictures). This procedure resulted in the expected differences during the retraining, and at post-test, these differences remained for alcohol, but not for softdrink pictures: participants trained toward alcohol remained faster in approaching alcohol, those trained away from alcohol remained faster in avoiding alcohol, and neither was the case for softdrinks. Some effects on subsequent drinking behaviour (taste-test) were found.

A23

APPROACH BEHAVIOR INCREASES ONE’S SENSE OF POWER *Pamela K. Smith; Radboud University Nijmegen* – An individual’s subjective sense of power often has greater influence on behavior than the amount of power that person actually possesses. I propose that this sense of power may be determined in part by one’s behavior. If having power is inherently linked with the behavioral approach system and with goal-directed behavior (Keltner, Gruenfeld, & Anderson, 2003; Smith & Bargh, 2006), then the reverse may also be true. That is, performing behaviors that activate the behavioral approach system may make one feel more powerful. In Experiment 1, participants completed mazes that either involved approach a favorable outcome or avoiding a negative outcome. A third group completed a neutral, control maze. Approach-maze participants scored higher on a measure of their personal sense of power (Anderson, John, & Keltner, 2005) than the other participants. In Experiment 2, participants completed a Self-Power IAT while simultaneously performing an arm flexion or extension movement. Arm-flexion participants had a stronger implicit sense of power than arm extension participants. Experiment 3 extends these findings to the realm of comfort with and preference for leadership roles. Such research adds to previous work on subtle signs of power and sheds new light on how power hierarchies may be nonconsciously perpetuated.

A24

BEING THE BEST BEARER OF BAD TIDINGS: A TEST OF THE BAD NEWS RESPONSE MODEL *Kate Sweeny, James A. Shepperd; University of Florida* – The medical literature provides numerous guidelines for giving bad news well. However, what people mean by

“giving bad news well” is less clear. What should be the goal when communicating bad news? We suggest that the goal should be to guide news-recipients towards desired responses, and we offer a theoretical framework, the Bad News Response Model, for delivering bad news with this goal in mind. The model is applicable to all forms of bad news and specifies three characteristics of the news (controllability, likelihood, and severity) that influence which response (Watchful Waiting, Active Change, or Acceptance) is most likely to lead to the best quality of life for news-recipients. In the present study, we tested three questions pertinent to our model: 1) How do people respond to bad news?, 2) Do the controllability, likelihood, and severity of the news influence responding?, and 3) Can news-givers guide people towards desired responses? Participants indicated how they would respond to scenarios involving bad news about an exam grade that differed in terms of controllability, likelihood, and severity and in terms of whether the professor guided them towards a particular response. Across scenarios, participants were most likely to respond with Active Change and least likely to respond with Acceptance. Furthermore, controllability, likelihood, and severity influenced responding. Finally, participants were more likely to respond in a particular way when guided towards that response by a news-giver. In addition, several key findings replicated when we substituted medical news for news about a course grade.

A25

THE DIFFERENTIAL IMPACT OF SOCIAL POWER ON RESISTANCE TO WEAK AND STRONG PERSUASIVE MESSAGES

Asia Eaton, Penny Visser; University of Chicago – Social power dynamics operate in many role-based interactions, defining and coordinating behaviors between parents and children, professors and students, supervisors and subordinates. But how does power affect these interactions? We propose that, among other things, powerful social roles call for resoluteness. Those in power have the responsibility of articulating clear goals and directing subordinates, tasks that cannot be accomplished if the powerholder's views and objectives are highly susceptible to change. Indeed, resoluteness is deemed more desirable of people in high-power positions than those in low-power positions. In contrast, being easily influenced and persuadable is deemed more desirable of people in low-power positions than those in high-power positions (Eaton & Visser, 2006a). Consistent with these prescriptions, priming individuals with the concept of power increases their resistance to attitude change (Eaton & Visser, 2006b). In the current research we explored the process underlying this resistance to change by manipulating the quality of counter-attitudinal persuasive arguments. When argument quality was low, those primed with the concept of power were more resistant to persuasion than controls. When argument quality was high, however, those primed with power were more persuaded than controls, $F(3, 66) = 5.72, p < .05$. This suggests that the possession of power may not uniformly increase resistance to persuasion. Instead, it may induce more careful message processing, leading to the amendment or maintenance of attitudes based on thoughtful deliberation.

A26

DOES MARITAL FORGIVENESS MEDIATE THE LONGITUDINAL EFFECTS OF SPOUSES' ENDURING VULNERABILITIES AND SOCIAL SUPPORTING ENVIRONMENT ON MARITAL QUALITY? A 6 MONTH STUDY

F. Giorgia Paleari¹, Camillo Regalia²; ¹University of Bergamo, Italy, ²Catholic University of Milan, Italy – Forgiveness can be defined as an adaptive response to hurtful offences in that it promotes adaptive personal and interpersonal functioning. According to Karney and Bradbury's (1995) Vulnerability-Stress-Adaptation framework of marriage, spouses' capacity for adapting to stressful circumstances accounts for the longitudinal link between enduring vulnerabilities that spouses possess and their marital quality. Similarly, some evidence suggests that support spouses found within their social environment can

affect marital quality by influencing spouses' coping strategies to stressful events. The present research test both these hypotheses by assuming that spouses' vulnerabilities (depression and self-esteem) and social supporting environment (emotional social support and social contacts) predict changes in spouses' marital quality over time through the mediation of marital forgiveness. 124 husbands and 126 wives from long- and medium-term marriages in the north of Italy provided data at 2 time points separated by a 6 month interval. Structural equation models showed that, after controlling for T1 marital quality, marital forgiveness for the most severe marital offence occurred between T1 and T2 mediate the longitudinal link between T1 enduring vulnerabilities and T2 marital quality in wives. Contrary to our prediction a less supportive social environment at T1 predicted more marital forgiveness in husbands only.

A27

WHERE DO WE LOOK, AND WHAT DO WE DO? TARGETED SOCIAL REFERENCING AND PERCEPTIONS OF RACIAL AND GENDER DISCRIMINATION

Jennifer Randall Crosby¹, Benoît Monin², Daniel Richardson³; ¹Agnes Scott College, ²Stanford University, ³University of California Santa Cruz – We examined the process of targeted social referencing, defined as attending to, and being influenced by, the reactions of relevant minority group members when making judgments about the presence of discrimination. In a questionnaire study, both women (compared to men) and members of racial and ethnic minority groups (compared to Whites) were significantly more likely to report that they felt others look to them when their group was criticized or praised. This experience of being “looked to” was confirmed using eye tracking; participants indeed looked more at a minority group member when a potentially racist comment was made, but only when that individual could hear (and presumably respond to) the comment. Although both women and members of racial and ethnic minority groups may be looked to when they are potential targets of discrimination, members of racial and ethnic minority groups may have more power to influence responses to discrimination. In two studies, Blacks were more effective than Whites at influencing opinions as to what constituted racism, but women were not more effective than men at influencing opinions about sexism. One reason for this may be that, for members of majority groups, interracial interactions elicit unique concerns about expertise regarding race and racial discrimination. Although deference to minority group members regarding discrimination may be benignly motivated, the end result may be that majority group members are unlikely to respond to subtle or ambiguous cases of racism without first seeing the response of members of the relevant minority group.

A28

STARTLE RESPONSES TO SOCIAL REJECTION: THE JOINT EFFECT OF SELF-ESTEEM AND ATTENTION CONTROL.

Anett Gyurak, Ozlem Ayduk; University of California, Berkeley – It has been argued that the self-esteem (SE) system functions to monitor whether the individual is being socially accepted or rejected. When the system detects social rejection, the individual experiences low SE, which in turn, motivates the person take measures to minimize rejection or exclusion. According to this conceptualization, people with low SE should be highly sensitive to rejection cues and experience automatic activation of defensive tendencies in their presence. The present study tested this hypothesis, examining whether rejection cues potentiated magnitude of the eye-blink response using the human startle probe paradigm. Recent evidence in emotion regulation research also suggests that attention control, a measure of executive (i.e., top-down) functioning serves to act as a protective mechanism against automatic emotional responses. We therefore, also tested whether attention control moderated low SE people's physiological reactivity to rejection cues. Undergraduate participants (N = 67) completed questionnaire measures of SE and attention control. Their eye-blink responses to startle probes were measured while viewing neutral, rejection, and negative (rejection

unrelated) paintings. Consistent with our hypothesis, low SE people showed stronger startle eyeblink responses to rejection. There was no association between SE and eye-blink responses to negative paintings indicating that low SE people's sensitivity is specific to rejection. Furthermore, attention control moderated this effect, whereby low SE people with good attention control showed smaller eyeblink responses to rejection than their counterparts with poor attention control. Implications of attention control as a buffer against maladaptive emotional reactivity in vulnerable populations will be discussed.

A29**IT'S MORE THAN JUST A JOKE: THE EFFECT OF SEXIST JOKES ON MEN'S WILLINGNESS TO DISCRIMINATE AGAINST WOMEN**

Thomas Ford, Jessica Edel, Jacob Armstrong; Western Michigan University – According to Ford and Ferguson's (2004) prejudiced norm theory, disparaging (e.g., sexist) humor makes light of the expression of prejudice, and thus communicates a norm of tacit approval or tolerance of discrimination against the targeted group. Furthermore, people high in prejudice are more likely to approve of the humor with its underlying message that discrimination need not be taken seriously. Therefore, upon exposure to disparaging humor, people high in prejudice are more likely to perceive a norm of tolerance of discrimination against the targeted group, and to use that norm to guide their own reactions to instances of discrimination. We present the results of 2 experiments that extend those findings by examining the effects of sexist humor on willingness to behave in a discriminatory manner. In Experiment 1, we exposed men either to sexist jokes, sexist statements, or neutral jokes. They were then asked to donate money to a women's organization. Hostile sexism was negatively related to the amount donated in the sexist joke condition but not in the sexist statement or neutral joke conditions. Experiment 2 examined whether sexist jokes fostered discrimination toward women only, or toward other disliked groups too. People high in hostile sexism tend to dislike both women and African-Americans (Glick & Fiske, 1996). Results suggest that sexist humor created a climate of discrimination toward disliked groups in general. Hostile sexism predicted the amount willing to donate to a women's organization and to an African-American organization upon exposure to sexist jokes but not neutral jokes.

A30**THE GOOGLE EFFECT: THE COGNITIVE CONSEQUENCES OF HAVING INFORMATION AT OUR FINGERTIPS**

Betsy Sparrow, Daniel Wegner; Harvard University – The advent of the internet has made accessing information as easy as lifting a finger. No longer do we have to make costly efforts to find the things we want. We can "google" the old classmate, find articles online, look-up the actor who was on the tip of our tongue. Such instant access to what we need to know has made our lives easier, but there may be a cognitive downside. The internet has become a form of transactive memory. Wegner's (1986) original conception was of an accessible external storage space, often located in others' minds. A consequence of this system is that our own related knowledge may have declined with the expectation that it can be retrieved elsewhere. Access to the internet might have such an effect on our own memory. In two studies, participants answered two blocks of questions, one easy and one difficult. Between each block, participants completed a modified Stroop task which contained general and computer terms. Results confirmed our hypothesis. When faced with difficult questions, potential sources of the information (e.g., google) are primed. In a third study, participants typed trivia statements and had one of two expectations, that the information would be saved and accessible or that the information would be erased. Half the participants were asked to remember what they typed. We've found that when people expect to have future access to information they are asked to remember, they have lower rates of recall when compared to when they don't expect such access.

A31**RUN TOGETHER TO THE GOLD: COOPERATION GOALS IN ACHIEVEMENT SITUATIONS**

Liat Levontin; the Hebrew university of Jerusalem – Goal orientation theory is focused on the fulfillment of the need for competence (Elliot & Dweck, 2005). We suggest that achievement situations also allows for the fulfillment of the need for relatedness. We propose an additional goal orientation: The cooperation orientation. We further propose that the four goal orientations can be conceptualized as representing two dimensions: (1) a competence dimension, contrasting learning versus performance-avoidance goal orientations; and (2) a relatedness dimension, contrasting cooperation versus performance-approach goal orientations. The first study was conducted to test this proposed model. Participants completed goal orientation questionnaires that included items from Vandewalle, 1997, Elliot & McGregor, 2001, as well as cooperation items developed by us. A Smallest Space Analysis (SSA) revealed the proposed competence and relatedness dimensions. The purpose of the second study was to test the hypothesis that values (Schwartz, 1992) serve as antecedents of goal orientations. We hypothesized and found that learning versus performance-avoidance goals are related to openness versus conservation values, and that performance-approach versus cooperation goals are related to self enhancement versus self transcendence values. Taken together the two studies support our hypothesis that a cooperation goal orientation is an important component in achievement situations.

A32**DOES IT MATTER WHY YOU ARE COMMITTED? DISTINGUISHING BETWEEN INTRINSIC AND IDENTIFIED RELATIONSHIP MOTIVES.**

Danielle A. Menzies-Toman, John E. Lydon; McGill University – Through both a large scale (N = 625) web survey and, on average, a 6 month follow-up (N = 145) we sought to distinguish between intrinsic and identified motives for being in a romantic relationship by determining their unique associations with relevant relationship characteristics, maintenance processes, and persistence. At time 1 we assessed accommodation (Rusbult et al., 1991) as well as relationship identification indices of empathy and perspective taking (IRI, Davis, 1980) and inclusion of other in self (IOS, Aron, et al., 1992). At time 2 we assessed relationship status (broken-up vs. still together). The results confirmed a crucial distinction between the two motives in that associations between intrinsic motives, accommodation and identification were fully mediated by relationship satisfaction but not by relationship commitment. In fact a formerly significant positive correlation between intrinsic motives and commitment was reduced to zero controlling for relationship satisfaction. By contrast, identified motives explained unique and significant variance above and beyond commitment, intrinsic motives and satisfaction, and its effects were only partially mediated by commitment. Importantly, identified motives predicted persistence (and this effect was fully accounted for by the association between identified motives and commitment) whereas intrinsic motives did not predict persistence. The results suggest that identified motives are linked with these outcomes through their unique association with a growth orientation (Knee, 1998) toward romantic relationships. This study has important implications for our ability to accurately predict relationship well-being and persistence as a function of either intrinsic or identified motives particularly during times of dissatisfaction.

A33**PERCEPTIONS OF HIGHER EDUCATION & THE PURSUIT OF CURRENT EDUCATIONAL GOALS**

Mesmin Destin, Daphna Oyserman; University of Michigan – Two studies assess attitudes of low-income, segregated students towards college costs followed by an illustration of some immediate consequences of these beliefs. First, survey techniques find that seventh grade students express divergent ideas concerning costs of a college education. Girls expect higher costs

than boys, $t(52) = -2.079$, $p < .05$, suggesting that middle-school students anticipate different types of post-secondary school paths, by gender. Also, almost all students in this context plan to cover the majority of college expenses by working, and almost no students plan to pursue need-based financial aid. Next, an experimental design randomly assigned students to read either (a) a list of four-year colleges and their prices or (b) an informational handout on sources of need-based financial aid. The latter condition was intended to make college costs seem manageable and within reach, impacting current academic motivation. Indeed, students who read about financial aid show increased academic motivation, expressing that their expected grades are higher compared to the responses of students who read only about college prices, $t(43) = 7.802$, $p < .01$. Further, girls who read about financial aid report plans to spend more hours engaged in academic activity, $F(1, 44) = 9.156$, $p < .01$, and higher believed likelihood of college attendance, $F(1, 44) = 3.677$, $p = .062$, than girls who read only about college prices. While study one shows that most students in this particular context lack information regarding financial aid opportunities, study two illustrates the ways in which this type of information can impact important student attitudes and behaviors.

A34

ELIMINATING RECODING IN THE ALCOHOL-IAT: AN APPLICATION OF THE IAT-RF *Katrijn Houben¹, Klaus Rothermund², Reinout Wiers^{1, 3, 3}; ¹Maastricht University; ²Friedrich-Schiller-University Jena ³Radboud Universiteit, Nijmegen; ⁴IVO Addiction Research Institute Rotterdam* – The most popular indirect measure at this time is without doubt the Implicit Association Test (IAT). Although the IAT offers both a reliable and valid measure of implicit cognitions, some uncertainty remains regarding the processes that influence IAT performance. Specifically, IAT-effects do not necessarily reflect implicit cognitions but have also been found to be influenced by recoding processes. Therefore, the IAT-RF (IAT-Recoding Free) was recently developed, which prevents recoding by switching response assignments randomly between trials rather than between blocks. We applied both the IAT and the IAT-RF in a sample of 54 university students, allowing for a direct comparison between the two measures to examine both recoding in the alcohol-IAT and the predictive validity of the IAT-RF. IAT-RF effects were examined separately for response assignment repetition trials (i.e., trials during which the response assignment of the previous trial is repeated) and response assignment switch trials (i.e., trials during which the response assignment is reversed compared to the previous trial). The IAT and IAT-RF repetition trials showed the same pattern of results, demonstrating negative associations with alcohol that correlated negatively with alcohol-related behavior. Effects in IAT-RF switch trials, in contrast, were not significant but correlated positively with alcohol-related behavior. Hence, results suggest that repetition and switch trials measure different constructs, which could be due to recoding operating on a “micro-level” during repetition trials. Importantly, IAT-RF effects for repetition and switch trials predicted alcohol-related behavior above explicit measures and above the IAT, supporting the predictive and incremental validity of the IAT-RF.

A35

EMOTIONAL REACTIONS TO UNFAIR OUTCOME DISTRIBUTIONS INFLUENCE FAIRNESS JUDGMENTS, BUT NOT WHEN THESE EMOTIONS CAN BE ATTRIBUTED TO A PLACEBO PILL *Susanne De Wit, Kees Van den Bos; Utrecht University* – In this paper, we show in two studies the influence of affective state as source of information in the justice judgment process. In correspondence with our predictions Experiment 1 reveals that the experience of being underpaid (as opposed to paid in accordance to the amount promised in advance) led to increased negative affect. However, when people had the opportunity to attribute their affective reactions to a (placebo) pill, the underpayment manipulation did not significantly influence their

negative affective state, suggesting that attributions of affective feelings play a crucial role in the process with which people react to unjust events. Experiment 2 shows that the experience of underpayment (as opposed to fair payment) lead people to judge their underpayment as unfair, and they also reported to feel more negative affect and less positive affect about their underpayment. However, when people had the opportunity to attribute their affective reactions to a (placebo) pill, the underpayment manipulation did not significantly influence their justice judgments, nor did it significantly influence their affective reactions. Taken together, these findings suggest that attributions of affective feelings play a crucial role in the process with which people form justice judgments when they are confronted with injustice.

A36

MOOD EFFECTS ON RESOURCE MOBILIZATION FOR AFFECT REGULATION: EFFECTS ON CARDIOVASCULAR RESPONSE

Guido H.E. Gendolla, Nicolas Silvestrini; University of Geneva, Switzerland – Based on the mood-behavior-model (Gendolla, 2000; Gendolla & Brinkmann, 2005) an experiment investigated the influence of mood states on motivational intensity (i.e. effort, or task-engagement) during affect regulation. Motivational intensity was quantified as cardiovascular reactivity – especially systolic blood pressure – during mood inductions and an affect regulation task. The study ($N = 44$) had a 3 (mood: negative, neutral, positive) \times 2 (time: mood inductions, affect regulation) mixed-model design. After mood was manipulated with video segments, participants performed the relatively difficult affect regulation task – they tried to feel good within five minutes while they listened to depressing music. The results showed that moods did not per se have an effort mobilizing function – cardiovascular reactivity did not differ between the conditions during the mood inductions. However, as predicted, moods systematically influenced cardiovascular reactivity during affect regulation when participants used their feelings as information for demand appraisals, resulting in experiences of higher demand and stronger cardiovascular reactivity in a negative mood than in a positive mood. Moreover, participants reported that more effort was justified in both positive and negative moods compared to the neutral mood condition. Altogether, this resulted in significantly stronger cardiovascular reactivity in a negative mood than in both positive and neutral moods during affect regulation. Additional measures of skin conductance level showed the same effects. The findings support the predictions of the mood-behavior-model and challenge other approaches to the role of affect in motivation and affect regulation.

A37

ONLINE PERSUASION: GENDER DIFFERENCES AND SIMILARITIES

Rosanna E. Guadagno; University of Alabama – The purpose of this research was to investigate how computer-mediated communication (CMC) affects persuasion in dyadic interactions. Three studies compared participants' attitudes after hearing a series of arguments from a same-sex communicator via either email or face-to-face interaction. In Study 1, women showed less message agreement in response to email versus face-to-face messages, whereas men showed no difference between communication modes. Study 2 replicated this finding and examined the impact of prior interaction with the communicator. For women, the condition that provided the least social interaction led to the least message agreement. For men, the condition that provided the most social challenge led to the least message agreement. Study 3 replicated and expanded on these findings by examining perceived similarity on persuasion. Results indicated that participants who felt highly similar to the communicator were the most favorable toward the message, whereas participants made to feel a distinct identity were the least favorable. However, the results were different for men and women depending on communication modality. Cognitive responses indicated that men engaged in a more rational evaluation of the persuasive message in the email condition, even when the communicator and recipient did not

share an identity. Thus, one implication of this research is that email may be an effective tool for men to use for interacting with one another, while women will be prone to reject entreaties from strangers. Overall the results of these studies are interpreted with a social role theory perspective in terms of gender differences in interaction style.

A38

INTERGROUP ANXIETY IN INTERRACIAL ROOMMATE RELATIONSHIPS *Laura Smart Richman¹, Nicole Shelton²; ¹Duke University, ²Princeton University*—In this daily diary study, we sought to examine how individual expectancies can create behavioral and perceptual confirmations during the course of interracial interactions. Intergroup anxiety is one such expectancy that can be a potent predictor of perceptual and behavioral effects in intergroup interactions. We examined such outcomes from a relational approach by examining mixed race (black-white) and same race (black-black) college roommate pairs over the course of 15 days at the start of the semester and measuring the perspective of each interaction partner over the course of the daily interactions. Applying both mean level and time varying analyses, we found that minority roommates' level of intergroup anxiety predicted affective reactions during the interactions. Specifically, among Blacks who had a White roommate, the more intergroup anxiety they reported at the start of their roommate relationship, the more negative and anxious mood they experienced during interactions with their roommate. This effect did not occur for the White roommates. Intergroup anxiety also predicted lower feelings of authenticity for Blacks with a White roommate, but did not predict authenticity for Whites with a Black roommate. In addition, White roommates reported increased levels of negative behavior from their Black roommates (e.g., avoided eye contact, concealed true opinions, fidgeted) when the Black roommate had high intergroup anxiety. The results from this study suggest that in interracial roommate situations, concerns about interacting with people of different ethnicities produces more negative experiences for Black roommates than for Whites.

A39

A MODEL OF BIASED LANGUAGE USE *Daniel Wigboldus¹, Clemens Wenneker²; ¹Radboud University Nijmegen, ²University of Amsterdam*—The linguistic expectancy bias (LEB) and the linguistic intergroup bias (LIB) both are prominent examples of biased language use when describing others. Recent research indicates that there are two important routes to biased language use. First, biased processing may take place during the encoding of information into memory (see, Wenneker, Wigboldus, & Spears, 2005). This process initially defines the representation of the behavior in the individual mind. That is, information may be stored more concretely or more abstractly during the (conceptual) encoding stage. Second, biased processing may take place during the retrieval and communication of information. For instance, Douglas & Sutton (2003) have shown that communication goals activated right before communicating information may result in linguistic biases. As yet, these two routes to biased language use mostly have been investigated separately. Importantly, in our view, processes at encoding and processes at retrieval and communication do not exclude each other, but constitute two independent routes that may influence language use. In three studies, in which we manipulate communication goals and encoding processes orthogonally, we provide empirical evidence demonstrating that both routes to biased language use may operate in parallel. These studies show that, whereas communication goal manipulations may overwhelm subtle effects due to encoding, linguistic bias effects due to encoding show up again under conditions of low cognitive capacity. Based on these studies we put forward a model of biased language use that aims to integrate these two routes to biased language use.

A40

THE EXPLANATORY POTENTIAL OF PSYCHOLOGICAL ORIENTATIONS TOWARD SOCIAL INEQUALITY *Michael Schmitt; Simon Fraser University*—Many social psychological approaches to intergroup relations explain social inequality, in part, in terms of general psychological orientations that differ systematically between individuals. For example, social dominance orientation (SDO) and right-wing authoritarianism (RWA) are assumed to be relatively stable psychological orientations that individuals “carry with them” from context to context, influencing responses to contextually salient forms of intergroup inequality and domination. I will review evidence that calls into question the explanatory potential of individual differences in constructs like SDO and RWA. In particular, two recent experimental studies tested the relative stability of SDO and RWA—whether people who score relatively high on SDO/RWA in one context will support intergroup hierarchy existing outside of that context. Contrary to the assumption of relative stability, the extent to which SDO and RWA were related to specific attitudes and ideologies varied markedly depending on the experimental context. These results highlight the contextualized meaning of support for group-based dominance, and suggest that individual differences in general orientations toward inequality lack consistent psychological or political meanings.

A41

OUR PERSONALITIES AND THE PERSONALITIES OF OUR LIKED AND DISLIKED ACQUAINTANCES *Dustin Wood, Brent W. Roberts, P.D. Harms; University of Illinois*—What do the characteristics of our friends and enemies have to say about who we are, and who we might become? To explore these questions, members of seven Greek organizations (4 fraternities, 3 sororities; N > 300) completed self-ratings of the Big Five (Walton & Roberts, 2004) and then rated the extent to which they liked each member of the organization. An individual's liking ratings were then correlated with the other members' own trait ratings to estimate whether the individual preferred organization members with certain personality traits. These indirect estimates of trait preferences showed both reasonable internal reliability and test-retest stability over one year. Individuals showed small general preferences for organization members who were extraverted, agreeable, emotionally stable, and unintellectual. Further, for all Big Five traits, individuals tended to prefer members that shared their own personality characteristics (e.g., neurotic individuals tended to differentially like neurotic members). Surprisingly, these effects were as strong as tendencies to prefer members that shared one's religiosity or political preferences. Finally, there was evidence that the personality traits an individual preferred in others directed the individual's own personality change: individuals who preferred extraverted members became more extraverted over the next year, and individuals who preferred conscientious members became more conscientious. As an individual's trait preferences were not self-reported but created indirectly through their friends' and enemies' own self-reports, they provide unusually strong evidence for the importance of traits in structuring an individual's experience within groups.

A42

A NEURAL NETWORK MODEL OF THE STRUCTURE AND DYNAMICS OF HUMAN PERSONALITY *Stephen Read, Brian Monroe, Aaron Brownstein, Yu Yang, Gurveen Chopra, Lynn C. Miller; University of Southern California*—We present a neural network model of the structure and dynamics of human personality. The model integrates information from a variety of sources. It integrates a goal-based model of personality with what is known about temperament, the neurobiology of human motivation and personality, an evolutionary analysis of human motives, and knowledge about the psychometric structure of trait language and personality tests. The model is organized in terms of two overarching motivational systems, an Approach system and an Avoidance system, as well as a general Disinhibition / Constraint system

that influences the degree of motive and behavioral focus. Each of the two broad motivational systems influences a number of more specific motivational systems, such as Caring for others, Achieving social status, Finding a mate, Forming social relationships, Achieving material gain, Attaining new knowledge, Avoiding physical harm, Avoiding social rejection, and Avoiding loss of control. Individual differences are captured by manipulating parameters of the model, such as the gain for the two motivational systems, the baseline chronic activation of individual motives, and the strength of inhibition. The result is a motive-based neural network model of personality that provides a principled theoretical account of the structure and dynamics of human personality, based on what is currently known about the structure and neurobiology of human personality. In various simulations, we demonstrate that the model can successfully capture a number of different aspects of the work on human personality, such as individual differences in Extroversion, Neuroticism, and Conscientiousness, and person-situation interactions.

A43

THE MEANING OF NATIONAL IDENTIFICATION AMONG MEMBERS OF DOMINANT AND MINORITY GROUPS: THE CASE OF JEWS AND ARABS IN ISRAEL *Anna Boguslavsky¹, Sonia Roccas², Lilach Sagiv¹*; ¹The Hebrew University of Jerusalem, ²The Open University of Israel—What is the meaning of identification with one's nation? We suggest that the meaning depends on the social context and differs between members of dominant group and members of marginalized minority groups. We examined the meaning of national identification among a representative sample of Jews and of Arabs in Israel (European Social Survey). Findings indicate that in both groups identification is positively correlated with trust in socio-political institutions (parliament, legal system, police and politicians) and satisfaction with the present state of the country (the e.g. the economy, the national government, the health services). The two groups differed however, in the correlations between identification and how they conceptualized good citizenship: Among the dominant (Jewish) group national identification correlated positively with defining good citizenship as fulfilling obligations towards the society as a whole (e.g. voting, obeying laws) and with expressing concern for members of one's immediate ingroup (support people worse off, active in voluntary organizations). In contrast, among the Arab minority group national identification was positively related to fulfilling obligations towards society as a whole but not with expressing concern for ones immediate ingroup. Thus whereas both dominant and minority groups relate national identification to good citizenship at the national level, only members of the dominant group relate national identification to good citizenship at the community level. We discuss implications for theory and research on simultaneous membership in multiple groups that differ in their inclusiveness.

A44

THE LANGUAGE OF FORGIVENESS: LINGUISTIC ANALYSES OF SUPPRESSION AND REAPPRAISAL RESPONSES TO A REAL-LIFE OFFENDER *Charlotte vanOyen Witvliet¹, Alicia Hofelich¹, Nathaniel DeYoung¹, Alvin Dueck²*; ¹Hope College, ²Fuller Theological Seminary—In this experiment, fifty-four participants ruminated, suppressed their emotions, and reappraised their response to a real-life offender (manipulating condition order). Concluding each trial, participants wrote their thoughts, feelings, physical experiences, and desired responses to the offender. Linguistic Inquiry and Word Count (LIWC) analyses of these written responses indicated that emotional suppression and reappraisal similarly decreased negative emotion and physical words compared to the preceding offense rumination (all $t_s > 2$, $ps < .05$). Reappraisal, however, significantly increased positive emotion and feeling words compared to the preceding offense rumination and suppression. Reappraisal also had the highest levels of optimism, insight, social words, and references to other people (all $t_s > 2$, $ps < .05$). Whereas LIWC counts words present in its dictionaries, Latent Semantic Analysis

(LSA) considers semantic neighborhoods in the English language. Negative, positive, and forgiveness probes were created by forming word lists based on blind reviews of participant answers, and calculating Cronbach's alphas. T-tests of cosines showed that both suppression and reappraisal were less semantically related to the negative probe than rumination was. However, only reappraisal was semantically closer to the positive probe, echoing LIWC results. In terms of the forgiveness probe, suppression significantly suppressed forgiveness language (all LSA $ps < .05$). Similar to linguistic results, self-report analyses showed that reappraisal significantly increased positive emotion, empathy, and forgiveness compared to suppression and rumination (all $ps < .05$).

A45

GROWTH GOALS AND THE INTENTIONAL DEVELOPMENT OF MATURITY AND HAPPINESS *Jack Bauer¹, Dan P. McAdams²*; ¹University of Dayton, ²Northwestern University—This study examined the relation between major life goals and longitudinal measures of psychosocial maturity and happiness. Previously we found that specific kinds of "growth goals"—narratives of goals that emphasized anticipated development—related to and differentiated maturity and happiness (Bauer & McAdams, 2004). One key question to emerge from those findings was whether growth goals might also lead to maturity and happiness years later. To examine this, we conducted a longitudinal study of people spanning the ages of emerging adulthood (18-25). 145 college freshmen and seniors took a survey including measures of life-goal narratives, maturity (via Loevinger's ego development), and happiness (via Diener's life satisfaction). 87 participants took the survey again three years later. As before, goal narratives were coded reliably for two kinds of growth goals: exploratory and intrinsic. We found that exploratory growth goals—goals aiming to expand one's conceptual understanding of one's life—predicted higher levels of maturity three years later, controlling for initial levels of maturity. Indeed, exploratory growth goals partially mediated the relation between maturity at time 1 and maturity at time 2. Intrinsic growth goals—goals aiming toward intrinsically motivating or humanistic concerns (v. extrinsic; Deci & Ryan, 2000)—predicted higher levels of happiness three years later, controlling for initial levels of happiness. Also, maturity and happiness did not correlate significantly; exploratory growth goals did not predict longitudinal happiness, and intrinsic growth goals did not predict longitudinal maturity. Results suggest how specific personal intentions might partially guide unique pathways toward maturity and happiness.

A46

EVERYONE'S VOTING, AND YOU SHOULD TOO: DESCRIPTIVE NORMS AND VOTER TURNOUT *Todd Rogers¹, Alan Gerber²*; ¹Harvard University, ²Yale University—Which is more effective in motivating a citizen to vote: a. emphasizing that many others vote, and she should vote too; b. emphasizing that few others vote, so she should vote? While research on descriptive social norms strongly supports emphasizing high turnout, common practice among political professionals and the media often emphasizes low turnout. In two field experiments we extend descriptive norm research into the important domain of vote intention, and find that—consistent with social psychological predictions—the common practice of emphasizing low voter turnout can be suboptimal. The present experiments also suggest that the impact of descriptive norms on vote intention occurs almost entirely on those who are infrequent voters. The experiments test the impact of a citizen's expectations of voter turnout on intention to vote by delivering different get-out-the-vote messages over the phone. Study 1 encouraged NJ citizens to vote in the 2005 Gubernatorial election (N=1,105), while Study 2 encouraged CA Democrats to vote in the 2006 primary election (N=2,003). Both studies showed that intention to vote was significantly increased when participants heard communications that emphasized high expected turnout as opposed to low expected turnout. Practically, the results suggest that get-out-the-vote efforts

should emphasize high turnout in their appeals, especially when targeting infrequent voters. Theoretically, the results suggest that experience in a given domain may be an important moderator of the influence of descriptive norms.

A47
WHY DREAM THE AMERICAN DREAM? SYSTEM JUSTIFICATION AND SELECTIVE INFORMATION PROCESSING *Alison*

Ledgerwood, John T. Jost, Anesu Mandisodza; New York University – How are our attitudes and beliefs influenced by the need to perceive the social system as fair and legitimate? According to system justification theory, individuals are motivated to defend, rationalize, and bolster the societal status quo, and adopt system-justifying ideologies that serve this motive. Conceptualizing the widespread belief in the American Dream as a case of system justification, this study examined how the ideological need to defend existing structural inequalities in society motivates directional biases in cognition, and how these allow individuals to protect and bolster meritocratic beliefs about the system. Participants judged the quality of evidence presented in a scientific study to be better when that evidence was paired with a conclusion that supported the veracity of meritocratic beliefs, compared to when the same evidence was paired with a meritocracy-challenging conclusion. This bias in judgment was partially mediated by selective cognitive elaborations about the evidence, and was moderated by situational, group, and individual differences in level of system-defense motivation. Our findings suggest that meritocratic beliefs serve to justify the societal status quo, and elucidate the cognitive mechanisms used to create and maintain such beliefs even in the face of disconfirming evidence. The results emphasize the importance of considering system-level factors in attitude research, suggesting that the classic, individual-focused concept of “ego” or “defense” motivation can be expanded to encompass defense of both the self and the system, given that parallel biases in cognition seem to result from each.

A48
(WHY) DO I THINK WHAT YOU THINK?: EPISTEMIC MOTIVATION REDUCES IMPLICIT PREJUDICE *Janetta Lun, Stacey Sinclair;*

University of Virginia – The desire to know (i.e., epistemic motivation) is a core human motive that plays a significant role in social interaction (e.g., Fiske, 2003). It is thought to inspire individuals to seek out other people and validate their social beliefs by achieving consensus with them. Consistent with this proposition, the research we will describe shows that epistemic motivation modulates the degree to which implicit attitudes correspond to the beliefs apparently held by an interaction partner. First, White participants who interacted with an experimenter believed to be egalitarian had lower implicit prejudice than those who merely thought about egalitarian beliefs but did not attribute them to the experimenter. We then show that this tuning of implicit prejudice is particularly likely to occur when participants experience epistemic motivation. Finally, suggesting that tuning of implicit attitudes is functional in that it satisfies epistemic needs, the degree to which participants’ implicit prejudice matched the apparent views of an experimenter predicted greater implicit certainty of relevant attitudes. Results of these experiments suggest that epistemic motivation and the beliefs apparently held by those with whom we interact can work in concert to shape implicit attitudes. The implications of this work for efforts to reduce implicit prejudice will be discussed.

A49
KNOWLEDGE ABOUT AND MOTIVATION FOR CLOSE RELATIONSHIPS: SIGNAL DETECTION THEORY APPLIED TO PERSONALITY ASSESSMENT *Bulent Turan, Leonard Horowitz; Stanford*

University – A prototype (derived empirically) showed the indicators people use to judge a partner’s responsiveness in providing support. Some people know these indicators better than others. A new measure

(the KNOWI) tested this knowledge: It contains good and poor indicators, and participants judge the importance of each. The task is analogous to a signal detection task (discriminating signal from noise) that provides two indices: (a) accuracy (ability to discriminate) and (b) criterion bias (low threshold for rating all items important). We argue that the criterion bias of the KNOWI assesses the strength of affiliative motives. Participants interacted with a confederate, who described her roommate and the roommate’s boyfriend; she described events that contained subtle indicators that the boyfriend was non-responsive. Participants with high accuracy scores more readily recognized the significance of these indicators, supporting the validity of the KNOWI accuracy. Furthermore, accuracy interacted significantly with criterion bias: Participants high in accuracy and in criterion bias were most successful in recognizing cues of non-responsiveness during the laboratory interaction. Knowledge, in combination with affiliative motivation, produced the best performance. Affiliative motivation was also assessed directly. That measure correlated significantly with criterion bias and showed the same interaction effect as criterion bias. Thus, our approach emphasizes both knowledge and motives in explaining social competence. An experience sampling study further validated our interpretation of criterion bias. Across 35 occasions, the KNOWI criterion bias was associated with the amount of reported social contact, emotional experience relating to others, and readiness to seek others when feeling bad.

A50
A META-ANALYTIC REVIEW OF AFFECT AND SELF-ESTEEM IN RESPONSE TO SOCIAL REJECTION: SUPPORT FOR THE BELONGINGNESS AND SOCIOMETER THEORIES *Ginette C.*

Blackhart¹, Megan L. Knowles², Colleen Redmond³; ¹East Tennessee State University, ²Northwestern University, ³Florida State University – Previous research examining self-reported affect and self-esteem subsequent to social rejection have reported inconsistent results. Several studies have found significant differences in affect or self-esteem between socially rejected and non-rejected individuals, while other studies found no differences between groups. The purpose of this research synthesis was therefore to determine if socially rejected individuals report worse affect/mood and lower state self-esteem than non-rejected participants. Two meta-analyses were conducted, calculating the average weighted effect sizes (Hedge’s *g*) for self-reported affect and self-esteem after a laboratory social rejection manipulation. Analyses resulted in statistically significant effect sizes for self-reported affect and state self-esteem. In order to account for variability in effect sizes across studies for both affect and self-esteem, analysis of several potential moderating variables (e.g., the research group conducting the study; published vs. unpublished research; the means, directness, type, and extent of the rejection manipulation; the type of control group included in the study; the proportion of female participants; the mean age of participants) was also conducted. The results of these meta-analyses indicate that socially rejected participants do report significantly more negative mood and significantly lower state self-esteem than non-rejected participants after a social rejection manipulation, and directly support both the Belongingness (Baumeister & Leary, 1995) and Sociometer (Leary et al., 1995) theories.

A51
COMMON GROUP IDENTITY, ETHNIC IDENTITY, AND SUB-GROUP RESPECT: PSYCHOLOGICAL AND SOCIAL CONSEQUENCES OF PLURALISM *Ludwin Molina, Yuen Huo, Kevin Binning,*

Simon Funge; UCLA – In this paper, we focus on a key psychological principle underlying pluralism, subgroup respect, defined as feelings that one’s subgroup is recognized, accepted, and valued by members of a common group (Huo & Molina, 2006). Analyzing survey data collected from a diverse sample of students (N = 802) at an urban, public high school, we found that subgroup respect was linked to more positive

evaluations of both school authorities and students from ethnic outgroups as well as lower levels of school disengagement. These relationships held only among the ethnic minority groups included in the study (Asians and Latinos) but not among Whites. Our data also demonstrates that subgroup respect is linked to indicators of psychological and physical well-being but again primarily among ethnic minorities and not among Whites. In particular, the data indicated that higher perceptions of subgroup respect was related to higher levels of personal self-esteem (Rosenberg, 1965), decreased levels of self-reported stress, and better self-reported general health only among ethnic minorities. Advocates of pluralism suggest that acknowledgement of and regard for valued subgroup identities will have a unifying effect on the social system and will lead to improvements in individual well-being. The data here, while generally consistent with this perspective, suggest that the positive influence of subgroup respect may be limited to members of ethnic minority groups.

A52

USING FACIAL DISPLAYS OF EMOTION TO IDENTIFY STRATEGIC TYPES: PREDICTING COOPERATIVE AND UNCOOPERATIVE BEHAVIOR FROM CHARACTERISTIC FACIAL DISPLAYS.

Timothy Ketelaar, Bryan Koenig; New Mexico State University – The information inferred from facial displays of emotion is often assumed to be limited to providing a read-out of the signaler's momentary affective states. By contrast, the current studies examine an alternative view in which it is assumed that emotional displays provide reliable advertisements of personality traits and strategic behavioral intentions (Ketelaar, 2004, 2005; Fridlund, 1996). Across several experiments participants viewed digital images of the same actors displaying several distinct social emotions including contempt, anger, disgust, embarrassment and happiness. Rather than inferring only transient emotional states from these displays, participants reliably attributed stable dispositional traits to specific emotion displays. For example, the same individual was rated as taller and more muscular when they displayed anger as compared to when they displayed a happiness smile. Moreover, anger displays activated trait attributions of uncooperativeness and untrustworthiness; whereas happiness smiles triggered trait attributions of cooperativeness and trustworthiness. These findings were then extended to several behavioral studies in which individuals were videotaped while engaging in economic bargaining games. We observed that individual differences in certain emotion displays predicted the use of cooperative and uncooperative strategies. Results are discussed in terms of their implications for understanding individual differences in emotional displays as indicators of strategic personality types (Ketelaar, 2004, 2005).

A53

GAY AND LESBIAN IDENTITY EXPLORATION AND BELONGING AND THEIR RELATIONSHIPS TO WELL-BEING

Negin Ghavami, Adam Fingerhut, L. Anne Peplau, Brandilynn Villareal; University of California, Los Angeles – Models of ethnic identity development posit a process of identification that is marked by a period of exploration, where an individual learns about their ethnic group, followed by a sense of belonging and commitment to one's ethnic group (e.g., Roberts et al., 1999). Although, research links both identity exploration and belonging to well-being, no studies have systematically tested this sequential process of identification and its relationship with well-being. Additionally, little is known about the application of such identity models to identities that are adopted later in life such as gay/lesbian (GL) identity. Drawing on Phinney's (1992) ethnic identity conceptualization, the present research examined the relationships among GL identity exploration, belonging and well-being. We propose that to the extent that gay men and lesbians engage in an exploration of the meaning of their GL identity, their feelings of belonging to the GL community should be facilitated. In turn, to the extent that these feelings are positive, they

should predict of higher levels of well-being. In two studies using similar methodologies, over 700 gay men and lesbians completed a short survey regarding GL identity as measured by a modified Multi Ethnic Identity Measure and different indicators of well-being including measures of anxiety, depression, and satisfaction with life. The results of both studies converged showing that belonging mediated the relationship between exploration and well-being for both gay men and lesbians. These data confirm the predictions set forth by identity development models, and demonstrate an important extension of these processes to sexual minority identity.

A54

SELF-ESTEEM AS A MODERATOR OF THE RELATIONSHIP BETWEEN SOCIAL THREAT AND GENERAL HEALTH AND WELLBEING

Maire Ford¹, Nancy Collins²; ¹Loyola Marymount University, ²University of California, Santa Barbara – This study investigated the role of self-esteem as a moderator of the relationship between a social threat, such as rejection, and general health and wellbeing. Our prior work demonstrates that self-esteem is associated with increased stress reactivity (as assessed via measures of salivary cortisol) immediately following a social threat. The purpose of this study was to extend this work and investigate whether self-esteem is associated with changes in health-related outcomes in the hours and days following a social threat. We conducted a fourteen day online daily diary study (N=100) to investigate the moderating effect of self-esteem on general health and wellbeing following real life social threats. HLM analyses revealed that individuals with low self-esteem were more likely to respond to social threat by engaging in unhealthy behaviors (e.g., drug use) and experiencing negative physical health outcomes (e.g., headaches, nausea). Unexpectedly, however, high self-esteem individuals reported greater relative declines in mental health (e.g., increased perceived stress) on high social threat days compared to their low social threat days. Nevertheless they still had mean levels of mental health that were always better than those of low self-esteem individuals (because they started from a much higher baseline) and they coped better with social threat and recovered from it more quickly than did low self-esteem individuals. Together these findings suggest that although high self-esteem individuals are not impervious to social threat they appear to exhibit some resilience in the face of social threat.

A55

WILL YOU BE THERE WHEN I NEED YOU? PERCEIVED PARTNER RESPONSIVENESS SHAPES SUPPORT-SEEKING BEHAVIOR, SUPPORT EXPECTATIONS, AND PERCEPTIONS OF SUPPORT RECEIVED

Nancy Collins¹, Heidi Kane¹, AnaMarie Guichard¹, Maire Ford², Lisa Jaremka¹; ¹University of California, Santa Barbara, ²Loyola Marymount University – It is generally assumed that individuals seek social support in response to stress, and that receiving social support promotes health and well-being and helps individuals cope with stressful life events. However, people differ greatly in their willingness to seek social support. After all, asking for help can be risky, and individuals may only be willing to reach out to others if they have confidence that their efforts will be met with kindness and understanding. That is, individuals may only be willing to seek support if they believe that their partner will be responsive to their needs. This talk will present findings from a laboratory study of married couples (N=93) in which we created a stressful speech task for one member of the couple and then examined support-seeking behavior, motivations, and perceptions. Spouses high in perceived partner responsiveness (PPR) sought more support – and desired greater proximity – as their level of stress increased, whereas those low in PPR sought less support and proximity. In addition, when asked why they wanted (or didn't want) support, those high in PPR had more positive situation-specific expectations (e.g., they were more likely to believe that their partner would reduce their anxiety and increase their confidence) than those low

in PPR. Finally, individuals high in PR experienced their spouse's actual behavior as more emotionally supportive. These findings suggest that PPR gives people confidence to reach out to their partner in times of need and provides a basis for generous inferences in specific episodes of care.

A56**THE MOTIVATED USE OF MORAL PRINCIPLES** *David*

*Tannenbaum*¹, *David A. Pizarro*², *Eric L. Ullmann*³, *Peter H. Ditto*¹,
¹*University of California, Irvine*, ²*Cornell University*, ³*Yale University* – Three studies demonstrate that people shift their moral principles to rationalize desired judgments. In Study 1, students were more willing to endorse consequentialism when asked about sacrificing one innocent White (vs. Black) person to save the lives of many Black (vs. White) people. In Study 2, political conservatives were more likely to endorse the killing of innocent Iraqi civilians for a greater good, while liberals were more willing to condone the killing of innocent American civilians. Study 3 replicated this effect by unobtrusively priming patriotism and multiculturalism. Implications for the roles of reason and intuition in moral judgment are discussed.

A57**BICULTURAL IDENTITY AND PSYCHOLOGICAL WELL-BEING AMONG LATINOS** *Daniel R. Miramontez*¹, *Veronica Benet-Martinez*¹, *Libier Isas*²;

¹*University of California, Riverside*, ²*California State University, Long Beach* – Benet-Martinez and Haritatos (2005) found that Bicultural Identity Integration (BII) embodies two separate independent constructs: Cultural blendedness (vs. distance) and cultural harmony (vs. conflict). Cultural blendedness captures the degree of overlap vs. dissociation or compartmentalization perceived between the two cultural orientations. Cultural harmony, on the other hand, captures the degree of harmony vs. tension or clash perceived between the two cultures. In all, cultural blendedness captures the more perceptual elements of the bicultural experience, while, cultural harmony captures the more affective portion of the bicultural experience. The present study examined the links between variations in BII and psychological well-being. Across two studies, a self-report questionnaire was administered to a sample of 325 Mexican biculturals (study 1) and a diverse sample of 109 Latino (study 2) college students. Specifically, we hypothesized that those biculturals high on BII (blendedness and harmony) would score higher on psychological well-being, whereas those low on BII (distance and conflict) would score lower on psychological well-being. Finally, cultural harmony would be a stronger predictor than cultural blendedness. Results indicate that BII significantly predicted psychological well-being across both studies. As predicted, cultural harmony significantly predicted psychological well-being for study 1, $\beta = .28$, $p < .001$ and study 2, $\beta = .21$, $p < .05$, while cultural blendedness failed to do so. We conclude that bicultural individuals who perceive their dual cultural identities as harmonious and integrated (High BII) are more likely to be psychologically well adjusted. Future research will examine how variations in acculturative stress, personality, and bicultural competency affect the BII-adjustment relationship.

A58**WHEN KNOWING IS HALF THE BATTLE: EXPECTATIONS OF BLACK RACIAL EXPERTISE AND STEREOTYPE THREAT FOR WHITES** *Matthew Christian Jackson*, *Phillip Atiba Goff*; *The Pennsylvania State University* – The present research examines the hypothesis that racial conversations are difficult in part because non-racist Whites are afraid they do not know enough about race to speak on the issue – particularly compared to Blacks. A series of studies provides evidence supporting the hypothesis that Whites see Blacks as “race experts”, which in turn creates anxiety about Whites' status in interracial conversations. When discussing race with Black Americans, participants reported high levels of anxiety regarding their own knowledge about race, and reported a subsequent concern with appearing racist. This

threat was alleviated when the Black conversation partner was not from the United States, or when the topic of racism was framed as structural – e.g. outside the control of the participants. These findings suggest that norms about knowledge may be an important component to our conceptions of racism. Additionally, by changing how individuals conceive of racism, it may be possible to simultaneously promote more rigorous engagement in the topic and diffuse the identity threats that seem to accompany interracial conversations.

A59**DON'T SAY WE CAN'T: THE EMOTIONAL REACTIONS OF MINORITY GROUP MEMBERS TO MESSAGES ABOUT IDENTITY EXPRESSION** *Sjoerd F. Pennekamp*, *Bertjan Doosje*, *Sven Zebe*, *Alejandra Alarcon Henriquez*; *University of Amsterdam, The Netherlands* – Outgroup

members discussing (e.g. criticizing) the ingroup are often met with defensiveness (Hornsey & Imani, 2004) and are evaluated less positively than ingroup members with the same message. Less is known about the discrete emotions that these sources elicit, which might be important in explaining the specific behavioral reactions to these sources (Mackie & Smith, 2001). In two studies we investigate how members of minority groups react emotionally to ingroup and outgroup members who argue for the ingroup to either express or suppress their social identity. Study 1 (N = 128 homosexuals) showed that sources who want ingroup members to suppress their identity give rise to anger, but that this was especially the case for outgroup members (heterosexuals). The anger that was experienced was partially mediated by the extent to which the source was seen as threatening to the ingroup. These patterns were replicated in Study 2 (N = 88 language-based minority members): Outgroup members who want the ingroup to suppress their identity were again seen as most threatening and elicited most anger. In addition, feelings of anger partially mediated minority members' intentions to change the opinion of the outgroup source who wanted them to suppress their identity. These studies show that emotions play an important role in reactions to sources that discuss important and defining dimensions of the ingroup.

A60**DON'T MESS WITH ME AND DON'T MESS WITH MY PEOPLE: THE ROLE OF CULTURAL VALUE ORIENTATIONS IN ANGER RESPONSES TO INDIVIDUAL OR GROUP INSULTS** *Dianne A. van Hemert*, *Sven Zebe*, *Bertjan Doosje*; *University of Amsterdam, the Netherlands* – Based on Hofstede's work on cultural value orientations, we hypothesized that people from individualistic cultures are more likely to experience anger when an insult is aimed at the individual rather than the ingroup, while the reverse was expected for people from a collectivistic culture. Study 1 (208 Dutch students) focused on people from an individualistic culture and used a Target of Insult (Individual versus Ingroup) and Source of Insult (Ingroup versus Low-Status Outgroup versus High-Status Outgroup) design, with measures of individualism and collectivism as continuous independent variables. As predicted, insults resulted in more anger when aimed at the individual rather than the ingroup. This effect was present in both the ingroup and high out-group condition, but not in the low out-group condition. In addition, with insults aimed at the individual, there was a positive relation between individualism and anger, whereas this relation was negative for the insult aimed at the group. Study 2 used a similar design among 100 Chinese-Australians from a collectivistic culture. As hypothesized, participants felt angrier when the insult was directed at their group than at them individually. In addition, participants felt significantly angrier when out-group members insulted their ingroup compared to when these out-group sources insulted them individually; no such difference was observed for the in-group source. Collectivism significantly moderated the interaction effect between Target of Insult and Source of Insult. These studies illustrate that anger responses to insults differ as a result of target of insult, source of insult, country of origin, and level of individualism-collectivism.

A61**THE RELATION BETWEEN THREAT, ETHNIC ATTITUDES AND ANGER AFTER 9/11/2001: THE ROLE OF GROUP MEMBERSHIP**

Bertjan Doosje, Sanne Kateman, Pauline Mathyi; University of Amsterdam, the Netherlands – In three studies, we examine how the increased tension between the “Islamic world” and the “Western world” affects people’s ethnic attitudes in the Netherlands. Specifically, we argue and observe that people’s cultural background (Islamic versus non-Islamic) determines the way in which the increased tension is appraised. For Islamic people, the threat is perceived as both group-oriented and aimed at the personal self, but only perceived group threat predicts their negative ethnic attitudes towards Western people. In contrast, for non-Islamic people, the threat is perceived mainly as aimed at the individual self, and this is a good predictor of negative ethnic attitudes towards Islamic people. We discuss possible explanations for this pattern, and indicate the implications of these results in terms of the consequences of September 11 2001 for intergroup relations.

A62**CAUSAL UNCERTAINTY AND JUDGMENTAL ACCURACY: STABLE VERSUS SITUATIONAL JUDGMENTS**

Eliane M. Boucher, Jill A. Jacobson; Queen's University – Causally uncertain people chronically doubt their ability to identify the causes of social events (Weary & Edwards, 1994) even though they actually are more adept at determining other people’s thoughts and feelings (Currie et al., 2006). In the current study, we examined if this greater accuracy also would be found for more stable judgments like personality traits and if acquaintanceship would moderate the relationship between causal uncertainty and competence at social perception tasks. After participants interacted with a same-sex stranger or friend, they completed two measures of judgmental accuracy. For stable judgments, participants rated their partner on the Big Five personality traits, and these ratings were compared to their partner’s self-ratings. For situational judgments, we used Snodgrass’ (2001) interpersonal sensitivity paradigm. More specifically, we examined how sensitive participants were to how their partners felt about themselves during the conversation, and to how their partners felt about them during the conversation. We found greater self-other agreement for high causally uncertain participants’ trait judgments. That is, compared to low causally uncertain people, high causally uncertain participants’ trait ratings of their partner were more similar to their partner’s self-ratings. However, participants interacting with high causally uncertain partners were less sensitive to how their partner felt about themselves and the participant during the conversation. Thus, high causally uncertain people may not express their thoughts and feelings as clearly as low causally uncertain people do, potentially making social interactions with them more difficult. Finally, acquaintanceship did not moderate any of these effects.

A63**CAUSAL UNCERTAINTY AND REACTIONS TO REJECTION**

Jennifer Passey, Jill A. Jacobson; Queen's University – According to Williams and Zadro (2005), people who repeatedly are socially rejected do not acclimate to their experience, but rather become hypersensitive to ostracism and rejection. Causal uncertainty, or confidence about one’s ability to understand causal relations in the social world (Weary & Edwards, 1994), has been associated with interpersonal problems, such as roommate rejection, loneliness, and shyness. Thus these individuals should be more sensitive to rejection and experience more negative reactions to it. To investigate this hypothesis, participants’ were either fully rejected, partially rejected, or fully included in a virtual game called Cyberball (Williams et al., 2000) that they played ostensibly with either their friend and a stranger or with two strangers. Afterwards, they reported their affect and sense of belonging. Regardless of experimental rejection or triad condition, higher causal uncertainty was related to greater negative affect and less belonging. However, this main effect was

qualified by a three-way interaction. More specifically, no causal uncertainty differences existed among participants who thought they were being partially rejected by their friend and a stranger. Furthermore, high causally uncertain participants did not respond differently to the partial rejection and inclusion conditions. In other words, high causally uncertain participants playing the game with a friend and a stranger report the same levels of negative affect when they are included as when they are rejected. In contrast, low causally uncertain participants in the partial rejection condition experienced significantly more negative affect and less belonging than did those in the inclusion condition.

A64**IMPACT OF EXTRAVERSION ON THE CLINICAL PROFILE OF PANIC DISORDER**

Emilie Chan^{1, 2}, Ewelina Zaremba^{1,2}, Jacques Bradwejn^{1, 2}, Diana Koszycki^{1, 2}; ¹University of Ottawa Institute of Mental Health Research, ²Royal Ottawa Hospital – Eysenck’s (1967) orthogonal personality space plots the traits of extraversion-introversion and neuroticism-stability on the x- and y-axes, respectively, and places individuals at risk for anxiety disorders in the upper left quadrant of low extraversion and high neuroticism. Previous studies have indeed found these traits to play important predisposing and protective roles in social and emotional problems such as anxiety and depression (Ranjith et al., 2005; Jorm et al., 2000). Although neuroticism is linked consistently with anxiety disorders (Jorm et al., 2000), the role of extraversion, which this study explores, is not as well-defined. Participants were 63 patients clinically diagnosed with panic disorder who scored high in neuroticism and either high or low in extraversion on the NEO Personality Inventory – Revised (Costa & McCrae, 1992). The 18 neurotic extraverts (NEs) and 45 neurotic introverts (NIs) were compared on clinician- and self-rated measures. NIs evidenced greater clinician-rated diagnostic severity and comorbidity. NIs also self-reported significantly greater levels of social phobia, depression, agoraphobia, and illness intrusiveness. Unexpectedly, groups did not differ on levels of anxiety sensitivity or trait anxiety. Personality theorists (Eysenck, 1963, 1983; Gray, 1970) have postulated a link between high neuroticism and low extraversion and one’s conditionability and emotional and physiological reactivity to punishment cues, increasing vulnerability to pathological anxiety. The continuing debate surrounding the accuracy of conditioning models (Zinbarg & Reville, 1989) and the present findings which differ between groups depending on symptom cluster require future research into the specificity and contingencies of personality conditioning theory.

A65**THE GOOD SUBJECT EFFECT: INVESTIGATING PARTICIPANT DEMAND CHARACTERISTICS**

Austin Lee Nichols, Jon K. Maner; Florida State University – Although experimental researchers often concern themselves with the presence of participant demand, few studies have directly examined the effects of demand on participant responding. With relevance to all researchers, the current study, therefore, examined effects of participant demand on responding within a laboratory study. Before beginning the study, research participants were informed of the study’s purported hypothesis by a confederate posing as another participant. Participants then performed a laboratory task designed to evaluate the extent to which participants would respond in ways that might confirm – or disconfirm – the study’s hypothesis. Results indicated that participants tended to respond in a way that confirmed the hypothesis. However, there were also individual differences in this tendency, and positive attitudes toward the experiment and the experimenter were associated with greater degrees of hypothesis confirming responses. These results were not accounted for simply by social desirability. The results of this study indicate the need for more research, as well as careful consideration of participant demand in the design of laboratory studies and analyses of data.

A66**TESTING THE ATTRACTION-SIMILARITY MODEL: THE INFLUENCE OF RELATIONAL-INTERDEPENDENT SELF-CONSTRUAL**

Marian Morry, Allison Nelson, Mie Kito; University of Manitoba – According to Morry's (2005) attraction-similarity model, relationship quality leads to perceived self-other similarity, relationship quality and perceived similarity then provide psychological benefits. We asked whether relational interdependent self-construal (RISC; Cross, Bacon, & Morris, 2000) influences these relations among dating individuals (N = 133). Participants were 19.96 years old and dated for 15.80 months. Participants completed measures of attraction (Hendrick's, 1988, Relationship Assessment Scale (RAS); Fletcher, Simpson, & Thomas, 2000, Perceived Relationship Quality Components Inventory (PRQC)), perceived similarity (Gill & Swann's, 2004, low and moderate relationship relevant traits) and psychological benefits (Morry, in press, feeling understood and validated (FUV)). Unless noted, statistics are significant at .05 or less. Supporting Hypothesis 1, high RISC individuals reported higher attraction (RAS, $F(1, 129) = 7.28$; PRQC, $F(1, 130) = 4.53$) and greater perceived similarity (Multivariate $F(2, 122) = 4.51$; moderate traits, $F(1, 123) = 8.35$; low traits, $F(1, 123) = 2.55$, $p = ns$). Supporting Hypothesis 2, attraction predicted perceived similarity (low traits: high RISC $R^2 = .15$, low RISC $R^2 = .11$); for the moderate traits this effect was larger for high ($R^2 = .47$) than low ($R^2 = .19$) RISC. Hierarchical regressions indicated that attraction predicted FUV (low RISC $R^2 = .81$; high RISC $R^2 = .68$). Contrary to Hypothesis 3 perceived similarity on moderate traits added to this prediction for low ($R^2 = .02$) not high ($R^2 = .00$, $p = ns$) RISC individuals. Individual differences influence the variables in the attraction-similarity model and need to be addressed in future research.

A67**THE INFLUENCE OF MINDFULNESS ON THE RELATIONSHIP BETWEEN NEGATIVE AFFECT AND HOW ONE FEELS ABOUT HIM OR HERSELF**

Christina Hill, John Updegraff; Kent State University – The use of mindfulness has developed considerably in psychotherapy treatments and psychotherapy research in the past few years. Outcomes often indicate that mindfulness is beneficial to patients experiencing psychological difficulties. Mindfulness has also been tied to lower negative affect and higher self-esteem, factors often leading to the experience of increased well-being. However, little is currently known on how mindfulness helps produce this sense of well-being. It is possible that mindfulness reduces the impact negative events have in creating negative emotions. To test this idea, we assessed 89 college students from the Kent State University subject pool. Participants filled out a questionnaire on mindfulness and demographic information in a group session. For seven subsequent days, these participants recorded, over the internet, their daily experience of negative affect and how experiencing a negative event affected how they felt about themselves. Hierarchical linear modeling was used to assess the moderating effect of mindfulness on the relationship between how one feels about oneself after the experience of negative events and that person's reporting of daily negative affect. We found that people feeling worse about themselves after experiencing a negative event also reported higher daily negative emotions. However, the more a person had a tendency to be mindful, the less the experience of a negative event systematically led to an increase in reporting negative emotions. The present study indicates one mechanism by which the practice of mindfulness is beneficial. Mindfulness appears to decrease the influence experiencing negative events often has in inducing negative affect.

A68**INDIRECTLY AGGRESSIVE BULLYING: BEHAVIORS AND MOTIVATIONS**

Tara Reich, Marian Morry, Mie Kito; University of Manitoba – Indirect aggression (IA) is the use of relationships and other indirect means to inflict harm on another individual (Björkqvist et al., 1992).

Though the body of research in this area has undergone a tremendous growth spurt over the past decade, psychologists have yet to construct a model of IA that addresses the many behaviors involved, choosing instead to collect them all under one overarching concept. If progress is to be made toward IA intervention, an understanding of the multitude of behaviors and motivations involved is essential. The current study recruited 66 female first year university students ($M = 18.82$, $SD = 1.31$), who recalled episodes of IA from the perspective of the bully, the bullied, and/or the bystander (Coloroso, 2002); each was also asked to speculate on why females in particular engaged in these behaviors. Collectively, participants recalled 177 separate examples of IA ($M = 2.68$, $SD = 1.97$ incidents each). From these examples, the most commonly reported behaviors and motivations are reported and discussed. Participants reported IA behaviors and motivations similar to those cited in previous research (e.g. Coyne, 2004; Owens et al., 2005); however, important new categories were also revealed. For example, participants recalled the rallying of allies against a target, using males as a weapon (e.g. pursuing a target's boyfriend), and invading privacy. The working list of IA behaviors generated will be used in research examining the relationship between relationship closeness (i.e. best friends, close friends, in-group members, out-group members, etc.) and specific indirectly aggressive behaviors.

A69**THE EFFECT OF TRAIT ANXIETY ON COGNITIVE DISSONANCE PROCESSES**

Katherine L. Waller, Laura A. Creighton, Leandre R. Fabrigar; Queen's University – Classic cognitive dissonance processes are echoed in the clinical presentation of anxiety disorders. The purpose of this research was to determine whether high trait anxiety is associated with a failure to effectively regulate cognitive dissonance. One hundred and forty two undergraduates who had completed the Beck Anxiety Inventory in a pre-screening session participated in a standard forced-choice experimental paradigm. In a 2 (trait anxiety: high or low) X 2 (condition: free choice or no choice) design, participants were randomly assigned to either a free choice condition, in which they chose one of two closely-valued popular CDs to take home, or a control condition, in which the experimenter chose the CD that they would take home. Analyses suggested that high anxiety participants showed the classic spreading of alternatives dissonance effect when rating the desirability of the CD they received and the CD they did not receive. In contrast, low anxiety participants did not showing this spreading of alternatives effect. Interestingly, despite spreading the alternatives, high anxiety participants continued to experience dissonance affect and to engage in negative self-evaluation. Low anxiety participants did not experience residual dissonance affect or negative self-evaluation even though they did not spread the alternatives. These results suggest that individuals who are high in trait anxiety strive to reduce dissonance but may have difficulty fully doing so. Clinical implications of this finding are discussed. The implications of these findings for understanding individual differences in dissonance processes and the adaptive function of dissonance-reduction strategies are also discussed.

A70**IMPLICIT THEORIES OF WEIGHT MANAGEMENT: A SOCIAL COGNITIVE APPROACH TO DIETING MOTIVATION**

Jeni Burnette, Donelson Forsyth; University of Richmond – The current paper extends implicit theories research to the domain of body-weight management. Drawing from an elaborate theoretical framework on implicit theories and health behavior research, the present work predicted that (a) individuals differ systematically in their beliefs about the malleability of body weight and (b) these implicit beliefs are related to coping and self-regulation strategies following dieting setbacks. To test these hypotheses, we first developed the Implicit Theories of Weight Management Scale and examined its psychometric properties. Results revealed both internal and temporal reliability. Additionally, convergent

and discriminant validity tests supported hypotheses. Implicit theories of weight management were moderately related to health and dieting locus of control but were distinct from personality dimensions such as the Big Five and trait optimism. Marginal relations emerged between implicit theories of weight management and implicit theories in the domain of intelligence and personality. Next, we tested the hypothesis that implicit theories of weight management would be related to adaptive regulatory strategies (e.g., increased motivation) and to maladaptive coping (e.g., avoidance) following dieting setbacks and that this relation would be mediated by feelings of helplessness and optimism. Results largely supported these conjectures, revealing that even after controlling for constructs related to successful dieting (e.g., dieting self-confidence, trait self-control), believing more strongly that weight is changeable was related to lower reported use of avoidance when coping with setbacks. Additionally, feelings of helplessness and optimism mediated the implicit theories-avoidance relation.

A71

TIME SPENT IN HOUSEHOLD LABOR AND MARITAL SATISFACTION: A CROSS-CULTURAL ANALYSIS *Katalin Toth; University of Nevada, Reno* – The main objective of this study was to examine the cultural effects on the relationship between time spent in household labor and marital satisfaction. By adding the cultural dimension, it is acknowledged that the division of labor in a family is embedded in a social-cultural context. Additionally, no studies examined the relationship between division of labor and marital quality from a cross-cultural perspective. Data from the 2002 Family and Changing Gender Roles module of the International Social Survey Programme (ISSP; 34 countries) was used. To this data base, I added Hofstede's individualism indices (1980, 2002). Only married people were selected. Multilevel modeling was used to analyze the two-level variables – cultural and individual variables (gender, number of kids under 5 years old, age, education, and respondent's perceived time invested in household labor). Results indicated that, at an average level of hours invested in household labor and when controlling for education and number of small children, culture had a significant effect on marital satisfaction, married people in individualist countries being more satisfied than married people in collectivist countries. Culture also interacted significantly with gender and age; the gap between men and women in marital life satisfaction was narrower in individualistic cultures than in collectivistic cultures, married males being more satisfied than married females across all cultures. The higher the individualism, the more satisfied the older married people are compared to younger married people. It was concluded that culture alone and in interaction with individual characteristics affected married people's marital satisfaction.

A72

OPPOSITES FIT: EVIDENCE FOR A COMPLEMENTARITY EFFECT OF REGULATORY FOCUS IN DYADIC INTERACTIONS *Vanessa Bohns, Kirstin Appelt, E. Tory Higgins; Columbia University* – Do opposites attract, or do birds of a feather flock together? According to previous research, it depends. In some cases, similarity in behavior and attitudes has been shown to lead to greater liking and comfort in interpersonal interactions (Byrne, 1971; Chartrand & Bargh, 1999), while other studies have found that on certain dimensions complementarity may actually lead to more positive interactions (Tiedens & Fragale, 2003; Walster & Walster, 1963). In two separate studies, we find evidence for a complementarity effect of regulatory focus in dyadic interactions. Using a mock interview paradigm in Study 1, participants paired with a partner whose regulatory focus was opposite to their own (i.e., promotion-prevention pairs), rated themselves as more compatible with their partner, enjoyed the interaction more, and felt more effective and "right" during the interaction than matched pairs (i.e., promotion-promotion and prevention-prevention pairs). Study 2 is a conceptual replication of this effect using a negotiations paradigm.

Participants paired with a negotiation partner of the opposite regulatory focus reported trusting their partner more than those whose partners had the same regulatory focus. We interpret these results through the lens of regulatory fit theory (Higgins, 2000). In dyadic interactions where separate roles are clearly defined (like those presented here), being paired with someone of the opposite regulatory focus allows tasks to be divided up in such a way that both partners can maintain regulatory fit (i.e., the promotion person can take on the eager tasks, and the prevention person can take on the vigilant tasks).

A73

SOCIOTROPY AND SELF-ESTEEM AS PROSPECTIVE PREDICTORS OF DEPRESSIVE SYMPTOMS *Mina Cikara, Joan Girgus; Princeton University* – There is an abundance of evidence supporting the relationship between self-esteem and depression. People with low self-esteem are more likely to get depressed (Beck, 1967), as are people with less stable self-esteem (Butler, Hokanson, & Flynn, 1994). However, we know little about the antecedents of low and unstable self-esteem, and we believe this information would help us better predict who is at risk for depression. One construct that seems especially promising in this regard is sociotropy. Individuals who are high on sociotropy base their level of self-esteem on the positive and negative feedback they receive in the course of everyday interpersonal interactions (Beck, 1983). When their interactions are positive, their self-esteem increases; when their interactions are negative, their self-esteem decreases. Relying on external sources of evaluation like friends and relationship partners for self-esteem increases the likelihood that daily feelings of self-worth will fluctuate because these evaluations are ubiquitous and likely to contain ambiguous and contradictory information. We investigated the relationship between sociotropy, self-esteem level and lability, positive and negative daily events, and depressive symptoms using a daily diary design. Our results indicate that individuals high on sociotropy have lower and more labile self-esteem, and report more negative-social events than individuals low on sociotropy (but the same number of negative-nonsocial events and positive-social events). Individuals who are high on sociotropy and report more negative-social events exhibit more depressive symptoms. Both level and lability of self-esteem mediate the relationship between sociotropy and depression. We consider possible cognitive processing mechanisms for these results.

A74

THE EFFECT OF SOCIAL COMPARISONS ON WOMEN'S MATH TEST PERFORMANCE *Leah Reisz, Jennifer Steele; York University* – Research conducted over the last decade suggests that while upward social comparisons can lead to dejection, they can also result in inspiration, depending on the type of social comparison information provided (Lockwood & Kunda, 1997, 1999). Recent studies have similarly demonstrated that performance deficits associated with stereotype threat can be alleviated when participants are provided with upward social comparison information that is counterstereotypic (Marx & Roman, 2002; Marx, Stapel, & Muller, 2005). In the present study we extended previous research by examining the impact of cross-sex and same-sex upward social comparison information on the math test performance and attitudes of women who are highly identified with this domain. Fifty-four math-identified women were presented with social comparison information about an outstanding male or female mathematician and were then asked to complete a 20-minute math test as well as implicit and explicit measures of their attitudes towards mathematics. Consistent with our hypotheses, women performed more poorly on a challenging math test after reading about a first-year male university student who excelled in mathematics as compared to women who received identical female social comparison information or women in a control condition. Somewhat surprisingly, however, this manipulation had no reliable effect on women's implicit or explicit attitudes towards mathematics. Theoretical implications of these findings and additional strategies to

buffer the effect that male social comparisons may have on women's math test performance are discussed.

A75

THE ROMANTIC PARTNER CONFLICT SCALE: A NEW SCALE FOR MEASURING CONFLICT IN DATING RELATIONSHIPS

Tammy Lowery Zacchilli, Susan Hendrick, Clyde Hendrick; Texas Tech University—Whether couples have been dating a few months or have been married for many years, conflict is likely an inevitable part of the relationship. According to Canary, Cupach, and Messman (1995), how couples handle conflict informs other areas of their relationship, such as how satisfied they are in their relationship. Thus, when examining other relational variables it is important to understand how individuals approach conflict with their partner. In Study 1, the relationships between three conflict strategies (i.e., compromise, emotional reactivity, interactional reactivity) and other variables such as satisfaction, respect, sexual attitudes, and self-disclosure were assessed. In Study 2, items for a new conflict scale, the Romantic Partner Conflict Scale (RPCS; 39 items), were developed and subjected to a factor analysis. Six factors emerged: Compromise, Domination, Submission, Separation, Avoidance, and Interactional Reactivity. The relationships between these six strategies and respect, commitment, and satisfaction were assessed. The goals of Study 3 were to confirm the factor structure of the RPCS and to relate the six subscales to self-disclosure, sex, commitment, love, satisfaction, and respect. Preliminary analyses ($N = 200$) revealed the same six factors of the RPCS found in Study 2. Alphas for the subscales ranged from .85 to .96 and the subscales correlated appropriately with the other relational variables. Implications for this new conflict scale will be discussed.

A76

REALISTIC ACCURACY OF PERSONALITY JUDGMENT IS HIGHEST WHEN JUDGE AND TARGET ARE SAME GENDER AND ETHNICITY

Tera D. Letzring; Idaho State University—Several factors are related to accuracy of personality judgment, including characteristics of the judge, the target, the trait, and the available information (Funder, 1995). Another factor likely to affect accuracy is the level of similarity between judge and target. Judges and targets who are more similar are also more likely to have similar meaning systems, which should help judges correctly interpret behavioral cues to personality (Allport, 1937; Kenny, 1991; Taft, 1955). A within-subjects experiment was conducted to test the hypothesis that similarity affects accuracy. Each participant/judge observed 4 targets for 5 minutes. The targets differed in level of similarity such that one target was the same gender and ethnicity as the judge, one was the same gender, one was the same ethnicity, and one differed in gender and ethnicity. The order of judge-target similarity was counterbalanced. After observing each target, judges rated the target's personality using the California Adult Q-set. Realistic accuracy was assessed by computing profile correlations between the judge's ratings of the target and ratings of the target from the self, acquaintances, and clinician-interviewers. Contrast analysis (Rosenthal, Rosnow, & Rubin, 2000) was used to examine whether judges who had the same gender and ethnicity as the target achieved higher accuracy than judges with lower levels of similarity with the target. This trend held among females ($t_{contrast}=3.21, p=.002, r=.44$) but not among males ($t_{contrast}=-0.96, p=.36, r=.01$). These findings suggest that judge-target similarity may be another factor that influences the accuracy of personality judgment, especially among females.

A77

IMPLICIT NATIONAL IDENTIFICATION AND OUTGROUP PREJUDICE: THE MODERATING IMPACT OF EXPOSURE TO THE U.S. FLAG

David A. Butz, E. Ashby Plant; Florida State University—Prior research has demonstrated that nationalism, an ideology based upon perceptions of national dominance, tends to be associated with prejudice toward ethnic and national outgroups. For example, several studies

indicate that U.S. residents who scored high on explicit levels of nationalism following the terrorist attacks on September 11, 2001, also reported increased negativity toward Arabs and Muslims. Recent findings, however, indicate that exposure to national symbols such as the U.S. flag, which are associated with the U.S. values of humanitarianism and egalitarianism, lowers nationalistic U.S. residents' hostility toward Arabs and Muslims. In the current work, a new measure of implicit identification was developed and its relation to related explicit constructs and attitudes toward Arabs and Muslims was assessed. Thirty-nine U.S. residents who had previously completed measures of nationalism and patriotism completed the implicit measure of national identification individually and then reported their attitudes toward Arabs and Muslims either in the presence or absence of a large U.S. flag. Consistent with many previous findings regarding relations of implicit to explicit measures, implicit national identification was not significantly associated with explicit measures of patriotism or nationalism. The relation between the participants' implicit nationalism and attitude toward Arabs and Muslims was moderated by the exposure to the U.S. flag. Participants high but not low in implicit national identification reported more positive attitudes toward Arabs and Muslims in the presence compared to the absence of the U.S. flag. The theoretical and practical implications of these findings are discussed.

A78

WHERE DO "YOU" END, AND "I" BEGIN? EVIDENCE FOR PRE-EMPTIVE INCLUSION OF ROMANTIC PARTNERS INTO THE SELF

Erica Slotter, Wendi L. Gardner; Northwestern University—Romantic partners often include aspects of each other into their senses of self (Aron, Aron, Tudor, & Nelson, 1991). Although thought to reflect motivation, this overlap has been described through explanations such as increased familiarity, knowledge and shared experience with the partner. We examined the motivated inclusion of aspects of a romantic partner vs. an acquaintance into the selves of undergraduates while attempting to hold shared experience/knowledge constant. In two studies, we pre-selected personality attributes that participants believed neither they nor their partner possessed (e.g. being musical). After engaging in either an actual (Study 1) or imagined (Study 2) discussion with a partner or acquaintance, in which participants were introduced to the notion that their partners or acquaintance possessed this attribute, we measured participants' self concepts. Participants who discussed or imagined discussing the attribute with their romantic partner explicitly rated those attributes as more characteristic of themselves, and were slower to reject the attributes as not like themselves on a reaction time task. For an acquaintance, a trend in the opposite direction was seen, such that those attributes were reported as less like the self and were slightly faster to be rejected. Additionally, in the imagined discussion group even single participants who imagined a purely hypothetical partner showed these effects. Taken together, these findings demonstrate preemptive inclusion of new aspects of romantic partners but not acquaintances into the self, implying a role for the motivation to be close to one's partner beyond the role of increased familiarity and knowledge.

A79

THE BLACK SHEEP EFFECT: A META ANALYSIS

Joy Stratton, Norman Miller, Brian Lickel; University of Southern California—The purpose of this research was to gain further understanding of the black sheep effect by meta-analytically assessing the role of moderator variables on effect size. We conducted an exhaustive search of black sheep effect related literature and quantified the magnitude of its mean effect size. Four judges read the methods sections of studies in this literature to estimate levels of 21 potential moderator variables within each study. We subsequently correlated subjective ratings of the moderator variables with black sheep effect sizes. In addition, seven categorical variables were coded by the first author; differences in effect sizes for these variables were calculated as the Q_b statistic. We found a mean effect size

of .31 for the black sheep effect. For the subjective variables, the degree to which the target's behavior violated a group-specific norm and the complexity of the judgmental task were positively correlated with black sheep effect sizes. The degree to which the target's behavior violated general norms, the publicity of target behavior, in-group entitativity, and the importance of the target's behavior were inversely correlated with black sheep effect sizes. In regards to the categorical variables, participant sex, participant ethnicity, group dimension, group type, whether the experimental paradigm involved the rating of single versus multiple targets, and level of threat to participants' image were also found to moderate the black sheep effect. This examination of moderators illuminated some accounts of variation in the magnitude of black sheep effect sizes and provided suggestions for further research.

A80

IMPLICIT ATTITUDES EXPERIENCED AS INTUITIONS: ATTITUDES AT PRIME TIME *Mervyn Whitfield, Christian Jordan; Wilfrid Laurier University*—Explicit attitudes do not correlate highly with, and seem to be distinct from, implicit attitudes. The current research examines whether people experience implicit attitudes as intuitions. If people experience implicit attitudes as intuitions, reliance on intuition may alter the degree of correspondence between implicit and explicit attitudes. Our past research examining the correspondence between implicit and explicit self-esteem suggests that reliance on intuition increases correspondence between implicit and explicit self-esteem. In the present study, we sought to explore whether reliance on intuition increases the correspondence between implicit and explicit attitudes. Using the Implicit Association Test (IAT), implicit attitudes toward three pairings of three television shows were measured: *Frasier*, *Friends*, and *CSI*. A manipulation was then introduced to focus people on either rational thought or intuition. This was followed by explicit measures of the same attitudes. Explicit attitudes representing a preference for *Friends* over *Frasier* were found to be more strongly related to the corresponding implicit attitudes in the intuitive condition, as compared to the rational condition. Implicit-explicit correlations were very high for the other two pairings, *Frasier* over *CSI* and *CSI* over *Friends*, and were not moderated by condition. These correlations were high even in the rational condition, which suggests a possible ceiling effect for these attitudes. Overall, these results thus support our prediction that reliance on intuition increases the correspondence between implicit and explicit attitudes. This research suggests that people do experience implicit attitudes as intuitions.

A81

EXAMINING PERSONALITY JUDGMENTS FROM A SELF-PRESENTATIONAL PERSPECTIVE *Christopher S. Nave¹, R. Michael Furr²*; ¹*University of California, Riverside*, ²*Wake Forest University*—We examined aspects of a framework integrating personality judgments with self-presentational processes. The "Presentation and Judgment" framework comprises several phenomena (e.g., self as is, self as presented, self as perceived) and components connecting the phenomena (e.g., presentational effect, presentational payoff, accuracy). For example, presentational effect is the degree to which the self as perceived by a judge matches the self as presented. We evaluated predictions derived from the framework: that presentational payoff is comprised of presentational success and presentational effect, that accuracy is comprised of correspondence and presentational payoff, along with exploratory questions regarding impression motivation (IM) and impression efficacy (IE). Unacquainted undergraduates were randomly paired as targets or judges. Using 40 traits and self-presentational goals, targets described how they "truly" see themselves and how they desired to be seen in an upcoming interaction. Following an interaction with an opposite-sex "judge," targets rated how they presented themselves in the interaction. Using the same set of traits/goals, judges rated how targets presented themselves, and they rated their perceptions of the targets' true

personality. Results supported the predicted associations among phenomena, and they revealed interesting correlates of IM and IE. For example, high-IM targets desired to create an impression that did not correspond to their "true" self-perceptions. Similarly, high-IE targets desired to be seen as they see themselves and are perceived relatively accurately by judges. Results provide encouraging support for the presentation and judgment framework and indicate that integration of personality judgment and self-presentation is a fruitful avenue for future research.

A82

PROTOTYPE ANALYSIS OF THE CONCEPT OF INTIMACY: DO LAY CONCEPTIONS CORRESPOND WITH SCIENTIFIC ACCOUNTS? *Carolyn Birnie, John Lydon; McGill University*—Reis and Shaver (1988) suggest that understanding, acceptance and caring are the main components of intimacy. The processes by which partners create conditions that are conducive to intimacy are primarily trust and self-disclosure. Without trust, there will be no self-disclosure of important personal information; without self-disclosure there can be no experience of feeling understood, accepted and cared for by one's partner. In this study, prototype analysis was used to examine the prevalence of these features in lay conceptions of intimacy. Intimacy in close relationships is important for health and well-being (Perlman & Fehr, 1987). Thus, it is important to identify which attributes lay people perceive as crucial in order to experience intimacy. 335 participants listed up to 20 characteristics of the concept intimacy. Characteristics were grouped into attribute categories following Fehr's (1988) methodology. Male and female prototypes were combined as they did not differ significantly. Relative to other attribute categories, understanding, acceptance and caring ranked quite high (i.e., among the top 15%). However, they were not very prevalent overall. Caring was only included in 25% of participants' lists; understanding in 20% and acceptance in 15%. Much more prevalent were trusting (44%) and self-disclosure (46%); each was included in almost half of participants' lists. These results suggest that spontaneous, explicit lay conceptions of intimacy focus more on the precursors of intimacy (i.e., the conditions necessary to experience it), rather than on those aspects which actually complete the experience of intimacy. Subsequent analyses will examine the relative centrality of the attributes.

A83

WHY WORDS MATTER: THE EFFECT OF MESSAGE FRAMING AND BEHAVIOR TYPE ON DECISION-MAKING IN INTERPERSONAL RELATIONSHIPS *Shannon T. Brady, Jessica A. Johnson, Jerusha Detweiler-Bedell, Brian Detweiler-Bedell; Lewis & Clark College*—Communication is vital in relationships, yet surprisingly little research has addressed how differential wording of objectively equivalent information—known as message framing—can affect individuals' attitudes and behaviors related to interpersonal situations. In one of the few interpersonal framing studies, Boon & Griffin (1996) retained the mathematical ratios of the original Kahneman & Tversky (1981) framing work. However, the extensive health framing literature suggests a way to construct gain/loss frames without the use of mathematical ratios, which results in a more externally valid way of conceptualizing interpersonal decisions. Specifically, messages can either emphasize gains (benefits/advantages) or losses (costs/disadvantages). Additionally, the health literature reveals that message frames differentially motivate prevention behaviors and detection behaviors (Rothman & Salovey, 1997). The current study examined interpersonal framing by utilizing a couples' counseling (CC) paradigm. Two hundred seven participants in a long-term relationship responded to an online survey. They completed the Dyadic Adjustment Scale (Spanier, 1976) and then read either a gain-framed or a loss-framed message about attending CC. In addition, the message described CC either as a way to prevent problems or as a way to detect problems in the relationship. As predicted, results indicate that

when CC is described as a prevention behavior, gain-framed messages promote greater CC-related intentions and behaviors; when CC is described as a detection behavior, loss-framed messages promote greater CC-related intentions and behaviors.

A84**GENTLE NUDGES V. HARD SHOES: AN EMPIRICAL STUDY ON THE CONFLICT BETWEEN NORMS AND ENFORCEMENT**

Sven Vanneste¹, Alain Van Hiel¹, Ben Depoorter²; ¹Ghent University, ²University of Miami, School of Law – In situations where a social group perceives legal sanctions to be excessive with respect to the behavior that is being punished, law enforcement may inadvertently strengthen pre-existing antisocial norms. This paper examines the hypothesis of countervailing norm effects as a possible explanation for the pervasiveness of copyright non-compliance in the face of lawsuits against file sharers. We investigate the interaction between law enforcement and pre-existing beliefs and norms experimentally in two studies that simulate the sensitivity of copyright infringers by imposing varying probabilistic penalties. Copyright enforcement has adverse effects on copyright norms. When enforcement is temporarily suspended, copyright norms induce a backlash effect leading to increased downloading. Our results provide new evidence on the interference between norms and enforcement.

A85**THE BENEFITS OF WRITING FOLLOWING RELATIONSHIP DISSOLUTION**

Gary Lewandowski Jr.; Monmouth University – The benefits of expressive writing have been well documented in numerous contexts (e.g. Pennebaker, 1997). This work has largely focused on writing's ability to diminish negative or distressing feelings, eliminate intrusive thoughts, or alleviate health problems. However, less attention has been given to expressive writing's potential to increase positive feelings following a stressful event (Lyubormirsky, Sousa, & Dickerhoof, 2006). The present study builds on previous research by examining the influence of expressive writing on the experience of positive emotions following relationship dissolution. Eighty-seven participants (25 males, 62 females) single college students who recently experienced the dissolution of an exclusive dating relationship within the past 6 months took part in the study. Participants were randomly assigned to one of three writing exercises (positively-focused, negatively-focused, neutral) that were completed over several writing sessions, and also completed measures of positive and negative emotions before and after writing. As hypothesized, those who engaged in positively focused writing reported an increase in positive emotions from pretest to posttest compared to those in either the negative or neutral writing conditions. There were no differences between those in the negative versus the neutral writing conditions. Further, there were no significant differences among all comparisons of writing condition on negative emotions. These findings suggest that writing tasks may have the ability to produce positive outcomes, and that these outcomes can be brought about through writing about positive aspects of an experience, rather than the more traditional method of focusing on negative aspects.

A86**MATERIALISM AND AFFECTIVE FORECASTING**

Jessica Hartnett, John Skowronski; Northern Illinois University – The present research explores the role of individual differences, namely, materialism, in the phenomena of affective forecasting. Experiment 1 compared affective forecasts of materialistic and non-materialistic participants who imagined losing their possessions in an apartment fire. Results suggested that materialism was unrelated to affective forecasts. However, a focalism manipulation was similarly unrelated to affective forecasts, suggesting that the imagined event's extremity may have overwhelmed potential materialism and focalism effects. Experiment 2 compared affective forecasts of materialistic and non-materialistic participants who imagined that they had lost 200 dollars. Materialistic participants

predicted less happiness following the monetary loss than non-materialistic participants, but only in the non-focal condition. Moreover, participants thought that they would be happier as time passed after the loss. Experiment 3 compared materialists and non materialists on their ability to affectively forecast about a romantic disappointment and found similarities in materialist and non-materialist reactions to a romantic disappointment. The findings of Experiment 3 suggest that materialism-based differences in affective forecasting found in Experiment 2 are domain specific. Discussion of these results includes possible limitations, implications and extensions of affective forecasting research.

A87**UNDERSTANDING THE LIMITS OF SPONTANEOUS TRAIT TRANSFERENCE: EXCLUSIVE TRAIT-TARGET BINDING PREVENTS TRANSFERENCE**

Amir Goren, Alexander Todorov; Princeton University – Personality traits that are spontaneously inferred from behaviors bind to actors' faces (spontaneous trait inferences, or STI), and can inappropriately bind to faces of persons deemed irrelevant to the behaviors (spontaneous trait transference, or STT). Experiment 1 showed that STT effects, while weaker than STI, nevertheless occurred in the face of clear instructions that behaviors were irrelevant to the faces with which they were presented. Experiment 2 showed that STT can be eliminated when faces and irrelevant behaviors are separated perceptually, suggesting that STT requires the concomitant presence of a target when a trait is inferred. Experiments 3 and 4 found no STT across pairs of relevant actors presented simultaneously. However, Experiment 4 found that STT effects could be reinstated by instructing participants that behaviors are irrelevant to the faces with which they are presented. Replicating and elaborating on a novel finding (Crawford, Skowronski, & Stiff, 2006), this suggests that inferred traits bind exclusively to faces when targets are present and are able to bind to irrelevant persons only when relevant targets are believed to be absent. The current (false recognition) paradigm rules out an attentional account of the phenomenon, demonstrating STT elimination even when attention to concomitant face-behavior pairs is equated. This has significant and novel implications for the spontaneous attributional process by which inferred traits bind to faces.

A88**YOU CHOOSE, YOU LOSE?: THE EFFECT OF TOO MANY ATTRACTIVE ALTERNATIVES ON CHOICE DIFFICULTY, POST-DECISIONAL SATISFACTION, AND REGRET**

Graeme Haynes, James Olson; The University of Western Ontario – The results of several recent experiments suggest that, somewhat paradoxically, having a large number of alternatives from which to choose can be detrimental to people's experience of satisfaction and enjoyment with their chosen option (see Iyengar & Lepper, 2000, and Schwartz et al., 2002). In the present research, we investigated whether having numerous alternatives from which to choose, in conjunction with pressure to make a decision, would affect decision-related difficulty, frustration, satisfaction, and regret. Participants were given the opportunity to choose from among either 3 (moderate choice) or 10 (large choice) prizes and had either 2 minutes (high pressure) or 5 minutes (low pressure) to make a decision. Individual differences in the chronic tendency to maximize (i.e., to obtain the absolute best possible outcome) were assessed. Participants in the 10-option high pressure condition found their decision to be more difficult/frustrating than did participants in any other condition. Chronic maximizers in the 10-option conditions found their decision to be more difficult/frustrating and were less satisfied with their chosen option and more regretful about not having chosen a different option than their non-maximizer counterparts, especially when under high pressure to make a decision. Results are discussed both within a dissonance framework and from a negative affect perspective.

A89

THE IMPACT OF JUDGMENTAL FREQUENCY ON JUDGMENTAL EXTREMITY

Meghan E. Norris¹, Andrew Vankoughmet¹, Leandre R. Fabrigar¹, Richard E. Petty², Duane T. Wegener³; ¹Queen's University, ²The Ohio State University, ³Purdue University – Because attitude extremity has been linked to the underlying strength of attitudes and other forms of judgment, researchers have long been interested in what leads judgments to become extreme. One factor that has been identified is the mere frequency of judgmental expression. The current research tests the explanation that ambiguity in the intent of rating scales may be one reason why increased frequency of expression is associated with greater extremity of judgments. Specifically, this explanation posits that attitudes and other judgments do not become more extreme with increased frequency of expression, but rather people become more confident in their judgments and misinterpret the meaning of extreme responses on rating scales to imply confidence in the judgment rather than extremity per se. To test this idea, a 3 (level of frequency: 3 vs. 5 vs. 8) X 2 (type of scale: ambiguous numerical rating scale vs. unambiguous colour shade scale) mixed-design experiment was conducted in which respondents judged the color of novel ideographs. A total of 120 participants were recruited. Results indicated a significant main effect of frequency on extremity of color judgments and no evidence that the ambiguity of the scale moderated the effect of frequency on extremity. Interestingly, frequency did influence confidence ratings of these color judgments and this confidence in turn mediated the effects of frequency on judgmental extremity. The implications of these findings for various explanations of the frequency-extremity effect are discussed.

A90

AN IDIOCENTRIC MAN'S FLIGHT? CONSEQUENCES OF UNPLEASANT MOOD FOR QUANTITATIVE PROBLEM-SOLVING SELF-EFFICACY AND PERFORMANCE

Karen Feasel¹, Kasey Woodburn²; ¹Hobart and William Smith Colleges, ²William Smith College – How does mood influence the self-efficacy expectancies and performance attainments of idiocentric and allocentric men and women? We explored this question in experimental personality research investigating self-efficacy for quantitative problem solving. Sixty-five participants completed a measure of idiocentrism and allocentrism, listened to musical selections in positive (Mozart's "Eine Kleine Nachtmusik"), neutral (Boccherini's "Concerto in G Major"), or negative (Beethoven's "Moonlight Sonata") mood inductions, completed pre- and post-manipulation mood reports, and reported self-efficacy for completing quantitative reasoning problems. Based on research demonstrating cross-cultural differences in accessibility of the private self (Triandis, 1989) and the extent to which judgments and behavior are influenced by subjective attitudes (Ybarra & Trafimow, 1998), we predicted emotional states would be more prominent sources of efficacy information for idiocentrics. The primary hypothesis that idiocentrics who experienced positive and negative mood inductions would evince the highest and lowest self-efficacy was not supported. Manipulation checks confirmed allocentrics' average increase in pleasant emotion differed significantly from idiocentrics' average decrease, indicating idiocentrism and allocentrism promoted different affective responses. A marginally significant gender by condition interaction reflected lower expectancies among men in the negative mood condition. Men's expectancies were inversely associated with negative affect and positively predicted subsequent performance, suggesting their self-efficacy appraisals were more susceptible to the influence of negative mood states and that self-efficacy mediated the mood-performance relationship. Together with the finding that self-efficacy predicted idiocentrics' and not allocentrics' subsequent performance, these results suggest self-efficacy may be more or less prognostic depending on individual characteristics and the task in question.

A91

RELATIONSHIP SATISFACTION AND REPRESENTATIONS OF PARTNER'S ATTRACTIVENESS

Angela Rowe, Ian Penton-Voak; University of Bristol, UK – Research suggests that successful romantic relationships are characterised by each member of the dyad idealising the other (Murray, Holmes & Griffin, 1996). Indeed, partner idealisation would appear to serve a protective function, insulating relationships against the negative consequences of conflict and distress. Here, we investigated whether partner idealisation extended also to physical idealisation. We assessed whether individuals' self reported attitudes towards their mate and their relationship were related to their representation of their partners' facial attractiveness. Partner faces were manipulated to give seven stimuli with varying levels of attractiveness (three increasingly more attractive than the original, three increasingly less attractive, and the original image) by moving each individual face shape along a vector between sex-specific 'normal' and 'attractive' average shapes, and warping the original colour information into the new shape. Each dyad member from fourteen heterosexual couples chose the 'veridical' image of their partner and rated their current romantic relationship. Results showed that participants reporting highly positive ratings of their current relationship and relationship-partner seemed to hold physical representations of their partner that were unrealistically favourable, as evidenced by their choice of partner image. If perception of partner's facial attractiveness contributes to the maintenance of relationships, this finding fits well with evolutionary hypotheses of sex differences in parental investment (Trivers, 1972). Such perceptual biases may favour monogamy when such a strategy is 'paying off', yet facilitate mate replacement when a relationship is unsatisfactory.

A92

SEXUAL AND VIOLENT MEDIA'S INHIBITION OF ADVERTISEMENT MEMORY: EFFECT OR ARTIFACT?

Carrie Fried, John Johanson; Winona State University – Recent research (Bushman, 2005; Bushman & Bonacci, 2002) has claimed to demonstrate that sexual and violent content in television programs inhibits viewers' memory for advertisements contained in those programs. However, this research failed to adequately control other aspects of the programs, such as content and genre, making interpretation problematic. The present research examines whether the effects previously reported were due to the sexual and violent content or due to other aspects of the programs. Three studies were conducted which used methods and measures similar to the previous research (e.g., Bushman, 2005). Studies 1 and 2, with a combined N of 220, demonstrated that if all other aspects of the content are held constant, sex and violence alone do not affect the memory for advertisements. This holds true even as the level and explicitness of the sexual and violent scenes are increased significantly. Study 3 was designed to examine whether the different types of programs used in previous research could account for the earlier findings. Results suggest that, while sex or violence does not affect memory, other aspects of program content do have a significant influence on advertisement memory. These aspects include the genre, the presence of a plot, and the level of humor. Implications of this research on the interpretation of previous research and on the overall debate of sexual and violent media content will be discussed.

A93

INTERGROUP EMOTIONS IMPACT INFORMATION PROCESSING

Angela Maitner¹, Diane Mackie¹, Heather Claypool², Eliot Smith³; ¹University of California, Santa Barbara, ²Miami University, ³Indiana University – When individuals identify with groups, they may experience emotion in response to events that help or harm their groups, even when those events do not impact them personally. Such intergroup emotion has been shown to be important because it guides group-oriented behavior. We believe that identifying with a group and experiencing emotion on its behalf should impact the individual in other ways as well.

Here we investigate how the experience of intergroup emotion impacts the way the individuals process social information. Participants read an essay either praising or remaining affectively neutral about students at their University. They then evaluated strong or weak versions of an essay about the institution of comprehensive exams at another University, at their University in 10 years, or at their University in the next year. Results showed that participants who were happy (because of praise to their ingroup) processed information about the message non-analytically, but only when they believed the message was about the institution of exams at another University. Participants who were affectively neutral or who were happy but believed that comprehensive exams might be instituted at their University in either 1 or 10 years processed the message analytically. Thus, making the ingroup salient made any message related to an individual's group relevant to the individual. However, when the message was irrelevant to one's group, participants allowed their intergroup emotional experience to guide the extent to which they processed information.

A94**COGNITIVE APPRAISALS AND EMOTIONS PREDICT CORTISOL AND IMMUNE RESPONSES: A META-ANALYSIS OF ACUTE LABORATORY SOCIAL STRESSORS AND EMOTION INDUCTIONS**

Thomas F. Denson¹, Spanovic Marija¹, William C. Pedersen², Norman Miller¹; ¹University of Southern California, ²California State University, Long Beach – Using the integrated specificity model of stress and health as a theoretical framework, a meta-analysis of 81 studies that manipulated social stress or directly manipulated emotions was conducted. Raters coded studies for the extent to which participants would experience 30 cognitive appraisals and emotions, and these ratings were then used to predict cortisol and immune outcomes. Appraisals of challenge, novelty, and valence predicted cortisol reactivity, as did submissiveness and rumination. Self-conscious affect and rumination predicted NK cell counts, while challenge, novelty, submissiveness, and a number of emotions predicted NK cell cytotoxicity. Novelty, intensity, and pride were associated with upregulation of T-cytotoxic counts whereas guilt, sadness, disgust, and rumination were associated with downregulation. The effects of the emotion and appraisal ratings on total lymphocytes, T-helper, and B-lymphocytes was less clear. This is the first meta-analytic work to assess the effects of a broad range of emotions on cortisol and immune outcomes.

A95**THE ATTRACTION-SIMILARITY MODEL IN DATING RELATIONSHIPS: SATISFACTION, PERCEIVED SIMILARITY, AND PSYCHOLOGICAL BENEFITS**

Mie Kito, Marian Morry, Tara Reich; University of Manitoba – The current study examined (a) whether dating individuals (N = 91; 54 women) would report higher perceived similarity on positive, compared to negative, traits (self and partner rated on: 1 = not very characteristic to 9 = very characteristic) and on prototypical, compared to non-prototypical, lay theory items (1 = not very similar to 9 = very similar) and (b) whether these perceived similarities would mediate the relation between attraction (relationship satisfaction) and feeling understood and validated (FUV). Paired-sample t-tests showed that participants perceived higher similarity on prototypical than non-prototypical lay theory items, $t(88) = 15.47, p < .001$; and on positive than negative traits, $t(89) = -6.36, p < .001$. Consistent with Morry's (2003, 2005) attraction-similarity model, attraction significantly predicted similarity on positive traits, $\beta = -.39, p < .001$; negative traits, $\beta = -.37, p < .001$; prototypical lay theory items, $\beta = .84, p < .001$; and non-prototypical lay theory items, $\beta = .45, p < .001$. Finally, a simultaneous regression analysis indicated that, controlling for attraction, similarity on prototypical lay theory items significantly predicted FUV, $\beta = .57, p < .001$, and this partially mediated the attraction-FUV relation. Similarity on non-prototypical lay theory items or positive and negative traits were not significant predictors of FUV.

Future research should examine the relations among attraction, perceived similarity, and FUV in different types of relationship such as friendships and married relationships.

A96**IMPACTS OF MERELY MEASURING ANTICIPATED REGRET**

Mark Conner, Tracy Sandberg; University of Leeds, UK – The mere measurement of intentions and attitudes have been shown to increase the performance of a behavior. The present study examined the impact of merely measuring anticipated regret in addition to attitudes and intentions. Anticipated regret is a negative emotional state associated with imagining if a different course of action had been taken. A number of studies have examined the power of anticipated regret to predict intentions and behavior in models such as the Theory of Planned Behavior. Several studies have shown regret to also moderate the intention-behavior relationship. In the present research a total of 4,277 women received an invitation for pap screening and information leaflet: 1,500 also received a standard Theory of Planned Behavior questionnaire (TPB only group), and a further 1,500 also received a TPB questionnaire plus anticipated regret questions (TPB plus regret group). Objectively assessed attendance rates indicated higher attendance in the two experimental groups compared to control (Control, 21%; TPB only, 26%; TPB plus regret, 26%). Among those returning questionnaires there was a significantly increased attendance rate in the TPB plus regret group (65%) compared to the TPB only group (44%). Inclusion of the anticipated regret questions significantly increased the power of intentions to predict attendance suggesting a mechanism of effect. The discussion considers the mere measurement phenomenon and the strong effects associated with anticipated regret.

A97**INTROSPECTIVE EDUCATION AS A CURE FOR THE BIAS BLIND SPOT**

Matthew Kugler, Emily Pronin; Princeton University – Previous research has shown that people rate their peers as more prone to bias than themselves. This "bias blind spot" has been linked to a tendency for people to overrate the value of their own (but not others') introspections when evaluating potential bias. Such a tendency has been termed an introspection illusion because it entails the misconception that personal introspections are supremely diagnostic of the presence or absence of bias. (Because many biases operate nonconsciously, introspective evidence has little diagnostic value). Based on the hypothesized role of an introspection illusion in producing the bias blind spot, this study attempted to reduce the blind spot by informing participants about the limits of introspection. For a study that was allegedly about how people process scientific information, participants (N = 78) either read a putative article from Science reviewing the effect of nonconscious processes on human judgment and action, or they were in a control condition and read only an irrelevant article (read by participants in both conditions). In an ostensibly unrelated study, all participants then rated their susceptibility, relative to their university peers, to various common biases (the self-serving bias, halo effect, etc.). Participants in the control condition showed the bias blind spot whereas those in the experimental condition did not, and this difference between conditions was significant. These results provide empirical support for the hypothesis that an introspection illusion contributes to the bias blind spot. They also offer a practical solution ("introspective education") for overcoming that blind spot.

A98**GET IT DONE ON TIME - PREDICTING PROJECT COMPLETION TIMES OF CLOSE AND DISTANT PROJECTS**

Johanna Peetz, Anne E. Wilson, Roger Buehler; Wilfrid Laurier University – Accurate project completion estimates are part of successful project completion. Thus, it is important to identify factors that reduce the prevalent optimistic bias in project completion predictions (Buehler et al., 2002). This research investigated the effect of temporal distance on project completion

predictions. A review of past research suggested that temporal distance could either increase or decrease optimism, and we tested these competing hypotheses. In a first study, participants predicted the completion date of a hypothetical school assignment that would begin either tomorrow (close future) or next term (distant future). Participants made more optimistic predictions in the close than in the distant condition. The extent to which participants thought concretely about the project mediated this effect. In a second study, participants predicted the completion time of an essay task they would receive either the day after their prediction (close future) or two weeks later (distant future). Again, concreteness of thoughts about the project mediated the effect of temporal distance on the optimism of predictions. Additionally, participants were more likely to focus on possible problems in the close future condition than in the distant future condition and made less optimistic predictions when focused on possible problems. Thus, temporal proximity increased two thought processes that had opposite effects on prediction optimism: Concrete thoughts increased optimism whereas a focus on problems decreased optimism. The two opposing mediators appeared to cancel out a direct effect of temporal distance on optimism. Possible moderators that may enhance one mediational path over the other are discussed.

A99**SIMILARITY IN PERSONALITY AND EMOTIONAL EXPERIENCE PREDICTS RELATIONSHIP SATISFACTION** Gian Gonzaga^{1,2},

Heather Setrakian¹; ¹eHarmony Labs, ²University of California, Los Angeles – Previous work has shown that similarity in personality predicts relationship satisfaction (Gonzaga, Campos, & Bradbury, 2006). The current study investigated if similarity in personality, relationship motivation, and emotional expression predicted day to day relationship satisfaction. Forty four monogamous college-aged dating couples provided measures of personality, adult attachment, relationship motivation, and emotional expressiveness. Couples then provided daily reports of relationship satisfaction and emotions experienced during daily interactions with their partner over the following week. Profile correlations between personality, motivation, expression, and daily emotion measures were created as an index of similarity between partners. Similarity in Big Five personality ($r(39) = .33, p < .05$) predicted daily relationship satisfaction but similarity in attachment, relationship motivation, and emotion expression did not. Similarity in Big Five personality ($r(39) = .32, p < .05$) and adult attachment ($r(39) = .37, p < .05$) predicted similarity in daily emotional experience but similarity in relationship motivation and emotional expression did not. Finally, daily emotional experience ($r(41) = .29, p < .06$) predicted daily relationship satisfaction. These results suggest that similarity on broad character traits is more important to relationship functioning and shared emotional experience than similarity in more proximal processes like motivational or expressive tendencies.

A100**“GOOD JOB!” TEACHING COUPLES HOW TO IMPROVE RESPONDING TO GOOD EVENT DISCLOSURES** Heather

Setrakian¹, Gian Gonzaga¹, Shelly Gable²; ¹eHarmony Labs, ²University of California, Los Angeles – The quality of a partner's response to a positive event disclosure predicts relationship satisfaction (Gable, Gonzaga, & Strachman, in press). Couples who respond in an active and constructive way are more satisfied with the relationship than those with alternative responses. The current work tested an intervention designed to teach romantic partners to respond more actively and constructively to each others' positive events. Forty-four monogamous college-aged dating couples completed relationship well-being measures and were randomly assigned into one of two conditions lasting one week. In the nonintervention condition, couples talked about the most positive event that happened to each of them each day in any manner they saw fit. In the intervention condition, couples were given instructions on how to

respond to their partners' daily positive events in an active and constructive way. Couples who were taught to be more active and constructive perceived their partner as more responsive during these discussions and displaying more intimacy (i.e., showing caring, understanding, and validation) than those in the nonintervention condition. This intervention effect increased across the seven days. Finally, couples in the intervention condition had increases in relationship well-being from before to after the intervention, while those in the nonintervention condition had significant decreases in relationship well-being. Results suggest that benefits of couples being taught to respond actively and constructively to each others' events can be achieved over a relatively short period of time.

A101**INVISIBLE ETHNIC IDENTITY: ZAINICHI KOREANS** Tina Kim-Jo, Veronica Benet-Martinez; University of California, Riverside – Zainichi

Koreans refer to ethnic Koreans who went to Japan around the time of WWII or earlier, and have lived there ever since, and their offspring, who have been born and raised in Japan. Zainichi Koreans are the biggest minority in Japan today and most of them are second, third, and fourth generations. Majority of them speak only Japanese, possess Japanese names in addition to their Korean names, and use the Japanese aliases in daily life in order to avoid discrimination. Majority of Zainichi Koreans still hold Choson nationality (Yi dynasty, 1392-1910), and the rest hold either Korea or Japan nationality. Most of the studies of ethnic identity have been done in multicultural settings (e.g., United States, Canada). There is little study on ethnic identity in a cultural context that is not multicultural, and where the ethnic identity is not recognized and also rejected. Surprisingly little research has been focused on factors that contribute to the development and maintenance of ethnic identity. To address the gaps in previous work, this study examined the correlates and predictors of ethnic identity among 253 Zainichi Koreans. The results demonstrated that ethnic identity was positively correlated with Satisfaction with life and GPA. Commitment subcomponent was positively associated with happiness. Contextual factors (i.e., ethnic language, ethnic media use, ethnic school years, Japanese alias, nationality) predicted ethnic identity. Personality factors (i.e., extraversion, openness, conscientiousness) explained 8% of variance in ethnic identity over and above contextual factors. There was a significant interaction between contextual factors and agreeableness in predicting ethnic identity.

A102**TASK DEMANDS AND MOOD CHANGES: A FURTHER TEST OF THE ABSORPTION HYPOTHESIS** Lotte Van Dillien, Sander Koole;

Vrije Universiteit Amsterdam – Whenever people engage in a demanding task, this tends to neutralize their current mood states (Erber & Tesser, 1992). In the present research, we investigated whether such absorption processes can explain moment-to-moment mood changes. In four experiments, participants reported changes in negative mood in response to varying task demands. In 120 trials, participants were exposed to either neutral or negative pictures followed by a task and a mood scale. Task demands were varied by manipulating task presence (Experiments 1 & 4), complexity (Experiment 2), predictability (Experiment 3), or choice (Experiment 4). Across all four experiments, participants reported less negative moods when negative pictures were followed by a demanding rather than a less demanding task. No such differences were found in the neutral trials. When participants could choose to increase task demands, they did not do so more frequently during negative trials. This suggests that participants did not deliberately use task demands for mood regulation. Taken together, the present research confirms the importance of mood absorption for the attenuation of negative moods.

A103**THE INTERFERENCE EFFECTS OF INTERPERSONAL AND INTRAPERSONAL TRAUMA CUES ON RECOGNITION MEMORY DISCRIMINABILITY.**

Kathy Michaud¹, Hymie Anisman^{1,2}, Kim Matheson^{1,2}; ¹Carleton University/Institute of Mental Health Research, ²Royal Ottawa Hospita – Cognitive functioning may be influenced by various experiential and psychosocial factors including previous stressful encounters. Of interest in the present study was whether traumatic events that involved interpersonal stressors (assault, abuse) had a more severe impact on cognitive (memory) functioning than intrapersonal/environmental insults (car accident, natural disasters, death of a loved one) and whether reminders of these events exacerbated cognitive disturbances. Typically, memory disturbances in traumatized individuals comprise: a) intrusive memories accompanied by high levels of arousal, sometimes experienced as recurrence of the original trauma (flashback), and b) impoverished memory functioning normally due to poor encoding or retrieval abilities. The present study (n=65) used a modified forced-choice recognition test to determine whether images of traumatic events interfered with memory processing. The procedure involved three successive tasks: i) a memory-encoding task, ii) an intervening task [4 conditions: control, neutral (presentation of images unrelated to trauma), trauma-related (presentation of images related to previous trauma experiences) or trauma-unrelated], and iii) a forced-choice memory recognition test. Participants who experienced prior trauma displayed poorer memory than those that had not, and this was the case irrespective of the trauma type. Furthermore, memory impairments were greater following exposure to traumatic cues related to their own experiences than when they were unrelated. These findings have implications for the ruminative and intrusive sequelae of trauma that feed into trauma symptoms and PTSD, and point to the fundamental nature of interpersonal stressors in promoting such outcomes.

A104**CAUSAL EXPLANATIONS AND THE ATHLETIC PERFORMANCE OF FEMALE BASKETBALL PLAYERS**

Randall Gordon; University of Minnesota, Duluth – Previous research on the relationship between attributional style and athletic performance has shown that optimistic male soccer players perform better than those exhibiting a pessimistic attributional style (Gordon & Kane, 2002). An attempt to replicate these findings with female basketball players revealed higher performance among basketball players with pessimistic attributional styles (Newquist & Gordon, 2004). In an effort to reconcile these data, the present investigation involved a content analysis of the female athletes' open-ended responses on the Attributional Style Questionnaire (ASQ) to examine relationships between the specific attribution provided by athletes and their performance. This analysis revealed that the tendency to explain negative ASQ outcomes as being due to lack of effort was positively related to total points scored during the season, $r(16) = .71, p < .002$. Conversely, a positive relationship was found between the number of turnovers committed and a tendency to cite lack of ability as a cause for negative outcomes on the ASQ, $r(16) = .63, p < .01$. Findings related to the formation of external attributions for negative events were mixed. Basketball players who attributed negative events externally committed fewer turnovers, $r(16) = -.65, p < .007$, but had fewer total rebounds, $r(16) = -.53, p < .034$. No significant relationships were found between the specific causes cited for positive ASQ outcomes and any of the performance measures. These data suggest that the ASQ pessimism scores among these players may represent "defensive" as opposed to "depressive" pessimism.

A105**THE IMPACT OF GOALS ON ANGER AND PERFORMANCE**

Laura Gelety, Heidi Grant; Lehigh University – This study examines the extent to which different types of goals influence the experience of anger in response to an obstacle, as well as the impact of anger on subsequent

motivation and performance. Participants in the study were asked to work on a set of anagrams. Their mood, motivation, and performance expectancies were assessed throughout the task. Additionally, participants' performance was assessed through effort (total number of solutions attempted) and the total number of correctly generated solutions. Some participants received a learning goal framing for the task, while others received a performance goal framing. In addition, some participants received an obstacle (an unsolvable anagram) while others did not. In general, men with performance goals and women with learning goals report the most anger regardless of whether or not an obstacle is introduced. Furthermore, anger is generally adaptive in that it predicted greater motivation and effort, particularly for performance goals. We take these results as an indication that anger is associated with greater engagement in the task.

A106**HUMOR IN ROMANTIC CONTEXTS: DO MEN PARTICIPATE AND WOMEN EVALUATE?**

Christopher J. Wilbur, Lorne Campbell; University of Western Ontario – Recent research has revealed that humor is of critical importance in relationship initiation. Sexual selection theory posits that, within romantic contexts, men should exhibit a proclivity toward producing humor, whereas women should exhibit a proclivity toward prudent selection among available suitors. Although research has uncovered men's use of humor production in romantic contexts, the parallel findings of women's use of humor appreciation do not offer unqualified support for sexual selection theory. More convincing evidence would demonstrate that women actively evaluate men's humorous attempts rather than passively feigning appreciation. We conducted three studies to examine men's specific use of humor production and women's specific use of humor evaluation in romantic contexts. In Study 1, participants were asked to imagine what strategies they would use to get to know a potential romantic partner. Men were more likely to report using humor production; women were more likely to report using humor evaluation. In Study 2, an analysis of personal ads from an online dating service revealed that men were more likely to offer humor production; women were more likely to request a humorous partner. Study 3 provided evidence of context specificity; only for potential romantic partners were men more likely to use humor production and women more likely to use humor evaluation in getting to know opposite-sex others. No sex differences were observed in getting to know opposite-sex friends or siblings. These findings, containing evidence of context specificity and operation in natural settings, provide persuasive support for a sexual selection account of humor.

A107**PREFERENCE RANKING AND THE CONSENSUS EFFECT**

Yumi Endo; Kansai University, Japan – The false consensus effect refers to a tendency for people's estimates of how widely their own beliefs and habits are shared. The present research examined the impact of people's intensity of their preference. Participants were asked to choose their first and fifth preferences among eight objects and then to estimate how widely their preferences were shared. It was hypothesized that when people ranked several targets in terms of their preference, they make greater consensus estimates for their first preference than for their lower middle ranked preference. The results showed significantly greater consensus estimation for their best choice than their fifth choice. As expected, people thought that their first preference would be more common than their fifth preference. The false consensus effect is defined as people's tendency of seeing their own choices and judgments as relatively common while viewing alternative responses as relatively uncommon. However, because of the experimental design in which there are eight choices rather than two choices in this study, it is difficult to test in relative terms in this relative sense. Therefore, a new standard score was created and those two consensus estimations were compared with it. A difference between the consensus estimates and the standard score for

the first preference was greater than that for the fifth preference. These results suggest that people are likely to assume their preference as more widely shared when they have stronger feelings of liking than when they have weaker feelings of liking.

A108**EXPLORING THE JUSTICE JUDGMENT PROCESS: THE INFLUENCE OF FAIR AND UNFAIR EVENTS TOWARD SELF AND OTHERS ON JUSTICE SENSITIVITY** *Remco Wijn, Kees Van den Bos;*

Utrecht University – This study fits in a line of modern justice research that studies the process by which justice judgments are formed. People differ in the way they regard justice. Although some people may be relatively unaffected by justice issues, others regard justice as a very important concept and may react to it accordingly. Earlier research suggests that justice sensitivity is a stable personality trait and neglected possible state qualities of the justice sensitivity concept. As a result, it is often assumed in literature that justice is a central and chronically salient theme in people's lives. The current studies measured justice sensitivity following the experiences of just and unjust events to the participants themselves (Experiments 1 and 2) and after unjust events toward others (Experiment 3). In correspondence with our line of reasoning, Experiments 1 and 2 revealed that receiving an outcome that is equal to or worse than the outcome of a comparable other person (versus receiving no social comparison information in the control condition) can temporarily elevate people's justice sensitivity. Furthermore, Experiment 3 showed higher justice sensitivity after scrutinizing a message of the national Aids Fund, emphasizing the global unequal distribution of Aids medicine versus a message that stated a global equal distribution. Taken together, our findings show that justice sensitivity has state qualities and can easily be influenced by both just and unjust experiences, and also that the justice concept may not always be activated strongly, as is often assumed.

A109**INTERPRETING NONCONSCIOUS GOAL PURSUIT** *Elizabeth*

Parks-Stamm¹, Gollwitzer Peter^{1,2}, Gabriele Oettingen^{1,3}; ¹New York University, ²University of Konstanz, ³University of Hamburg – We investigated how individuals pursuing a nonconscious goal interpret their goal-driven behavior. All participants were given the conscious goal to complete a first task either quickly or accurately. Participants then worked on an unrelated second task with the goal to either compete (which required acting quickly) or cooperate (which required acting slowly), thus producing behavioral effects that were either congruent or incongruent with the prior conscious goal. The goals for the second task were either adopted consciously or were primed outside of awareness. We replicated the "explanatory vacuum" effect found by Oettingen et al., 2006: people who act on nonconscious goals that result in non-normative behavior encounter difficulties explaining this behavior and thus experience negative affect. Indeed, in the present study participants with a nonconscious competitive goal in the second task felt more negative affect than individuals with a conscious competitive goal or a benevolent conscious or nonconscious goal. As predicted, however, an interaction was found with the applicability of the first conscious goal to the anti-social behavior performed in the second task. Those nonconsciously competing individuals who had pursued a conscious goal to be fast on the first task apparently could interpret their competitive behavior as an expression of this goal and thus did not experience negative affect. This study suggests that the explanatory vacuum resulting from nonconscious goal pursuit does, in fact, drive individuals to search for an explanation of their non-normative behaviors in terms of a salient conscious goal.

A110**PATRONIZING BEHAVIOR AND GENDER DIFFERENCES IN ACTION POTENTIAL** *Sarah J. Gervais, Theresa K. Vescio; The*

Pennsylvania State University – Previously, we found that the patronizing behavior of powerful men in masculine domains created gender differences in subordinates' performance (on standardized math problems) where they did not otherwise exist (Vescio, Gervais, Snyder, & Hoover, 2005). These gender differences were a result of men's superior performance and women's inferior performance. This poster will present work that examined the mechanisms of this finding. Gender differences in performance may be understood given the conceptualization of anger. All recipients of patronizing behavior reported anger, but anger was associated with performance among males only. Anger is an approach motivation which results from perceptions of injustice (Lazarus, 1991) and action potential (i.e., the perception of control to fix the anger-inspiring situation). Given previous sexist experiences in masculine domains, we reasoned that women may associate patronizing behavior with low action potential, and men may associate patronizing behavior with high action potential. We conducted two studies in which we manipulated action potential to eliminate gender differences. In Study 1, we removed any chance of action potential. We predicted that men's performance would decrease, eliminating gender differences. In Study 2, we enhanced possibilities of action potential. We predicted that women's performance would increase, eliminating gender differences. We found that when action potential was removed or enhanced, that men and women performed similarly while gender differences remained in the control condition (from our original work). We discuss these findings in the context of ongoing social neuroscience research which examines activation of the behavioral approach system in response to subtle sexism.

A111**THE RELATIONSHIPS BETWEEN SELF-AFFIRMING EXPERIENCES AND THE NEED TO SELF-HANDICAP** *Charles Kimble, Kim*

Dietrich, Rachael Couchey, Katherine Wittenberg; University of Dayton – This experiment examines whether self-handicapping is motivated by the individual's need to have and keep a positive self-evaluation. Social psychology theorists (Greenberg, Pyszczynski, & Solomon, 1986; Steele, 1988, 1990; Tesser, 1988, 2000) indicate that the self-system is dynamic, changeable. All of these theorists propose that the individual is constantly trying to keep his/her current self-evaluation as positive as possible. If one has not been recently successful in other experiences; the person will feel threatened by the evaluation and will self-handicap. We seek to demonstrate that self-handicapping is one of many self-variables that are substitutable or interchangeable in the self-zoo (Tesser, 2000; Tesser, et al., 2000) in service of positive self-evaluation. Method An experiment examining the effects of self-affirming or non-affirming experiences on behavioral self-handicapping was conducted. Self-affirming experiences were produced by having 48 men and 50 women write about important or unimportant self-qualities or do a proofreading task. Participants and raters separately rated the important qualities condition more self-affirming than a no affirmation condition. Later they were given the opportunity to practice as much or as little as they wanted for an important upcoming intellectual test. Results and Discussion A combined measure of time and effort spent practicing was the behavioral self-handicapping measure. It was expected that more self-affirming experiences would make men and women practice more and try harder. Men, who usually self-handicap more (practice less) than women, handicapped more if there was no affirmation beforehand; but self-affirming experiences made men expend more effort in preparation.

A112**WHEN DOES DISPOSITIONAL OPTIMISM RELATE TO PERFORMANCE?: THE MODERATING ROLE OF GOAL SALIENCE**

Andrew L. Geers, Justin A. Wellman, Michael Warren, Jennelle Franz, Patricia Smithmyer; University of Toledo – A large body of research indicates that dispositional optimism is associated with positive health outcomes. Research in domains other than health (e.g., job and academic

performance), however, reveal substantial inconsistencies. Some studies find optimism relating to improved performance, others find it relating to inferior performance, and others yield null results. Drawing from Scheier and Carver's model of self-regulation (1998), we hypothesize that optimism enhances performance for important and salient goals. When an activity is not relevant for an important and salient goal, however, optimism should be unrelated to performance outcomes, or, related to decreased performance. We tested this notion in one experiment and one correlational study. In the correlational study, optimists performed better on an out-of-class writing assignment than pessimists only when the student participants first set a lofty goal for themselves (interaction effect, $p < .01$). In the experiment, the classroom attendance of a different group of student participants was recorded for three weeks. For half of the participants, the goal of attending class was made salient on the first day of the experiment, whereas it was not made salient for a control group. Optimists attended class more than pessimists when the attendance goal was made salient. Optimists attended class less than pessimists when this goal was not made salient (interaction effect, $p < .05$). These results help resolve the inconsistencies in the optimism literature. The findings also provide the first evidence that relationships between optimism and performance are moderated by goal salience. Theoretical and practical implications will be discussed.

**A113
PERCEIVED MARGINALIZATION AND RELATIONSHIP INVESTMENTS**

Justin J. Lehmiller, Christopher R. Agnew; Purdue University – Recent research indicates that individuals who belong to socially marginalized romantic relationships tend to invest less in their partnerships than individuals who belong to relationships that are more widely accepted (Lehmiller & Agnew, 2006). However, it is unclear whether this effect holds true for different types of investments, such as tangible (e.g., joint finances, shared possessions) and intangible (e.g., time, effort), as the previous research did not distinguish between them. The goal of the present study, therefore, was to more fully explore the marginalization-investments association. We conducted a large-scale internet survey ($N=606$) that included individuals belonging to a diverse set of romantic involvements. Participants completed a measure that distinguished between tangible and intangible relationship investments (Goodfriend & Agnew, 2004) and a measure of perceived relationship marginalization (i.e., the extent to which one's social network and society disapprove of one's relationship; Lehmiller & Agnew, 2006). Regression analyses revealed that perceived relationship marginalization was not significantly associated with intangible investments. However, perceived marginalization was negatively associated with tangible investments ($p < .001$), indicating that those who perceived their relationships as more socially marginalized created fewer of these investments. Further analyses revealed that perceived marginalization was negatively associated with relationship commitment ($p < .001$), and results of a Sobel test indicated that tangible investments partially mediated this association ($z = -3.34$, $p < .001$). These findings highlight the importance of distinguishing between types of relationship investments and suggest that perceived marginalization may not have negative implications for all investment opportunities.

**A114
JUST A SPOON FULL OF SUGAR – CONSUMPTION OF SELF-CONTROL DEMANDING PRODUCTS**

Danit Ein-Gar, Jacob Goldenberg, Lilach Sagiv; The Hebrew University, Jerusalem, Israel – We define self-control as a three stage process. Stage 1, when individuals encounter two types of urges: Impulsive and Procrastination. Stage 2, individuals experience an inner struggle between yielding and overcoming the urge. Stage 3, individuals overcome urges by sheer willpower, or by applying a variety of cognitive, affective and behavioral actions named mechanisms. We developed the Self-Control Scale. In study 1, using SSA (Smallest Space Analysis) we supported our theory. In

the SSA map five groups of items emerged: items measuring overcoming urges were on one pole, while items measuring yielding to them were on the opposite pole. In-between these poles were items measuring using mechanisms to overcome urges. Additionally, on each pole (of yielding or overcoming urges) a separation between items measuring each type of urge (impulsive or procrastination) emerged. Studies 2 and 3 were field studies, which investigated the interaction between consumers' dispositional self-control and time-horizon of product benefit in consumption of procrastination products. High and low self-control individuals focus on a different time horizon; therefore, low self-control individuals are influenced by the present – the consumption experience, while high self-control individuals are influenced by the future – the consumption consequences. We show that, in general, high self-control participants used procrastination products (i.e. facial sunscreen lotion and Plackers dental floss), more than low self-control participants. However, when a present product benefit was introduced, consumption among low self-control participants was increased, yet not among high self-control participants. This effect did not occur when a future product benefit was introduced.

**A115
EFFECTS OF SOCIAL INFORMATION-PROCESSING ON BEST FRIENDSHIPS AND GROUP RELATIONSHIPS FOCUSING ON RELATIONAL QUALITIES AND SOCIAL NETWORKS**

Hirokyu Yoshizawa, Toshikazu Yoshida; Nagoya University – The effects of social information-processing on friendship adjustment have been examined focusing exclusively on negative aspects (e.g., rejected or aggressive children). However, previous researches have not revealed those effects on overall friendship adjustment including positive aspects and relational statuses. Present study examined the effects of social information-processing, which consisted of knowledge structures of social rules and cognitive distortion, on best friendships and group relationships focusing on relational qualities and social networks. Data were collected from 153 junior-high and 265 high school students in Japan. Knowledge structures were assessed by participants' application of social rules to interpersonal conflict situations based upon differentiation (mutual independence of social rules), integration (consistency of rules), application (number of rules applied), and social appropriateness (their general appropriateness) indices. Cognitive distortion was assessed by Self-Centeredness, Blaming Others, and Minimizing Lies. Friendship quality was assessed by subjective ratings of relationships with a best friend and/or peer group. Junior-high school students were asked to choose a best friend and/or peers whom they often played with. Results of multiple regression analysis showed positive effects of rule application index on sociometrical statuses within peer group, and negative effects of cognitive distortion indices on best friendship qualities and statuses. Both structural indices of knowledge structures, differentiation and integration, showed negative effects on overall friendship adjustment, contrary to previous findings which revealed adaptive effects on social behavior (i.e., antisocial and prosocial behavior). The inconsistency was construed as the functional differences of knowledge structures between intraindividually determined social behavior and interindividually determined friendship adjustment.

**A116
THE ROLE OF RELEVANCE, COMPLEXITY, AND CONSISTENCY OF ATTITUDE DIMENSIONS ON ATTITUDE-BEHAVIOUR CONSISTENCY**

Jay K. Wood¹, Leandre R. Fabrigar¹, Richard E. Petty², Steven M. Smith³, Stephen L. Crites Jr.⁴; ¹Queen's University, ²Ohio State University, ³Saint Mary's University, ⁴University of Texas at El Paso – Past research (e.g., Fabrigar, Petty, Smith, & Crites, 2006) has demonstrated that complex attitudes lead people to use their attitudes to guide behaviour even when the attitudes are not directly relevant or are ambiguously relevant to subsequent behavioural decisions. The present research advances these findings by exploring the role of consistency among

attitude dimensions. A 3 (attitude complexity: simple vs. complex-consistent vs. complex-inconsistent) X 4 (decision relevance: single dimension-relevant vs. single dimension-irrelevant vs. multiple dimensions-relevant vs. ambiguous-relevant) between-participants experiment was conducted. Complexity of attitudes toward two department stores was manipulated by providing information about a single department (cameras), or consistently or inconsistently favourable multiple departments (cameras, sporting goods, and gardening supplies). Participants then decided which store they would shop at for a camera (single-relevant decision), jewellery (single-irrelevant), a camera, sporting goods, and gardening supplies (multiple-relevant), or which store they would shop at in general (multiple-ambiguous). Attitudes were found to significantly predict decisions. More importantly, the ability of attitudes to predict decisions varied as a function of attitude complexity and decision relevance. Simple attitudes predicted single-relevant, multiple-relevant, and ambiguous behavioural decisions, but were poor predictors of irrelevant decisions. Complex-consistent attitudes predicted all four behavioural decisions well, while complex-inconsistent attitudes were good predictors only of multiple-relevant and ambiguously relevant behaviours. Results are interpreted in light of an attitude inference perspective, which holds that people consider the complexity, consistency, and relevance of their attitude bases in an effort to gauge how informative a guide an attitude is for a given decision.

A117

DEATH ON TV INCREASES DESIRE TO CONSUME GOODS *Rob Kozak, Ilan Dar-Nimrod, Steven Heine, Travis Proulx; University of British Columbia* – Terror management theory (TMT) postulates that existential anxiety can lead people to display a heightened desire to consume goods. Various studies had demonstrated the effect by explicitly priming personal reference thoughts of death and recording increased desire to consume (i.e., “urge to splurge”). References to death are abundant in many TV programs accessible to virtually all people. The current study was designed to investigate whether TV programs, which feature death, lead to an increase desire to consume. After viewing a clip from two popular TV dramas, which either featured death (Six feet under- SFU) or not (The West Wing- WW), we asked participant to rate their desire to possess various known consumer products. These products were either introduced in a commercial break or were not. Using a within subject design we found that the products, which were rated following SFU, were more desirable than equivalent products, which were rated following WW. In addition, the effect size for the featured products was stronger than for the non-featured ones. The study investigated the potential mediating role of products’ status. Multiple potential effects for the individual and the society are discussed.

A118

FROM BUSH TO DEPP: HOW COOL ARE THOU? *Darrin Lehman, Ilan Dar-Nimrod, Travis Proulx, Ian Hansen; University of British Columbia* – What does it mean to be cool? Cool is ubiquitous in the West, crossing ethnicity, class, culture, and gender. Previous studies among young North-American adults uncovered two unrelated facets of coolness. The first, which was the dominating facet, was termed Social-Desirability Coolness as it contained primarily social desirable aspects such as friendliness, warmth, and intelligence (along with some thrill-seeking, hedonistic edginess). The second facet was termed Contrarian Coolness as it was centered around rebellion features as well as emotional mutedness and roughness. The current study used a rating task of famous people to explore which facet of coolness is a better predictor of individuals’ coolness. In the study participants rated 8 famous people, who significantly varied on their coolness rating, on various characteristics representing elements of Social-Desirability Coolness and Contrarian Coolness. Although correlation analyses showed that both facets are related to people’s perceived coolness, Multiple regression analysis demonstrated that only elements from the dominating facet

significantly predict coolness when other aspects are being controlled for. The study suggests that some of the ways in which coolness was conceptualized in the past may no longer fit its contemporary understanding.

A119

FITTING AND QUITTING: A PE-FIT APPROACH TO UNDERSTANDING STUDENT RESIDENCE SATISFACTION AND SUBSEQUENT MOVING PATTERNS *Nao Akieda, P.D. Harms; University of Illinois, Urbana-Champaign* – The Person-Environment Fit (PE Fit) approach to understanding psychological phenomena assesses the degree to which a person’s own identity matches that of the surrounding environment using commensurate measures to evaluate both the characteristics of the individual and their environment. Because each environment is unique, the characteristics that lead an individual to fit well in that environment are specific to that situation. Moreover, each environment may have micro-environments which may be more salient to individuals than the overall environment. Consequently, typical outcomes of PE Fit such as satisfaction and attrition may be more related to fitting with micro-environments than macro-environments. Using a sample of 354 males from the Harvard Student Study, we assessed the relationship between PE Fit with one’s dorm and satisfaction with dorm life, satisfaction with university life in general, and with moving patterns of students. PE Fit demonstrated moderate levels of stability over three years (rs ranged from .36 to .50). PE Fit was correlated with satisfaction with dormitory living overall in concurrent years (rs ranged from .30 to .35). Further, average PE Fit was associated with an increased likelihood of changing residences over the course of a students tenure at Harvard ($r = -.21, p < .05$). Interestingly, changes in student residence did not result in increases in PE Fit or satisfaction with living conditions. These data demonstrate the utility of assessing PE Fit for those researchers interested in the study and promotion of satisfaction of individuals in a specific context.

A120

THE ROLE OF SELF-ENHANCEMENT IN LEADERSHIP APPRAISALS, ORGANIZATIONAL SATISFACTION, STATUS ATTAINMENT, AND GROUP COHESIVENESS *Peter Harms, Dustin Wood, Brent Roberts; University of Illinois, Urbana-Champaign* – Accurate perceptions of one’s own performance and influence on group functioning and decisions have been linked to successful organizational performance and team cohesion. However, inaccuracy in the perception of personality and abilities, often attributed to self-enhancement biases, is assumed to be a general tendency that all individuals engage in. These self-enhancement tendencies are thought to promote successful advancement in social hierarchies, but to detract from an individual’s social acceptance. Using a sample of 308 individuals from 7 fraternal organizations, we assess the consequences of self-enhancement tendencies for leadership skills appraisals in large, social organizations. Further, we attempt to show that self-enhancement tendencies are not necessarily negative, as has been alleged by prior research, but may have their positive effects obscured by their close association with trait narcissism. Individuals categorized as self-enhancers were more satisfied with their status in their organization, were better liked, and had higher status than those categorized as accurate perceivers or self-deprecators (all results $p < .05$). It was also demonstrated that narcissism, a noxious style of self-enhancement, was negatively related to peer-rated likeability ($r = -.13, p < .05$) and positively related to organizational satisfaction ($r = .12, p < .05$), but was unrelated to status attainment ($r = .07, p = n.s.$). Together narcissism and self-enhancement showed a suppressor relationship with self-enhancement positively relating to peer-rated likeability and narcissism showing a negative relationship. Altogether, these results shed light on the “mixed-blessing” of self-enhancement and how its relationship to real-world outcomes may be obscured by trait narcissism.

A121**PROTOTYPE ANALYSIS OF RELATIONAL BOREDOM**

Cheryl Harasymchuk¹, Beverley Fehr²; ¹University of Manitoba; ²University of Winnipeg – The purpose of the present investigation was to examine the concept of relational boredom using a prototype analysis. While some researchers have examined boredom in romantic relationships and how to reduce it (Aron & Aron, 1986), limited research has focused on defining the construct or creating a measure. In Study 1, participants were asked to free list responses to the question, “What does boredom mean in romantic relationships?”. The open-ended responses were coded following the procedure outlined by Fehr (1988) in which highly synonymous and identical terms were combined. The most frequently listed responses included routine, no longer exciting, doing the same thing, lack of interest in partner, know everything about partner, lack of fun, and so on. The results offer support for Gable and Reis’ (2000) conceptualization of boredom as a lack of positive experiences, rather than the presence of negative ones. As well, there was support for the self-expansion model with items that related to a lack of novelty and excitement. In Study 2, another set of participants were presented with the list of exemplars and asked to rate how characteristic each of the items were of boredom in romantic relationships. Consistent with prototype theory, some exemplars were more characteristic of boredom than others, particularly items that related to a lack of positive experiences. These items will be used to create a state measure of relational boredom.

A122**ANCHORING ON THE EXTREMES: CAUCASIANS’ ETHNIC IDENTIFICATION AND PERCEPTIONS OF RACISM**

Mary Inman; Hope College – Study 1 determined whether Caucasians used prototype-matching or exemplar-matching when deciding whether an event reflected racism. We encouraged 90 Caucasians to think of racism as a prototype (Whites-deny-Blacks or Powerful-deny-Weak) or as specific exemplars (Ku Klux Klan brutality). The control condition did not mention racism. Participants then decided whether 31 events reflected racism. People in the control condition used exemplar-matching: They said classic instances (racial slurs) reflected racism but atypical White-Black exchanges (mocking) did not, $p < .001$. Actions by Caucasian perpetrators with little harm to the victim were the least likely to be seen as racism. Study 2 showed that Caucasians perceived racism more narrowly than people of color. Study 2 also supported one motivational reason why some Caucasians minimize racism committed by other Caucasians. Being strongly White identified and seeing racism by another White is disconcerting. One can resolve this tension by rationalizing that the victim deserved the treatment, which minimizes racism. Ps reported their ethnic identity, guilt and anger about societal racism, and perceptions (1 = not racism, 5 = definitely is racism). As predicted, Caucasians’ ethnic identity was negatively related to perceiving racism committed by other Caucasians ($B = -.20$, $p < .002$) and unrelated to perceiving racism committed by people of color ($B = -.04$, ns). This minimization was due, in part, to highly identified Caucasians’ lack of anger and White guilt. The identity-racism relationship weakened ($B = -.12$, $p < .05$) Sobel $p < .05$. Low ethnic-identified Caucasians felt more guilt and anger and perceived racism.

A123**RACE BASED REJECTION SENSITIVITY AND THE PREFERENCE FOR PRESTIGE IN COLLEGE CHOICE**

Vanessa Anderson, Geraldine Downey, Jessica Roberts; Columbia University – The present study sought to test race based rejection sensitivity (RS-race) and prestige of prospective predominantly White colleges as a predictor of college choice for Black and Latino high school students. 71 Black and Latino high school students from New York City completed a questionnaire that included the race based rejection sensitivity questionnaire, the personal rejection sensitivity questionnaire (RS-personal), the Rosenberg self-esteem scale,

the Phinney multiethnic identity measure and brochures of 8 fictitious predominantly White colleges which differed in prestige and race of the university president and student body president. Participants were asked to rate on a 7 point Likert-type scale the extent to which they would apply to, would feel comfortable at, and would be involved as a student at each school. We hypothesized that students high in RS-race would express less of a desire to apply to the more prestigious schools, as well as feeling less likely to be comfortable and to be involved at such schools. Preliminary analyses controlling for self-esteem, ethnic identity and RS-personal, found that while RS-race did not predict the desire to apply to more or less prestigious schools, it marginally predicted involvement such that students who were higher in RS-race predicted being less involved in the fictitious school. This effect was moderated by having a Black dean of the university.

A124**CHOOSING THE BEST (WO)MAN FOR THE JOB: THE EFFECTS OF MORTALITY SALIENCE AND SEX ON LEADER EVALUATIONS**

Crystal Hoyt, Stefanie Simon, Lindsey Reid; University of Richmond – The past few years in America have witnessed dramatic changes in the political milieu such that notions of terrorism and war permeate the political landscape. These persistent yet subtle death-related thoughts have the potential to be terrifying, and we often look to and identify with a leader who can help us manage our deeply rooted fear of death. This study was undertaken to examine the role of mortality salience and sex in the evaluations of and preferences for leaders. This study tested opposing predictions derived from terror management theory: the stereotype bias effect was predicted to result in a global preference for male leaders whereas the ingroup bias effect was predicted to result in women favoring female leaders and men preferring male leaders. These conflicting hypotheses were examined using an experimental design wherein male and female participants were presented with a mortality salience or control manipulation and then asked to evaluate male and female gubernatorial candidates based on their political statements. Results were in accord with the enhanced ingroup bias predictions: under mortality salience women preferred the female leader and men preferred the male leader. These biases were only found in the mortality salience condition and were evidenced both in participants’ evaluations of the leaders and confirmed with their votes cast in the ‘election.’ The implications of this research are particularly important for leaders in the current political environment that is beset with war and terrorism.

A125**JUDGMENTS OF RESPONSIBILITY: DISCREPANCIES IN SUPPORT FOR VICTIMS OF NATURAL DISASTERS**

Zdravko Marjanovic, Esther R. Greenglass, C. Ward Struthers; York University – In spite of the fact that natural disasters generate enormous amounts of international aid from private donors, very little is known about the intra- and interpersonal factors that affect people’s decisions to give. This study examined whether empathy and global social responsibility interact with judgments of responsibility to influence donor support for victims of natural disasters. In a quasi-experimental design, 212 undergraduate participants completed a battery of individual difference measures, and read one of two bogus excerpts about a devastating earthquake in South Korea. Levels of pre-disaster preparedness on the part of the victims were manipulated in order to portray the victims as being either highly responsible or not responsible for the disaster. This was followed with measures of willingness to help and helping behavior outcomes. Results showed that empathetic concern and global social responsibility were each strong predictors of willingness to help; however, only global social responsibility served as a predictor when helping behavior (rather than willingness to help) was assessed. Willingness to help was weakly related to helping behavior, and several differences were found between the variables’ relationships to

willingness to help and helping behavior. Implications for researchers studying donor psychology, and the utility of using helping intentions to predict actual helping behaviors are discussed.

A126

BULLYING HISTORY AND PERCEPTIONS OF CRIMINAL DEFENDANTS *Matthew Newman¹, George Holden², Yvon Delville²; ¹Bard College, ²University of Texas at Austin* – Jury selection can make or break a trial. Experts examine the background of prospective jurors, in attempt to predict who will be receptive to their side of the argument. One critical, relatively unexplored, background variable may be one's history as a victim of violence. Many theorists have argued that exposure to violence suggests that violence is an acceptable way to solve problems, and there is evidence that victimization leads to altered perceptions of both the appropriateness and the effectiveness of acting aggressively. In the present study, we examined the implications of these perceptions for the legal system. We predicted that victims of bullying would recommend lighter punishments for criminal defendants with a history of victimization. In two studies, college-age participants completed online surveys that assessed their bullying history and their reactions to mock-crime defendants. In Study 1, two defendants were described as bullying victims who took violent revenge on their tormentors. As predicted, individuals bullied during adolescence viewed the violence as more justified, and recommended lighter punishments than those who had never been bullied. In Study 2, we provided a wider, more realistic set of eight violent (e.g., murder) and non-violent (e.g., theft) crimes. Background information on defendants did or did not mention a history of bullying. Consistent with Study 1, participants bullied during adolescence recommended lighter punishments for defendants with a history of bullying. The effect was non-significantly larger for non-violent crimes. These findings suggest that jury consultants should take into account the bullying history of prospective jurors.

A127

WHEN IS ENACTED SUPPORT HELPFUL?: THE IMPORTANCE OF SUPPORT QUALITY *Natalya Maisel, Shelly Gable; University of California, Los Angeles* – The effects of social support are not always straightforward. The perception that one would have support if one needed it ("perceived support") is often linked to positive effects on health and well-being, but the effects of actual enacted support behaviors ("received support") tend to be neutral or even negative (see Dunkel-Schetter & Bennett, 1990). Why might this be the case? We suggest that the quality of support has often been overlooked. We hypothesize that in romantic relationships, if a partner's supportive behaviors lead to "perceived responsiveness" (the feeling that one has been understood, validated and cared for), then the outcome of such behaviors will be positive (see Reis & Patrick, 1996). The present research included a daily diary study with 50 cohabitating couples. For fourteen days, each member of the couple reported on whether or not their partners provided them with support (e.g., listened to a problem). In addition, each person was asked about the quality of the support; specifically, they were asked how responsive their partner had been to their needs. Consistent with previous literature (e.g., Bolger, Zuckerman, & Kessler, 2000), we hypothesized that reports of receiving support from one's partner would be related to negative or neutral outcomes, such as reports of higher depression and anxiety. However, we hypothesized that if the support was perceived to be responsive, these behaviors would be related to positive outcomes, such as lower depression, lower anxiety and greater relationship satisfaction. Data supported our hypotheses.

A128

VISIBLE AND INVISIBLE SUPPORT IN MARITAL RELATIONSHIPS *Cheryl L. Carmichael, Harry T. Reis; University of Rochester* – An alternative conceptualization of visible support (support received by the intended recipient) and invisible support (support enacted by a partner;

Bolger et al. 2000) is presented using a quasi-signal detection paradigm, which simultaneously accounts for both partners' perceptions of support transactions. The calculation of hits (both partners agree that support was enacted; our equivalent of visible support), misses (one partner reports providing support, the other does not notice it; our equivalent of invisible support), and false alarms (one partner reports receiving support, the other does not report providing it) provides for a more fine-grained analysis of the merits of invisible support. Moreover, we compared two temporal sequences of support exchanges. Controlling the previous day's outcome, we examined effects of (1) the previous day's support transactions (lagged effects model; LEM, cf. Bolger et al.) versus (2) the same day's support transactions (concurrent effects model; CEM) on daily outcomes. Eighty-nine couples provided daily reports of support provision and receipt, anxiety, depression, and relationship quality for 14 days. Analyses on the LEM replicated Bolger's findings; invisible support predicted decreased depression. Similarly, signal-detection analyses of the LEM showed that misses predicted decreased depression. Conversely, the CEM revealed invisible support to predict increased anxiety. Although visible support predicted increased anxiety and depression, it also predicted improved relationship quality. Likewise, signal-detection analyses of the CEM revealed hits to predict increased anxiety, depression, and relationship quality. Misses were unrelated to affect variables. Theoretical implications of both paradigms and temporal models will be discussed.

A129

THE EXPERIENCE OF JUST AND UNJUST EVENTS AS AN INDIVIDUALISTIC PROCESS *Annemarie Loseman, Kees Van den Bos, Jaap Ham; Utrecht University* – The last decades, much research has been done on social justice showing that justice plays an important role in people's lives. Therefore, it seems highly relevant to study the social psychology of how people experience just and unjust events. The current line of research adopts a process-oriented focus to study these experiences. More specifically, this research studies the relationship between the experience of just and unjust events and the individual and social parts of the self. The first study showed that when the individual self of participants had been made salient, participants reacted stronger to just and unjust procedures, but only when they were treated as an individual and not when they were treated as a member of their group. In the second study, participants experienced just, unjust, or neutral procedures in which they were treated as an individual. Next, activation of participants' individual and social self was measured. As predicted, this study showed a higher activation of individual (as opposed to social) aspects of the self when people had experienced just or unjust procedures compared to people who experienced a neutral procedure. Taken together, current results suggest that the social psychology of justice may constitute an individualistic process. These findings can be contrasted with relational models in social justice research which emphasize the significance of social parts of the self in why justice matters to people. Thereby, the current studies suggest that it is highly relevant to study the processes of how people experience just and unjust events.

A130

PERSONALITY RESEARCH IN CLINICAL PSYCHOLOGY: PUBLICATION TRENDS FROM 1966 TO 2006 *Mark R. Lukowitsky, Aaron L. Pincus, Lindsay L. Hill, Danielle K. Loos; The Pennsylvania State University* – Based primarily on analyses of publication trends in Journal of Personality and Social Psychology and Dissertation Abstracts International, Swan and Seyle (2005) argued that personality psychology made a comeback from the consequences of Mischel's (1968) critique of traits. They suggested this was due to the resolution of the person-situation debate that polarized social and personality psychology and an "emerging symbiosis" between the two disciplines. We extend these findings by examining similar publication trends in clinical psychology to demonstrate the contribution of clinical psychology to personality

psychology's comeback. Following similar methodology, we surveyed the last 40 years of articles in three flagship clinical journals: *Journal of Abnormal Psychology*, *Journal of Consulting and Clinical Psychology*, and *Psychological Assessment*, as well as *Dissertation Abstracts International*. Articles were coded for use of personality individual differences in research design, type of individual difference (personality, affective, cognitive, motivational), and research focus (assessment, Axis I, Axis II, psychotherapy). ANOVAs with polynomial contrasts were conducted to evaluate changes in percentage of published articles' identified personality content across years. Significant linear, quadratic, and/or cubic trends were identified for all personality variables except motivational traits. Results will be discussed with reference to the impact of historical milestones in personality and clinical psychology over the last 40 years. We conclude that Mischel's (1968) critique negatively impacted personality research in clinical psychology; however, the publication of Axis II in DSM-III in 1980, and calls for the use of normal personality assessment in clinical psychology in 1992 also contributed to personality psychology's comeback.

A131

RELATIONSHIP MAINTENANCE BEHAVIORS IN MARITAL COUPLES *Erina Lee; eHarmony.com* – The body of relationship maintenance literature suggests that there are everyday behaviors individuals can use in their relationships to help sustain them. The purpose of the current study was to better understand the role these maintenance behaviors played in marital relationships; specifically, to differentiate between self and partner behaviors in their associations with relational qualities like satisfaction and commitment, and to explore the effect marital longevity had on maintenance behaviors, independent of age. A total of 279 married couples participated in an online survey measuring self-reported maintenance behaviors, perceptions of partners' maintenance behaviors, commitment, satisfaction, and trust. Measures were gathered at three points in time, spanning a one month period. Results suggested that commitment predicts self-reported maintenance behaviors, and perceived partner maintenance behaviors predict satisfaction. In general, results supported theoretical models related to investment and dependency in relationships and suggested that self-reported and perceived partner maintenance behaviors have differential effects with relational qualities. Additional analyses also revealed that satisfaction mediates the relationship between partner perceived maintenance behaviors and trust, a finding that was not previously discussed in theoretical models. Findings also showed that while age was negatively correlated with maintenance behaviors, marital longevity was positively correlated with the same behaviors. Results suggested a possible suppressive relationship between these variables which may be important to disentangle in future studies.

A132

TESTING THE INTERACTIVE EFFECTS OF ALCOHOL AND RAPE MYTH ACCEPTANCE ON MEN'S INTENTIONS TO SEXUALLY AGGRESS *Lianne McLellan, Tara K. MacDonald; Queen's University* – A wealth of research shows that alcohol intoxication can lead to anti-social behaviours, including sexual aggression. Virtually no research, however, has investigated the interactive effects of alcohol and individual difference variables on sexual aggression. In this study, we assessed whether the relationship between alcohol intoxication and intentions to sexually aggress varied as a function of Rape Myth Acceptance (RMA). Men who are low in RMA and believe that sexual aggression is wrong may refrain from aggressing when they are sober. Consistent with Alcohol Myopia (AM) theory, however, those who would not normally aggress may be unduly influenced by strong sexual arousal cues when they are intoxicated, thus causing them to aggress despite their low RMA beliefs. Male participants (N=51) were randomly assigned to an alcohol, sober, or placebo condition. They listened to a scenario about a couple who had gone on a date and eventually kiss, but the woman clearly

expresses that she does not want to escalate the level of sexual contact. Participants reported how many further sexual advances they would try to make in that situation and, several weeks later, completed the RMA scale. Regression analyses revealed that both intoxication and RMA were positively related to aggressive intentions and these main effects were qualified by an interaction. RMA was positively related to intentions for sober/placebo participants but unrelated to intentions for intoxicated participants. This finding elucidates the important role of individual differences such as RMA in understanding the effects of alcohol on sexual aggression.

A133

WHEN EVENTS CONSPIRE AGAINST US: AFFECT REGULATION, SELF-ENCODING, AND PERSONALITY VULNERABILITIES TO DEPRESSION *Aubrey D. Litvack, Doug McCann; York University* – Research into depression has examined two personality styles that serve as vulnerability factors to depression as well as other negative affective disorders. These two factors, known as sociotropy and autonomy, describe individuals for whom interpersonal interactions (sociotropy) or achievements and personal goals (autonomy) are crucial to concepts of self and identity (Beck, 1983). In the present research 179 participants were assessed for the vulnerability characteristics of sociotropy and autonomy and exposed to a series of failure events. Participant's self-encoding of the failure event information was manipulated through priming and sentence completion tasks that allowed for either contextualized (context sensitive) or decontextualized (context insensitive) memory encoding. Failures of either an interpersonal, achievement, or neutral content orientation were used to explore the relationship between dispositional vulnerability and affect regulation. Significant findings supported the importance of both personality vulnerability as well as manipulated self-encoding in predicting general negative affect (PANAS) as well as aspects of specific negative emotionality (EQ). Little support was found for an overall 3-way relationship of personality vulnerability × failure type × self-encoding. The implications for effective affect regulation are explored.

A134

UNCONSCIOUS JUSTICE JUDGMENTS: EVIDENCE FOR BETTER JUSTICE JUDGMENTS WITHOUT CONSCIOUS THOUGHT *Jaap Ham, Kees van den Bos, Evert A. van Doorn; Utrecht University* – Earlier theorizing in justice literature described justice judgments as something people think consciously about. Others assumed justice judgments mainly to be reflections of quick intuitions. However, recent research by Dijksterhuis (2004) shows the merits of unconscious thinking for making complex decisions, although this research studied decisions that were not especially important for people themselves. In the current research, we study whether complex decisions that are very important to people—justice judgments—are also made better using unconscious thought. In both experiments, participants read complex descriptions of application procedures differing in fairness level. In Experiment 1, next, participants in the quick judgment condition were asked to immediately make their justice judgments of each procedure. In the conscious thought condition, participants were asked to think about their judgments for three minutes. In the unconscious thought condition, participants were distracted for three minutes, which diminished the possibilities for conscious but not unconscious thought, and then asked to give their judgments. Results indicated that unconscious thinkers made the most accurate judgments about the justice level of the application procedures. In Experiment 2, we investigated whether an interpersonal difference important for dealing with justice-relevant situations (belief in a just world, BJW) corresponds to differences in cognitive processes people use to make justice judgments. Intriguingly, results indicated that people who score high on a BJW-scale make better justice judgments under unconscious thought conditions, whereas for other people, conscious thinking leads to the best

justice judgments. Implications for our understanding of the justice judgments process are discussed.

A135**TO TOKE OR NOT TO TOKE: AMBIVALENCE, CONDITIONING, AND PREDICTABILITY OF ATTITUDES TOWARD MARIJUANA**

Lori A. J. Scott-Sheldon¹, Blair T. Johnson²; ¹Syracuse University, ²University of Connecticut – The current research (a) examined the relation between ambivalent attitudes and marijuana use and (b) investigated whether exposure to a classical conditioning procedure (see Olson & Fazio, 2001, 2002) improves marijuana attitudes and subsequent use. Research on the moderating role of ambivalence in attitude-behavior relations has been studied predominately in the diet and/or food choice domains, yet little attention has been paid to other health domains that may have conflicting positive and negative social consequences of engaging in the behavior. A sample of 191 marijuana-using undergraduates with ambivalent or unambivalent marijuana attitudes (determined by pre-testing) were randomly assigned to the intervention or control condition and dependent variables were assessed at two time points, 6-weeks apart. At baseline, intervention participants were exposed to a computerized conditioning task that paired marijuana and negative images. Hierarchical regression analyses showed that when ambivalence was high, baseline attitudes were weaker predictors of follow-up behavior than when ambivalence was low. Further analyses showed that intervention participants' marijuana attitudes became more negative at follow-up, controlling for baseline explicit attitudes. Contrary to hypotheses, intervention participants did not reduce their marijuana use during the study period. In sum, the results provide further support that ambivalence has an important influence on attitude strength. Moreover, the ability to change people's ambivalent attitudes may have broad implications for other health domains where the consequences of engaging in the behavior are more deleterious than previously explored domains.

A136**IF IT'S EASY TO READ, IT'S EASY TO DO: PROCESSING FLUENCY AFFECTS THE PREDICTION OF BEHAVIORAL FLUENCY.**

Hyunjin Song, Norbert Schwarz; Univ. of Michigan – Many behavioral decisions are based on hedonic predictions: Would it be fun to do? We test whether people misread the fluency with which descriptions of an activity can be read as bearing on the fluency and enjoyableness of the activity itself. In study 1, participants (N = 20) read instructions for a daily exercise routine, printed either in an easy-to-read or a difficult-to-read print font. As hypothesized, participants predicted that the exercise would flow more naturally and take less time when the print font was easy to read. They also reported higher willingness to make the exercise part of their daily routine. Study 2 replicated this pattern with a recipe for a Japanese roll. Participants (N=35) predicted that it would take less effort to prepare the described roll, and reported higher willingness to try the recipe, when the otherwise identical instructions were printed in an easy-to-read rather than difficult-to-read font. We conclude that people misread the fluency with which they can process task descriptions as indicative of the fluency of the actual task. Theoretical and applied implications are discussed.

A137**CROSSTALK AMONGST NON-NAÏVE PARTICIPANTS**

John Edlund, Brad Sagarin; Northern Illinois University – Successful experiments involving deception require that participants have no foreknowledge of the experimental procedure. However, when using participant pools there is no way to ensure that participants do not talk to one another, and anecdotal evidence suggests that participant crosstalk occurs. The purpose of this study was to investigate the prevalence of crosstalk in a participant pool. Participants attempted to guess the number of beans in a container. To motivate the participants to be accurate, participants

would receive an extra experimental credit point if they guessed within 25 beans of the actual total. Based on a pretest, this was determined to be a nearly impossible task (none of the pretest participants successfully guessed within 25 beans). After completing the task, regardless of their answer, participants were told the number of beans in the jar. Crosstalk occurred if these participants revealed the number of beans to future participants. 23 of 798 participants showed evidence of crosstalk (3%) by guessing the number of beans in the jar; whereas in the pretest, there were no successful guesses. Six of the participants admitted to hearing information about the experiment, whereas 17 did not. Because the task was considered to be nearly impossible based on the pretest, it can be assumed that the many of the participants who guessed correctly were told the answer by another participant. Implications for experimental design and potential treatments to reduce the incidence of crosstalk will be discussed.

A138**EVERYDAY STREET HARASSMENT AND WOMEN'S OBJECTIFICATION**

Kimberly Fairchild, Laurie Rudman; Rutgers University – The present research suggests that street harassment (i.e., experiencing unwanted sexual attention in public) is a frequent experience for young adult women, and that it has negative implications for their well-being. Female participants responded to survey questions assessing their experiences with street harassment, feeling of self-objectification, fear of rape, and restriction in movement. First, street harassment was positively related to self-objectification (Frederickson & Roberts, 1997). This was true for women who coped with street harassment using common strategies (passive, self-blame, or benign), but not for women who used an uncommon, active coping strategy (e.g., confronting the harasser). Second, street harassment experiences and self-objectification were positively related to women's fear of and perceived risk of rape. Further, women who feared rape were more likely to restrict their freedom of movement. In concert, the findings suggest that street harassment may have both direct and indirect negative effects on women's lives, and that it is a phenomenon worthy of future research.

A139**EFFECT OF CULTURE AND MOOD ON EXPLICIT AND IMPLICIT LIFE SATISFACTION**

Daisung Jang, Kim, Do-Yeong; Ajou University, Suwon, South Korea – An often replicated finding is that subjective wellbeing (SWB) is significantly higher in individualist cultural groups such as European Americans, compared to collectivist cultural groups such as East Asians. This paper sought to examine if those differences are not merely differences in levels, but differences in how the SWB construct is manifested in the two cultures. More specifically, (1) cultures would show different response patterns to external influence of life satisfaction and (2) the influence of culture on life satisfaction affects explicit, but not implicit processes. Positive mood was experimentally manipulated in collectivist consistent and individualist consistent ways for Chinese and European Australians over explicit and implicit methods. The two hypotheses were supported. European Australians reported increase in positive mood, but not in self-reported life satisfaction in both conditions. In contrast, Chinese did not report increase in positive mood in both conditions but reported an increase in self-reported life satisfaction when the mood induction was collectivist consistent, but not in the individualist consistent condition. Implicit life satisfaction did not respond to manipulations and did not appear to be influenced by temporal mood manipulation. The pattern of results suggested that more attention needs to be directed to focus on the cultural processes involved in the judgement and processing of SWB. In addition, future research may need to take into account the multifaceted nature of the SWB construct including the need to integrate implicit perspectives into models of wellbeing.

A140**INTERPERSONAL ACCURACY: HOW TRANSFERENCE HELPS IN GETTING TO KNOW OTHERS**

Jennifer Thorpe, Susan Andersen; New York University – The activation of the mental representation of a significant other and its application to another person who minimally resembles that significant other is termed "transference". This research sought to understand whether or not the process of transference might help one to be more accurate in understanding the target of the transference. In two experiments, participants were told that they were to meet a new person, and that this person possessed certain features. These features were, in actuality, either those belonging to the participant's significant other, in the experimental condition, or those belonging to another participant's significant other, in the yoked control condition. Participants were then presented with some intimate disclosures that they were told were made by the person they were to meet, but that in actuality were made by volunteers. After listening to this information, participants made inferences about the overall self-concept of this person. We then compared these inferences made by the participant with the self-reported self-concept of the volunteers as our measure of accuracy. We found that participants for whom transference was occurring were significantly more accurate in inferring the self-concept of the new person than were those in the yoked control condition. Thus, transference increases interpersonal accuracy. This finding has immense importance for diverse areas of social life, as the data suggest that it is one's own past experience; that is, one's significant others, that can assist or hinder someone in understanding another person as he or she understands him or herself.

A141**INDIVIDUAL DIFFERENCES IN COGNITIVE MOTIVATIONS AND IDEOLOGICAL ORIENTATION AS PREDICTORS OF STEREOTYPE CHANGE**

Nicole Tausch, Miles Hewstone; University of Oxford, UK – It has long been assumed that 'prejudiced personalities' are very effective at maintaining their prejudiced beliefs (Allport, 1954). This study examines whether individual differences in cognitive motivations and ideological orientation predispose perceivers towards stereotype maintenance in the face of disconfirmation. Data were collected at two time points. At Time 1, baseline stereotypes and personality variables were measured. At Time 2, participants received information that disconfirmed the stereotype to varying extents and stereotyping measures were repeated. Results indicated that while need for structure and social dominance orientation were negatively associated with stereotype change, the decisiveness facet of need for closure was associated with increased stereotype change. The effects of personality variables were mediated by perceived exemplar typicality. There was also some evidence that the effects of personality on stereotype change were greater when moderately (vs. extremely) disconfirming information was presented. The theoretical contributions and practical implications of these findings are discussed.

A142**MOTIVATED INHIBITION OF MIMICRY: THE ROLE OF RELATIONSHIP INVOLVEMENT IN MIMICKING AN ATTRACTIVE OPPOSITE-SEX OTHER**

Johan Karremans; Radboud University, Nijmegen – Although it has been argued that humans have acquired automatic and implicit strategies that may help them to protect an ongoing romantic relationship, surprisingly little research has tested this general claim. Based on recent literature showing that behavioral mimicry is partly goal-directed, the present research tested the hypothesis that people who are involved in a romantic relationship nonconsciously mimic an attractive opposite-sex other to a lesser extent than people not involved in a relationship. Results of two studies showed strong evidence for this general prediction. Moreover, some evidence was found for the idea the effect of relationship involvement is mediated by affiliation motives and perceived attractiveness. Interestingly,

however, results also suggested that the effect of relationship involvement on need to affiliate with the attractive other is mediated by amount of mimicry. This latter finding has important theoretical implications, suggesting that mimicry plays an important self-regulatory function in interactions with others: the amount of mimicry displayed toward another person signals how much one should affiliate with that person. In sum, the present findings indicate that the goal of maintaining one's relationship can inhibit an otherwise automatic and default response to mimic an attractive interaction partner. Implications for the role of implicit processes in relationship maintenance, and the role of motivation in behavioral mimicry, are discussed. For example, the present findings provide further evidence that nonconscious mimicry can not fully be explained by a direct perception-behavior link.

A143**SOCIAL INTERACTIONS PREDICT DECREASED SELF-REGULATORY RESOURCES IN THE SOCIALLY ANXIOUS**

P. Niels Christensen, J. Eric McGrady, Adrienne J. Means-Christensen; Radford University – Recent research suggests that effortful self-presentations decrease self-regulatory resources (Vohs et al., 2005). Because concern about one's self-presentation is a hallmark of being socially anxious, it was hypothesized that higher social anxiety would predict lower self-control following social interactions with a stranger. Conversely, social anxiety should be unrelated to self-control in the absence of such interactions. Each of the 112 participants completed self-report measures of trait social anxiety and depression. Then, once per week for 5 weeks, participants reported that day's number of interactions with a stranger, the total number of interactions, and state levels of self-control. Data were analyzed using multilevel modeling, with social anxiety, interactions with strangers, and the stranger by anxiety interaction as predictors. Depression and the total number of interactions were included as control variables. Analyses revealed the predicted interaction between social anxiety and stranger interactions ($B = -0.544$, $t = 1.91$, $p = .06$). Examination of the simple slopes confirmed that stranger interactions diminished self-regulatory resources for the socially anxious, but had no effect on the non-anxious. Also consistent with hypotheses, socially anxious and non-anxious participants had comparable self-regulatory resources when they had no interactions with strangers. These results open a new avenue for research on social anxiety: Depleted self-control may explain some of the cognitive distortions that plague the socially anxious. Specifically, the socially anxious may ruminate about previous interactions because depleted self-control limits their ability to distract themselves from these intrusive and negative thoughts.

A144**ADAPTING TO LIFE'S SLINGS AND ARROWS: INDIVIDUAL DIFFERENCES IN RESILIENCE WHEN RECOVERING FROM ANTICIPATED THREAT**

Christian Waugh^{1,2}, Stephen Taylor², Barbara Fredrickson³; ¹Stanford University, ²University of Michigan, ³University of North Carolina, Chapel Hill – In response to highly negative events, people are deemed resilient if they maintain psychological stability and experience fewer mental health problems (Fredrickson, Tugade, Waugh, & Larkin, 2003), and more positive emotions (Folkman & Moskowitz, 2000). We investigated how trait resilience (ER89; Block & Kremen, 1996) might influence recovery from negative events that are anticipated but do not in fact occur. Participants received cues that signaled an upcoming picture. The 'safety' and 'aversive' cues signaled that the picture would always be neutral or aversive respectively. The 'threat cue' signaled that the next picture could be either aversive or neutral. Participants rated their affect continuously throughout the task (cue period, picture period, post-picture period). Results showed that high trait-resilient participants exhibited more complete affective recovery than low trait-resilient participants after they viewed a neutral picture that could have been aversive. Anticipatory affect (during cue period) did not differ between low and high trait-resilient participants; however, anticipatory affect

remained a strong predictor of post-picture affect for low but not high trait-resilient participants. These results suggest that high trait-resilient people may affectively recover when an anticipated threat fails to occur by efficiently downregulating their threat-related affect. In the conclusion, we present a model that attempts to integrate and resolve these data with previous resilience studies, and discuss implications of this model for other phenomena related to resilience such as fewer depressive symptoms and greater positivity.

A145

SELF-RELEVANT HEALTH RISK: AVIAN FLU AND DIFFERENTIAL PROCESSING STYLES IN RESPONSE TO UNCERTAINTY *Marie Walker; Gustavus Adolphus College* – This study examined individual differences in information processing of a pamphlet about Avian Flu. Pamphlets included scientific jargon or simple words. Self-relevance was manipulated by high or low probability of contracting the disease. Another independent variable was score on the Heuristic Response to Uncertainty Scale (HRUS; Walker, 2004). The HRUS identifies individuals who rely on heuristics to process self-relevant or uncertain information. It was expected that high scorers on the HRUS would obtain and process Avian Flu information in a less effortful manner when the disease was self-relevant. Low HRUS scorers would obtain and process Avian Flu information less effortfully when the disease was non-self-relevant. In fact, although the HRUS correlates negatively with Need for Cognition and positively with Personal Need for Structure, anxiety, Powerful Others and Chance Health Locus of Control it uniquely displayed a significant three-way interaction pattern as predicted. When pamphlet wording could be processed simply, high HRUS scorers were more likely to seek diagnostic information in the self-relevant condition as opposed to non-relevant condition. By contrast, low HRUS scorers were more likely to seek diagnostic information about Avian Flu in the non-self-relevant condition as opposed to self-relevant condition when wording could be processed simply. Interestingly, when processing in a less effortful manner, high HRUS scorers made fewer recall errors about the pamphlets in the self-relevant as opposed to non-self-relevant condition. Health education strategies aimed at motivating people to approach uncertainty may benefit from evaluating individual differences on the HRUS.

A146

THE PERSISTENCE OF REGULATORY IMPAIRMENT IN OSTRACIZED SOCIALLY ANXIOUS PEOPLE. *Megan Oaten¹, Kip Williams², Andrew Jones¹, Lisa Zadroz³; ¹Macquarie University, ²Purdue University, ³University of Sydney* – Past research has demonstrated that being excluded is a powerful experience, resulting in a number of negative reactions (Williams, 2001). For example, social exclusion is considered to impair our self-regulatory ability (Baumeister, DeWall, Ciarocco & Twenge, 2005). Some recent work found that the negative effects of ostracism are more pronounced and prolonged in socially anxious people (Zadro, Boland & Richardson, 2006). We extended this work by testing whether ostracism (a form of social exclusion) impairs self-regulation, and whether such impairment persists over time in socially anxious people. Two experiments showed that being ostracized caused impairments in self-regulation. This deficiency attenuated over time, except in the high socially anxious participants where self-regulation remained impaired. Experiment 1 showed that relative to controls (included participants), ostracized participants were less able to force themselves to drink a healthy but bad-tasting beverage at Time 1. Forty-five minutes later, however, only those participants high in socially anxiety were still less able to drink as much of the beverage as other participants. Similarly, Experiment 2 showed that relative to controls (included participants), ostracized participants ate more unhealthy but good-tasting biscuits at Time 1. At Time 2, only those participants high in socially anxiety still ate more biscuits than other participants. Overall the findings suggest that ostracism impairs self-regulation in both high and

low socially anxious participants at the immediate testing session, however; only those participants high in social anxiety displayed impaired regulatory behavior 45-minutes later.

A147

CULTURE AND PHENOMENOLOGY: INSIDER AND OUTSIDER PERSPECTIVE TAKING IN MENTAL MODELS AND EMBODIED COGNITION *Leung, Angela K-y, Dov Cohen; University of Illinois, Urbana-Champaign* – We extend perspective-taking research by assessing Euro-Americans' and Asian-Americans' mental models for comprehending narratives, and their embodied sense of motion through the world. In Study 1, we inferred people's perspective by measuring reaction times as they read stories involving deictic terms "come" (implying movement toward one's perspective) vs. "go" (implying movement away from one's perspective). Thus, if one imagines a scene from one's own point of view, the sentence "my friend came toward me" is processed more quickly than "my friend went toward me." As predicted, Euro-Americans were more likely to take a first person perspective when the story's main character was the self rather than a friend, whereas the reverse was true for Asian-Americans. Study 2 replicated findings of Study 1 when Euro-Americans and Asian-Americans were asked to spontaneously construct their own sentences. In Study 3, we further examined participants' phenomenology in the domain of "embodied cognition." We found that Euro-Americans were more likely to map out and "embody" time and space from their own perspective, whereas Asian-Americans were more likely to do so from the perspective of another person. Our studies demonstrated that Asian-Americans are more likely to take an outsider perspective on the self while taking the "insider" perspective of relevant others. We discussed how the structuring of people's phenomenological experience could contribute to the feedback loops between culture and self.

A148

ASSERTIVENESS AND THE USE OF ILLNESS EXCUSES TO RESIST SOCIAL INFLUENCE *James Hamilton, Stephanie Whatley, Leslie Swanson; University of Alabama* – Although the use of illness excuses to resist social influences is widely acknowledged, social scientists know little about the personality or situational variables that predict this behavior. We tested the hypothesis that unassertive people use sick role behavior as a proxy for more direct assertive behavior. Subjects were 180 undergraduates who completed measures assessing assertiveness, perceived desirability of the sick role, and their responses to 16 social influences scenarios. For each scenario they rated the likelihood of making a direct assertive response, using an illness excuse, using a non-illness excuse, or complying with the request. For each subject, a friend was asked to make the same set of ratings about the subject. All major self-report findings were corroborated by the friend-report data. As predicted, illness excuses were more likely to be used in response to high than low demand situations. Contrary to the hypothesis, assertiveness is positively correlated with the likelihood of using illness excuses. We also found that for the eight scenarios that described the subject as mildly ill, the reported likelihood of illness excuses was greater than in scenarios that did not mention that the subject as ill, but so was the likelihood of a direct assertive response. Our results suggest that illness excuses are form of assertiveness, not a substitute for assertiveness. They also suggest that the sick role may facilitate direct assertive behavior by shielding an ill person from negative reactions from others.

A149

MICRO VS. MACRO-LEVEL JUSTICE: WHEN IS VIGILANTISM JUSTIFIED? *Alison Cook; University of Missouri-Columbia* – Jurors can approach their charge of meting out justice in different ways, two of which include focusing on the outcome of a specific trial and/or focusing on upholding justice more broadly by adhering to procedures and laws set forth by the legal system. When these two approaches toward justice

are at odds, as in the dramatic case of vigilantism, jurors must weigh the consequences of legitimizing law-breaking in the name of retribution (just deserts) against the assertion of social norms (punishment of deviance). An experiment was designed to investigate two factors (trust in the legal system and moral outrage) to influence mock jurors' orientations toward justice and affect their sentencing decisions. Trust in the legal system and moral outrage were used to predict participant reactions toward a vigilante murder, committed in response to the death of the vigilante's daughter. Greater moral outrage toward the precipitating crime elicited less punitive reactions and less negative attitudes toward the vigilante murderer. However, the results showed that authoritarianism moderated the interaction between moral outrage and trust in the legal system. Implications for the findings and future directions are discussed.

A150

TOWARD (AND AWAY FROM) THE UNKNOWN: EVALUATIVE CONDITIONING OF SUBLIMINALLY PRESENTED NOVEL STIMULI VIA MOTOR BEHAVIOR.

Valerie E. Jefferis, Christopher A. Loersch, Russell H. Fazio; Ohio State University – Attitudes function to indicate whether an object should be approached or avoided. Chen and Bargh (1999) demonstrated that automatically activated positivity evokes a readiness to approach a stimulus, while negativity prepares one to avoid a stimulus. The current study investigated the possibility that approach and avoidance behaviors could in turn create positive and negative attitudes toward novel objects. An evaluative conditioning paradigm was designed to repeatedly pair subliminally presented stimuli with approach and avoidance motor responses. In this procedure, novel nonsense words were used as the conditioned stimuli (CS). Two such items were subliminally presented immediately before a prompt to move a joystick (the words "PUSH" or "PULL"). The joystick movements served as the unconditioned stimuli (US). Pushing the joystick was framed as approaching the object on the screen and was expected to create positive attitudes, and pulling was framed as moving away from the object and was expected to create negative attitudes. Pairing of the two CSs with "PUSH" and "PULL" was counterbalanced. Attitudes toward the CSs were assessed by presenting a series of nonsense word pairs and having participants indicate a preference for one of the two. Participants made significantly more conditioning-consistent choices than predicted by chance. This result supports the notion that attitudes can be formed solely upon behavioral associations, even when individuals are unaware of the contingency between their approach/avoidance behavior and the presence of a given stimulus. Potential mechanisms underlying the observed effect will be discussed.

A151

EGO DEPLETION EXAGGERATES SELF-HANDICAPPING

Liqing Zhang¹, Roy Baumeister²; ¹Carnegie Mellon University, ²Florida State University – Two experiments were conducted to explore the hypothesis that ego depletion might increase self-handicapping. In both studies, participants were asked not to eat anything before they came to the study. After they arrived at the laboratory, freshly baked cookies and some radishes were displayed. In the ego-depletion condition, participants were allowed to taste only radishes, and thus they had to exert their willpower by not eating the cookies. In the control condition, participants ate the tasty cookies. All participants were then told that they were going to work on a non-verbal intelligence test. They were asked to choose a CD to listen to when they worked on the test. Participants were told that some of the CDs hurt performance, some enhanced performance, and the remaining had no effect on performance. Choosing a CD that decreased performance served as the indicator of self-handicapping. The results of both studies showed that ego-depleted participants were more likely to choose the distracting music when they worked on the test than participants in the control condition. Gender moderated the effect of ego depletion on self-handicapping. Ego-

depleted male participants were more likely to self-handicap than non-depleted male participants. Ego depletion did not impact the self-handicapping tendency of female participants. Mood did not mediate the effect of ego depletion on self-handicapping.

A152

TELL THE TRUTH: CAN SPONTANEOUS TRAIT INFERENCES BE DELAYED?

Matthew T. Crawford¹, John J. Skowronski², Chris Stiff¹, Cory R. Scherer³; ¹University of Bristol, ²Northern Illinois University, ³Denison University – Considerable research has examined whether perceivers spontaneously infer traits from an actor's behavior. For example, Carlston and Skowronski (1994) showed that learning an association between an actor and a trait word was facilitated when that photo had been previously paired with a trait-implying behavior. Similar (although weaker) facilitated learning occurs when the person in the photo is describing the behavior of another individual (Spontaneous Trait Transference, or STT; Skowronski, Carlston, Mae, & Crawford, 1998). The current research investigates the processing differences between these phenomena. Three studies investigated whether or not the inferential stage could be delayed by expectations of learning whether a behavior was an actual autobiographical event, or whether the behavior was part of a fictional story. If participants were able to delay inference-making, then the results should show a stronger savings effect for self-described behavior only when the behavior in question was said to be true. When false, the inferential stage should be abandoned and any savings effect would represent associative processing. Trait recall results showed that prior warning regarding the veracity of a behavioral statement reduced both effects (Study 1) whereas post-encoding qualification had no impact on the strength of the savings effects observed (Study 2). Study 3 replaced trait recall with trait ratings and mirrored the previous results. These studies further differentiate between the processes of STI and STT, and show that the inferential stage of STI cannot be delayed based on the possibility of learning that an inference should not be made.

A153

EFFECT OF POWERLESS SPEECH STYLE ON PERCEPTION OF A SPEAKER USING POWERFUL LANGUAGE STYLE

Tomoaki Unagami, Jiro Takai; Nagoya University – Present study examined the relationship between powerless speech style (e.g., filler) on perception of a speaker using powerful language style and ethnolinguistic vitality (Giles et al., 1977). The English language have been described as the dominant language of the recent world and English origin loan words are now ubiquitous in many other languages. Previous researches on speaker evaluation have provided evidence that the degree of perceived ethnolinguistic vitality effects evaluation of a speaker who uses powerful languages such as terms origins in "dominant language", what little work that was done was not specifically designed to explore the effect of powerless speech style on the powerful language style. Current findings on speech styles suggest that powerless speech styles such as filler would induce negative effects on evaluation of speaker and the speech per se. In present study, 156 Japanese undergraduate students were asked to complete questionnaire assessing their beliefs on ethnolinguistic vitality and were randomly assigned to rate speeches delivered in 2 language styles (loan-word/non-loan word) × 2 speech styles (powerful/powerless) conditions. The results of ANOVA showed that the powerful language style did not decrease the negative effect of powerless speech styles on the speaker evaluations. In high ethnolinguistic group, the effect of fillers increased the degree of negative impressions on the speaker using loan words more than in low ethnolinguistic vitality group. The results indicated that the effect of powerless language overcomes the effect of powerful language on speaker evaluations. Implications for speaker perception and interpersonal communication were also discussed.

A154

AN EXPLORATION OF THE INFLUENCE OF SPOUSAL ATTACHMENT PROCESSES ON PARENTING STYLES *Abigail Millings, Judi Walsh, Margaret O'Brien; University of East Anglia* – Adult attachment theory posits that attachment representations influence interaction in close relationships, whereby both parties engage in careseeking (attachment) and caregiving behaviors. Research suggests that attachment style is linked with the quality of caregiving an individual provides to their partner (Feeney & Collins, 2001, 2003) and also with the parenting of infants and preschoolers (e.g. Rholes, Simpson, & Friedman, 2006). This study sought to extend the existing research concerning adult attachment and parenting by exploring the influence of attachment on parenting styles reported towards children aged 7-8. It examined for the first time associations between partner caregiving and parenting styles. Participants were 290 parents of 7-8 year old children, who completed measures of attachment (ECR-R – Fraley, Waller, & Brennan, 2000), caregiving (Kunce & Shaver, 1994), and parenting (Robinson, Mandleco, Olsen, & Hart, 1995). Preliminary results indicated that attachment avoidance and anxiety were positively correlated with authoritarian and permissive parenting, and negatively correlated with authoritative parenting; thus secure attachment styles appeared to be linked with more optimal parenting. Positive caregiving towards one's partner was also linked with an authoritative parenting style towards one's child. Correlations between attachment and caregiving corroborated previous findings that avoidance and anxiety were correlated with less effective partner caregiving. Further analysis using the Actor Partner Interdependence Model is currently being conducted exploring associations between attachment, caregiving, and parenting across the dyad. Results are discussed with reference to attachment theory, parenting constructs, and bridging the research literature gap between them.

A155

THE BLUSHING CHATTER: BLUSHING IN THE ABSENCE OF VISUAL ATTENTION AND ITS INFLUENCE ON THE ANTICIPATED JUDGMENT OF OTHERS *Corine Dijk, Peter de Jong; University of Groningen, the Netherlands* – Blushing is seen as a marker of shame and embarrassment and is known to have communicative properties. Germane to this it is generally assumed that people do not blush when they are alone. With the present study we examined if visual attention is a boundary condition for blushing to occur. In addition, we tested the idea that people anticipate a negative evaluation by an observer when they display a blush, since this can explain why people dislike blushing despite its appeasing effects. Participants sat alone and chatted with (n = 22) or without (n = 21) a webcam. After several minutes, a confederate chatter asked an awkward question. Cheek coloration was measured photoplethysmographically. At the end of the experiment, participants' self reported blush intensity and the anticipated judgment of their chat partner were measured. Irrespective of condition, the awkward question elicited a substantial physiological blush response, showing that blushing also occurs in the absence of visual attention. Also, only in the web cam condition there was a negative association between the subjective blush intensity and the anticipated judgment of the chat partner, this sustains the idea that the generally negative appreciation of blushing may be due to the anticipated negative influence of displaying a blush on other's judgments.

A156

REBEL WITHOUT A (CONSCIOUS) CAUSE: PRIMING A NON-CONSCIOUS GOAL FOR PSYCHOLOGICAL REACTANCE LEADS TO TASK PERFORMANCE INCONSISTENT WITH EXPERIMENTER-PROVIDED EXPECTATIONS *Justin A. Wellman, Andrew L. Geers, Trina M. Floyd, Patricia J. Smithmyer, Alexander M. Czopp; University of Toledo* – Psychological reactance refers to a desire to reassert control and behavioral freedom (Brehm & Brehm, 1981). Reactance research has

thus far studied reactance using conscious manipulations and individual-difference measures. We hypothesized that, similar to other action goals, reactance can be primed nonconsciously (e.g. Bargh et al., 2001). Two experiments tested this hypothesis. In Study 1, participants (N = 109) primed for a reactance goal subsequently showed significantly higher scores on a reactance scale than control participants ($p < .05$). Providing evidence for discriminant validity, there were no significant differences on a battery of questionnaires measuring alternative constructs. In Study 2, it was hypothesized that a nonconscious goal for reactance could lead to behavioral effects. In this experiment (N = 92), half of the participants were given a caffeine placebo which was said to improve performance on an accuracy task. The remaining participants were not given a caffeine placebo. Participants were also either primed for a reactance goal or were given a neutral prime. All participants then completed an accuracy performance task. Results revealed the predicted interaction ($p < .05$). Specifically, the error rates of the neutral-prime participants were lower when given the caffeine placebo. However, the error rates of the reactance-prime participants were higher when given the caffeine placebo. Taken together, these studies provide the first evidence that nonconscious reactance goals can be primed and can have behavioral effects. The findings also demonstrate a possible theoretical framework to account for reverse placebo effects previously reported in the literature.

A157

AN ANALYSIS OF LANEY'S INTROVERSION SCALE *Jonathan M. Cheek, Jennifer O. Grimes; Wellesley College* – In 2002, Marti Olsen Laney published a book, *The Introvert Advantage*, in which she proposed her new approach to the psychology of introversion. She developed her viewpoint based on her personal experiences and those of her clients in order to define what introversion is and to propose a new scale as an operational definition of her construct. However, no data were provided to support this scale's reliability or validity. The present research was designed to explore empirically the psychometric characteristics of Laney's Introversion Scale and its relations with other relevant personality scales. Two hundred and twenty-five Wellesley College students completed a questionnaire packet that also included the Revised Cheek and Buss Shyness Scale, a measure of sociability, and Aron and Aron's Highly Sensitive Person Scale. Laney's 30 introversion items had a low average interitem correlation of .06, yielding a relatively low alpha coefficient of internal consistency reliability for such a long scale (.67). In spite of the emphasis in her conceptual definition that introversion is not the same thing as shyness, her operational definition in the Introversion Scale correlated very strongly with shyness (.56). It also did not have a substantial negative correlation with sociability (-.15). In addition, Laney's Introversion Scale correlated more strongly (.54) with the Aron and Aron measure of high sensory processing sensitivity than her conceptualization would predict. Overall, the pattern of results suggests that Laney's new Introversion Scale would benefit from substantial additional work on scale revision in terms of both psychometrics and construct explication.

A158

THE RELATIONSHIP BETWEEN PERFECTIONISM, BEHAVIORAL INHIBITION AND ACTIVATION, AND WORRY. *Laura Girz, Edward Chang, Nicole Hermann, Kate Zumberg, Sarah Shair, Allison Kade; University of Michigan* – The present study examined the relations between adaptive and maladaptive dimensions of perfectionism and behavioral inhibition system (BIS) and behavioral activation system (BAS) motives. The participants in this study were 266 students enrolled in an upper division psychology course at a mid-sized Midwestern University. All participants took home and filled out the Frost et al. Multidimensional Perfectionism Scale, the Carver and White BIS/BAS scales, and the Tallis, Eyseneck, and Matthews Worry Domains Questionnaire. After analyzing the data using multiple regressions, we found, in line with our predictions, that BAS motives were significant

predictors of the two adaptive perfectionism dimensions, personal standards and organization. On the other hand, BIS motives were a significant predictor of concern over mistakes and doubts about actions, but not parental expectations or parental criticism. In addition, we also found the unexpected result that all four maladaptive perfectionism dimensions were significantly predicted by BAS motives. In terms of predicting worry, BIS/ BAS scales accounted for 11% of the variance. Neither adaptive perfectionism dimension added any additional unique variance beyond what was accounted for by BIS/BAS motives. Each of the four maladaptive dimensions, however, accounted for additional unique variance in worry beyond what was accounted for by BIS/BAS motives. Overall, adaptive and maladaptive perfectionism do not appear to be wholly accounted for by BIS/BAS motives.

A159

RELATIONSHIP IDENTIFICATION AND AUTOMATIC RELATIONSHIP MAINTENANCE: PREDICTING "INSTANT" BEHAVIOR IN INSTANT MESSAGING *Lisa Linardatos, John E. Lydon, Alexandra Hardymont; McGill University*—How do individuals protect their relationships in situations that do not afford them the opportunity to deliberate about their responses? In the present study, a new paradigm based on instant messaging (IM) was used to assess relatively spontaneous pro-relationship responding. We hypothesized that implicit relationship identification, the degree to which a relationship is incorporated into one's sense of self at a preconscious level, would be associated with such automatic relationship behavior. Participants in dating relationships (N=47) completed implicit and explicit measures of relationship identification. They then engaged in an IM conversation with an attractive alternative confederate. This task was designed to measure automatic pro-relationship behaviors exhibited by participants in response to subtle advances from an attractive alternative. Specifically, we examined how many times and at what point in the interaction participants spoke of their relationship to the attractive alternative. Multiple regression analyses revealed that, of those participants who mentioned their partner, implicit identification uniquely predicted the number of questions asked by the confederate before participants mentioned their partner. That is, the more implicitly identified participants were, the sooner in the IM interaction they mentioned their partner. Unexpectedly, we also found that explicit identification uniquely predicted the number of times participants mentioned their partner. Thus, whereas individuals who were highly implicitly identified mentioned their relationship sooner in the face of relationship threat, individuals highly explicitly identified were generally more vocal about their relationship. Future research will explore perceived relationship threat as a mediator of the relationship identification to spontaneous behavior link.

A160

EXPECTATIONS AND TEST RELEVANCE AS POTENTIAL MODERATORS OF STEREOTYPE THREAT *Jennifer Joy¹, Brian Nosek¹, Toni Schmader²; ¹University of Virginia, ²University of Arizona*—Reminders of a negative stereotype about one's group can worsen performance in the stereotyped domain, a phenomenon called stereotype threat (Steele & Aronson, 1995). It appears that stereotype threat disrupts working memory capacity (Schmader & Johns, 2003) suggesting that performance could suffer if one is under threat, even on tasks not directly relevant to the stereotype. We examine two potential moderators of stereotype threat. First, if expectations of being tested on the stereotype are removed, does threat persist? Second, can threat occur even when the test is irrelevant to the stereotype? We employed a 2 (threat vs. no threat) x 2 (expectation to perform vs. no expectation) x 2 (relevant vs. irrelevant task) design with female participants. The threat manipulation reminded women of gender differences in math or not. Participants were told that they would complete two tests, and half believed that one would be math-related. Then, participants completed a verbal or math test

(matched difficulty) using GRE word problems that could plausibly be general 'problem solving' for conditions in which math was not expected. No second test was administered. Results suggest that participants were very sensitive to any threat, mention, or appearance of math. All conditions tended toward depressed performance compared to the condition in which participants were not threatened, had no expectation of doing math, and completed a verbal test. Specifically, participants in this condition had more correct responses ($d=.36$, $p<.01$). This implies that any "math mention" can reduce performance, even on stereotype irrelevant tasks.

A161

STRATEGIC CLAIMS OF MISFORTUNE AS A DEFENSE AGAINST SOCIAL EXCLUSION *Tonya Johnson, Dr. James Hamilton; University of Alabama*—When one member of a small group reports a personal misfortune, it is not uncommon for another member to counter by describing a worse one. We hypothesize that this phenomenon might reflect an attempt to secure a type of social immunity from rejection, criticism and high expectations that is enjoyed by the person in a group who is worst off. For this study, we predicted that claims of relatively greater misfortune would occur among persons with insecure adult attachment styles, but only for negative events that were related to bad luck, and not for events that involved poor judgment. We asked subjects to read a story ostensibly written by another participant. The story described a negative life event that was either the result of bad luck or poor judgment. We asked the subject to rate the impact the event had on the writer. Next, the subject was asked to write a similar story about him- or herself and make an identical set of ratings. Relative to their ratings of the other, subjects with an insecure attachment style reported that they were more depressed by their event, but only in the bad luck condition; secure subjects reported relatively worse depression in the poor judgment conditions. Self-esteem moderated the effects of attachment style: insecure attachment was associated with exaggerated personal misfortune only among persons with low self-esteem. Results are discussed in terms of social exclusion and the contingencies of worth model of self-esteem.

A162

BELIEF IN COLLECTIVE EMOTIONS SCALE: CONSTRUCTION, VALIDATION, AND AN EXAMINATION OF STRATEGIC EXPRESSION *Stephen Reysen, Nyla R. Branscombe; University of Kansas*—Participants' beliefs in collective emotions were examined in three studies. In Study 1 (N = 150) and Study 2 (N = 164) the Belief in Collective Emotions Scale (BCES) was constructed and validated. In Study 2 the salient group membership was manipulated. In Study 3 (N = 299) the valence of a vignette, group membership of the main character, and wording of the items were manipulated. The BCES is a unidimensional five item measure that was found to be reliable with an internal consistency alpha coefficient of .87. Validity was assessed via correlations with other measures. Significant positive correlations were found between the BCES and identification with the group, patriotism, extraversion, agreeableness, openness, and whole group accountability. Positive correlations were found with collective measures of hope, jealousy, disgust, guilt assignment, and self-esteem. In Study 2 when participants categorized as women they rated BCES higher than when categorizing as Americans. In Study 3 the valence of the action committed and the membership of the main character in a vignette did not affect BCES, however BCES items worded as "other" oriented were rated higher than "self" oriented items. Participants did not strategically express belief in collective emotions and the mean was consistently above the midpoint of the scale across the studies. Participants who believe in collective emotions are strongly identified group members who agree that feeling a collective emotion is conforming to the group. Participants who believe in collective emotions value collectivism more than individualism, and believe they are worthy group members.

A163**SETTING YOURSELF APART: THE EFFECTS OF STEREOTYPE THREAT ON GROUP DISIDENTIFICATION FOR WOMEN AND MATH**

Jill Coleman, Virginia Harr; Middlebury College – Although past research has looked at disidentification as a consequence of stereotype threat (Steele & Aronson, 1995), much of that work has focused on individuals distancing themselves from a threatened domain (e.g., math, academics) rather than from a threatened group. The goal of the present study was to examine whether individuals experiencing stereotype threat would disidentify from a threatened social group, with disidentification being exhibited by (1) minimizing the importance of the threatened group to one's social identity and (2) showing a heightened interest in outgroup activities and a decreased interest in ingroup activities. Both immediately before and immediately after taking a math test, participants completed the identity subscale of the Collective Self-Esteem Scale (Luhtanen & Crocker, 1992). The results comparing pre-test and post-test scores revealed that participants who experienced stereotype threat showed a significant drop in group identification after taking the math test ($t(31) = 2.37, p < .05$), while there was not a significant change in identification for participants in a control condition ($t(28) = -.38, p = ns$). Additionally, participants operating under stereotype threat showed more interest in stereotypically masculine activities than did participants in the control condition, $t(58) = -2.96, p < .01$. Contrary to our expectations, the group disidentification effects observed here were stronger among low pre-test identifiers than among high pre-test identifiers. Taken together, these findings provide evidence that individuals who experience stereotype threat may disidentify from threatened groups as well as threatened domains.

A164**EFFECTS OF OMISSION AND COMMISSION AND COMPARATIVE RISK STANDING ON HEALTH CHOICES WITH MIXED OUTCOMES**

Jennifer L. Cerully, William M. P. Klein; University of Pittsburgh – We investigated decisions about behaviors that increase one health risk and decrease another. There were two hypotheses: (1) people would be more willing to perform acts of omission than commission, and (2) people at higher than average risk would be more willing to engage in a risk-reducing behavior than those with lower than average risk or those unaware of their comparative risk. 457 undergraduates read hypothetical scenarios specifying their liver cancer risk compared to that of the average person of their age and sex, as well as the decrease in their liver cancer risk and concomitant increase in their kidney cancer risk if they started (commission) or stopped (omission) use of an herbal supplement. As expected, participants in the omission condition were more likely to express interest in the behavior, felt more confident about their choice, and viewed the behavior as being more important. Participants told their risk was lower than average expressed less interest in the behavior than those with higher than average risk or those given no comparative risk information. The perceived importance of performing the behavior mediated the effect of comparative risk level on interest in the behavior. These findings suggest that when considering a behavior that will result in mixed outcomes, both the nature of the behavior and perceived risk relative to others influence how likely people are to perform it.

A165**GETTING MORE OUT OF GUILTY PLEASURES**

Kelly Goldsmith, Eunice Kim, Ravi Dhar; Yale University – As the term “guilty pleasure” implies, pleasurable consumption can be accompanied by feelings of guilt. Our research explores the when feelings of guilt may actually increase pleasure. General intuition indicates that feelings of guilt, an “unpleasant emotional state” (Baumeister et al., 1994) should decrease experienced pleasure. However, prior research indicates that emotions, such as guilt, might also serve as influential cues for pleasure, depending on the ambiguity of the experience (Hoch & Ha, 1986). For example, Ha and Hoch demonstrated that when the experience was ambiguous,

experimenter-provided cues were influential on participants' constructed perceptions (1989). The current research explores if guilt could be one such cue which would influence pleasure ratings, depending on the ambiguity of the experience. Our studies were constructed to examine the effect that activating guilt has on predicted and experienced pleasure for both unambiguous and ambiguous consumption experiences. We propose that when the experience is unambiguous, pleasure will be determined by the stimulus. Having a fairly precise expectation of pleasure, guilt will reduce the pleasure level. Conversely, we also propose that when the experience is ambiguous, the degree of pleasure will be determined by internal and external cues. In such cases, activated guilt becomes an internal cue which increases pleasure. In five studies we find support for these claims, demonstrating that when the experience is unambiguous, guilt reduces pleasure, whereas when the experience is ambiguous, guilt increases pleasure.

A166**EMOTIONAL CERTAINTY CAUSES MORE ADJUSTMENT FROM SELF-GENERATED ANCHORS**

Yoel Inbar, Tom Gilovich; Cornell University – Past research examining the effects of specific emotions on judgment has shown that emotions can be differentiated in terms of the implicit sense of certainty they evoke (e.g., Smith & Kirby, 2001), and that emotions which evoke differing levels of certainty have divergent effects on judgment (Lerner & Keltner, 2001; Tiedens & Linton, 2001). Emotional certainty is associated with greater confidence and risk-seeking (Lerner & Keltner, 2001), which led us to predict that high-certainty emotions would make people more confident and venturesome, and thus more willing to stray from their anchor values when adjusting. This prediction was confirmed in two studies, which found that people feeling anger and disgust – emotions associated with cognitive appraisals of relatively high certainty – adjusted more from self-generated anchors than did people feeling fear and sadness, which are associated with appraisals of relatively low certainty. In both studies, we used short film clips to induce the desired emotions. Participants in Study 1 viewed a clip from “The Shining” (fear) or “Cry Freedom” (anger); participants in Study 2 viewed a clip from “The Champ” (sadness) or “Trainspotting” (disgust). Manipulation checks showed that the clips successfully induced the expected emotions. After viewing the films, participants completed a seven-item measure of adjustment from self-generated anchors (Epley & Gilovich, 2001). Across both studies, participants who were induced to feel high-certainty emotions adjusted more than did those induced to feel low-certainty emotions. Furthermore, the more participants felt high-certainty as opposed to low-certainty emotions, the more they adjusted.

A167**DIFFERENTIAL IMPLICATIONS OF EXTROPUNITIVE AND INTROPUNITIVE RESPONSES TO PREJUDICE FOR AFRICAN AMERICANS' ACADEMIC MOTIVATION**

Leslie Ashburn-Nardo^{1,2}, Joshua Smith^{1,2}, Sarah Prichard^{1,2}; ¹Indiana University, ²Purdue University Indianapolis – The present study examined the ramifications of extropunitive (i.e., blaming others for their stigmatized status) and intropunitive (i.e., internalizing negative ingroup stereotypes) responses to prejudice (Allport, 1954) for African Americans' academic motivation. Seventy first-year African American college students at a predominantly White institution completed self-report measures to assess extropunitive (ingroup-directed stigmatization and discriminatory expectations; Johnson & Lecci, 2003) and intropunitive (opposition to equality; Jost & Thompson, 2000) attitudes, extrinsic (e.g., concrete attitudes toward school; Mickelson, 1990) and intrinsic (learning goal orientation; Dweck & Leggett, 1988) academic motivation, and identification with academics (Osborne, 1997). Correlational analyses revealed that extropunitive attitudes were associated with extrinsic but not intrinsic academic motivation; the more participants expected discriminatory treatment from Whites, the more they were motivated by performance goals and the more negative their beliefs about the opportunities that education

affords minorities. Intropunitive attitudes were associated with intrinsic academic motivation and identification, but not with extrinsic academic motivation. Specifically, to the extent that participants endorsed intropunitive ideology, they exhibited less desire to learn for learning's sake and less identification with academics. Exploratory analyses revealed a more complex factor structure for identification with academics than reported in previous research. Factors suggested both extrinsic and intrinsic motivational components, consistent with the placement of identification at the middle of the academic motivational continuum proposed by Ryan and Deci (2000). Theoretical implications for understanding reactions to prejudice and practical suggestions for implementing effective academic support programs for African American college students are discussed.

A168**THE EFFECTS OF INTERRACIAL INTERACTIONS AND RACISM ON EXECUTIVE FUNCTION: THE TARGET'S PERSPECTIVE**

Allison Bair, Jennifer Steele; *York University* – A growing number of studies have demonstrated that interracial interactions (Richeson, Trawalter, & Shelton, 2005) and reminders of stigmatized identities (Inzlicht, McKay, & Aronson, 2005) can be cognitively depleting for members of minority groups. The present research builds on these previous findings by examining the effect of an interracial experience involving racism on the cognitive functioning of members of a stigmatized minority group. Seventy-eight Black students (62 female and 16 male) participated in this study. After completing several questionnaires, participants engaged in what they believed to be a virtual interaction with another participant. In reality what they saw was a pre-recorded Black or White confederate expressing either racist or racially neutral views. Upon completion of the purported interaction, participants completed a Stroop task as a measure of executive function. In line with our predictions, and previous research, participants experienced self-regulatory depletion following interracial interactions, with Black participants showing greater Stroop interference following an interaction with a White, as opposed to a Black, confederate. This occurred despite the fact that Black participants only listened to the confederate and were not given the opportunity to speak. Surprisingly, this effect was not moderated by the topic. Black participants were equally depleted following a perceived interaction with a White confederate, regardless of whether the views expressed were racist or were not racially relevant. The implications of these findings for our understanding of self-control and intergroup relations are examined.

A169**THE EFFECTS OF ACCEPTANCE, REJECTION, AND SELF-ESTEEM ON RELATIONSHIP PERCEPTIONS AND SELF-DISCLOSURE**

Jaye Derrick^{1,2}, Sandra Murray^{1,2}; ¹University at Buffalo, ²State University of New York – To risk thinking and behaving in ways that promote closeness, people need to feel confident of their romantic partner's love and positive regard. However, low self-esteem people's confidence in their partner, and thus their pro-relationship behavior, is contingent upon situation-specific feelings of acceptance and rejection. In the current study, participants were led to believe that four other participants accepted them or rejected them, or they were given no feedback. We then examined the effect that experiencing acceptance or rejection by strangers had on people's perceptions of their own romantic partner's regard, self-reported general willingness to disclose to their partner, intimacy of disclosure to their partner in an actual email, and their feelings about the email disclosure. In the acceptance condition, low self-esteem participants felt more accepted by their partner, and expected their partner to react more positively to their email disclosure. Low self-esteem satisfied participants in the acceptance condition also behaved in line with their predictions, disclosing more intimately in the email. In the rejection condition, low self-esteem participants felt less accepted by their partner, reported less willingness to disclose to their partner in general, and expected their romantic partner to react more negatively to their

email disclosure. Despite these apprehensions, low self-esteem satisfied participants in the rejection condition actually wrote more intimate and disclosing emails. These effects were not evident for people high in self-esteem. These results speak to the importance of discerning when and why people's forecasts about their willingness to risk dependence match their actual behavior.

A170**STRUCTURE MODEL TO EXPLAIN THE EFFECT OF REGULATORY FOCUS ON BEHAVIORAL INCLINATION**

Hiroki Takehashi, Kaori Karasawa; *Nagoya University* – While previous studies of regulatory focus theory (Higgins, 1998) have identified the effects of goal framing on behavioral inclination, few studies have revealed the mediators between goal framing and behaviors. This study examined the mediating role of two dimensions of arousals; energetic and tense arousals. Study 1 examined the effects of goal framing on these arousals and behavioral inclination using the recognition task (Crowe & Higgins, 1997). Fifty participants were instructed about the time to complete this experiment, which was framed with either promotion focus or prevention focus. Then, they were asked to indicate the level of their arousal and were engaged in the recognition task. Results revealed the asymmetrical effect of goal framing on arousals; the participants with prevention focus experienced tense arousal more than energetic arousal whereas the participants with promotion focus experienced energetic arousal as much as tense arousal. Moreover, the participants with promotion focus committed commission errors more than omission errors, whereas the participants with prevention focus did not show such tendency. However, this effect disappeared when arousals were entered as covariates in the analysis. To reveal the asymmetrical effect of arousals, study 2 examined the correlations between individual differences of regulatory focus and arousals. Results found that promotion focus heightened energetic arousal whereas prevention focus inhibited it and heightened tense arousal. These results suggest that goal framing influences dimensions of arousals to be evoked, which guides a particular strategy for goal attainment. The discussion considered the relationship between regulatory focus and self-regulation.

A171**COLOR-BLIND RACISM: A NEW MANIFESTATION OF AN OLD SENTIMENT**

Philip Mazzocco, Daniel Newhart; *Ohio State University* – Two studies provided initial empirical validation of a new construct termed color-blind racism (Bonilla-Silva, 1996, 2002). The color-blind racism construct consists of four cognitive frames used to understand and react to race-related matters: (1) denial of racial disparities, (2) biologization of culture, (3) naturalization of racial phenomena, and (4) misapplication of abstract liberal tenets. Though not necessarily motivated by prejudice, adherence to the four color-blind racism frames leads to 'racist-like' outcomes (e.g., opposition to programs such as affirmative action). In Study 1 (N = 331), a new scale designed to measure individual differences in color-blind racism was validated. The scale demonstrated a superior ability to predict unique variance in support for racial policy attitudes. A series of ancillary analyses indicated that adherence to color-blind racism was fairly robust across a series of demographic and psychosocial dimensions (gender, race, income level, political ideology, and even level of explicit prejudice). The same was generally true for the ability of color-blind racism to predict racial policy attitudes. In Study 2 (N = 167), a series of essays attacking the core components of color-blind racism were shown to positively influence support for progressive racial policy—an effect mediated by reductions in support for color-blind racism. Consistent with theory, the relationship of color-blind racism to racial policy attitudes was not based on explicit prejudice. Our results are consistent with recent social psychological work (e.g., Park & Judd, 2005) suggesting that emphasizing racial categorizations can have beneficial, rather than harmful, effects on individuals and society.

A172**I LIKE MY GROUP BECAUSE I LIKE MYSELF: UNDERSTANDING THE MECHANISMS UNDERLYING IMPLICIT AND EXPLICIT INGROUP FAVORITISM**

Etienne LeBel, Bertram Gawronski; The University of Western Ontario – Although research on intergroup bias has abounded for almost 30 years, many of its central issues remain poorly understood, including the role of self-esteem and the relation between explicit and implicit intergroup bias. For example, in contrast to Social Identity Theory's (Tajfel & Turner, 1979) account of intergroup bias, recent empirical evidence shows that individuals high in self-esteem exhibit more (rather than less) ingroup favoritism than individuals low in self-esteem (Aberson, Healy, & Romero, 2000). Drawing on Gawronski and Bodenhausen's (in press) Associative-Propositional Evaluation Model (APE Model), the goal of the current research was twofold: (1) to test a non-motivational account of intergroup bias whereby one's self-evaluations automatically extend to groups associated with the self, and (2) to show that the resulting intergroup bias at the implicit level mediates self-reported intergroup bias at the explicit level. Consistent with these predictions, implicit self-esteem (as measured using an Implicit Association Test; Greenwald et al., 1998) was positively correlated with implicit ingroup bias (as measured using an Affect Misattribution Procedure; Payne et al., 2005) stemming from a minimal group context. Participants' implicit preference for their ingroup further mediated self-reported explicit attitudes toward the ingroup relative to the outgroup. Consistent with the APE Model, this effect was particularly pronounced for measures tapping affective (in contrast to cognitive) attitudinal components. Implications for research on explicit and implicit intergroup bias are discussed.

A173**SIMILARITY OF MOODS IN SOCIAL BONDING: DOES THE DESIRE TO FIT IN TAKE PRECEDENCE OVER THE DESIRE TO FEEL GOOD?**

Christopher Bartak^{1,2}, Shira Gabriel^{1,2}; ¹University at Buffalo, ²SUNY – The need to belong theory posits that people have an innate need to form social connections (Baumeister & Leary, 1995). The current research examines whether people willingly sacrifice temporary personal well-being in pursuit of belonging needs. Specifically, will people regulate toward a bad mood to repair a damaged feeling of belonging? We argue that when the need to belong is activated, socially skilled people will adopt a future interaction partner's mood—even when negative—to facilitate bonding (Locke & Horowitz, 1990). Thus, we propose that the need to belong overrides the tendency to avoid bad moods and approach good ones (Clark & Isen, 1982; Zillman, 1988). To test our hypotheses, participants wrote about social rejection (activating affiliation motives) or academic failure (activating self motives). Next, participants read that an ostensible partner was in a happy or sad mood. Participants then ranked positively- and negatively-valenced newspaper headlines. Choosing positive headlines suggested a desire to improve mood, whereas choosing negative headlines suggested a desire to degrade mood (Erber, Wegner, & Theriault, 1996). Finally, participants indicated their interpersonal attachment style. Among participants with a secure attachment style, those in the social rejection condition not only regulated toward a positive affective state when a partner was in such a state, but also regulated toward a negative affective state when a partner was in such a state. This finding suggests the need to belong is pervasive and leads socially skilled individuals to sacrifice individual well-being in its pursuit.

A174**IF I DON'T RESPOND TO IT I DON'T LIKE IT: BEHAVIORAL INHIBITION CAUSES DEVALUATION OF POSITIVE STIMULI**

Harm Veling, Rob Holland, Ad van Knippenberg; Radboud University Nijmegen – Previous research has shown that behavior (e.g. approach versus avoidance behavior) towards stimuli can influence the evaluations of these stimuli. We think that the influence of behavior on stimulus

evaluations might be especially useful in conflicting situations where a stimulus is positive (e.g. you see a big glass of water) even though approach is undesirable (e.g. it is not yours). In such circumstances behavior may lead to devaluation of the positive stimulus to signal that the stimulus is currently unwanted. In three experiments we tested the hypothesis that not responding to stimuli results in devaluation of these stimuli, but only when these stimuli are positive. We examined this by manipulating a go/no-go task so that some stimuli were consistently paired with a go cue and others with a no-go cue. After this task participants rated go, no-go and new stimuli for likeability. Consistent with our hypothesis, results showed that repeatedly not responding to specific positive stimuli results in devaluation of these stimuli, as indicated by lower likeability ratings for no-go stimuli compared to both go and new stimuli. Note that this latter comparison (i.e. no-go versus new) is indicative of devaluation. Behavioral inhibition towards neutral stimuli did not result in devaluation. The present results suggest automatic self-regulation, in terms of devaluation of positive stimuli, in situations where stimuli triggering approach (because of their positive valence) run in opposition to situational demands (do not respond).

A175**THE EFFECTS OF AUTHORITARIANISM AND REPENTANCE ON THE FORGIVENESS PROCESS**

Ward Struthers¹, Alexander G. Santelli¹, Careen Khoury¹, Zdravko Marjanovic¹, Harris Rubin²; ¹York University, ²University of Western Ontario – Given the potentially damaging consequences of transgressions and the potentially beneficial consequences of forgiveness on relationships, it is important to better understand the boundary conditions and mechanisms under which the forgiveness process operates. The primary purpose of this research was to examine the effects of authoritarianism (Altemeyer, 1996) and repentance (Eaton, Struthers, & Santelli, in press) on forgiveness. In two quasi-experiments, we predicted and showed that high authoritarian injured party's and injured party's who did not receive repentance sought greater revenge against transgressors and forgave them less compared to low authoritarians and victims who received repentance. We also predicted and showed that the negative relationship between authoritarianism and forgiveness reversed following repentance. A secondary aim of this research was to test the mediational role of moral impressions of the transgressor and the victims' perceptions of interpersonal justice in explaining why authoritarianism and repentance influenced forgiveness. Results confirmed that impressions of the offender and victims' perceptions of interpersonal justice partially mediated the effects of authoritarianism and repentance on forgiveness. These results help to further establish the boundary conditions under which repentance positively influences forgiveness as well as the mechanisms that explain its effect.

A176**WHITE AND NON-WHITE PARTICIPANTS' IMPLICIT AND EXPLICIT ATTITUDES TOWARDS "AFFIRMATIVE ACTION" AND "DIVERSITY"**

Madeleine A. Fugere¹, Jonathan Iuzzini²; ¹Eastern Connecticut State University, ²Hobart and William Smith Colleges – Opposition to affirmative action may arise from a variety of sources including automatic negative associations with the term "affirmative action." The present study explored how labeling a policy as an affirmative action or diversity policy impacted the explicit and implicit attitudes of White and non-White participants. Although explicit attitudes toward affirmative action have been previously studied, implicit attitudes have not. Fifty-four students from a small university in Connecticut completed a computerized sequential priming reaction time task assessing implicit attitudes followed by a questionnaire assessing explicit attitudes. We found that the explicit attitudes of White and non-White participants toward a written affirmative action policy did not vary with the labeling of the policy. However, White participants'

implicit attitudes varied with the primed label of the policy. White participants reacted positively to the prime “diversity policy” and negatively toward the prime “affirmative action policy.” Specifically, White participants were faster to classify a positive word as positive (relative to a baseline) and slower to classify a negative word as negative when it followed the “diversity policy” prime. The reverse was true for the affirmative action prime; White participants were faster to classify a negative word as negative and slower to classify a positive word as positive when it followed the “affirmative action policy” prime. Implicit attitudes did not vary for non-White participants. Although policies labeled as “diversity” policies may not be explicitly rated more favorably, White participants may react more favorably to these policy labels on an implicit level.

A177**I THINK I AM, THEREFORE I AM: EXPLORING THE MECHANISM OF SELF-BELIEF CHANGE THROUGH ROLE-TAKING**

Kurt Peters, Bertram Gawronski; University of Western Ontario – Previous research has shown that imagination tasks can influence likelihood judgments of behaviors and events (Anderson, 1983; Anderson & Godfrey, 1987). Koehler (1991) suggested that these effects are due to the construction of conditional reference frames that treat the imagined hypothesis as true, biasing subsequent selection and interpretation of information in its favor. Alternatively, imagination effects may simply be the result of concept activation, such that bringing a particular concept to mind is sufficient to bias judgments (Higgins, 1996). These competing explanations were tested in the domain of role-taking and change in self-beliefs. The concept activation account implies self-beliefs change in accordance with an imagined role, irrespective of the person imagined to assume that role. By contrast, the conditional reference frame account predicts that the effect of imagined roles on self-beliefs should be moderated by the target of the role, such that self-beliefs change in line with the imagined role only when the self is the target of the imagination task. The present study varied both the role (professor vs. fashion model) and the target (self vs. best friend) in an imagination task and subsequently measured role-relevant self-beliefs. Consistent with the conditional reference frame hypothesis, change in self-beliefs due to the imagined role was moderated by the target of the imagination task. These results suggest that self-concept change through role-taking is an active process requiring personal identification and not the result of passive assimilation of activated concepts.

A178**CONCEPTUALIZING AND ASSESSING SELF-ESTEEM: A COMPONENTIAL APPROACH AND A CROSS-CULTURAL COMPARISON**

Lu Lu Kuang¹, Virginia S. Y. Kwan¹, Natalie Hui²; ¹Princeton University, ²University of Maryland – A recent controversy has surrounded the nature of self-esteem. Observed scores of self-esteem as measured by self-reports may be heterogeneous and obscure the precise nature of this important construct. The sheer magnitude of research studying self-esteem demands a better understanding of what self-esteem measures reflect. The present research implements a componential approach to explicate three components in self-esteem: benevolence, merit, and bias. Individuals may report having high self-esteem for three reasons: (a) they generally perceive people positively including themselves (i.e., high benevolence), (b) they have high accomplishments (i.e., high merits), or (c) they have an overly positive view of themselves (i.e., a self positivity bias). We confirmed this componential hypothesis in three studies. A total of 506 students from Princeton University and Beijing Normal University completed measures of self-esteem and measures of the 3 proposed components. Each component predicts scores on the self-esteem measures jointly and independently across these two cultures, suggesting that the process in deriving one’s self-esteem may be pancultural. Cultural differences emerge in the relative importance of merit in predicting self-esteem and the mean level of self-perception bias.

Given the same level of merit, individuals in the U.S. are more likely to report high self-esteem than individuals in China. Notably, individuals in China are higher than their U.S. counterparts in narcissism. These cultural differences are discussed in relations to individualism and collectivism and the shifting social trend in China. The componential approach to self-esteem helps elucidate the nature of self-esteem and its conflicting findings with adjustment.

A179**THE DYNAMIC STRUCTURE OF EMOTION IN BICULTURALS: THE ROLE OF CULTURAL IDENTIFICATION AND LANGUAGE**

Daniel Heller^{1,2}, W. Q. Elaine Perunovic^{1,3}, Eshkol Rafaeli^{4,5}; ¹University of Waterloo, ²Tel-Aviv University, ³Wilfrid Laurier University, ⁴Barnard College, ⁵Columbia University – Past research indicates that although on average positive emotion and negative emotion can be positively correlated, at a given moment they tend to be negatively correlated. Recent findings, however, have identified cultural differences in individuals’ structure of emotions, such that East Asians show a weaker negative correlation between momentary positive and negative emotions than do Westerners (e.g., Bagozzi, Wong, & Yi, 1999; Scollon, Diener, Oishi, & Biswas-Diener, 2005). The current study explores the rich daily emotional experiences of East-Asian Canadian biculturals. We examine under what circumstances their structure of emotions resembles that of Westerners or that of East Asians. Using a diary design we investigate the moderating role of fluctuations in cultural identification and language of interaction on the within-individual association between positive and negative emotions. We reasoned that to the extent that biculturals are capable of switching their self-based cultural systems (Hong, Morris, Chiu, & Benet-Martínez, 2000), their emotional experience should reflect their current cultural mind set. Our findings indicate that when biculturals identified with a Western culture or interacted in a non-Asian language, momentary positive and negative emotions were negatively correlated. In contrast, when these biculturals identified with an Asian culture or interacted in an Asian language, this negative correlation disappeared.

A180**PREVALENCE AND EFFECTS OF RAPE MYTHS IN PRINT JOURNALISM**

Renae Franiuk¹, Jennifer Seefelt²; ¹Aurora University, ²University of Wisconsin-Stevens Point – Rape myths are generalized and widely held beliefs about sexual assault that trivialize a sexual assault or suggest that a sexual assault did not actually occur (Burt, 1980). The present research includes four studies examining the effects of exposure to rape myths in media coverage of sexual assaults. Studies 1 and 2 were archival studies of print media surrounding the Kobe Bryant sexual assault case. Study 1 showed that 65% of articles (N = 156) mentioned at least one rape myth, and Study 2 showed that 14% of headlines (N = 186) mentioned at least one rape myth (with “she’s lying” being the single most common myth perpetuated in both studies). Study 3 assessed participants’ (N = 62) prior knowledge of the Bryant case and exposed them to one of two articles (rape-myth reinforcing and rape-myth attenuating) about the case. Results showed that those exposed to the rape-myth reinforcing article were more likely to believe that the alleged victim was lying than those exposed to the rape-myth attenuating article. In Study 4, participants (N = 154) were exposed to headlines reinforcing or not reinforcing rape myths. Results generally were driven by the gender of the participants. Male participants exposed to myth-reinforcing headlines were a) less likely to think Bryant was guilty than those exposed to non-myth headlines, and b) more likely to hold negative attitudes toward rape victims than were female participants. This research has considerable implications for victim reporting, criminal justice, and reducing sexual assault in general.

A181

APPEARANCE-BASED REJECTION SENSITIVITY: IMPLICATIONS FOR MENTAL AND PHYSICAL HEALTH, AFFECT, AND MOTIVATION

Lora Park; University at Buffalo, State University of New York—Appearance-based Rejection Sensitivity (Appearance-RS) is a personality processing system characterized by anxious concerns and expectations about being rejected based on one's physical attractiveness. People differ in their sensitivity to rejection based on appearance, with consequences for mental and physical health, self-esteem, affect, and feelings of belonging. Study 1 describes the development and validation of the Appearance-RS scale, its relation to personality variables and to health-related outcomes. Study 2 provides experimental evidence that high Appearance-RS people feel more alone and rejected when asked to think about negative aspects of their appearance. Finally, Study 3 tests ways to reduce the negative effects of receiving an appearance threat among high Appearance-RS participants. Specifically, high Appearance-RS participants who engaged in self-affirmation (thought of their personal strengths) or received a secure attachment prime (thought of a close, caring relationship) were buffered from the negative effects of an appearance threat on subsequent state self-esteem and mood.

A182

IS THE MOTIVATION TO EXAGGERATE FUNCTIONAL OR DYSFUNCTIONAL? AFFECTIVE, MOTIVATIONAL, AND CARDIOVASCULAR CORRELATES

Greg Willard¹, Richard H. Gramzow¹, Wendy Berry Mendes²; ¹Northeastern University, ²Harvard University—The tendency to exaggerate specific information about oneself is relatively common, and exists across a wide variety of domains (see Willard & Gramzow, 2006). The present research examines motivational processes coordinated with exaggeration, focusing on the question of whether such processes tend to be functional or dysfunctional. Studies 1-3 present evidence that college students' tendency to exaggerate their current grade point averages (GPAs) is coordinated with positive affect, challenge appraisals, and an approach orientation toward academic performance, and stronger achievement motivation, higher performance goals, and longitudinal performance improvements. In Study 2, a manipulation intended to heighten self-consciousness (a camera trained on the participant) attenuated the relationships with approach orientation, positive affect, and improvement, suggesting that these processes are coordinated particularly with exaggeration that is relatively spontaneous or automatic. Study 3 examined cardiovascular reactivity during an interview about academic performance. Exaggeration was associated with increased respiratory sinus arrhythmia (a marker of vagal control of the heart, which past research has linked to positive emotion and social engagement). Behavioral coding of the interview provided converging evidence that exaggeration was coordinated with greater positive affect and confidence. Cardiovascular indexes of challenge and threat (ventricular contractility, cardiac output, and total peripheral resistance) were unrelated to exaggeration, suggesting that the motivation to exaggerate reflected a global orientation toward academic performance, rather than a specific orientation toward the interview. Taken together, these findings suggest that the motivation to exaggerate is typically functional, and coordinated with positive psychological states and performance outcomes.

A183

APPROACHABLE OUTGROUP MEMBERS: RACE-BIAS REDUCTION IN RESPONSE TO HAPPY OUTGROUP MEMBERS

Jennifer Kubota, Tiffany Ito; University of Colorado Boulder—Past work demonstrates that stereotypes are automatically activated when encountering an outgroup member and that prejudice associations are difficult to overcome. The work examining the automaticity of such associations has often used faces lacking expression. The purpose of this research was to examine how race and facial expressions cues, particularly those with a positive valence, impact prejudice associations.

We anticipated more bias toward angry Blacks than Whites, but that this bias would be attenuated by positive expressions. Using a sequential priming task, participants viewed intermixed pictures of Black and White faces posing happy, neutral, and angry expressions that primed guns or tools. Their task was to categorize the object while being fast and accurate. Participants showed the typical pattern of race-bias when the faces were angry, but this pattern was not evident when faces were happy in expression. Instead, resulting in only an object main effect where participants were faster to respond to guns than tools. Interestingly, neutral expressions resulted in similar effects as those of happy expressions. However, when the same neutral faces were shown in isolation, results replicated the typical pattern of bias (i.e., more bias toward Blacks). These findings suggest that the congruency of the expression with the stereotype does impact automatic associations and that the introduction of valence into such a paradigm can change how neutral faces impact subsequent bias.

A184

WHAT WERE YOU WORRIED ABOUT?: SELF—OTHER DIFFERENCES IN WORRY ABOUT REVEALING PERSONAL INFORMATION

Dena M. Gromet, Emily Pronin; Princeton University—In close relationships, people want both to be liked by their partners, and to be known by them. People may feel that these motives cannot be simultaneously met, though, when they contemplate aspects of themselves that are undesirable but self-defining, such as fears or insecurities. This research examines the hypothesis that in these cases, people worry that revealing such information will lead others to like them less, but such worry is unwarranted. In two studies, participants either provided information about themselves or read information provided by a peer describing either fears and insecurities or related (but non-negative) personal information. In Study 1, participant role (discloser vs. recipient) interacted with statement type, such that participants who revealed fears and insecurities thought that others would like them less than those others in fact did, whereas those who revealed neutral to positive characteristics thought that others would like them more than those others in fact did. Study 2 again demonstrated disclosers' excessive concern about revealing fears and insecurities. In addition, it examined a source of this effect in the tendency for disclosers and recipients to focus on different information. Disclosers focused on the negativity of the information they revealed, such that they thought more negative disclosures would induce less liking. By contrast, recipients tended to focus on the apparent honesty and genuineness of the disclosures, such that they felt more liking in response to disclosures that seemed more honest and genuine. Implications of these findings for self-disclosure and intimacy are discussed.

A185

INVESTIGATING THE USE OF PROPORTIONALITY IN ATTRIBUTIONAL JUDGMENTS: THE EFFECTS OF MANIPULATING PROPORTIONALITY-RELATED BELIEFS

Sarah Jones, Anna Ebel-Lam, Lee Fabrigar, Tara MacDonald; Queen's University—Previous research indicates that people might employ a proportionality principle in their causal attributions. Specifically, individuals appear to endorse causal explanations for an event that are similar in magnitude to the event itself (McCauley & Jacques, 1979). However, it is unclear whether such findings are attributable to proportionality, because (a) the studies contain potential confounds, and (b) no study has directly manipulated peoples' proportionality-related beliefs. Using a 2 (belief induction condition: control vs. anti-proportionality) x 2 (scenario magnitude: moderate vs. high) between-subjects design, we demonstrated directly that individuals employ a proportionality principle in their attributional judgments. Participants were randomly assigned to a control condition, or to an anti-proportionality condition, where they generated examples of situations in which the cause of an event was disproportionate to its consequences. All participants then read one of two scenarios describing

the assassination of President Garfield, which varied in terms of the magnitude of the event's implications. Afterwards, they rated the likelihood of four possible causes of the event, which also varied in magnitude. Subsequent analyses yielded a magnitude x belief induction interaction. Among participants in the control condition, those who read the high magnitude scenario showed a greater preference for large causes (e.g., a political conspiracy) than those who read the moderate magnitude scenario. Among participants in the anti-proportionality condition, this effect was reversed: those who received the moderate magnitude scenario showed a greater preference for large causes than those who received the high magnitude scenario. Implications and future directions for research are discussed.

A186

CHOOSING TO BE UNCERTAIN: PREFERENCES FOR HIGH VARIANCE EXPERIENCES *Jolie Martin, Greg Barron, Michael Norton; Harvard Business School* – Individuals faced with a choice (which movie should I see?) frequently consider the opinions of others in making that decision (what is the buzz?). Short of complete consensus, however, decision-makers must also assess the variance of others' preferences: Movies A and B may have the same mean rating (e.g., 6 out of 10), but while Movie A has low variance (all viewers rate it a 6), Movie B has high variance (viewers rate it anywhere from 2 to 10). A low variance experience offers a relatively sure bet, whereas a high variance experience is more uncertain, with both greater potential and greater risk. Which will viewers choose? Normatively, which should they choose? The present research demonstrates a preference for uncertainty: High variance experiences can be preferred to low variance experiences. Using data from a major movie rating website, we show that – controlling for mean ratings – movies with higher variance are more commercially successful, as measured both by box office and rental revenues. In a series of laboratory studies, participants reported greater likelihood of seeing and willingness to pay for high variance movies, again controlling for mean rating. This preference for variance holds for other positive experiences (e.g., desserts, potential dating partners), but reverses for negative experiences (e.g., disgusting "Fear Factor" foods, dentists). Taken together, these results suggest risk-seeking in the domain of gains and risk-aversion in the domain of losses. We discuss how conceiving of risk as variance in experiences might inform a broader understanding of decision-making under uncertainty.

A187

THE ROLE OF CHOICE IN FILM REWATCHING *Randi A. Shedlosky-Shoemaker, Timothy C. Brock, Kristi A. Costabile; Ohio State University* – People generally choose whether they will watch a particular film for a second time; however, this is not always the case (i.e., social pressure may lead one to feel obligated to rewatch a film they would not have otherwise chosen to rewatch). In four experiments, we sought to examine how perceived choice impacts the rewatching experience. Introductory psychology students (Study 1: N = 49, Study 2: N = 61; Study 3: N = 112; and Study 4: N = 67) watched a 20-minute narrative film and reported their psychological transportation into the film (Green & Brock, 2000), film enjoyment, and desire to rewatch the film. Then, participants were told that watching a second clip from the same film was required or optional. Afterwards, participants again reported transportation, film enjoyment, and desire to rewatch the film. Across the experiments, a paired-samples t-test revealed that transportation and film enjoyment decreased from the first to the second viewing; however, participants' desire to rewatch the film was not affected by repeated-exposure to it. Interestingly, while manipulated choice did not appear to impact the entertainment experience (i.e., transportation, film enjoyment, and desire to rewatch), perceived choice (i.e., choice manipulation check) was highly correlated with participants' reported entertainment experience. This suggests that felt choice may be more impacting than an externally set choice, at least in matters of entertainment.

A188

SOCIAL INFLUENCES ON JUDGMENTS OF RAPE VICTIMS: THE ROLE OF NEGATIVE AND POSITIVE SOCIAL REACTIONS OF OTHERS *Amy L. Brown; Research Institute on Addictions, University at Buffalo* – Judgments about rape victims can be influenced by numerous factors including the victim's dress, resistance, and alcohol consumption. Recent research has also shown that the presence of social support can impact judgments of blame: a socially-supported victim was blamed less than an unsupported one (Anderson & Lyons, 2005). The purposes of the current research were to see how negative and positive social reactions impacted judgments of a rape victim, and how type of rape (stranger or date rape) and gender of respondent moderated the effect of social reactions. Participants read mock interviews with a rape victim, the perpetrator, the victim's friend, and the victim's sister. The relationship between victim and perpetrator was manipulated, as was the reactions of the friend and sister (negative, positive, or neutral). Dependent variables included victim blame, perpetrator blame, and willingness to provide emotional and instrumental support toward the victim. For the most part, there were no differences between the positive and neutral conditions, but negative reactions lead to less perpetrator blame and less emotional support. For the victim blame variable, there was a 3-way interaction such that only men were influenced by negative social reactions (blaming the victim more), whereas women showed more blame when the victim was raped by a date and received positive reactions. Negative social reactions are known to be harmful for rape victims (Ullman, 1999); the current research shows that negative social reactions can also have indirect effects by making observers less compassionate.

A189

LIKING OF SOCIAL GROUPS: THE ROLE OF PROTOTYPES, PREDICTABILITY, AND FAMILIARITY. *Susan Coats, James Worthen; Southeastern Louisiana University* – It is generally accepted that cognitive representations play an integral role in judgments of social groups. The present study tested category resemblance to generic prototypes, perceived predictability, and familiarity as determinants of liking of social groups. For thirty-three groups, participants listed behaviors, traits, and physical features associated with each group. Participants also rated the groups in terms of perceived predictability, familiarity and liking. The information obtained from the feature-listing task was used to compute category resemblance scores to a liked-group, neutral-group, and disliked-group prototype for behaviors, traits, and physical features associated with the groups. These scores were used to determine the relative influence of each type of feature on liking. The results of multiple regression analyses indicated that category resemblance to generic disliked and liked group prototypes significantly predicted liking of social groups for both women and men. Additionally, and as predicted, resemblance to prototypes representing disliked-group traits was a significantly stronger predictor of liking than resemblance to prototypes representing liked-group and neutral-group traits for both sexes. The results also suggest that predictability is useful as a predictor of liking for both women and men, but that information about predictability is included only in the prototypes used by women. Similarly, measures of familiarity were significant predictors of group liking for women, but not men. It is argued that the pattern of sex differences found in the present study is related to differences in the richness and complexity of cognitive representations of social groups referenced by men and women.

A190

PROCESSING FLUENCY AND NARRATIVE TRANSPORTATION: EFFECTS OF ACCESSIBILITY AND REGULATORY FIT *Leigh Ann Vaughn, Zhivka Petkova, Lindsay Trudeau, Sarah Hesse, Nora McCaffrey, Laura Candeloro, Bill Smith; Ithaca College* – Transportation is a highly absorbing, flow-like state in which one's attention, emotions, and thoughts converge on the imagery in a story, causing one to leave behind real-world facts and events, and enhancing the perceived truthfulness of

story events (Gerrig, 1993; Green & Brock, 2000, 2002). We propose that the more processing ease or fluency people experience while reading a narrative, the more transported they could become, as long as they (implicitly) attribute processing fluency feelings to the story. This very simple model can predict and explain a variety of influences on transportation, extending Green and Brock's (2000, 2002) transportation theory of narrative persuasion. In the current research, we found support for several novel predictions of our model. One is that chronic or primed accessibility of information about a story-consistent season predicts enhanced transportation (Studies 1A and 1B). Another is that incidental processing fluency feelings from an earlier regulatory fit experience can enhance transportation (Studies 2 and 3) as long as people attribute those feelings to the story (Study 3). We also found that processing fluency attributed to the narrative enhances persuasion (Study 3). In keeping with transportation theory's proposal that narrative persuasion takes place via transportation (Green & Brock, 2000, 2002), we found that transportation mediated the effect of regulatory fit on persuasion. Our hope is that, in clarifying one process (though not all) underlying transportation, our processing fluency model will expand the amount of research that transportation theory generates, and the uses toward which that research is directed.

A191

WITNESSING DISCRIMINATION: ACTING OUT OF EMPATHY OR ANGER

Kate Raspopow, Kimberly Matheson, Hymie Anisman; Carleton University – Group members' responses to discrimination are linked to the primary emotion of anger, which may serve as a catalyst for action endorsements. However, the role of anger may vary as a function of whether the discrimination was experienced personally, or whether the individual witnessed discrimination against another member of their group. In the latter instance, empathy, an other-focused emotion that is typically associated with increased helping behaviors, may be more closely aligned with action endorsements. The present investigation was conducted to determine whether empathy and anger had different effects on the types of actions advised to an ingroup member, and whether these effects differed depending on the nature of the affront to the other group member (discrimination or not). Female undergraduate students (N=99) completed a measure of trait empathy, listened to an audio clip of a female student conveying a conflict (i.e., non-discriminatory vs. sexual discrimination), and provided ratings of anger, and the actions they would advise. Regression analyses indicated that, although anger was associated with increased collective action endorsements in response to a non-discriminatory conflict, when the ingroup member experienced discrimination, both collective and individual action endorsements were a function of women's higher levels of empathy. It may be that when women were not personally affected by a discrimination event, they were more inhibited by social pressures (to not 'cry wolf'), which were effectively overcome through a strong ability to empathize with the victim.

Poster Session B

B1

MINDFUL OR MINDLESS STRATEGY?: THE ROLE OF COGNITIVE RESOURCES IN SELF-HANDICAPPING

Olesya Govorun¹, Jessica L. Lakin², Robert M. Arkin¹; ¹The Ohio State University, ²Drew University – Self-handicapping occurs when people create obstacles to successful performance in order to provide an external attribution for potential failure. The decision to engage in self-handicapping is often described as conscious and controlled, but recent research on the automaticity of complex cognitive processes suggests that the decision to engage in self-handicapping could also be nonconscious. Because understanding the cognitive basis for self-handicapping will help to explain the persistence of this paradoxical behavior, the current study explores whether self-handicapping becomes automatic with repeated use. Two hundred and forty nine male participants completed the self-handicapping scale and were given noncontingent success feedback on an intelligence test. They were later given a choice of enhancing or distracting music to listen to while completing a second test; self-handicapping was operationalized as choosing music that would interfere with one's performance on the test. Half of the participants made their music decision under conditions of cognitive load. A hierarchical regression revealed a significant interaction between individual differences in self-handicapping and cognitive load. Cognitive load increased self-handicapping for habitual self-handicappers but decreased self-handicapping for non-habitual self-handicappers. These results suggest that self-handicapping can be automatic for habitual self-handicappers; cognitive load did not interfere with this complex decision, and in fact, even increased high self-handicappers' tendencies to self-handicap. Under conditions of cognitive load, non-habitual self-handicappers reverted to their default behavior of exerting effort. Implications for the regulation of self-handicapping behavior and gender differences in self-handicapping will be discussed.

B2

UNINTENTIONAL IMPRESSION FORMATION: SIMULTANEOUS ACTIVATION OF MULTIPLE SOCIAL INFERENCES

Andrew R. Todd, Daniel C. Molden; Northwestern University – Recent research has shown that people make a variety of spontaneous judgments when observing others' actions. In addition to drawing inferences about stable dispositions, people also form additional impressions about more transitory goals and social situations, often without intention and outside of their awareness. However, previous studies that have investigated such inferences all featured designs that examined inferences about traits, situations, or goals in isolation and have not considered whether different types of inferences occur simultaneously and with equal strength. Therefore, we conducted a series of studies that examined people's spontaneous inferences about both traits and situations when considering behavior. Participants were briefly exposed to sentences describing behaviors that afforded both trait and situational explanations but were not explicitly instructed to form inferences about these behaviors. Following this, they performed a lexical decision task in which some trials represented trait and situation words implied by the behaviors; other trials consisted of filler words matched in length and frequency. Results demonstrated that participants responded equally fast to both trait and situation words and that such responses were significantly faster than those to matched filler words. Furthermore, this pattern of results was unaffected by manipulating people's processing goals while reading the behavioral sentences and persisted even when perceivers' attentional resources had been constrained. This therefore

suggests that perceivers simultaneously form multiple inferences when observing behavior and that this occurs effortlessly and outside of their awareness. Implications with respect to current process models of social inference are considered.

B3

THE EFFECT OF EVALUATION ON PERFORMANCE: DISTINGUISHING MERE EFFORT FROM DRIVE THEORY

Jeremy Jamieson, Stephen Harkins; Northeastern University – Harkins (2006) argues that it is merely the effort to perform well that accounts for the effects of evaluation on performance. The mere effort account suggests that the potential for evaluation potentiates prepotent responses. If the prepotent response is correct, performance is facilitated. If the prepotent response is incorrect and participants do not recognize this and/or do not have the opportunity for correction, performance is debilitated. However, if participants recognize the error and have the opportunity for correction, performance will be facilitated. Drive theory (Zajonc, 1965) also argues that factors that increase drive (e.g., potential for evaluation) increase the likelihood of the emission of dominant (prepotent) responses, but it does not incorporate any motivation to correct. We tested these accounts using the antisaccade task, which requires participants to look away from a peripherally flashed cue and to identify the orientation of a target appearing on the opposite side of the screen. To perform well, participants must inhibit or correct the prepotent tendency to look at the cue. The mere effort account predicts that participants subject to evaluation will look towards the cue more often than controls, but because this response is obviously incorrect, if given the opportunity, these participants will also be more motivated to correct this response than controls. Drive theory predicts only that the potential for evaluation will increase prepotent responding (looking at the cue). Consistent with the mere effort account, performance and eye tracking results showed evidence of both prepotent responding and the motivation to correct.

B4

PERSONAL GOALS AND SELF-MONITORING MODERATE THE EFFECTS OF RELATIONSHIP PRIMES

Kimberly Rios Morrison¹, S. Christian Wheeler¹, Dirk Smeesters²; ¹Stanford University, ²Tilburg University – Relationship partners can automatically activate a variety of goals, including goals that the relationship partner has for an individual and the individual's personal goals that are associated with the relationship partner. In two studies, we show that the effects of relationship primes on individuals' subsequent behavior depend on both their level of self-monitoring and their personal goals. Specifically, high self-monitors, who use external cues (e.g., from the situation, from other people) to guide their behavior, assimilate to a goal that their primed relationship partner has for them, regardless of whether they personally hold the goal. In contrast, low self-monitors, who use internal cues (e.g., attitudes, beliefs) to guide their behavior, assimilate to the goal only when it is one that they also personally hold. We demonstrated these effects using mother primes and achievement goals in Study 1, and roommate primes and cleanliness goals in Study 2. Implications of our findings for interpersonal goals research and theories of the prime-to-behavior relationship are discussed.

B5

MITIGATING DEFENSIVENESS: THE ROLE OF SECURE HIGH SELF-ESTEEM

Chad E. Lakey, Whitney H. Heppner, Patti J. Davis, Michael

H. Kernis; University of Georgia – In the past, self-esteem has been viewed as a trait of high value, one that bestows beneficial intrapsychic and interpersonal outcomes. However, disparate findings about the nature of high self-esteem led Kernis (2003) to postulate that the reconciliation of whether high self-esteem is positive or negative is accomplished by distinguishing between whether individuals' self-esteem is secure or fragile. As such, in this research we sought to examine defensiveness as a potential consequence of fragile, as opposed to secure, high self-esteem. Participants completed measures of Self-Esteem Level, Self-Esteem Stability, Contingent Self-Esteem, and Implicit Self-Esteem, all of which are purported markers of the secure versus fragile self-esteem distinction. Participants then completed a structured interview in which responses to self-threatening questions were rated for verbal defensiveness along the dimensions of awareness and distortion (Feldman Barrett et al., 2002). We hypothesized that defensiveness would be markedly high among individuals with fragile high self-esteem, while especially low among individuals with secure high self-esteem. A series of hierarchical regression analyses revealed statistically significant Level x Stability, Level x Contingent, and Level x Implicit self-esteem interactions. As predicted, individuals possessing high self-esteem were especially non-defensive when their self-esteem was stable, non-contingent, and coupled with high implicit self-esteem. Conversely, individuals with high self-esteem were markedly defensive when their self-esteem was unstable, highly contingent, and paired with low implicit self-esteem. Discussion centers on how the possession of well-anchored, genuine and secure high self-esteem obviates defensiveness directed toward enhancing, maintaining, or bolstering feelings of self-worth.

B6

HOW THE RATIO-BIAS IS REDUCED?: EXAMINATION BY MANIPULATING THE APPEAL OF NUMEROSITY. *Junko Toyosawa, Kaori Karasawa; Nagoya University, Japan* – Studies of ratio-bias have demonstrated that people tend to underestimate the probability of an event when it is presented by ratio of small numbers (e.g., 1/10) than by large numbers (e.g., 10/100). Cognitive-experiential self-theory (CEST; Epstein, 1994) has offered an explanation for the psychological mechanism of the ratio-bias, which is one of the dual process theories of information processing. According to CEST, the experimental paradigm of ratio-bias studies presents a conflict between appeal of numerosity in the experiential system and formal knowledge of ratios in the rational system. Based on this argument, this study manipulated the appeal of numerosity, and explored the way to reduce the ratio-bias. Thirty-eight undergraduate students were presented with pair of lotteries, for instance, 1 winning and 9 losing balls vs. 10 winning and 90 losing balls, and asked to select the lottery they want to try. Appeal of numerosity was manipulated by the color of winning and losing balls. In condition1, where appeal of winning was high, winning was red and losing was white. In condition2, where appeal of winning was low, winning was yellow and losing was white. In condition3, where appeal of losing was high, winning was white and losing was red. The result showed that the ratio-bias was reduced in condition3, but wasn't reduced in condition2. These results suggested that the effective way to reduce the ratio-bias was not to inhibit the appeal of numerosity, but to change the target of attention. The applicability of this result to self-regulation study was discussed.

B7

THE IMPACT OF GROUP NORMS ON BEHAVIOR: A SOCIAL-COGNITIVE PERSPECTIVE *Kai Epstude¹, Jens Förster²; ¹University of Cologne, ²International University Bremen* – The present studies aim to investigate the impact of group-norms on individual behavior. We assume that social norms are implicitly associated with group membership. By identifying with a group, individuals also identify with the associated group norms. In addition, based on recent research on goals we believe that these norms gain an implicit positive valence

enhancing their effects. In order to test our predictions we established a minimal intergroup context. A specific type of behavior in a sorting task was subliminally connected to either the ingroup or the outgroup. When subjects were asked to perform the task themselves participants behaved in accordance with the ingroup rather than the outgroup, even though they had no conscious recollection of associations between the norms and the groups. The effect was enhanced when degree of identification with the minimal ingroup was high (Study1), and members thought they were typical for their respective group (Study 2). In Study 3 we replicated our findings in a more realistic intergroup context, showing again that identification with the ingroup enhances imitation effects. In order to explain the findings, we propose a self regulatory approach of adopting actions, suggesting that people most likely imitate behavior that is self relevant. Ingroup membership carries self relevant value that can be enhanced by typicality, liking of the group and degree of identification. Consequently, behavior performed by the ingroup is more likely to be imitated. The results are discussed in relation to findings on goal, and behavioral priming, imitation, and intergroup behavior.

B9

INTERPERSONAL PERCEPTION IN ONLINE SOCIAL NETWORKS *Sam Gaddis, Simine Vazire, Samuel Gosling; University of Texas at Austin* – Facebook.com is an online social networking service that allows its users to create personalized profiles and then establish networks of "confirmed friends". This phenomenally popular website is visited by an increasingly large portion Internet users as both a means of communication as well as a platform for self-presentation. In addition, the consistent format of the profile pages that make up this online social network (OSN) provides a controlled yet naturalistic setting for examining the interpersonal perception processes. The current study explored facets of interpersonal perception in the context of Facebook. Using the interpersonal perception model proposed by Gosling et al. (2002), consensus, accuracy, meta-accuracy, and impression management were examined across many traits, including the Big Five. Comparisons were made between personality ratings derived solely from Facebook profiles (using unacquainted judges) and those collected using more conventional measures including self-ratings, peer-ratings, and acquaintance-ratings based on brief, face-to-face interactions. Accuracy analyses suggested that some traits are more salient than others in Facebook profiles. In addition, high levels of impression management and meta-accuracy were found for some traits. Overall, the results indicate that OSNs can allow users to make coherent and fairly accurate personality assessments that mirror those made in face-to-face interactions.

B10

VALIDATION OF A WEB-BASED MEASURE OF DEFENSIVE PESSIMISM *Daniel Troumbly, Karen Tomczak, Randall Gordon; University of Minnesota, Duluth* – This study examined the construct validity of a 12-item web-based Defensive Pessimism Questionnaire (www.wellesley.edu/Psychology/Norem/Quiz/quiz.html). The factor structure of this instrument and relationships between the questionnaire and measures of anxiety, dispositional optimism, and academic performance were assessed. Two hundred twenty undergraduate students at a medium-sized Midwestern university (102 females; 118 males) completed the web-based Defensive Pessimism Questionnaire (DPQ), the State-Trait Anxiety Inventory (STAI), and the Life Orientation Test (LOT) as a measure of dispositional optimism. Scores on the first two class tests were used as a measure of academic performance. A principal components factor analysis with varimax rotation was conducted on the 12-item defensive pessimism measure. This analysis revealed three interpretable factors with eigenvalues greater than 1.00 accounting for 53% of the variance. The three factors represented worry (depressive pessimism), optimism, and preparation (defensive pessimism). A significant positive relationship was found between the preparation

factor and academic performance and a significant negative relationship was found between the worry factor and test scores. Both pessimism factors were negatively correlated with dispositional optimism. However, this relationship was stronger for depressive than for defensive pessimists. Significant positive relationships were found between the two pessimism factors and the anxiety measure. Once again, this relationship was stronger for the pessimism factor that was more focused on worry than for the items that were related to preparation. Lastly, a significant positive relationship was found between the items that comprised the optimism factor and responses on the LOT.

B11

THE EFFECTS OF EMPATHY ON INTERGROUP CONFLICT *Taya R. Cohen, Chester A. Insko; University of North Carolina at Chapel Hill* – Philosophers, scientists, and scholars have long argued for the importance of empathy in promoting moral behavior. The prevailing notion is that we cannot be sensitive to the plight of others if we cannot understand their experiences. Often when empathy is discussed however, it is used to refer to empathy between individuals, or empathy directed at an outgroup. Little research has been conducted on the consequences of empathy directed at one's ingroup. The goal of this study was to explore the dual roles of empathy in inhibiting and exacerbating intergroup conflict. We hypothesized that empathy directed at an outgroup would reduce intergroup conflict, while empathy directed at an ingroup would exacerbate intergroup conflict. In the experiment, participants were randomly assigned to one of two three-person groups and interacted for one trial by making choices on a PDG-Alt matrix (a prisoner's dilemma plus a third withdrawal choice yielding intermediate outcomes regardless of the opponent's choice). Prior to making their choices, participants were randomly assigned to complete one of three writing exercises (ingroup empathy, outgroup empathy, or objective perspective). Consistent with predictions, the empathy writing exercise significantly influenced cooperation. There was a tendency for groups who empathized with the outgroup to cooperate more than groups asked to remain objective and detached. Likewise, there was a tendency for groups who empathized with their ingroup to cooperate less than groups asked to remain objective and detached. These findings suggest that empathy can reduce or intensify intergroup conflict depending on the target of the empathy.

B12

"I MAY NOT BE SMART, BUT I'M A GOOD SISTER": RELATIONAL SELVES AS SELF-AFFIRMATIONAL RESOURCES *Helen Boucher¹, Serena Chen², ¹Bates College; ²University of California, Berkeley* – According to self-affirmation theory, one defense that people can enact in response to a self-integrity threat is to affirm a valued but unrelated self-aspect, thereby minimizing the blow to self-esteem that could otherwise ensue. While much self-affirmation research has focused on individual or collective selves (Sherman & Cohen, 2006), there is relatively scant research on relational selves, or the self one is in relationships. Given the importance of relational selves in many psychological processes (Chen, Boucher, & Tapias, 2006), we hypothesized that people would use relational selves as a self-affirmational resource after threat. Furthermore, we hypothesized that only people who see relational selves as central to their self-concept would use this particular strategy, and derive self-regulatory benefit from it. In two studies, participants were given a self-esteem threat or not, and then asked to describe themselves (Study 1) or describe an event from the past day (Study 2). In Study 1, threatened women described themselves with more relational self-aspects than men and non-threatened women, and in Study 2, threatened high-scorers on the Relational-Interdependent Self-Construal scale (RISC; Cross, Bacon, & Morris, 2000) described more relationship-related events than non-threatened high-scorers and threatened low-scorers. In Study 3, high- and low-RISCs were threatened or not, before being induced to affirm a relational self-aspect or not, and then took an implicit self-esteem test.

Threatened high-RISCs who also self-affirmed had the highest implicit self-esteem, suggesting that affirming relational selves after threat has self-regulatory benefit for these individuals. Discussion focuses on directions for future research.

B13

IMPRESSION MANAGEMENT AND INFORMATION SEARCH: THE INTERACTIVE IMPACT OF EXPECTED REQUIREMENTS OF SOCIAL SITUATIONS AND CLIENTS' VIEWS *Andreas Kastenmueller¹, Eva Jonas², Peter Fischer¹, Dieter Frey¹; ¹University of Munich, ²University of Essen/Duisburg* – Previous research indicates that advisors sought information due to the requirements of the social situation. In three studies we showed that this effect was moderated by the views advisors expected their clients to have: In Study 1 we showed that a social situation that required defense (i.e. when clients wanted to hold their views) led advisors to seek predominately information that supported their clients' views. Required the social situation accuracy (i.e. when clients wanted to find the "truth") advisors searched above all for information that conflicted with their clients' positions. Seemingly, in defense required situations advisors wanted to confirm their clients' opinions, whereby accuracy required situations implied that advisors wanted to call attention to the disadvantages of their clients' standpoints. Study 2 gave evidence that this adaptive behavior of advisors was due to impression motivation, because it could only be replicated for impression managers (high self-monitors), but not for low self-monitors. Study 3 shed some light on the mediating psychological mechanisms. Obviously, advisors in defense situations identified less with their advice and thus simply shifted their information seeking to their clients' views. In accuracy situations however, advisors sought likelier conflicting information in order to appear intelligent and competent.

B14

DEVELOPING AN EXPERIMENTAL INDUCTION OF FLOW *Arlen Moller¹, Mihaly Csikszentmihalyi², Jeanne Nakamura², Edward Deci¹; ¹University of Rochester, ²Claremont Graduate University* – The flow experience has been defined as a state of intense concentration and absorption in an activity (Csikszentmihalyi, 1975, 1990). This state has been characterized by optimal performance, yet is also described as subjectively effortless and enjoyable. Previous investigations of the flow state have focused on self-reports of naturalistic fluctuations in experience, using methods such as structured interviews, questionnaires, and experience sampling. The purpose of the present investigation was to begin developing a procedure for experimentally inducing flow. The flow state is postulated to arise when the challenges or demands of an activity are perceived to be matched to – if not slightly greater than – the skills of an individual. As such, the new manipulation involved first individually calibrating the optimal amount of challenge for each participant. In the activity selected (the computer game, Tetris), challenge could be isolated as a function of a single continuous variable (i.e., game speed). Following the initial process of calibration, participants were randomly assigned to one of three experimental conditions: underwhelming-challenge (i.e., slower than optimal), optimal-challenge, or overwhelming-challenge (i.e., faster than optimal). Results confirmed that participants in the optimal-challenge condition reported significantly greater flow than participants in either of the two comparison conditions. This work significantly extends the empirical literature on flow because a standardized lab manipulation – that is suitable for use with non-experts and permits the inclusion of appropriate comparison conditions – will facilitate increasingly refined investigations of this state at the cognitive, behavioral, and physiological levels.

B15

IN OR OUT? COMPARING WILL BEAR THE ANSWER *Katja Rüter¹, Bertram Gawronski²; ¹University of Cologne, ²University of Western*

Ontario – If an individual is included into a group, attributes of the group are transferred to the individual and vice versa. But how do people decide whether to include or to exclude? We hypothesize that this is based on comparison processes. Because the focus of the comparer to look for either similarities or dissimilarities between the target and the standard biases the comparison's outcome, this focus should also affect the inclusion and exclusion decision. In Study 1, we show that people, who are primed to look for similarities, include an ambiguously described nun in the group of nuns. Consequently, they perceive her as more stereotypical while judging nuns in general as less stereotypical. The opposite occurs if participants are primed to look for dissimilarities. In Study 2, we show that this effect persists for highly familiar groups. Participants perceive their own ingroup (i.e., Germans) as more or less positive after reading about a friendly or unfriendly person, depending on the (dis)similarity priming. Finally, we illustrate that including or excluding a single individual could have far-reaching consequences. Participants in Study 3 again observe an (un)friendly German and are primed to focus on similarities or dissimilarities, but then express their attitude toward an outgroup (i.e., Turks). Because outgroups are evaluated relative to the ingroup, inclusion or exclusion of the German influences this decision. Thus, depending on whether one focuses on similarities or dissimilarities during the comparison, a person is included or excluded, and the group and the person are perceived quite differently.

B16

IT FEELS LIKE ANCIENT HISTORY: COLLECTIVE IDENTITY AND JUDGEMENTS OF SUBJECTIVE TEMPORAL DISTANCE FROM HISTORICAL INJUSTICES *Gregory R. Gunn, Anne E. Wilson; Wilfrid Laurier University* – The current research examines whether individuals alter perceptions of subjective temporal distance from historical injustices committed by or against their ingroup to protect their collective identities. In study 1, female and male participants read about historical injustices against women. Historical injustices should threaten the collective identity of the perpetrator group (men), but may act as a central aspect of the victim group's (women) identity. Consistent with this reasoning, men judged the injustices to be subjectively further from the present than women. Moreover, as hypothesized, men who distanced injustices to a greater extent reported less collective guilt, whereas women who felt closer to injustices were more motivated to take personal action to rectify past harms. In study 2, participants again read about historical injustices against women. Half the participants read only about injustices (injustice condition), whereas the other half also read about subsequent advances made in women's rights (equality condition). We expected the equality condition to reduce the threat to men's collective identity by providing a sense of "absolution" for past acts. Indeed, men distanced historical transgressions more than women, but only in the injustice condition. Moreover, across conditions, men who distanced injustices to a greater extent reported less collective guilt, whereas women who felt closer to injustices were more willing to engage in behaviors aimed at reducing gender inequality. We also determined that, for men, subjective distance may protect collective identity by fostering a belief that gender inequality no longer exists, absolving them today from accountability for past injustices.

B17

THE HIGH GOD AND LOW DEVIL: VERTICAL SPACE AS A MENTAL REPRESENTATION OF GOD AND THE DEVIL *Brian Meier; Gettysburg College* – Theories of knowledge representation contend that abstract concepts are embodied. "God" and "Devil" are abstract concepts often described through metaphors that tap into the dimension of vertical space (e.g., "glory to God in the highest"; "the Devil lives down in hell"). It is unknown, however, whether theories of embodiment are applicable to religious knowledge. If knowledge of God and the Devil is embodied, the encoding, retrieval, and judgmental processes related to these entities

should be biased when verticality is manipulated. It might be, however, that thinking about God and the Devil does not activate perceptions of verticality because this dimension is only used during communication. That is, knowledge of religious entities might be based on faith, which might not require embodiment. I conducted four experiments to examine this question. Experiment 1 established that people have implicit associations between God/Devil and verticality. Experiment 2 revealed that people encode God-related concepts (e.g., the word "Creator") faster if they are presented in a high (versus low) vertical position. Experiment 3 found that people's memory for the vertical location of God- and Devil-like images was biased in a metaphor-consistent direction (up for God; down for the Devil). Finally, Experiment 4 revealed that people rated strangers as more likely to believe in God when their images appeared in a high (versus low) vertical position. These robust results reveal that the vertical dimension is not merely used to communicate about God and the Devil, but it is used to embody our experiences with these entities.

B18

IT'S NOT JUST WHAT YOU SAY: PREFERENCES FOR INTERPERSONAL COMMUNICATION MEDIUM DEPEND ON TOPIC *Sarah Crittenden, Melanie Green; University of North Carolina at Chapel Hill* – Social information can be conveyed not only by the content of a communication, but also by how the communication is delivered. Previous research has investigated individuals' choices of communication media (e.g., individuals prefer to use mediated communication, such as email, when self-presentation is threatened; O'Sullivan, 2000), but recipients' reactions to receiving interpersonal information via different media remains underexplored. This study examines how people react to friends' use of the Internet to communicate as compared to more traditional methods of communicating. Undergraduates (N=93; 44 female, 48 male, 1 unreported) were asked to imagine that a friend was discussing various topics with them, using one of four communication mediums (in person, telephone, email, or Instant Messenger). Participants rated how appropriate the choice of medium was and how much they would like receiving the information in that medium. The topics varied in level of trust required (e.g., information that could be independently verified or not), self-disclosure, and importance. Results revealed that in person communication was preferred in situations requiring high trust, high self-disclosure, or that were high in importance. For low trust, self-disclosure, and importance topics, telephone and Instant Messenger were preferred. Email was considered least appropriate regardless of topic. Delivering a message in person may convey trustworthiness or indicate that the speaker respects the significance of the information; however, for more trivial topics, the convenience of mediated communication may outweigh these considerations. These results suggest that using the Internet to communicate in consequential situations could be detrimental to relationships.

B19

THE PSYCHOLOGICAL CONSTRUCTION OF EMOTION *Kristen A. Lindquist, Lisa Feldman Barrett; Boston College* – The present study tests the hypothesis that an experience of emotion is an event constructed from the more basic elements of core affect and conceptual knowledge about emotion (Barrett, 2006). We predicted and found evidence that manipulating core affect in the presence of accessible emotion concepts produced experiences of emotion in participants. Participants were first primed with conceptual knowledge for one of two emotion categories (fear or anger) or partook in a neutral priming procedure. Following priming, participants completed an affect induction procedure to elicit either an unpleasant-high arousal or a neutral affective state. Finally, participants' experience of fear was assessed using an indirect measure that did not explicitly require the use of emotion words. As predicted, individuals who were in an unpleasant affective state and who were primed with conceptual knowledge for fear showed more evidence of

being in a fearful state, in that they were less likely to indicate that they would take part in a series of hypothetical risky activities, as compared to those participants in an unpleasant state who were primed with conceptual knowledge about anger. Findings provide initial support that people experience emotion when they perceive and categorize an instance of core affect using accessible category knowledge of emotion.

B20

POSITIVE AFFECT AS A CUE TO MEANING IN LIFE: RELIGIOSITY AS A MODERATING VARIABLE *Joshua Hicks, Laura King; University of Missouri, Columbia* – Previous research has suggested positive affect (PA) influences the experience of meaning in life (King, Hicks, Krull, & Del Gaiso, 2006). The present 3 studies examined the role of religiosity in moderating the relationship between PA and meaning in life. In study 1, religiosity was found to moderate the relationship between naturally occurring PA and meaning in life, such that those high in religiosity were less likely to use their PA as a cue when making their meaning in life judgments. In Study 2, religiosity similarity moderated the effects of induced PA on meaning in life. In Study 3, subliminally priming Christians with either positive (e.g., “Heaven”) or negative (e.g., “Hell”) religious words also mitigated the relationship between PA and meaning in life. The results of all 3 studies show the same moderational effect—high levels of the religiosity tend to erase the effects of PA on meaning in life. A competition of cues model is proposed to account for these effects.

B21

THE ROLE OF FRIENDSHIP IN STEREOTYPE AND PREJUDICE CHANGE *Lisa R Milford^{1,2}, Gretchen B Sechrist^{1,2}; ¹University at Buffalo; ²The State University of New York* – Three studies examined the extent to which individuals’ attitudes are influenced more by their perceptions of friends’ attitudes than the attitudes of individuals that they do not consider to be friends. Friendship is an important topic to consider because friends have an influential role on an individual’s beliefs and behaviors. Individuals choose friends that they believe are similar to themselves, therefore, individuals who learn that they are dissimilar to their friends are likely to have a need to regain a sense of similarity. Study 1 showed that individuals’ intergroup attitudes are more strongly correlated with perceptions of a close friend’s, than a stranger’s, intergroup attitudes. Study 2 demonstrated that participants significantly changed their intergroup attitudes when they received disagreement feedback from a friend, whereas there was no change in beliefs when participants received disagreement feedback from a stranger, agreement feedback from a friend or stranger, or no feedback. Furthermore, in a third study, we found that participants who were led to believe that they would be working closely with a stranger significantly changed their intergroup attitudes when they receive disagreement feedback from this individual, but no attitude change was found when disagreement information was provided about a stranger with whom the participant would not be interacting. The importance of the roles of friendship in the social consensus approach to prejudice reduction are discussed. Specifically, this research addresses what kind of group or individual from which consensus information should be provided to effectively influence intergroup beliefs – friends or close others.

B22

IMPLICIT AND EXPLICIT NEGATIVITY TOWARD HOMOSEXUALS *Jeremy D. Heider^{1,2}, Diana R. Radford²; ¹Stephen F. Austin State University, ²Eastern Oregon University* – Previous research indicates differences in how implicit and explicit attitudes originate and are maintained. These differences imply different strategies for reducing negativity. One should be able to reduce explicit negativity through relatively short-term, conscious interventions. A reduction in implicit negativity, on the other hand, should require a more long-term approach grounded in basic learning principles. The present study is part of a

series examining strategies for reducing both implicit and explicit negativity toward homosexuals. Specifically, it examined a strategy for reducing explicit negativity. Adapting the procedure of Oldham and Kasser (1999), 74 participants completed the Attitudes Toward Lesbians and Gay Men Scale (ATLG; Herek, 1988) and a sexual orientation Implicit Association Test (IAT; Greenwald et al., 1998). However, prior to completing these measures, half of the participants (the experimental group) read a brief essay describing the biological underpinnings of homosexuality. Understanding that sexual orientation is not entirely controllable should reduce negative (explicit) perceptions. Control participants only completed the attitude measures. Experimental participants showed more positive explicit attitudes toward homosexuals than control participants ($p < .05$). However, there was no difference between the groups’ IAT scores ($p = .98$). These results fit well with a hypothesized change in explicit attitudes, but not in implicit attitudes: The nature of the present intervention was quite similar to the nature of explicit attitudes, in that both are deliberative. Conversely, the nonconscious nature of implicit attitudes is at odds with the nature of the intervention. Implicit attitude change likely requires a more long-term, association-based intervention.

B23

PERSPECTIVE TAKING WITH REAL WORLD TARGETS: SIMILARITY MODERATES THE USE OF PROJECTION AND STEREOTYPING *Mark Davis, Alexandra Karnell, Charles Burgess, Arthur Taylor; Eckerd College* – Recently there has been increased interest in understanding the processes involved in interpersonal perspective taking. Ames (2004) has argued that attempts to understand the ambiguous behavior of others often relies upon two complementary strategies: projection and stereotyping. When observers assume high similarity between themselves and the target, projection is more likely; when dissimilarity is assumed, stereotyping is more likely. In a series of studies in which observers were exposed to hypothetical target persons, Ames found consistent support for this view. We sought to extend Ames’ analysis to real-world targets. Thus, 138 participants carried out a perspective-taking task (estimating the importance that an opposite-sex target would attach to possible mate characteristics); they also indicated 1) their own preferences, and 2) their estimate of the preferences of a typical member of the opposite sex. Projection and stereotyping were assessed by the degree to which self-ratings and “typical” ratings were correlated with target estimates. Consistent with predictions derived from Ames, projection was much more likely (relative to stereotyping) when making estimates for a close friend of the opposite sex than when making estimates for an opposite-sex acquaintance; the predicted Process (similarity vs. projection) x Target interaction was significant. To evaluate whether greater assumed similarity to the well-known target was accounting for this effect, we also controlled for perceived similarity to each target. This reduced the interaction to non-significance, suggesting that it is indeed greater assumed similarity that largely accounts for the increased projection to close friends.

B24

LAY-PERSONS’ PERCEPTIONS OF CROSS-SITUATIONAL BEHAVIORAL VARIABILITY: ACCURACY, INTERPERSONAL EFFECTS, AND INSTRUMENTAL EFFECTS *Kris Gauthier, R. Michael Furr; Wake Forest University* – This study was designed to examine two issues. First, to what degree do laypeople understand situational effects on psychological responses? Previous research suggests that laypeople misunderstand such effects, but such research has rarely, if ever, examined multiple situations. Second, to what degree is laypeople’s understanding of situational effects on psychological responses shaped by interpersonal and instrumental facets of situations? Previous research has rarely, if ever, systematically examined the effect of specific situational factors on layperson’s judgments of behavior, emotion, and motivation. In the current study, ninety-six participants

read scenarios describing six social situations, varying by partner (opposite-sex stranger, same-sex acquaintance) and task (unstructured, cooperative, competitive), and they predicted their behavioral, emotional, or motivational responses within each situation. From these predictions, fifteen pairs of cross-situational consistency profile correlations were derived for each participant. Contrast analyses revealed significant correspondence between predicted patterns of consistency and the task and partner effects, implying that those effects significantly shape laypeople's understandings of situational effects on psychological responses. To evaluate the accuracy of the predicted patterns of cross-situational consistency, the predicted patterns were contrasted with actual patterns of behavioral consistency across the same six situations (data obtained from participants in a previous study). Analyses revealed significant correspondence between predicted and actual patterns of consistency, implying that participants showed significant accuracy in predicting situational effects on behavior. Overall, results indicate that laypeople may have a more accurate understanding of situational effects on behavior than has previously been assumed

B25**A LONGITUDINAL EXAMINATION OF THE EFFECT OF PERCEIVED GROUP THREAT ON MOTIVATION TO RESPOND WITHOUT PREJUDICE AND OUTGROUP BIAS**

Brian Armenta, Jennifer Hunt; University of Nebraska-Lincoln – Motivation to respond without prejudice has shown to predict outgroup bias (Plant & Devine, 1998). However, no studies have examined the factors that influence these motivations. Social identity theory (Tajfel & Turner, 1986) asserts that perceived group threat increases concerns about regaining a positive social identity, which may decrease personal (internal) and normative (external) concerns about avoiding prejudiced responses. The current study examined the effects of (1) perceived group threat on motivation to respond without prejudice, (2) motivation to respond without prejudice and perceived group threat on outgroup bias, and (3) legitimacy beliefs and ingroup identification on perceived threat. Using a longitudinal design, we predicted that legitimacy beliefs and ingroup identification would increase levels of perceived group threat, which would in turn decrease levels of internal motivation to respond without prejudice. We also predicted that perceived group threat would increase bias towards African Americans, whereas internal motivation would decrease it. To examine these predictions, 340 European Americans from three US cities were interviewed at two time points. As predicted, a path analysis showed that higher levels of legitimacy beliefs were related to increases in perceived threat, which was in turn related to decreases in internal motivation to respond without prejudice. Also as predicted, increases in perceived threat and decreases in internal motivation were related to increases in outgroup bias. These findings have implications for understanding situations that may affect internal motivation to respond without prejudice, and support theoretical predictions regarding factors that influence outgroup bias.

B26**EMPLOYMENT DURING HIGH SCHOOL: THE RELATION OF AUTONOMY AND COMPETENCE IN THE WORK AND SCHOOL DOMAINS TO STUDENTS' DROPOUT INTENTIONS**

Genevieve Taylor, Hugo Gagnon, Lisa Kwan, Richard Koestner; McGill University – Studies have demonstrated that students who experience low levels of autonomy at school are more likely to drop out of high school (Vallerand, Fortier & Guay, 1997; Sobral, 2004). Other research on the effects of self-efficacy indicates that feelings of competence are also important predictors of perseverance in school (Pajares, 1996). At the same time, certain studies have looked at different patterns of part-time paid work, based on duration and intensity, and how these affect grades and dropout behaviour (Mortimer & Johnson, 1998). The present study examined how feelings of autonomy and competence, both at work and at school, interact to predict students' dropout intentions. One hundred

and ninety-four students from rural and suburban high schools completed a survey on school and work experiences. Results revealed that, after controlling for average weekly work hours, gender and grades, school autonomy and competence were significantly negatively associated with intentions to drop out. On the other hand, work autonomy was significantly positively associated with dropout intentions. In addition, two significant interactions emerged. First, students with low levels of school competence were particularly likely to want to drop out when they were also low on school autonomy. Second, students who were low in feelings of school competence but had high feelings of work autonomy were more likely to want to drop out. In conclusion, this study highlights the importance of assessing the quality of part-time work experience in addition to the school experience when predicting high school dropout.

B27**EVIDENCE FOR THE UTILITY OF OBLIGATION AND ENTITLEMENT VALUES FOR UNDERSTANDING INDIVIDUAL SOCIAL BEHAVIOR**

Bradley Brummel; University of Illinois at Urbana-Champaign – A number of different measures of individual values have been developed by psychologists trying to gain deeper understanding of the role values in people's lives. Currently, the most common measure of values is the Value Survey (Schwartz's & Bigsby, 1987) which asks people to rank importance of a number of values as guiding principles in their lives. This inventory has produced insight into both the structure of individual values and cross-cultural differences on these values. This research develop and refines the measurement of two specific individual values, obligation and entitlement, using multiple-indicator, Likert-type items for each value. We make both theoretical and empirical arguments for the utility of this obligation and entitlement value measure. Evidence is provided for the utility of a two-dimensional structure of obligation and entitlement ($r = -0.01$) for understanding prosocial behavior in society. The relationship between obligation and entitlement and other constructs including shame, guilt, and pride from the TOSCA (Tangney, Wagner, & Gramzow, 1989), collectivism, and demographic variables are also examined. Obligation is shown to be highly related to benevolence ($r = 0.33$) from the Value Survey and to feelings of shame benevolence ($r = 0.23$) and guilt benevolence ($r = 0.47$). Entitlement also highly relates to benevolence ($r = -0.24$) feelings of pride benevolence ($r = 0.37$). Finally, the combination of obligation and entitlement are shown to be useful for differentiating participants based on gender and religious affiliation. This is accomplished through both statistical tests of the mean differences and visual graphing on obligation and entitlement axes. Future directions are discussed.

B28**INVESTIGATING THE RELATIONSHIP BETWEEN INDIVIDUAL VALUES, GENDER AND VOLUNTEERING**

Tim Stubenvoll, Bradley Brummel; University of Illinois at Urbana-Champaign – Many psychologists have investigated determinants of prosocial behaviors. One of the most common prosocial behaviors that has been studied is volunteering behavior. Omoto and Snyder (1995) investigated the motives for volunteering to help people with AIDS. Penner and Finkelstein (1998) followed up on this work by including the Prosocial Personality as a predictor of various volunteering outcomes. One of the motives that was found to consistently predict volunteering behaviors was values. In an effort to further understand which values best predict volunteering behavior, we examined the predictive power of Schwartz's (1987) individual values and the values of obligation and entitlement for predicting volunteering hours in college students. The only Schwartz value with a significant relationship with volunteering was benevolence ($r = 0.12, p < 0.05$). Both obligation ($r = 0.19, p < 0.05$) and entitlement ($r = -0.16, p < 0.05$) values predicted volunteering hours. A number of studies have also examined the relationship between prosocial behavior and gender. A meta-analytic summary of this literature by Eagley and

Crowley (1986) attributed gender differences to gender roles as men were more likely to engage in risky and protective helping and women were more likely to engage in personal support and intentional helping such as volunteering. While there were no gender differences in the average number of hours volunteered or the relationships between individual values and volunteering, we did find a gender difference in obligation and entitlement values. For women obligation and entitlement values were correlated 0.13, while for men these same values were correlated -0.18.

B29

WORKING MODELS OF COUPLE ATTACHMENT AND THE DEMAND/WITHDRAW INTERACTION PATTERN Sarah Holley, Neera Mehta, Philip Cowan, Carolyn Cowan; University of California, Berkeley – The demand/withdraw interaction is a common relationship pattern in which one partner blames or pressures while the other avoids or withdraws. Given that this pattern is highly linked to relationship dissatisfaction, it is important to understand why certain individuals engage in such maladaptive behaviors. This study investigated the role of working models of couple attachment in demand/withdraw interactions. According to attachment theorists, individuals classified as preoccupied are typically characterized by hyperactivation of the attachment system and may demand closeness in romantic relationships. Conversely, adults who are classified as dismissing are typically characterized by hypoactivation of the attachment system and may withdraw from closeness. Thus, we predicted that 1) individuals classified as insecure (preoccupied or dismissing) with reference to their couple relationships would be more likely than those classified as secure to show demand/withdraw patterns during a conflict conversation with their spouse, and more specifically 2) preoccupied and dismissing classifications would be associated with demanding and withdrawing roles, respectively. Consistent with our hypotheses, individuals with insecure working models of couple attachment were significantly more likely to demonstrate highly polarized demand/withdraw interactions, whereas secure working models were not associated with such a pattern. In addition, individuals classified as preoccupied were more likely to demand while the partner withdrew, whereas individuals classified as dismissing were more likely to withdraw while the partner demanded. Further, this relationship between couple attachment and demand/withdraw held after controlling for the partner's attachment classification. This suggests an important link between working models of couple attachment and demand/withdraw behaviors.

B30

THE EFFECTS OF COMPLIMENTS ON COMPLIANCE: AN EXPLORATION OF LIKING AND RECIPROCITY Naomi K. Grant¹, Leandre R. Fabrigar², Heidi C. Lim²; ¹Mount Royal College, Calgary, AB, ²Queen's University, Kingston, ON – Compliments have long been assumed to be an effective compliance strategy, but surprisingly, no direct empirical evidence supports such a claim. Two studies investigated the effects of compliments on compliance and possible mechanisms (i.e., liking and reciprocity) underlying this relationship. In Study 1, individual differences in adherence to the reciprocity norm were measured. Participants (N = 119) received either a compliment or a neutral comment from a confederate, who later asked participants for a favor. Liking for the confederate was measured. The compliment condition produced greater compliance than the control condition. Interestingly, individuals who were high in personal reciprocity reported greater liking as a result of compliments, but complied less, than individuals who were low in personal reciprocity. Study 2 employed a computer-mediated-communication paradigm. Reciprocity was experimentally manipulated using a priming procedure. Following the prime, participants (N = 214) received a compliment, a neutral comment, or an insult electronically, ostensibly from a fellow participant who later asked for a favor. Although the priming procedure did not affect liking or

compliance relative to the control condition, compliments produced greater liking and greater compliance. Surprisingly, however, liking did not mediate the relationship between compliments and compliance. The implications of these results for traditional explanations of compliment effects are discussed.

B31

ADULT ATTACHMENT AND SEXUAL SATISFACTION: A STUDY OF MARRIED COUPLES Bethany Butzer, Lorne Campbell, Joanne Wong; University of Western Ontario – Sexuality is an integral part of most romantic relationships, with society emphasizing marriage as the main dyadic relationship within which sex occurs (Sprecher, Christopher, & Cate, 2004). Recent research has attempted to apply several theoretical perspectives to the study of sexuality in close relationships. However, the role of attachment theory as a framework within which to conceptualize sexuality in romantic relationships has been relatively understudied. In addition, previous research on sexuality in close relationships has tended to focus on samples of undergraduate students as opposed to actual romantic couples. In an attempt to address these limitations, the present study examined the associations between adult attachment styles and sexual satisfaction in a sample of 116 married couples using the Actor-Partner Interdependence Model (APIM; Kashy & Kenny, 2000). Participants completed self-report measures of attachment orientation, general relationship satisfaction, and satisfaction with their sexual relationship. Results revealed that women reported higher levels of satisfaction with their sexual relationship than men. In addition, higher levels of anxiety and avoidance were related to lower levels of sexual satisfaction at the individual level. Interestingly, individuals with more avoidant spouses also reported lower levels of satisfaction with their sexual relationship, even after controlling for their own level of avoidance. Importantly, all of the effects of attachment style on sexual satisfaction emerged after controlling for general relationship satisfaction. Results are discussed in terms of using attachment theory as an overarching theoretical framework within which to examine sexuality in romantic relationships.

B32

WHAT DOES IT TAKE TO FEEL OSTRACIZED? EFFECTS OF MENTAL VISUALIZATION AND DEGRADED PRESENTATION ON OSTRACISM'S DETECTION AND IMPACT Alvin Ty Law, Kipling D. Williams; Purdue University – Previous research has found that even extremely superficial representations of ostracism, such as being ostracized by a computer, can be very unpleasant (Zadro, Williams, & Richardson, 2004). Such research suggests that people are hard-wired to detect even the slightest hint of ostracism, perhaps because detecting, then coping, with ostracism has some adaptive value. The goal of the present research was to further examine the necessary conditions for detecting and reacting to ostracism. In Study 1, we employed the Cyberball paradigm (Williams & Jarvis, 2006) to randomly include or exclude participants. Half of the participants were given instructions for mental visualization whereas the other half had this information withheld. The results indicated that ostracized participants detected and suffered the effects of ostracism regardless of whether they received visualization instructions. However, participants who were included and given visualization instructions detected higher inclusion and benefited from it. Given that Cyberball uses person-like figures to represent players in an "online" ball-tossing game, one plausible alternative explanation for our findings is that the figures themselves were enough to spur mental visualization. In Study 2, we assigned participants to observe geometric figures (squares and circles) that mimicked the "behavior," but not the characterizations, of Cyberball players. Half of the participants were instructed to mentally visualize the display in order to create a story; the other half were given no instructions. The results suggest that for ostracism to be detected and to have impact, participants must have a mental story involving volitional agents.

B33

LATERALIZATION OF POSITIVE AND NEGATIVE AFFECT *Severine Koch, Rob Holland, Ad van Knippenberg; Radboud University Nijmegen, The Netherlands* – The two hemispheres of the human brain are specialized in specific functions. The available evidence regarding the lateralization of affect, however, is rather divergent. Interestingly, the common procedure in previous research concerned with affective lateralization has been to measure hemispheric activation (directly or indirectly) following exposure to valenced stimuli or events. An alternative way to approach the issue of affective lateralization is to study how projection of neutral information to a specific hemisphere affects the evaluation of this information. In two studies, participants had to guess the affective meaning (positive vs. negative) of neutral stimuli in a forced-choice task. In these experiments, which were announced as studies on “intuitive language comprehension”, Chinese characters were presented in either the left or the right visual field, leading to projection of the visual information to the contralateral hemisphere. To test whether the evaluation of neutral information is influenced by the visual field in which it is presented, we compared the proportion of positive valence ascriptions between presentation conditions. In both studies, visual information presented in the left visual field was significantly more often rated as positive compared to information presented in the right visual field. The present findings are compatible with research on related lateralized concepts, associating the right hemisphere with intuitive processes and a global processing orientation, and the left hemisphere with analytical and local processing styles.

B35

EFFECT OF INTERNET USE ON DEVELOPMENT OF AGGRESSION: A PANEL STUDY WITH JAPANESE TEENAGERS *Mieko Takahira¹, Reiko Ando², Akira Sakamoto²; ¹National Institute of Multimedia Education, ²Ochanomizu University* – With the global-scale advancement of information society, the opportunity to use the Internet in daily living has been rapidly increasing. Does such daily Internet use have any harmful effect on individuals' aggression? Many of the early studies pointed out the harmful effect of Internet use. Some have pointed out that the harmful effect of Internet use would reduce as individuals got used to using the Internet. A majority of these previous studies, however, were conducted with adults as participants. Unlike adults, teen linguistic abilities and social skills are still under development, and therefore, they may not be able to properly handle online communication in which they do not see each other's face but rather carry on text-base conversations. For this reason, in this study, we focused on whether or not Internet use increased teen aggression. A cross-lagged panel design was used to estimate the causal relationship between internet use and aggression. Data from Japanese high school students (n=591) were analyzed by structural equation modelling (SEM). The amount of Internet use was measured for each tool. For (a) using e-mail, (b) websites viewing, (c) posting messages to bulletin board systems (BBS), (d) websites creation (including revision), (e) using chat programs, and (f) playing on-line games. Results of the analysis indicated that greater use of the Internet led to higher aggression. The finding of this study was to suggest the possibility of harmful effects of Internet use on teen aggression.

B36

IMPLICIT ASSESSMENT OF EMOTIONAL STATES: THE IMPLICIT POSITIVE AND NEGATIVE AFFECT TEST (IPANAT) *Markus Qui-rin, Miguel Kazén, Julius Kuhl; University of Osnabrueck* – Whereas a vast literature deals with the assessment of implicit attitudes, there is a lack of procedures assessing implicit affect. To fill this gap, we developed an assessment instrument, the IPANAT (Implicit Positive and Negative Affect Test). This instrument is an economical paper-pencil test that takes advantage of the effect that judgments about objects are influenced by the judges' affective states: Individuals are asked to rate to which extent artificial words phonetically resemble a list of mood adjectives, with each

artificial word being combined in turn with each mood adjective. Thus, individuals in a positive (negative) state are expected to give relatively higher ratings on the fit between artificial words and positive (negative) mood adjectives, without being aware that their affective state is assessed. Scores for each adjective are computed by averaging all judgments about the fit between the artificial words and the respective adjective. We report data on the factor structure (positive vs. negative affect) as well as internal consistency and test-retest reliability up to 1 year. Additionally, we present results from a series of studies showing the test's construct and criterion-based validity (changes in implicit affect as a reaction to affect induction; prediction of cortisol/heart rate, eating behavior). Results indicate that the IPANAT possesses appropriate reliability and validity, which render it suitable for its application in both correlational and experimental research.

B37

LOST IN TRANSMISSION: DISTORTING HISTORICAL EVENTS IN SERIAL REPRODUCTION *Craig Blatz, Michael Ross; University of Waterloo* – “All memory is prelude” wrote Blight (2001) regarding false memories of the Civil War. Blight meant that collective memories are transformed to make the present appear to be a natural progression of the past. Our research concerns how and why this transformation occurs. According to Social Identity Theory (Tajfel & Turner, 1979), people are motivated to think favorably of their ingroups. Social Identity Theory predicts that memory transforms in ways which emphasize the positive and downplay the negative aspects of a group's history in order to help people maintain a favorable view of their ingroup. We used the method of Serial Reproduction (Bartlett, 1932) to examine whether the transformations that occur as memories are passed from individual to individual flatter the ingroup. This procedure simulates the passage of collective memories between generations. Canadian university students heard a description of government abuse of an Aboriginal community. They were randomly assigned to hear that the abuse happened in Canada or Australia. After a delay, participants repeated the passage from memory. A second person heard the first person's audio-tape, and created a copy for a third person to hear and repeat. The recall of the first people in the chain did not differ as a function of the country. The second and third people in the Canadian chains introduced positive distortions and deflected blame away from Canada; similar distortions did not occur in the Australian chains. The data suggest that through transmission from generation to generation memory becomes a prelude to the present.

B38

YOU AND I: THE INFLUENCE OF RELATIONSHIP SOCIAL COMPARISON FOCUS ON RELATIONSHIP AND SELF-EVALUATIONS *Laovonia Smith LeBeau, Karen Gasper; The Pennsylvania State University* – Previous work has shown that increases in tendencies to make relationship social comparisons (RSCs; comparisons of one's relationship to other people's relationships) leads to negative self-evaluations and negative relationship evaluations. We predict that not all types of RSCs lead to negative evaluations, in that focusing on the self in the relationship (How do I compare to others?) is associated with negative self-evaluations, whereas focusing on one's partner (How does my partner compare to others?) is associated with negative relationship evaluations. To test these predictions, participants reported the extent to which they made RSCs that focused on a) the whole relationship (general) b) their selves in the relationship (self-focused RSCs) and c) their partner in the relationship (partner-focused RSCs). They also completed measures of self-evaluation (i.e., self-esteem, depression, and self-consciousness) and relationship evaluation (i.e. satisfaction, commitment, intimacy, quality of relationship alternatives, relational depression and esteem). Our predictions were supported. Replicating past research, general RSCs predicted all self and relationship evaluation measures (r 's from .14-.31; all p 's <.05). Partner-focused RSCs (controlling for self-focused RSCs) significantly predicted relationship (r 's from .09-

.18; all p 's $<.04$), but not self-evaluations (all p 's $>.90$). Self-focused RSCs (controlling for partner-focused RSCs) significantly predicted self-evaluations (r 's from .13-.19; all p 's $<.005$), but not relationship evaluations (all p 's $<.16$), except for intimacy and relational depression (r 's .11 & .09; p 's $<.03$). The results indicate that all RSCs are not detrimental in the same way. Partner-focused RSCs spare the self, and self-focused RSCs tend to spare the relationship.

B39

WHEN PERCEIVING PROGRESS BACKFIRES: CONTINGENT SELF-ESTEEM AND EARLY EXPERIENCES WITH WEIGHT LOSS ATTEMPTS Amy Canevello¹, Heather Patrick², C. Raymond Knee³; ¹University of Michigan, ²University of Rochester, ³University of Houston – A longitudinal study examined whether contingent self-esteem (CSE) moderates the association between initial weight loss experiences and weight loss over time. Initial progress toward goals typically facilitates later goal attainment. However, this may not be the case for those higher in CSE, whose self-esteem depends on external factors such as performance or appearance. When higher in CSE, early experiences of goal progress may be sufficiently satisfying to make further pursuit of the goal seem unnecessary. Sixty-two individuals with weight loss intentions completed baseline measures of CSE, general self-esteem, and questions concerning weight and weight loss. At Week 1 participants indicated perceptions of progress with and emotion toward weight loss. A final weight measurement was taken at Week 4. Analyses revealed significant interactions such that, as hypothesized, week 1 perceptions of progress and positive emotion were both associated with less overall weight loss when one was higher in CSE. When lower in CSE, early perceptions and positive emotion were associated with greater overall weight loss. Importantly, these findings remained when accounting for weight loss goal, ideal weight, intentions and emotion at baseline, and reported effort at Week 1. Results suggest that, for some individuals, positive early experiences in weight loss attempts may actually be detrimental to overall weight loss.

B40

EAGER TO BE THE BEST, OR VIGILANT NOT BE THE WORST: HOW DIFFERENT GROUPTASKS MATCH WITH DIFFERENT REGULATORY FOCUS STRATEGIES Krispijn Faddegon, Daan Scheepers, Naomi Ellemers; Leiden University – Regulatory Focus theory (Higgins, 1997) distinguishes between self regulation with a promotion focus (rooted in “ideal” predilections, and situations framed in gain/non-gain terms) and a prevention focus (rooted in “ought” predilections, and situations framed in loss/non-loss terms). In the current work we applied regulatory focus principles to a group context. Prior research on regulatory focus in groups has suggested that when group members are interdependent on each other to reach a certain goal, they become more prevention-focused, as they can “screw it up” for the group. As this would constitute a bit a pessimistic message for groups for which gains are important (e.g., sport teams, work teams), the current research tested the circumstances under which groups are more likely to become promotion-focused, and, more generally, the circumstances under which groups are likely to adopt a promotion- or prevention focus. In our research we compared work teams that worked on a disjunctive task (best performing individual equals group performance), with work teams that worked on a conjunctive task (worst performing individual equals group performance). We expected a fit between disjunctive tasks and a promotion focus and conjunctive tasks and a prevention focus. In turn we expected this fit to result in stronger group identification, regulatory focus-specific emotions, and performance. Results from two experiments (one using artificial groups and one involving “real” interacting groups) yielded evidence for these predictions.

B41

THOUGHT SUPPRESSION AND SELF-ESTEEM Jennifer Borton,

Mark Oakes, Margaret Van Wyk, Tyler Zink; Hamilton College – Suppressing negative thoughts about oneself has been shown to decrease state self-esteem (Borton & Casey, 2006; Borton, Markowitz, & Dieterich, 2005). The goal of the current experiment was to determine whether suppressing such thoughts could also affect implicit self-esteem. We asked 82 participants to identify their most negative and upsetting thought about themselves and then randomly assigned them to either suppress it or not during a 5-minute stream-of-consciousness writing task. Participants then completed both explicit and implicit measures of self-esteem (SE) on the computer (order was counterbalanced across participants), as well as a measure of suppression effort. Although the effects of condition on SE were not significant, suppression effort significantly predicted explicit SE and marginally predicted implicit SE (the latter effect occurred only when implicit SE was measured second). Participants who reported trying harder to suppress had lower implicit and explicit SE, even when we controlled for the negativity, frequency, and importance of the thought. These results extend previous research on the effects of suppression on explicit SE to associations between suppression and implicit SE.

B42

MOTIVATIONAL SYNCHRONICITY: PRELIMINARY INVESTIGATIONS Ron Friedman, Edward Deci, Andrew Elliot; University of Rochester – In a series of three experiments, we demonstrated that mere exposure to another person being intrinsically or extrinsically motivated for a target activity can influence an observer’s motivation through a process we term motivational synchronicity. Citing research gathered in the domains of behavioral mimicry, affective contagion, and motivational priming, we argue that observing cues from another person indicating that he or she is intrinsically (or extrinsically) motivated for an activity can prime that motivation within the observer. Experiment 1 revealed that when a person inadvertently observed another person expressing interest (or lack thereof) for a target activity, the observer was more intrinsically (or extrinsically) motivated for the activity as reflected later in increased (or decreased) behavioral persistence on the activity during a subsequent free-choice period, $F(2,55) = 3.46, p < .04$. Experiment 2 replicated this finding, controlling for affect, ruling out the possibility that the results of Experiment 1 were driven by emotional contagion, $F(1, 49) = 6.02, p < .02$. Finally, Experiment 3 used performance on an unrelated activity as the primary dependent measure and showed that following exposure to an intrinsically motivated other, participants performed better on an activity unrelated to the one discussed by the confederate (viz., anagrams) than did those exposed to an extrinsically motivated other, $F(1, 41) = 5.82, p = .02$. Results suggest that in addition to goal and behavioral mimicry, motivational states can be prompted for one person by another via activation of the person’s mental representations.

B43

AN EXPLORATION OF TRAIT-STATE INTERACTIONS WITH THE NEED FOR RELATEDNESS Lahnna Catalino¹, R. Michael Furr²; ¹University of North Carolina, Chapel Hill, ²Wake Forest University – Although self-determination theory (SDT) suggests that daily well-being derives from daily satisfaction of three needs (autonomy, competence, and relatedness), such associations may be stronger for some people than for others, depending upon their traits. In this study, we attempted to replicate the day-level results from previous research and to examine potentially-moderating traits reflecting valuation of the need for relatedness. We hypothesized that interdependent self-construals, warmth, and gregariousness would enhance the associations between daily relatedness and well-being. Each evening for 14 days, 57 participants reported their activities, thoughts, and feelings about the day. Results replicated previous day-level associations – on days that participants reported greater relatedness, they reported greater well-being. However, analyses suggested that participants did not differ

reliably in the degree to which relatedness was associated with well-being. Given this lack of variability, no support for the hypothesized trait-state interactions was found. The low variability in daily associations can be interpreted in at least three ways. One, people in general truly do not differ in the degree to which relatedness and well-being are associated, suggesting that SDT's claims may be more universal than previously thought. Two, results may reflect sample homogeneity (mostly Euro-American university students). Third, results might have important methodological implications for research in trait-state interactions. Specifically, researchers should collect a great deal of "within-person" (e.g., day-level) data, because these data generate the key "day-level association" variable. More than 14 days of observation might be necessary to obtain reliable estimates of individual differences in day-level associations between relatedness and well-being.

B44**PLAYING THE MATING GAME: PUBLIC DISPLAYS OF AFFECTION CONVEY STRATEGIC SOCIAL INFORMATION** David

Rouby¹, Jon Maner¹, Jennifer Davis²; ¹Florida State University, ²New Mexico State University – The current research assessed various functions of public displays of affection (PDA) and individual differences in motivations for displaying public affection. We examined whether motivations for PDA covary with sociosexuality, narcissism, sexual jealousy and relationship variables such as satisfaction, interest in alternatives, and perceived partner commitment. Results suggested that individuals engaged in PDA to serve functions related to their mating strategy and current mating concerns.

B45**STEREOTYPE THREAT AND ACHIEVEMENT GOALS: INTEGRATING ACHIEVEMENT GOAL THEORY WITH STEREOTYPE THREAT THEORY** Amanda B. Brodisha, Patricia G. Devine; University of Wisconsin, Madison

– Knowledge of gender stereotypes about math ability can dramatically impair women's math performance – a phenomenon referred to as stereotype threat. Much empirical work has been conducted to understand the moderators and mediators of stereotype threat. We believe, however, this understanding would be improved by integrating research on achievement goal theory with stereotype threat theory. An important issue in achievement goal theory concerns the extent to which different goal orientations (i.e., performance-avoidance goals, performance-approach goals, and mastery goals) affect academic performance, an issue of primary importance for stereotype threat theory. We hypothesized that the negative performance effects of stereotype threat would be immediate among women who strongly endorsed a performance-avoidance goal, whereas these negative effects would be delayed among women who strongly endorsed a performance-approach goal. To test this hypothesis, women under stereotype threat or not under stereotype threat reported their endorsement of performance-approach, performance-avoidance, and mastery goals, and then performed a difficult math test. To operationalize the immediate versus delayed effects of stereotype threat, we examined performance on the first and second half of the math test separately. Results were consistent with expectations. The implications of this work for better understanding stereotype threat are discussed. Specifically, we consider how insights from the achievement goal literature can inform the processes underlying stereotype threat.

B46**THE EFFECTS OF ETHNIC HUMOR ON STEREOTYPE KNOWLEDGE AND BELIEF, PREJUDICE, AND ATTITUDES TOWARD ETHNIC HUMOR** Donald Saucier, Amy Veenendaal, Sara Smith; Kansas State University

– Ethnic humor is often negatively perceived as an avenue through which superiority of some social groups over others may be affirmed (e.g., Billig, 2005; Howitt & Owusu-Bempah, 2005). However, research has generally shown that brief exposures to disparagement

humor do little to increase stereotype endorsement, but may produce other negative consequences such as greater tolerance of observed instances of discrimination (Ford & Ferguson, 2004). It was the purpose of this study to examine the effects of more extensive exposure to ethnic humor on participants' levels of knowledge and belief about stereotypes for four different racial groups (i.e., Whites, Blacks, Latinos/as, and Asians), levels of prejudice toward the four racial groups, and attitudes and beliefs related to ethnic humor in general. Over a four week period, participants viewed several instances of ethnic humor by a diverse group of comedians (e.g., Chris Rock, Dave Chappelle, Carlos Mencia, Robin Williams, Margaret Cho). Results showed that participants' levels of stereotype knowledge, stereotype belief, and prejudice toward the four racial groups were not significantly different from measures taken prior to and after their viewing of more than six hours of ethnic humor over the course of four weeks. Further, participants' positive attitudes toward ethnic humor and its possible social benefits (e.g., can introduce serious issues for discussion, is a method by which minorities may express ingroup pride) increased significantly. This suggests that ethnic humor, in an appropriate context, may be a positive rather than a negative social construction.

B47**PERCEPTIONS OF AUTHORITY FIGURES: WHEN UNIFORMS MATTER** Meghan Bean¹, Jillian Hochstrasser², Nalini Ambady²;

¹Northwestern University, ²Tufts University – Past research suggests that individuals become more compliant and obedient when interacting with an authority figure in uniform. Further, authority figures are associated with a number of stereotypes, both positive and negative, depending on their profession. The present study examined whether the uniforms worn by specific authority figures are associated with stereotypes (specifically threat and trustworthiness) and whether the race of the individual in uniform affects how they are perceived. It was hypothesized 1) that individuals wearing police and soldier uniforms would be perceived as more threatening than those wearing other uniforms, 2) that individuals in medical lab coats would be perceived as more trustworthy than other authority figures, and 3) that black uniformed individuals would be perceived as more threatening than white individuals in uniform. Thirty-one undergraduate students were asked to complete two computerized tasks in which they were required to rate, on a scale of 1-7, how threatening and trustworthy they found a series of facial stimuli in the various uniforms to be. Results supported the hypotheses that police and soldier stimuli would be rated as more threatening than other individuals in uniform and that doctors would be perceived as the most trustworthy uniformed figure. Interestingly, race had no significant effect on participants' perceptions of threat. Implications of this study indicate that specific authority figures in uniform are strongly associated with certain stereotypes, regardless of race.

B48**PERCEIVED SUPPORT FOR GROWTH AND SECURITY IN DATING VERSUS MARITAL RELATIONSHIPS: IMPLICATIONS FOR RELATIONSHIP STRENGTH** Gale M. Lucas¹, Daniel C. Molden¹, Eli J. Finkel¹, Madoka Kumashiro², Caryl E. Rusbul³;

¹Northwestern University, ²University of Hamburg, ³Free University at Amsterdam – The health of romantic relationships often depends on each individual's perception of the support received from his or her partner. Much research has shown that, when partners are seen as encouraging of one's personal goals, this boosts commitment to the relationship. However, fewer studies have examined the different types of personal goals that partners may support and the different consequences this might have for relationships. Higgins (1987) has distinguished between two broad types of goals that evoke distinct types of motivation: ideal goals involving hopes and aspirations, which evoke a focus on growth and advancement, and ought goals involving duties and obligations, which create a focus on safety and security. Perceived partner support of one's ideal versus ought goals

could therefore have distinct influences on relationships. To test this possibility, two samples of dating or married couples completed measures of perceived partner support for their ideal and ought goals, and measures of relationship strength. For dating couples, perceived support for ideals significantly predicted stronger trust, commitment, satisfaction, and adjustment in the relationship, whereas perceived support for oughts did not. For married couples, however, perceived support for both ideals and oughts significantly (and independently) predicted stronger trust, commitment, and adjustment. Thus, for dating partners, perceived support for growth concerns was more important for relationship strength than perceived support for security concerns, whereas for married couples, perceived support for both growth and security concerns contributed to relationship strength. These results are discussed in light of the greater relational dependence of married couples.

B49

RECOGNIZING PSYCHOLOGICAL ABUSE: THE ROLE OF RECIPROCATED AGGRESSION AND ABUSE IN WOMEN'S OWN DATING RELATIONSHIPS. *Anna Marie Danielson, Kimberly Matheson, Hymie Anisman; Carleton University* – Recognizing psychological abuse when it is encountered in a dating relationship can be difficult as there are no concrete criteria for what acts constitute such abuse, or the contexts in which they might be interpreted as such. The objective of the present study was to explore contextual and personal factors that influence women's appraisals of abuse in relationship conflicts. Female undergraduates (N=103) completed the Conflict Tactics Scale to assess the degree to which they or their partners used psychological aggression. They then listened to an audio-taped verbal conflict between a dating couple in which the male and female characters were each manipulated to behave abusively or not, after which participants provided their appraisals of the abusiveness of each character's behavior. Regression analyses indicated that women appraised the aggressive male as more abusive, irrespective of the female character's action, whereas appraisals of the aggressive female character as abusive were contingent on whether the male reciprocated, suggesting that women's aggressive actions were uniquely viewed as more appropriate in the context of male aggression. This pattern of perceptions was especially evident among women who were themselves in psychologically abusive relationships (either as a victim or perpetrator of such abuse). These findings suggest that, far from being unable to recognize men's behavior as psychologically abusive, abused women more readily perceived abuse than did non-abused women, and were more sympathetic to women who appeared to be responding in kind to the male's actions.

B50

FACILITATION AND INTERFERENCE EFFECTS OF SITUATIONAL SELF-KNOWLEDGE ON ACTION-ORIENTED AFFECT REGULATION *Tadashi Aobayashi; Chiba University* – This study investigates the moderating role of situational self-knowledge in action-oriented affect regulation. According to Personality Systems Interaction theory (PSI theory, Kuhl, 2000), action-oriented individuals regulate their negative affect using implicit self-knowledge. Some researches showed self-knowledge related to various situations serves as a buffer against stressful events or depression. Those researches suggested that an access to situational self-knowledge would play an important role in facilitating negative affect regulation for action-oriented individuals in stressful conditions. To address this issue, we administered Kuhl's Action Control Scale as a measure for action orientation tendency. Participants were randomly assigned to negative affect induction condition or neutral control condition. After this manipulation, all participants were asked to judge whether trait words describe participants under certain situation and as a measure for individual differences of the accessibility of situational self-knowledge, each reaction time were recorded. Participants were also asked to respond State Anxiety Inventory (STAI),

which measures their negative affect score as a dependent variable. There was a significant three-way interaction between action orientation, affect induction manipulation, and the accessibility of situational self-knowledge. In negative affect induction condition, slower access to situational self-knowledge facilitated negative affect regulation (low score on STAI) in high action-oriented participants, whereas slower access to situational self-knowledge interfered with negative affect regulation in low action-oriented participants. There was no effect in neutral control condition. Implications for understanding action-oriented affect regulation processes and the role of situational self-knowledge are discussed.

B51**WHEN DO MEN AND WOMEN MINIMIZE ATTRIBUTIONS TO DISCRIMINATION? THE ROLE OF DISCRIMINATION SOURCE**

Gretchen Sechrist^{1,2}, Courtney Delmar^{1,2}; ¹University at Buffalo, ²The State University of New York – Previous research indicates that members of stigmatized groups (for instance women and African Americans) are often unwilling to indicate that they have personally been the targets of discrimination. The present study examined the effects of the source of the discrimination on men's and women's willingness to make attributions to discrimination. Specifically, this research examined whether responses to discrimination differ depending on whether the source of the discrimination was a person versus a policy or rule. Male and female participants experienced discrimination based on their gender from another person or an institutional rule. In a control condition, no discrimination occurred. Results showed that women failed to make attributions to discrimination when the source of the discrimination was another person, but made attributions to discrimination when the discrimination source was a rule in comparison to the control condition. Men reported discrimination when it occurred regardless of whether the source was a rule or person. In addition, when the discrimination source was a rule, women were more likely to make discrimination attributions than men. These findings suggest that a perpetrator could discriminate against a woman and not be blamed, but if a rule is involved in the discrimination, then women are more likely to report the discrimination. Understanding how and when individuals' mis/perceive discrimination has important implications for the psychological health of affected individuals, intergroup interactions, and the reduction of prejudice and discrimination.

B52**HOW DO EMOTIONS FACTOR INTO DAILY WELL-BEING JUDGMENTS: THE ROLE OF REGULATORY FOCUS**

Selin Kesebir, Shige-hiro Oishi; University of Virginia – In a 14-day online daily diary study, we tested whether the types of emotions predictive of daily well-being are different for avoidance- and approach-oriented individuals. As predicted, we found that "calmness" and "relief" (avoidance-related positive emotions) predicted the daily well-being of avoidant individuals. In contrast, these avoidant positive emotions did not predict the daily well-being of approach-oriented individuals. On a day they felt calm and relieved, avoidant individuals were happier than on a day they did not feel calm or relieved. In contrast, these emotions did not matter to the daily fluctuations of well-being among approach-oriented individuals. In addition, we found that "discouragement" and "disappointment" (approach-related negative emotions) were not detrimental to the daily well-being of avoidant individuals. Whereas previous research (e.g., Updegraff et al., 2004) has focused on the relation between regulatory focus and valence of emotions (positive versus negative emotions), the current research showed, for the first time, that the specific types of emotions that are conducive to daily well-being are systematically different across individuals, depending on the chronic approach versus avoidance orientation.

B53

DEVELOPMENT AND VALIDATION OF THE RELIGIOUSNESS-SPIRITUALITY IMPLICIT ASSOCIATION TEST

Jordan LaBouff, Wade Rowatt; Baylor University – This poster describes initial development and validation of the Religiousness-Spirituality Implicit Association Test (IAT). Dispositional religiousness-spirituality was defined by being more faithful, theistic, spiritual, believing, and religious (than faithless, atheistic, non-spiritual, agnostic, or non-religious). Participants ($n = 109$) completed Religiousness-Spirituality and Humility IATs and several self-report measures of personality self-concept. The religiousness-spirituality of 63 participants was also rated by one to four informants. The Religiousness-Spirituality IAT was internally consistent ($\alpha = .87$). Implicit religiousness-spirituality correlated positively with self-reported religiousness-spirituality attitudes, organized and spontaneous religious-spiritual behavior and implicit humility. Implicit religiousness-spirituality accounted for unique variability in measures of religious behavior when controlling for the effects of self-reported religiousness-spirituality. Informant-rated religiousness-spirituality and self-reported religiousness-spirituality behaviors ($r = .72$), attitudes ($r = .68$) and implicit religiousness-spirituality ($r = .38$) were correlated. Implicit religiousness-spirituality did not correlate with self-reported humility, or measures of mental and physical health symptoms. While self-report measures demonstrated sex-differences, no sex-differences in implicit religiousness-spirituality were found. Implicit measurement of religiousness-spirituality appears to provide unique benefits to researchers studying spiritual development, spontaneous religious-spiritual behavior, and the nature of the well-established relationships between religiousness-spirituality and physical and mental health, forgiveness, or moral behavior. Research is underway to validate further the Religiousness-Spirituality IAT and to explore these benefits.

B54

INTERPERSONAL VERSUS NON-INTERPERSONAL CONFRONTATIONS: DOES IT MATTER WHO CONFRONTS AND HOW IT IS DONE?

Aimee Mark¹, Margo Monteith², Chris Oaks¹; ¹University of Kentucky, ²Purdue University – Growing research suggests that confrontation can be an effective strategy for prejudice reduction. However, divergent evidence exists for the role that the confronter's group membership plays in the situation. Czopp et al. (2006) found that interpersonal confrontations about racial bias occurring when the confronter was physically present led participants to experience greater guilt when they were confronted by a Black as compared to a White person. Mark et al. (2006) found that, when the confronter was not physically present (i.e., non-interpersonal confrontation), participants experienced greater persuasion with a White than a Black confronter. To further examine these findings within a single study, the present study manipulated the way in which the confrontation was delivered (i.e., interpersonally or non-interpersonally) along with the group membership of the confronter. 252 non-Black participants were presented with a confrontational essay implicating their role in perpetuating prejudice via a recording or a person physically present. Results underscored that White interpersonal confronters tended to be most influential. When physically present, White confronters were significantly more likely to be persuasive, elicit guilt, were less amusing, and were perceived as less of a complainer compared to Black confronters or White confronters not present. These findings are discussed with respect to the importance of the context in which a confrontation is delivered and the potential influence that contact with an audience may have on the receptivity of a confrontational message.

B55

THE INFLUENCE OF TEMPORAL AND SPATIAL DISTANCE ON MORAL JUDGMENT AND DECISION MAKING

Jens Agerström, Fredrik Björklund, Carl Martin Allwood; Lund University – The purpose of this study was to investigate whether changes in the temporal and spatial

context of a moral dilemma affect how it is perceived and subsequently resolved. According to Construal Level Theory (Trope & Liberman, 2003), psychologically distant information is perceived as more abstract than psychologically proximal information. Thus, the relative weight of abstract justice considerations should increase and the relative weight of concrete care considerations should decrease with temporal and spatial distance. Undergraduates were presented with a number of vignettes in which temporal (experiment 1) and spatial distance (experiment 2) was manipulated in a between-subjects design. Temporal distance was found to increase the relative weight of justice and decrease the relative weight of care. In addition, gender moderated this effect, with females' morality being more susceptible to temporal distance than males' morality. Females were more justice-oriented and judged moral transgressions as being more severe in the distant future than in the near future, whereas males showed no such change. Moreover, gender differences appeared only in the distant future, where males were more concerned with care and females more with justice. Spatial distance, however, had no effect on moral judgment or reasoning. These results show that our moral priorities are affected by temporal distance and that temporal distance can help us understand the contextual nature of moral judgment and reasoning. The results also raise questions whether temporal distance may induce more abstraction than spatial distance, and whether temporal distance exerts different effects on males' and females' morality.

B56

THE IMPLICATIONS OF MOTIVATION TO RESPOND WITHOUT PREJUDICE FOR THE QUALITY OF INTERRACIAL INTERACTIONS

Michelle Peruche, Ashby Plant; Florida State University – The current work examined how the source of White people's motivation to respond without prejudice influences the strategies used in interactions with Black people and the impact of these strategies for the quality of interracial interactions. We posit that in interracial interactions, people motivated to respond without prejudice for internal, personal reasons (i.e., high IMS) should be focused on having a good interaction and therefore, should be more likely to exhibit approach-related behaviors (i.e., smiling) compared to low IMS people. In contrast, people highly motivated to respond without prejudice for external, social reasons (i.e., high EMS) should be focused on avoiding a bad interaction and therefore, should be more likely to exhibit avoidance-related behaviors (i.e., avoid eye contact) during an interracial interaction than low EMS participants. Finally, approach-related responses were argued to result in more positive interactions than avoidance-related responses. White participants interacted with a Black confederate and then completed a questionnaire packet examining their goals and strategies for the interaction and the quality of the interaction. The confederate completed a questionnaire examining the participant's behaviors and the quality of the interaction. As predicted, participants high in IMS exhibited more approach-related behaviors, had longer interactions, and had more positive interactions compared to participants low in IMS. Participants high in EMS were more likely to exhibit avoidance-related behaviors, sat further away from their partners, and had less positive interactions compared to those low in EMS. The findings are discussed in terms of their implications for interracial interactions.

B57

WHITE BUT FEMALE: IDENTITY ADAPTIVENESS IN SITUATIONS OF MORAL SOCIAL IDENTITY THREAT

Negin Toosi, Nalini Ambady; Tufts University – For White individuals in America, being called to confront their racial group's unjust treatment of other groups can create a situation of social identity threat, which may lead to feelings of guilt and lowered self-esteem. To counter the effects of this identity threat and maintain a favorable sense of self, individuals may respond with a variety of strategies, including self-affirmation, denial, or realignment of their self-concept with more adaptive identities. We hypothesized that White women, whose most salient identities bridge

both privileged (White) and oppressed (female) groups, would be more likely to use identity adaptiveness as a strategy than White men. In our study, White men and women were placed in one of two conditions: an identity threat condition, where they were asked to read an article describing the historical and contemporary forms of prejudice experienced by Black people in America, or a control condition where they read a similar article featuring groups in another country. Afterwards, participants were asked to write down as many incidents as they could recall where they had personally experienced prejudice directed at any of their social identities. Results confirmed our predictions, indicating that compared to the control condition, White women under social identity threat recalled more experiences of prejudice whereas White men remembered fewer experiences. Also, women recalled more incidents of gender-related prejudice than men. Possible causes and implications for these findings are explored.

B58

DARE TO COMPARE: AN EXPERIENCE SAMPLING STUDY OF COMPARATIVE JUDGMENT *Amy Summerville, Neal Roesse; University of Illinois, Urbana-Champaign* – Self-focused comparative judgment is linked to psychological functions such as self-improvement and affect regulation. Although prior theory assumes these comparisons to be common, no research has clearly indicated their daily frequency. Using an experience-sampling approach, the present study examined the frequency of comparative thoughts using palmtop computers which participants carried through daily life for two weeks. Social, counterfactual, and temporal comparison were each common, occurring with equivalent frequency. Previous research, while suggesting a variety of potential functions and motivational underpinnings for comparisons, has not examined what affective, cognitive, and motivational functions are being served by comparative judgment in daily life. The present research found that counterfactual and temporal-future comparison were mainly upward rather than downward in their direction of comparison, suggesting greater focus on self-improvement motives. Social and temporal-past comparison showed an even mix of upward and downward comparison, suggesting flexible focus on either self-improvement or affect regulation. All comparison types focused on approach more than avoidance motives, excepting counterfactuals, which showed equivalent focus on both motives. These results establish the prevalence of self-focused comparative judgment in daily life and provide new support for established theory.

B59

AMERICAN AND JAPANESE CHILDREN'S PREFERENCE FOR THE LUCKY *Kristina Olson¹, Yarrow Dunham¹, Carol Dweck², Elizabeth Spelke¹, Mahzarin Banaji¹; ¹Harvard University, ²Stanford University* – Random, uncontrollable events happen all the time, from events like Hurricane Katrina to the Powerball Lottery. In the current research we examine children's responses to the victims and beneficiaries of randomly-occurring events. In the first study we show that a group of 32 American children and 23 Japanese children (aged 5-7) like people who experience random good events more than those who experience random bad events, despite the fact that these events are equally outside of the control of the actor experiencing them. In a second study, we demonstrate that these positive and negative evaluations of the actors experiencing random good and bad events radiate beyond the actors themselves to taint evaluations of entire social groups. We show that 43 American children and 89 Japanese children (aged 5-7) show a preference for new members of a group that experiences random good events to new members of a group that experiences random bad events. Across studies, we demonstrate that despite large cultural differences in these populations, their tendencies to favor the lucky and disfavor the unlucky are nearly identical (effect sizes for Study 1 are $d=1.06$ for the US and $d=.93$ for Japan, for Study 2 $w=.45$ for US and $w=.44$ for Japan). Insofar as we live in a world in which some groups are more likely to experience

random bad events than others, this preference for the lucky that emerges early in life, may be a mechanism responsible for the development and maintenance of prejudice.

B60

THE IMPACT OF TERRORISM ON GROUP BEHAVIOR *Shira Fishman, Edward Orehek, Arie W. Kruglanski; University of Maryland* – The goal of terrorism has been understood as the desire to create uncertainty and instability in the world, potentially leading to the undermining of government and the breakup of cohesiveness among the population. We investigated whether such claims are indeed the results of terrorist activity. Both studies assessed the Need for Cognitive Closure which has been conceptualized as the need for certainty and the aversion toward ambiguity. In Study One, participants were shown a video about the September 11th attacks or a neutral control video. After being reminded of the terrorist attacks, participants expressed a higher Need for Cognitive Closure as compared to the participants who watched the control video, as assessed by the Need for Cognitive Closure Scale. Therefore, it appears that terrorist attacks do induce a sense of uncertainty and instability within individuals. Study Two investigated the consequences of such uncertainty on group cohesion. We predicted that attempts to make sense of a fluctuating and variable world may lead to greater cohesion and support for the leader, contrary to terrorists' claims. We hypothesized that Need for Closure would be positively related to support for a decisive leader and negatively related to an open-minded leader. Manipulating the decisiveness of a leader in a vignette resulted in the predicted interaction between the need for closure and the decisiveness of a leader. Therefore, uncertainty, induced by terrorist attacks, leads to greater group cohesiveness, undermining the view to the contrary.

B61

COMPENSATORY SELF-ENHANCEMENT AND COMPENSATORY SELF-PROTECTION: INDIVIDUAL DIFFERENCES IN SELF-ESTEEM AND STRATEGIC SELF-PRESENTATION *Anthony Hermann¹, Robert Arkin²; ¹Willamette University, ²Ohio State University* – Two studies investigated the relationship between the two forms of favorable self-presentation, attributive (claiming desirable characteristics) and repudiative (denying undesirable characteristics), and individual differences in self-esteem. In a correlational study in which participants engaged in self-presentation by making personality ratings to share with an upcoming partner, those lower in self-esteem were equally likely to deny possessing undesirable personality characteristics to a new acquaintance as those higher in self-esteem, but were less likely to claim possessing desirable characteristics. In a second study, participants made similar self-presentations, but after having received either positive or negative personality feedback which would also be read by their upcoming partner, creating a public image to which they could respond. Participants lower in self-esteem were equally likely to compensate for a negative public image by denying they possessed undesirable characteristics unrelated to that image as those higher in self-esteem (i.e., engage in compensatory self-protection). Replicating Baumeister (1982), only those very high in self-esteem engaged in compensatory self-enhancement, compensating for the negative public image by claiming to possess unrelated desirable characteristics. In contrast to prevailing notions about low self-regard, these findings suggest that those low in self-esteem do engage in active and strategic efforts to present a desirable public image, but use strategies that prior research has not adequately assessed.

B62

THE EXPECTANCY-CONFIRMING CHAMELEON: NONCONSCIOUS BEHAVIORAL MIMICRY AND THE BEHAVIORAL CONFIRMATION PROCESS *Mario P. Casa de Calvo, Darcy A. Reich; Texas*

Tech University – Are people who mimic others' subtle behaviors more likely to confirm others' expectations? Behavioral confirmation occurs when perceivers treat targets in accord with their expectations, thus eliciting target behavior consistent with those expectations (e.g., Neuberg, 1996). Nonconscious behavioral mimicry refers to the unintentional imitation of the mannerisms of interaction partners (Chartrand & Bargh, 1999). Although previous research has not explicitly examined the role of mimicry in the behavioral confirmation process, it does provide suggestive evidence that mimicry may enhance behavioral confirmation effects (e.g., Word, Zanna, & Cooper, 1974). Furthermore, mimicry and behavioral confirmation may co-occur because they both reflect a general concession to perceivers' interaction scripts. To examine this possibility, the current research employed a simulated interview paradigm (e.g., Reich, 2004) in which participants interviewed for a hypothetical job. Confederate interviewers asked participant applicants either positively- or negatively-framed questions while engaging in the neutral physical mannerism of foot-shaking. Hierarchical regression analyses revealed that mimicry was a significant moderator of the effect of interviewer question script on applicants' interview performance. The more applicants mimicked the interviewer's foot-shaking behavior, the more their overall performance was influenced by the interviewer's question script. When interviewers followed the positive script, greater applicant mimicry was associated with enhanced performance. However, when interviewers followed the negative script, greater applicant mimicry was associated with diminished performance. The current study extends both nonconscious mimicry and behavioral confirmation research by showing that the two processes can co-occur within social interactions, and that mimicry is not always associated with positive consequences.

B63
SENSORY PROCESSING SENSITIVITY MODERATES HEALTH MOTIVATIONS AND EXPERIENCES *Jadzia Jagiellowicz, Elaine Aron, Arthur Aron; State University of New York-Stony Brook* – Individual differences in temperament may moderate health motivations, such as attempts to regulate arousal, as well as health experiences. Activation of serotonergic neurons through rhythmic activity (Jacobs & Fornal, 1995) has been associated with an amelioration of generalized anxiety (Davidson, 2004). Individuals high in the temperamental trait of sensory processing sensitivity attempt to decrease arousal through rhythmic exercise (Jagiellowicz et al., 2006). Aron and Aron (1997) also found increased sensitivity to caffeine and alcohol in individuals high in sensory processing sensitivity. The present study was designed to replicate the Jagiellowicz et al. (2006) study, as well as to investigate the hypothesis that sensory processing sensitivity is correlated with sensitivity to drugs in general. We recruited 103 undergraduates from the State University of New York-Stony Brook. Participants completed a questionnaire assessing sensory processing sensitivity (HSP Scale; Aron & Aron, 1997), an Exercise and Personality Questionnaire (Jagiellowicz et al., 2006), as well as items on drug sensitivity (www.ConsumerReportsonHealth.org). Results replicated the Jagiellowicz et al. (2006) study. In males who self-reported doing moderate rhythmic exercise, sensory processing sensitivity had significant correlations ($r=.37, p<.05$) with a composite ($\alpha=.84$) measure of four items (using exercise to cope with stress/life, using exercise as a calming tool, keeping a rhythm when exercising) from the Exercise and Personality Questionnaire. Also, consistent with theory, levels of sensory processing sensitivity correlated significantly with drug sensitivity ($r=.38, p<.001$). Implications for understanding motivations for exercise and more general implications for the role of sensory processing sensitivity in health experiences are discussed.

B64
UNCONSCIOUS THOUGHTS OF EVOLUTION AFFECT THE RELIGIOUS EXPERIENCE OF CHRISTIANS AND JEWS DIFFERENTLY *Michael Magee¹, Curtis Hardin²; ¹CUNY Graduate Center, NY, ²Brooklyn College* – This study experimentally investigates the implicit connection between religious experience and evolution. Although common religious doctrine embraces evolution, perhaps the widely publicized culture wars lead some to implicitly believe that the religious experience of others is threatened by evolution. To explore this possibility, participants evaluated their religion-relevant relationships and experience after subliminal exposure to words either related or unrelated to evolution. To manipulate exposure to evolution-related words, all participants completed a "perceptual judgment task" in which they were subliminally exposed to words either related or unrelated to evolution (e.g., Darwin, Evolution, Dolphin, and Equation). In each trial, participants judged whether a "flash" presented randomly in one of the four quadrants of the screen appeared on the right-hand or left-hand side of the monitor. Each flash was composed of three stimuli: a forward mask of 10 X's (the length of the longest word) presented for 100ms, the prime (either an evolution-related word or an evolution unrelated word) presented for 80ms, and a backward mask of 10 X's presented for 200ms. Unconscious thoughts of evolution affected perceived religion - related relationships differently as a function of religion and gender, as indicated by a marginally significant 3-way interaction, $F(1, 113) = 3.149, p = .079$. Among Christians, religious relationships were judged more important after evolution-related than unrelated words for men but less important for women. The evolution primes had the opposite effect among Jewish participants. Notably, the effect was strongest among participants who reported sharing religious beliefs with their mother.

B65
IDENTIFICATION, DIFFERENTIATION AND DISCREPANCY: EXPLAINING MOTIVATED INGROUP FAVORITISM FOR RECATEGORIZED SUBGROUPS *Rhiannon Turner, Richard Crisp; University of Birmingham, UK* – The common ingroup identity model proposes that eliminating group boundaries so that two groups are recategorized into one superordinate group reduces intergroup bias between those groups. Although numerous studies have confirmed this effect, other studies have raised the possibility that it may not always be the best strategy to promote intergroup harmony, as it sometimes leads to an increase in intergroup bias. Recent research has revealed that the relationship between recategorization and intergroup bias is moderated by ingroup identification. Specifically, individuals who strongly identify with their group react to recategorization with ingroup favoritism, whereas low identifiers react with decreased ingroup favoritism. In this research we tested the hypothesis that this differential reaction to distinctiveness threat in common ingroup contexts can be explained by discrepancies between perceived actual and ideal differentiation between the ingroup and the outgroup. Replicating previous findings, we found that following recategorization, higher identifiers showed higher levels of intergroup bias than lower identifiers. No such differences emerged in a baseline condition. Importantly, in the recategorization condition only, higher identifiers also perceived a higher discrepancy between their actual and ideal level of differentiation from the outgroup compared to lower identifiers: They perceived themselves to be less differentiated than they would ideally like. This tendency mediated the relationship between identification and bias. We discuss the theoretical, methodological and practical implications of these findings.

B66
FIT TO FORGIVE: EXPLORING WHY REGULATORY FIT INFLUENCES FORGIVENESS *Alexander G. Santelli, C. Ward Struthers, Harris Rubin; York University* – Research on interpersonal transgressions has demonstrated a positive association between apologies and forgiveness. However, this relationship is also influenced by other factors. For

instance, prior research by the authors has established that the regulatory focus of victims and transgressors is one such factor (Santelli, Struthers, & Eaton, 2006). According to regulatory focus theory (Higgins, 1997; 1998), individuals self-regulate using either a promotion or a prevention focus. Santelli et al. found that forgiveness is greater when apologies emphasize a congruent regulatory orientation versus an incongruent regulatory orientation; however, potential mechanisms driving these effects were not explored. Given that regulatory focus theory states that individuals who experience regulatory fit will “feel right” about whatever activity they are engaged in, the current experiment sought to determine whether victims of transgressions were experiencing congruent apologies as “feeling more right” than incongruent apologies. Replicating the Santelli et al. procedure, participants were primed with promotion or prevention, imagined themselves as victims of a transgression, read one of three types of apology, and completed a measure of unforgiveness (TRIM-12; McCullough et al., 1998). Forgiveness was greater when apologies were congruent rather than incongruent, and feeling right mediated this effect. Also, relative to control conditions, incongruent apologies resulted in less forgiveness, whereas congruent apologies did not differ from control conditions. Finally, the Big-Five, optimism, similarity, and mood were ruled out as alternative explanations. These results clarify and extend Santelli et al.’s findings by testing, and showing support for, the mediational effects of feeling right in the apology-forgiveness relationship.

B67

MORE THAN MUSCLE: THE DISTINCTIVE CONSEQUENCES OF EXPOSURE TO SIMILAR PHYSICAL IDEALS

Jamie Farquhar, Louise Wasylkiw; Mount Allison University – Recent research on the topic of men’s body dissatisfaction has focused on the concerns of muscularity and fat content (e.g., R. A. Leit, J. J. Pope & H. G. Gray, 2000). However, research has not yet examined the two ways men can conceptualize their bodies. ‘Body-as-object’ is a focus on the aesthetic qualities of the body and ‘body-as-process’ is a focus on the body’s instrumental abilities (S. L. Franzoi, 1995). Previous research has determined that either style of body conceptualization can be promoted in a photographic image, and that recent media images of men (i.e., male models in *Sports Illustrated*) are favoring the body-as-object more than the body-as-process (J. C. Farquhar & L. Wasylkiw, 2006). To determine the effects of viewing either style of body conceptualization, male adolescents (N = 107) were randomly assigned to view either images of male ideals emphasizing body-as-object, images of male ideals emphasizing body-as-process, or neutral images. Results showed that viewing body-as-object images had negative effects on adolescents’ self-evaluations whereas viewing body-as-process images had positive effects ($p < .05$). This study is unique because it demonstrates that body conceptualization, and not simply body type (i.e., muscularity), plays a role in how men feel about themselves and their bodies. Overall, these findings suggest that the processes that underlie the development of body dissatisfaction in men may be a complex pattern involving upward social comparison (i.e., comparing one’s self to media ideals), attention (i.e., focusing on aesthetic and/or instrumental attributes), and socialization (i.e., determining what comprises self-worth).

B68

MORAL EXEMPLARITY AND PROSOCIAL BEHAVIOR: DO DISTINCT MORAL PROTOTYPES CORRESPOND DIFFERENTLY TO HELPING BEHAVIOR, MORAL COURAGE AND HEROIC HELPING?

Silvia Osswald, Tobias Greitemeyer, Peter Fischer, Dieter Frey; Ludwig Maximilians University, Munich – Walker and Hennig (2004, JPSP) distinguish three types of moral exemplarity (just, brave, and caring), instead of presuming just one moral personality. We examined to what extent these types of moral exemplarity are associated with three facets of prosocial behavior (helping behavior, moral courage, and heroic helping). In a first study, 220 participants listed attributes a person needs

to perform helping behavior, moral courage, or heroic helping. These attributes were then compared to the attributes of the prototypes of Walker and Hennig. Results showed similarities between the caring prototype and helping behavior, the just prototype and moral courage, and the brave prototype and heroic helping. A second study replicated these findings: 250 participants were asked to rate the importance of the 15 most prototypical attributes of the just, brave, and caring personality for helping behavior, moral courage, and heroic helping. In a third study, 21 participants read short behavioral vignettes about helping behavior, moral courage, and heroic helping. For each vignette, they indicated which of the three prototypes would most probably show the described behavior. Again, we received the same associations as in the studies before. In a fourth study, it is examined whether the activation of the different prototypes in people’s minds differently influences the three facets of prosocial behavior.

B69

AMBIVALENT SEXISM AND SYSTEM JUSTIFICATION IN AN EGALITARIAN CULTURE

Hanna Li Stillström¹, Torun Lindholm², Kristin Karlsson¹; ¹Stockholm University, ²Mälardalen University – Ambivalent sexism consists of complementary hostile and benevolent beliefs toward women and men, assumed to function as part of a system justifying ideology. The present study was the first validating a Swedish translation of the Ambivalent Sexism Inventory (Glick & Fiske, 1996), as well as investigating the link between System Justification and complementary gender stereotypes. Both women and men in this community sample dissociated themselves from sexist ideas. Interestingly, women disagreed to a greater extent with benevolent items than hostile items. There were gender differences in a number of scales: men scored higher on Benevolent and Hostile Sexism, Old-fashioned and Modern sexism (Swim, Aikin, Hall & Hunter, 1995), System Justification (Jost & Banaji, 1994; scale adapted from Kay & Jost, 2003), and placed their political stance more to the right than women. Women identified more strongly as feminists than men. A suggested link between system justification and the belief in complementary gender stereotypes (e.g., Glick & Fiske, 1997, 2001) could not be confirmed. The social democratic view prevailing in Sweden was confirmed by participants’ average political stance tending towards the left, and a moderate correlation between political stance and system justification; those with a more leftist political stance tended to believe that the system is more just. Participants with a right-wing political stance also tended to hold more sexist attitudes, although patterns diverged between male and female participants. In sum, the results highlight the cultural specificity of a “feminine” country with a social welfare state emphasizing gender equality.

B70

VOLUNTARY SETTLEMENT AND INDEPENDENT AGENCY: EMOTIONAL CONSEQUENCES OF INDEPENDENCE NORMS IN HOKKAIDO

Shinobu Kitayama¹, Keiko Ishii²; ¹University of Michigan, ²Hokkaido University – We tested the hypothesis that economically motivated voluntary settlement in the frontier breeds independent agency (a form of agency motivated by free choice and personal goal pursuit) by initially producing a constellation of social norms that positively sanction self-reliance and self-promotion. While informing the origins of American individualism, this hypothesis can be most powerfully tested in a region that is embedded in a broader culture of interdependence and, yet, that has undergone a recent history of such settlement. We therefore tested 148 college students in Hokkaido – a northern island of Japan. This island was extensively settled by ethnic Japanese during the period of roughly 50 years before the World War II. As predicted, we found that in Hokkaido those who strongly experience positive disengaging emotions (e.g., pride and self-esteem) tend to be higher in general positive emotions (e.g., happy, elated, and calm). This between-subject pattern of correlations indicates that self-reliance and self-promotion are positively reinforced in the region. While similar to a

typical American pattern, this finding is in sharp contrast with a pattern common in the mainland Japan, which suggests that social harmony is positively reinforced there. Importantly, however, unlike Americans, both Hokkaido Japanese and mainland Japanese reportedly experienced general positive emotions more when they achieve social harmony. This within-subject pattern of correlations suggests that regardless of the regions Japanese are personally motivated toward interdependence. Overall, the culture of Hokkaido appears to reinforce independence despite the fact that its residents have yet to be fully motivated by it.

B71

DANGERS OF THE "MODEL MINORITY" MYTH: HOW POSITIVE STEREOTYPES AND ACCULTURATION CAN AFFECT ASIAN AMERICANS' TEST PERFORMANCE *Mikhila Humbad; Michigan State University* – One positive stereotype of Asian Americans is that they outperform other ethnic groups in academic domains (i.e., the model minority myth). However, research indicates that stereotypes can be threatening because members may “choke under the pressure” of confirming even a positive stereotype (Baumeister, Hamilton, & Tice, 1985). Accordingly, the object of this study was to evaluate whether or not Asian Americans who are preoccupied with confirming the “model minority” stereotype perform more poorly on tests than Asian Americans who are not preoccupied with confirming the stereotype. In addition, this study examined whether or not identification with Asian culture moderated the stereotype threat effect. 79 Asian American students were randomly assigned to a stereotype threat condition and a control condition and then asked to complete GRE math items. Students also completed a measure of Asian American acculturation levels. Contrary to predictions, there was no evidence that participants in the stereotype threat condition performed more poorly than participants in the control condition ($M = 11.00$ versus $M = 11.43$, $d = .09$). Likewise, there was no evidence that Asian American acculturation interacted with stereotype threat. However, there was a main effect of acculturation such that Asian Americans who associated more strongly with their own culture performed better than Asian Americans who associated more with US culture. This effect held even controlling for GPA ($\beta = .19$). All told, although this study failed to replicate a stereotype threat effect, the results nonetheless suggest that acculturation is associated with academic achievement.

B72

JURY DECISION MAKING: THE RELATIONSHIPS BETWEEN ATTACHMENT, BELIEF IN A JUST WORLD, EMPATHY, AND PERCEPTIONS OF THE VICTIM AND PERPETRATOR OF A DATE RAPE SCENARIO *Tawny Mullins, Amy Hackney-Hansen, Harry Maze; Georgia Southern University* – This research investigated the relationship between attachment behavior, empathy, just world beliefs, and perceptions of a perpetrator and victim of a date rape scenario. This research was motivated by the findings of Brumbaugh and Fraley (2006) that attachment behaviors can be transferred onto new people and that they guide information processing. In the context of juror decision making, attachment behaviors may be one of the personality variables that guide decision making when ambiguity is present in the trial proceedings. Attachment dimensions were measured using the Experiences in Close Relationships-Revised scale (Fraley, Waller, & Brennan, 2000), empathy was measured using Davis' (1990) Interpersonal Reactivity Index, and just world beliefs were measured using the Belief in a Just World Scale (Correia, Vala, & Aguiar, 2002). Participants were students at Georgia Southern University who volunteered to participate ($n = 103$). Ss completed each personality variable measure and then read a brief summary of a date rape and answered questions that measured victim and perpetrator blame, the belief the victim wanted sex, and the belief the victim led the perpetrator on. Using multiple regression, BJW was found to be the strongest predictor of perceptions of the victim. Relationships were found between attachment anxiety and empathy and

just world beliefs and empathy. Though this study did not find attachment to be a predictor of victim and perpetrator perceptions, it is a starting point for the application of individual differences in developmental characteristics to juror decision making.

B73

THE BLACKEST OF SHEEP: HOW GROUP MEMBERS REACT TO INDIVIDUALS WHO LEAVE THEIR GROUP *Alison Chasteen, Dominic Packer, Rosina Kamis; University of Toronto* – This research investigated how group members react to individuals who leave the collective, in the context of religious groups. Participants who self-identified as religious read about a target individual who either (1) left their religious in-group for a religious out-group, (2) left their religious in-group and became non-religious, (3) was always a member of a religious out-group, or (4) left one religious out-group for another. Participants evaluated the target and indicated their willingness to (re)convert the target to their religion, as well as their general willingness to support their religious in-group. Extending the black-sheep effect, targets who left participants' religious in-group to join another religion or to become non-religious were evaluated more negatively than a member of an out-group who behaved in the same way. Target evaluations were not moderated by participants' identification with their religious group; all group members evaluated apostate targets negatively. However, when it came to willingness to attempt to (re)convert a target to their group, identification was a critical moderator. Strongly identified religious group members were more willing to try to reconvert a lapsed member, and this relationship was fully mediated by general willingness to support their group. This study extends research on group processes and inter-group relations by being the first to examine reactions to former in-group members. These data suggest that hostile reactions to individuals who leave a group represent a group-protective response, which may occur in many types of groups.

B74

DECIDING “WHAT ARE YOU?”: THE CONSEQUENCES OF CATEGORIZING AMBIGUITY *Kristin Bellanca, Robyn Yano, Nalini Ambady; Tufts University* – The categorization of multiracial individuals is difficult because of the ambiguity in their racial appearance. How perceivers categorize multiracial individuals can have direct implications for social interactions and even memory. Social psychology has adhered to the rigid structure of race categories, failing to explore ambiguity at the boundaries of race. The goal of the present research was to investigate how people's use of categorization schemas subsequently affects their memory. Particularly, we aimed to explore this question from the perspective of biracial individuals. White and biracial Asian/White participants completed a facial recognition task where they saw faces that were Asian, White and biracial Asian/White. Participants' memory was accessed based on the actual and the perceptual groups the faces belonged to as measured by a post-recognition categorization task. Results indicated that White participants largely used monoracial categories, which was reflected in their memory patterns. They remembered faces according to an all-or-nothing categorization schema: those that they thought belonged to their ingroup were remembered better than all others. Biracial participants made more accurate categorizations. They accepted using a biracial category as viable, exhibiting memory for biracial faces that reflected their self-identification as biracial. The difference between White and biracial participants' categorization use and memory, demonstrates a clear gap between biracial individual's self-identification and observer perception. This gap is both amplified by and evidence of the stagnant rigidity of racial categories in the U.S. This work highlights the need to explore phenomenon outside typical racial boundaries. Implications for biracial/multiracial individuals and categorization are discussed.

B75

EGOSYSTEM AND ECOSYSTEM: IMPLICATIONS FOR DEPRESSION

Jennifer Crocker, Juliana Breines, Paul Denning, Riia Luhtanen; University of Michigan – Researchers have noted that depression is associated with high levels of self-focused attention. In the present study we explore the hypothesis that motivation focused on contributing to something larger than the self may alleviate symptoms of depression. A 12-week longitudinal study of 199 first-semester college freshmen (122 females, 77 males) examined the effect of egosystem goals (focused on constructing desired self-images) and ecosystem goals (focused on supporting others) on symptoms of depression. Chronic egosystem goals predicted increased depressive symptoms over the course of the semester, whereas chronic ecosystem goals predicted decreased depressive symptoms. Furthermore, within-person HLM analyses of weekly reports showed that increases in weekly ecosystem goals predicted decreases in weekly depressive symptoms. The between-person relationship between egosystem goals and depressive symptoms was mediated by self-compassion and loneliness; the relationship between ecosystem goals and depressive symptoms was mediated by self-compassion and social support. These results suggest a mechanism for the relationship between goals and depression: egosystem goals may exacerbate depressive symptoms by disconnecting people from others and increasing self-criticism; ecosystem goals may ameliorate (or prevent) symptoms of depression by fostering supportive social connections and creating an environment safe for vulnerability and imperfection.

B76

FINDING YOURSELF IN A CROWD

Susanne Quadflieg¹, David J. Turk¹, Malia F. Mason², C. Neil Macrae¹; ¹University of Aberdeen, ²Harvard Medical School – Given its pivotal status in everyday life, the self has attracted considerable attention from psychologists throughout the years. Since reliable self recognition is considered a gateway to more abstract levels of self-awareness and cognitive functioning, many studies have focused on self-face recognition to investigate whether self-related processing is particularly efficient. Indeed, preliminary evidence suggests a more holistic processing of one's own compared to a stranger's face, a difference that is believed to facilitate self recognition (Tong & Nakayama, 1999). However, it is known from other memory-related studies on self-relevant processing that conclusions about the uniqueness of self should be carefully examined for effects of target familiarity. Noting this state of affairs, we used standardized facial photographs of a group of female volunteers and their close same-sex friends to ascertain whether facial processing advantages are really self-specific. Participants searched for either their own, their friend's, or a stranger's face within sets of distractor faces (array size 4 or 8 or 12). Although we replicated the finding that participants were faster at detecting their own than a stranger's face, we did not find any performance difference between searches for self or best friend. This suggests that familiarity may determine the efficiency with which perceivers can identify faces in a crowd, a finding that speaks against the unique status of self in aspects of social cognition.

B77

PRECURSORS OF FALLING IN LOVE: GENDER, ETHNIC, AND RATE DIFFERENCES

Suzanne Riela¹, Bianca Acevedo¹, Arthur Aron¹, Nicolette Rodriguez²; ¹State University of New York at Stony Brook, ²South Side High School, Rockville Centre NY – Romantic love is a timeless and universal phenomenon where an individual has an intense desire to be united with another person (Hatfield & Rapson, 1996). But what are the underpinnings of this experience? Precursors to falling in love (or the onset of romantic love) have been delineated by Aron and others (Aron et al., 1989; Sprecher et al., 1994). This study examined the differential importance of 11 precursors to the falling in love (FIL) experience, as well as the relation of gender, ethnicity, and rate of FIL (fast vs. slow) to these precursors. Participants included university students from different

ethnic backgrounds who briefly described their most recent FIL experience. Narratives were content-analyzed by independent judges, with approximately 84% agreement. Of the 11 precursors, reciprocal liking was most frequently mentioned. Significant gender differences were found for reciprocal liking and filling needs (women > men), but not for desirable characteristics. Interestingly, while significant ethnic differences were found for filling needs, none were found for reciprocal liking. In addition, a significant gender x rate interaction emerged for arousal, with women mentioning arousal more often in the fast vs. slow rate group. Future research should attempt to identify the causation between the precursors and rate of FIL.

B78

PUTTING ON THE PRESSURE: THE EFFECTS OF DIVERSITY TRAINING ON INTERRACIAL INTERACTIONS

Leah Zinner, Jed Rosenkrantz, Patricia Devine; University of Wisconsin, Madison – Diversity training is common in employment and educational settings, with the explicit goal of reducing prejudice and easing intergroup tension. Only infrequently has the effectiveness of such training been examined. Recent research shows that interracial interactions are taxing and deplete cognitive resources, particularly for those highly motivated to appear nonprejudiced. Ideally, diversity training should strive to mitigate these depletion effects and create more positive interracial interactions. However, these programs often create strong pressure to behave in a "politically correct" manner, and this pressure may exacerbate the concern over appearing prejudiced. We hypothesized that, as a result, diversity training may not lead to positive outcomes for individuals sensitive to external pressure to be nonprejudiced. To explore these issues, participants high and low in sensitivity to external pressure to be nonprejudiced watched a diversity training or a control video, and then had an interaction with a Black confederate. Participants low in sensitivity to external pressure benefited from exposure to the diversity training video; they had higher quality interactions and were less depleted after the interaction (i.e., showed less Stroop interference) compared to their counterparts who watched the control video. Among participants high in sensitivity to external pressure, however, exposure to the diversity training video had more mixed effects; although they had higher quality interactions, their level of depletion was high and equal to their counterparts who watched the control video. Potential mediators and the practical implications of implementing diversity training programs that may fully benefit only a subset of individuals are discussed.

B79

THE EFFECTS OF NEUROTICISM, SELF-PERCEIVED STRESS, AND WORKLOAD HISTORY ON DUAL TASK PERFORMANCE

Rhonda Swickert¹, Luz-Eugenia Cox-Fuenzalida², James Hittner¹, Cheryl Beeler²; ¹College of Charleston, ²University of Oklahoma – This study investigated the affect of neuroticism and self-perceived stress on individuals' responses to workload change. Previous research on workload history suggests that moving from a High-to-Low and Low-to-High workload can be detrimental to performance (Cox-Fuenzalida & Angie, 2005). More importantly, it has been reported that individuals higher in neuroticism respond more poorly to sudden shifts in workload (Cox-Fuenzalida, Swickert, & Hittner, 2004). However, little is known about how the individual's subjective interpretation of the stressfulness of workload change may influence performance. Therefore, the purpose of this study was to examine both the independent and synergistic effects of neuroticism and self-perceived stress on performance in the context of a change in workload. Participants (N=94) who had previously completed a neuroticism scale were randomly assigned to one of two workload change conditions: increased workload (Low-to-High) or decreased workload (High-to-Low). Participants performed a memory search task (i.e., primary task) and a tone detection task (i.e., distracter task) while reaction time and percent correct on the primary task were

assessed. After finishing the task, participants completed a questionnaire which assessed the self-perceived stressfulness of the task. Separate hierarchical multiple regression analyses were conducted for the two workload conditions and results indicated that higher levels of neuroticism, coupled with higher levels of stress, were associated with faster reaction times in the Low-to-High condition, and lower percent correct scores in the High-to-Low condition. Findings highlight the complex nature of the association between neuroticism, self-perceived stress, and workload history.

B80**LIVE ORGAN DONATION DECISIONS AS A FUNCTION OF GENETIC RELATEDNESS AND EMOTIONAL CLOSENESS**

Courtney A. Rocheleau¹, Gregory D. Webster², Angela M. Hendricks², Angela Bryan²; ¹Appalachian State University, ²University of Colorado – Altruism has long been of interest to both social and evolutionary psychologists. However, few studies simultaneously consider evolutionary and social psychological variables in predicting altruism. Live kidney donation offers a unique context in which to study altruism, where the benefits and costs are dramatic. The recipient, who could die without a transplant, is given a chance to live. The donor undergoes a surgical procedure, with all of the inherent risks, and may suffer complications due to the removal of part of a vital organ. The current study utilized Hamilton's (1964) theory of inclusive fitness to predict an individual's willingness to donate a kidney to people of varying degrees of relatedness, while also investigating the role of social psychological variables such as emotional closeness. One hundred participants completed surveys in which they were asked to imagine donating a kidney to a particular recipient. Willingness to donate was tested in a 4 (recipient relatedness) × 2 (recipient gender) × 2 (recipient age) × 2 (participant gender) mixed factorial design. Overall, there was a significant linear effect of relatedness, such that individuals were more willing to donate to relatives as genetic relatedness increased. The relationship between relatedness and likelihood to donate was partially—but not fully—mediated by emotional closeness to the recipient. These findings suggest that, while social psychological variables are important to altruistic decisions, they are unable to fully account for the effect of genetic relatedness. The implications of this study for both the altruism and transplantation literatures are discussed.

B81**CULTURAL CHANGE AND PREJUDICE: THE EFFECTS OF DIVERSITY AWARENESS ON PREJUDICE IN A MEXICAN-AMERICAN POPULATION**

Moirra Shaw, Kimberly Carrillo, Clarissa Chavez, Michael Zárate; University of Texas at El Paso – This study explored the relationship between cultural change and prejudice. The goal of the study was to test how perceptions of cultural diversity reduce prejudice. Mexican-American participants were biased to think that United States' culture is either changing to accommodate Latino culture or that Latinos have to change to assimilate to US culture. Results were compared to a control group that was not biased in either direction. The central hypothesis was that Latinos would express less prejudice when made to feel as though culture was becoming more diverse. A one-way Analysis of Variance confirmed the hypothesis, $F(2,66) = 7.97, p < .019$. Mexican-Americans biased to perceive US culture as becoming more diverse expressed less prejudice ($M = 2.29, SD = 1.16$) towards Mexican immigrants than both those biased to perceive Latinos as having to assimilate to US culture ($M = 3.34, SD = 1.66$), and the control condition ($M = 3.22, SD = 1.23$). This held true when compared to both the assimilation condition, $t(48) = -2.65, p < .01$, and the control condition, $t(46) = -2.3, p < .02$. This experiment also looked at the relationship between openness to new experiences and prejudice towards Mexican immigrants. Results show a significant negative correlation between openness to new experiences and prejudice, $r(68) = -.46, p < .02$, across all conditions. Thus, for ethnic minorities, our

results show that prejudice reduction is related to both openness to new experiences and a belief that US culture is becoming more diverse.

B82**CEREBRAL HEMISPHERIC INHIBITION OF GENDER CATEGORIZATION**

Luis Omar Rivera, Clarissa Jayne Chavez; University of Texas at El Paso – The current research advances prior work examining how the cerebral hemispheres work to produce social cognitive phenomena (Zárate, Sanders, & Garza, 2000). A dual process model of social perception has been proposed whereby the left hemisphere is more efficient at categorizing social information and the right hemisphere is more efficient at individuating social information. Although processes in both hemispheres are initiated simultaneously whenever social information is encountered, the model's final output is singular. To account for this singularity it is hypothesized that once a potential output 'wins', it works to inhibit alternative outputs. Thus, a very recent initiation of a social categorization task should inhibit similar processing until that process is complete – particularly if the task can most efficiently be completed in that hemisphere. This suggestion was tested using a gender categorization task. Participants were primed with a male or female face for 30ms in the left or right hemisphere, thereby initiating the respective processes. Immediately thereafter, a target face was presented centrally and the time it took to indicate the gender of the target was recorded. An inhibition effect was found only in the left hemisphere. When the hemispheric prime was of the same gender as the subsequent target, gender judgments took significantly longer in the left hemisphere ($M = 523, SD = 101$) than in the right hemisphere ($M = 509, SD = 104$) $F(1,46) = 3.99, p = .05$. The finding is suggestive of an inhibitory process functioning within a dual process model of social perception.

B83**TO LAUGH OR NOT TO LAUGH? THE PSYCHOPHYSIOLOGY OF POSITIVE EMOTION REGULATION**

Nicole Giuliani¹, Kateri McRae^{1,2}, James Gross¹; ¹Stanford University, ²University of Arizona – There exists considerable evidence documenting the power of humor to cope with trying times. However, it is unclear why people seem to differ so dramatically in their ability to employ such an effective coping strategy. Despite a growing body of research concerned with the regulation of negative emotions, very little is known about the processes underlying the regulation of positive emotions like amusement. The goal of the present study was to address this critical gap in the literature by 1) developing an appropriate, reliable amusement regulation paradigm, and 2) using it to uncover the psychophysiological correlates of amusement and amusement regulation. To address this goal, 14 female participants provided amusement ratings for 180 10-20s film clips. From these, we selected a set of 105 clips that elicited moderate levels of amusement with low variability across participants. Once films were selected, 16 separate female subjects performed an event-related amusement reappraisal task using the optimized stimuli, while behavioral and psychophysiological measurements were collected. Self-reported amusement ratings revealed that subjects successfully increased and decreased amusement according to regulation cues. Psychophysiological measures indicated that amusement was associated with significantly elevated heart rate, respiration rate, and sympathetic/parasympathetic nervous system activation. With respect to the effects of regulation, findings indicated that both up- and down-regulation were associated with corresponding changes in mean arterial blood pressure ($p < 0.001$). These results demonstrate that it is indeed possible to elicit amusement regulation in an experimental setting, and that amusement has clear effects on the autonomic nervous system.

B84**SELF-DETERMINATION AND THE EXPERIENCE OF STRESS**

Netta Weinstein¹, Holley S. Hodgins²; ¹University of Rochester, ²Skidmore Col-

lege – Self-determined individuals are volitional and competent, open, and highly self-integrated (Deci & Ryan, 1985). Hodgins and Knee (2002) suggested that self-determination also allows individuals to be nondefensive toward a broad range of experience, including their own thoughts and emotions. A study examined the effect of primed motivation on responses to a stressful film that was viewed twice, in two sessions two days apart. Participants were primed for motivation orientation (autonomous or controlling) and instructed either to write about their thoughts and feelings about the stressful film (expression condition) or about a neutral film (suppression condition). In addition, individual differences in self-determination were measured. We hypothesized that autonomy priming, expression instructions, and individual differences in self-determination would predict higher well-being, vitality, and interest in learning about the stressful experience. Participants low in self-determination reported higher well-being when in the autonomy/express condition while those high in self-determination reported higher well-being regardless of condition. Moreover suppression paired with primed control predicted greatest losses in vitality; and highly self-determined and express/autonomy participants took home more informational pamphlets. Content coding showed that self-determined individuals used more personalizing pronouns indicative of nondefensiveness in the express condition than suppress while the opposite effect occurred for participants low in self-determination. These results demonstrate that individual and primed self-determination facilitate nondefensive processing and well-being following stressful experiences.

B85

POLITICAL ORIENTATION AND PASTORAL LEADERSHIP: A LAKOFF-IAN VIEW *Michelle Albaugh; Northwestern University* – This investigation tested George Lakoff's claims that two models (moral metaphors) of the family discriminate between political liberals and conservatives (Moral Politics, 2002), among Christian pastors. According to Lakoff, the Strict Father metaphor is based on the traditional family and folk theory of the natural order, emphasizing and upholding a social hierarchy of power and position. Children are taught right from wrong through strict rules and reinforcements. The Nurturant Parent metaphor is based on attachment models where parents encourage questioning, self-examination and openness, and empathy and nurturance are considered moral imperatives. Lakoff applies these metaphors to the political milieu, specifically, and acknowledges their relevance in religious contexts. The U.S. Congregational Life Survey provided self-report data of pastors' political orientation, demographic characteristics, and six items assessing preferred leadership style. Leadership style items were dichotomous; therefore, logistic regression was used to investigate possible associations between political orientation and leadership style. Only one of the six leadership style items supported Lakoff's claims: politically conservative pastors were three times as likely as liberals to endorse the view that pastors are "set apart" from the laity (rather than being "no different"). Moderates were twice as likely as liberals to endorse the "set apart" view, and these associations were not attenuated in the presence of gender and SES control variables. Associations between leadership style and income are discussed. This investigation advances the moral and scholarly endeavor of understanding religious leadership and its potential effects on the lives of congregants.

B86

GENDER AND SLEEP QUALITY: EXPLAINING INDIVIDUAL DIFFERENCES IN THE ASSOCIATION BETWEEN LONELINESS AND INTERACTION QUALITY *Louise Hawkey¹, Kristopher Preacher², Cacioppo John¹*; ¹University of Chicago, ²University of Kansas – Poor sleep quality is associated with loneliness (Cacioppo et al., 2002) and with poor quality social interactions (Nordin et al., 2005), a consequence of, and risk factor for, loneliness (Hawkey, Preacher, & Cacioppo, 2006). In the current study, we examined the degree to which sleep quality mediates

the effect of interaction quality on loneliness. In addition, because social relationship problems tend to disturb the sleep of women more than men (Urponen et al., 1988), we examined whether gender moderates one or more of the causal pathways linking interaction quality with loneliness via sleep quality. Our sample consisted of 100 males and 114 females (50-68 years old) who completed three consecutive daily diaries, at bedtime, in which they rated prior night's sleep quality and current day's social interaction quality and feelings of loneliness. Moderated mediation was examined in a multilevel modeling context (Level 1=diaries; Level 2=participants) using methods recently described (Bauer, Preacher, & Gil, 2006). Preliminary analyses revealed significant direct effects linking interaction quality with sleep quality ($b(SE) = .160(.037)$), sleep quality with loneliness ($b(SE) = -.057(.029)$), and interaction quality with loneliness ($b(SE) = -.143(.023)$). Moreover, gender moderated the indirect effect of interaction quality on loneliness via sleep quality. The same procedure was used to evaluate alternative models linking these variables. Results are discussed in the context of advanced multilevel analytic procedures that permit examination of individual differences in the associations among psychosocial variables and sleep quality.

B87

ADULT ATTACHMENT STYLES AND THE BIG FIVE: DIFFERENT CONSTRUCTS OR DIFFERENT CONTEXTS? *Christopher Soto, Sara Gorchoff, Oliver John; University of California, Berkeley* – There is now considerable evidence that the two dimensions of adult attachment and the global Big Five trait dimensions are only moderately correlated with each other. A "different constructs" account of this divergence holds that there are basic conceptual differences between the two taxonomies; a "different contexts" account holds that the two sets of constructs are fundamentally similar but are either treated as global traits (Big Five) or situated in the close-relationship context (adult attachment). The present research tested these two accounts by examining relations among (a) the ECR-R measure of attachment anxiety and avoidance, (b) the Big Five Inventory, (c) a new measure that assesses extraversion, agreeableness, and neuroticism in the close-relationship context, and (d) a variety of relationship outcomes including relationship status and satisfaction. Results indicated that situating traits in the close-relationship context dramatically strengthened the association of extraversion and agreeableness with attachment avoidance and neuroticism with attachment anxiety. As for predicting relationship outcomes, the contextualized traits provided substantially better prediction than did the global traits; nevertheless, the two attachment dimensions still retained some incremental predictive validity. The specific aspects of attachment style (identified through principal components analyses) that retained the greatest proportion of unique predictive power were those involving perceptions of one's partner and their actions, which were less well captured by the contextualized traits than were other facets of attachment (e.g. fear of abandonment, opening up to one's partner). These findings have important implications for the study of close relationships and context-specific personality characteristics.

B88

ATTACHMENT AVOIDANCE AND THE AUTOMATICITY OF WITHDRAWAL BEHAVIORS *Michael Marks, R. Chris Fraley; University of Illinois, Urbana-Champaign* – People who are avoidant in their attachment orientation report that they are uncomfortable depending on and opening up to others. Some researchers have argued that this defensive motivational orientation can operate at unconscious levels, affecting behavioral responses even when people are unaware that they are behaving defensively. The objective of this research was to determine whether the defensive responses of highly avoidant people are manifest in their behavior in situations that are not overtly threatening. Participants viewed words on a computer screen, one of which was designed to activate attachment-relevant figures (mom) and some of which were not (e.g., grass). In response to each word, they were asked to

pull or push a lever. Psychologically, the action of pushing a lever involves the same motivational systems involved in aversion and withdrawal, whereas pulling a lever involves approach motivational systems. Participants filled out the ECR-R attachment measure and then completed two 50-trial tasks in counterbalanced order, one in which they pulled and another in which they pushed a lever as quickly as possible whenever a word appeared on a monitor. In each task, the word "mom" was presented five times and a nonattachment word was presented forty-five times. Participants scoring high on avoidance were quicker to push than to pull the lever when the word "mom" appeared on the screen. These results are consistent with the hypothesis that defensive motivational processes are automatically linked to motoric avoidance tendencies, resulting in avoidance behaviors even in situations devoid of attachment threat.

B89

EVIDENCE OF A STRONG PEER INFLUENCE ON DISCRIMINATION AGAINST GAY MEN AND LESBIANS IN HIRING DECISIONS *Amanda Mahaffey, Angela Bryan, Andrea Naftz; University of Colorado*—If a gay man or lesbian reveals their sexual orientation in a job interview, they are likely to be subject to discrimination. In order to examine the extent of this discrimination, ratings of each of 3 candidates for a finance position were collected at three time points (T1: after receiving only a resume for each of the three candidates, T2: after learning that one candidate is gay through interview questions and answers, and T3: after receiving a derogatory or favorable message about the gay candidate ostensibly from another participant). There were no significant differences between participants at T1. Upon learning that one of the candidates is gay, both moderately and highly homophobic participants were moved in a negative direction in their ratings of the gay candidate, while the nonhomophobic participants had no significant change. At the third time point, after receiving the ostensible peer feedback, all participants were strongly moved by this feedback. Whether the participant received the negative comment or the positive comment was the most significant factor in the final hiring ratings, over and above homophobia status and sex of participant. Even those who were nonhomophobic were easily persuaded by the peer comment and those in the high homophobia category, who we predicted to be more set in their ways, were the most moved by the comment in both directions. For our sample, discrimination against gay men and lesbians is not a fixed behavior; anyone can be persuaded to discriminate or not to discriminate by mere peer suggestion.

B90

WHO GETS THINGS DONE? THE PERSONALITY CORRELATES OF PRODUCTIVE INDIVIDUALS *Robert Griffo¹, C. Randall Colvin¹, Robert Hogan²; ¹Northeastern University, ²Hogan Assessment Systems*—Two studies employing a multi-method approach sought to investigate the personality and behavioral correlates of individuals who get things done. In study 1, participants rated the personality of individuals they know well using the Hogan Personality Inventory (Hogan & Hogan, 1995) and also rated the individuals' productivity. In study 2, participants' productivity level was measured using both self and peer report, and participants' personalities were described by parents using the California Adult Q-Sort (Block, 1978). In addition, each participant's behavior in a same and opposite sex unstructured dyadic interaction was coded using the Riverside Behavioral Q-Sort (Funder, Furr, & Colvin, 2000). The personality correlates of who gets things done for both studies 1 and 2 indicate that productivity is associated with adjustment, impulse control, and intelligence. For example, in study 2 participants who get things done were described by their parents as ambitious, meticulous, valuing intellectual matters, verbally fluent, calm and having stable moods. The behavioral correlates of who gets things done differed for women and men. Women who get things done exhibited social behavior consistent with high agency and low communion. Men who get things done

exhibited social behavior consistent with low agency and high communion. The findings highlight the utility of using personality assessments to predict productivity and indicate the existence of gender differences in how productive tendencies are expressed in social behavior.

B91

THE RELATIONSHIP BETWEEN PERCEIVED ABILITY TO SUCCEED, TEAMMATE PERFORMANCE, AND CARDIOVASCULAR REACTIVITY *Christena Cleveland, Jim Blascovich, Jayne Hurst; University of California, Santa Barbara*—Competing hypotheses drawn from social comparison theory and social identity theory were tested in a competitive team situation by examining the ways in which teammate performance affected an individual team member's self-evaluations. Social comparison theory predicts that performing on teams with superior teammates results in lower perceptions of ability whereas performing on teams with inferior teammates results in higher perceptions of ability. However, social identity theory predicts that performing on a team with inferior performers should result in lower perceptions of ability. Whereas, playing on a team with superior performers should result in higher perceptions of ability. Depending on the condition, participants were paired with two confederates who were either inferior or superior performers on an anagram task. The threesome formed a team and competed against other teams in an anagram contest. Additionally, some participants completed a team-building task with their teammates (confederates) prior to completing the anagram contest, whereas other participants did not. The results of the study revealed that participants who completed a team-building task prior to working on a team with others who were superior performers compared to the participant were threatened (a physiological pattern that indicates low perceived ability to succeed) relative to participants who completed a team-building task prior to working on a team with inferior performers and to participants who did not complete a team-building task prior to working on a team with superior performers. The results of the study appear to support social comparison theory.

B92

MINIMAL AFFECTIVE LEARNING *Eliza Bliss-Moreau¹, Lisa Feldman Barrett¹, Christopher I. Wright²; ¹Boston College, ²Harvard Medical School*—In a series of four studies, we demonstrate that people can learn about the positive and negative value of social stimuli (e.g., faces) under minimal learning conditions. Participants viewed neutral faces paired with sentences describing positive, negative or neutral behaviors on either 2 (Study 1) or 4 (Studies 2, 3 and 4) occasions. Participants were then asked to judge the valence of the faces which were presented alone. Studies 1 and 2 demonstrated that learning does occur under minimal conditions. Study 3 and 4 further demonstrated that the degree of learning was moderated Extraversion. Finally, Study 4 demonstrated that initial learning persisted over a period of two days. Implications for affective processing and person-perception are discussed.

B93

FACE-ISM IN POLITICIANS' ONLINE PRESENTATIONS *Norbert Schwarz, Sara Konrath; University of Michigan*—Women are often portrayed in media with a greater emphasis on their bodies and men with an emphasis on their faces. "Face-ism" exists across a variety of periodicals, cultures, and eras (Archer et al., 1983) and has effects on person perception: people high in face-ism are rated as more intrapersonally (e.g. intelligent, ambitious) and interpersonally (e.g. aggressive, dominant) powerful (Schwarz & Kurz, 1989). We extended this research into the domain of politics and explored the possibility that face-ism functions as a subtle cue to social status or power. Thus, we analyzed the effect of other status indicators on face-ism (job title, education). We calculated a face-ism ratio using the standard procedure, which divides the size of the head by the total size of the body shown in a

photograph. We replicated past effects in face-ism among American, Canadian, Australian, and Norwegian politicians: males had higher facial prominence than women. This is surprising given the standardized stimuli and the status and professional achievement of the women in our database. We also found that in virtually all cases face-ism was eliminated for politicians at the highest political and educational levels. Next, we surprisingly found that face-ism did not exist in Polish, Taiwanese, and Chinese politicians, only small correlations of facial prominence with age or education. Our poster will discuss variables that we think may influence whether face-ism will be present in online political pictures (e.g. context-sensitivity, collectivism). It will also discuss the implications of our findings for a real-world setting.

B94

COGNITIVE DISSONANCE AND "EYES OF OTHERS": THE EFFECT OF SOCIAL INFLUENCE ON PERSONAL DISSONANCE *Toshie Imada, Shinobu Kitayama; University of Michigan* – According to our dual-process dissonance theory, personal dissonance is typically experienced by independent selves, who are motivated to defend their private self-images, whereas interpersonal dissonance is often experienced by interdependent selves, who are motivated to defend their public self-images. A notable characteristic of these two forms of dissonance is that personal dissonance occurs when their behavioral choice is made "in private," but interpersonal dissonance occurs only when one's behavioral choice is made "in public." Based on this notion, we hypothesized that Americans, who tend to hold an independent view of self, would experience no or significantly less dissonance when they perceive their choice to be influenced by others (e.g., being watched by an important person), thus does not reflect their internal attributes. To test this hypothesis, we had our participants watch a short video clip in which a dominant person and a submissive person were having a discussion. Subsequently, they were exposed to a poster with faces that were similar to either the dominant person or the submissive person and asked to make a choice between two equally attractive objects in front of the poster. The dissonance effect was measured by the extent to which they justified their choice. As we expected, in comparison to those who had the "submissive faces," those who had "dominant faces" justified their choice to a significantly smaller degree, indicating that they did not experience much dissonance because their choice was influenced by the "dominant faces" but not by the "submissive faces."

B95

WHEN UNCERTAINTY BECOMES CURIOSITY: HOW NOT UNDERSTANDING INCREASES PLEASURE *Yoav Bar-Anan, Timothy Wilson; University of Virginia* – People tend to believe that uncertainty about a positive experience will make them enjoy it less, when in fact there is evidence that it makes them enjoy it more (Wilson, Centerbar, Kermer, & Gilbert, 2005). The mechanisms of this "pleasure of uncertainty" effect, however, have not been entirely clear. We used a new manipulation of uncertainty, and tested the hypothesis that it increases curiosity about the event, which increases people's enjoyment of it. Participants watched movie clips that elicited positive feelings. During each clip, participants repeated lines that expressed either certainty (e.g., "I see") or uncertainty (e.g., "I don't get it"). Participants considered the lines as unrelated to the clips, because, ostensibly, the study tested their ability to focus on the clip, while saying random lines. Nevertheless, people had significantly more positive reactions to the clips when they repeated the uncertain lines than when they repeated the certain lines. This effect of certainty on positive feelings was mediated by curiosity. The results suggest that uncertainty about emotional events increases people curiosity toward the event, which, in turn, increases people's emotional reaction to the event. In a follow up study people rated the uncertain lines as being less pleasant than the certain lines. Thus, even though people believe that uncertainty is a negative state, by increasing

curiosity about positive events, it can enhance positive reactions to these events.

B96

THE RELATION OF AGGRESSIVENESS AND ALEXITHYMIA TO THE SOCIAL JUSTIFICATION OF MEDIA VIOLENCE *Kostas Fanti, Eric Vanman; Georgia State University* – A now well-documented effect indicates that viewing media violence increases the likelihood of aggressive and violent behavior (Anderson, et al., 2003). However, the degree of acceptance of media violence is unknown. We first investigated the reactivity of aggressive and non-aggressive viewers to violent media segments depicting gang violence, weapon violence, physical aggression, and child abuse using One-way ANOVAs. Out of the 96 participants (college students) 62 reported committing some type of violence in the past 6 months. Comparing the responses of aggressive individuals to non-aggressive individuals reveals aggressive individuals are less sympathetic toward victims, enjoy the violent scenes more, and more closely identify with the person committing the violent act. Aggressive individuals also view scenes depicting child abuse as less violent and feel less negativity toward such behavior. We also investigated how the factors of the Toronto Alexithymia scale were differentially related to the social justification of the different aggressive scenes using multiple regression analysis, controlling for gender, socio-economic status, and hours watching TV. Individuals with a difficulty to assess and express their feelings did not view the violent scenes as violent, did not have negative feelings toward the person committing the violence, and actually sympathize with the person committing the violence. Individuals with a paucity of fantasies did not enjoy the violent scenes. Individuals with externally oriented thinking had negative feelings and did not sympathize with the person committing the violence. The applied nature of the study's findings will be discussed.

B97

PRINCIPLES VERSUS EXPEDIENCY: FACTORIAL STRUCTURE OF THE INTEGRITY SCALE *Ryan Johnson, Barry Schlenker; University of Florida* – Higher scores on the Integrity Scale (Schlenker, 2006) reflect stronger commitment to principled ethics and greater importance of personal integrity, whereas lower scores reflect a more expedient moral orientation. Integrity scores are positively related to measures of purpose and meaning in life, authenticity, empathy, trust, self-esteem, and helping, but negatively related to rationalizing transgressions, Machiavellianism, self-monitoring, cynicism, narcissism, and anti-social behavior. Although the scale has shown promising construct validity, the properties of the scale itself have not been fully defined. Because previous exploratory factor analyses indicated two factors split along item wording (i.e., positively vs. negatively worded), confirmatory factor analysis of a large sample (N = 1341) was used to determine the factor structure of the scale by comparing correlated trait-correlated method (CTCM) models with correlated trait-correlated uniqueness (CTCU) models. Nine models were estimated: (1) single-factor model, (2) two-factor model, (3) two-factor model with swing item in the positive factor, (4) single factor with correlated uniquenesses (CU) among negative items, (5) single factor with CU among positive items, (6) single factor with CU among positive and negative items, (7) single integrity factor and single method factor for negative items, (8) single integrity factor and single method factor for positive items, and (9) single integrity factor and method factors for positive and negative items. Model 6 (CTCU) fit the data very well (e.g., SRMR = 0.021, CFI = .98), indicating a single latent factor which seemed to reflect the principled-expedient continuum, qualified by method effects for item wording.

B98

TAKING COMFORT IN A PARTNER'S FAULTS: THE EFFECTS OF SELF-ESTEEM AND RELATIONAL SELF-CONSTRUAL ON DEPENDENCE REGULATION IN CLOSE RELATIONSHIPS *Maya*

Aloni^{1,2}, Sandra Murray^{1,2}; ¹University at Buffalo, ²The State University of New York – To feel accepted and loved, people need to feel on even footing with a romantic partner – seeing themselves just as positively as they see their partner (Murray, Rose, Holmes, Derrick & Podchaski, 2005). However, low self-esteem people have difficulty sustaining this perception, and such doubts undermine closeness. The current study explored the hypothesis that low self-esteem people would draw closer to their partner when they perceived their partner to be more within their league. We expected low self-esteem people who rely on their relationships to define themselves to see their partner as more within their league and draw closer to their partner when they focused on their partner's negative than positive qualities. One hundred and forty people in dating relationships participated. Participants completed measures of self-esteem (Rosenberg, 1965) and relational self-construal (Cross, Bacon & Morris, 2000). We manipulated the standard the partner set by asking participants to describe their partner's most positive or most negative qualities. Results revealed the anticipated significant self-esteem by relational self-construal by partner standard interaction. People low in self-esteem and high in relational self-construal felt more similar to their partner and reported greater feelings of closeness to their partner when focused on their partner's negative than positive qualities. In contrast, people high on both self-esteem and relational self-construal reported feeling closer to their partner when focused on their partner's positive than negative qualities. These findings suggest that low self-esteem people who define themselves in terms of relationships actually take comfort in their partner's faults.

B99**THE EFFECT OF INTERGROUP GOAL STRUCTURE ON PROJECTION: THREAT PRODUCES COMPLEMENTARY PROJECTION**

Marija Spanovic, Norman Miller; *University of Southern California* – We expected a threateningly competitive outgroup to elicit complementary projection --attributing the complement (viz. the cause) of one's traits onto another (Bloom & Houston, 1975). After rating themselves on 27 traits, (N=64) we randomly assigned Liberal Arts (LAS) participants to one of three intergroup goal structures. Competitive and Cooperative structures were induced via bogus news articles describing Business and LAS student inter-relations (340 and 343 words). The Control condition used a non-intergroup article (342 words). The Competitive and Cooperative articles each simultaneously described Business students as stingy, greedy, and generous. Participants then rated Business students on the 27 self-rated traits, thereby allowing assessment of similarity, contrast, and/or complementary projection via correlation of traits on the self-list with the same trait (+r = similarity, -r = contrast), and its complement on the outgroup list. Under Competition we only found complementary projection, and only on the traits linked to its nature (stingy, greedy), not on other complementary pairs. Under Competition, the more one saw oneself as stingy, the more Business students were perceived as greedy ($r = .47, p < .05$), suggesting that Competitive participants justified their own stinginess by attributing its cause to outgroup greediness. Manipulation check ANOVAs showed mean perceptions of Business students to be equally stingy and greedy in all conditions, thereby precluding demand interpretations, but more threatening only in the Competitive condition. As expected, instances of similarity projection (assumed similarity) appeared only in the Control condition, wherein category membership was not salient (e.g. r-stingy = .49).

B100**THE IMPACT OF MOOD ON RECALL WITH TIME LAPSE: FOCUSING ON IMPRESSION IMMEDIATELY AFTER PRESENTATION OF INTERPERSONAL INFORMATION**

Masayo Noda; *Kibi University* – This study tested how affective states have impact on recall with a time lapse. An experiment was conducted on 42 participants, who were assigned either a positive or a negative mood condition.

Participants were shown a film in which a person talked about her life style. Job category was presented first, and category-consistent or -inconsistent information about her behavior was randomly presented. Participants were then asked to rate this person's impression immediately after seeing the film and to recall her utterance three days later. Results showed greater recall ratio of category-consistent information in the positive mood relative to the negative. When the recall test was given immediately after the experiment, no substantial impact of mood was found (Noda, 2003), but in this study, results showed a greater recall ratio of category-consistent information in the positive mood after the lapse. It was suggested that positive affective states facilitate the processing relying on categorical knowledge in encoding (Bless, Schwarz, & Wieland, 1996). The information processing strategy in the positive mood would make the category consistent information recall greater, given a time lapse. It may be that positive affective states facilitate the processing of category-consistent information in encoding, which in turn influences "reconstructing" memories when only vague resources are available.

B101**REGULATION OF SPECIFIC EMOTIONS: ETHNICITY AND GENDER EFFECTS ON REAPPRAISAL AND SUPPRESSION**

Joshua S. Eng¹, Christopher J. Soto¹, Oliver P. John¹, James J. Gross²; ¹University of California, Berkeley, ²Stanford University – Reappraisal and suppression are two commonly used emotion regulation strategies but they have not yet been studied in the context of specific emotions. Participants were 386 students who reported how much they typically (a) reappraised and (b) suppressed 9 negative (e.g., fear, guilt, contempt) and 5 positive (e.g., amusement, interest, pride) emotions. As predicted, negative emotions were regulated much more frequently than positive emotions. Embarrassment and shame were the most regulated negative emotions. Pride was the most regulated positive emotion, followed by love. Reappraisal and suppression were used equally to regulate positive emotions, but reappraisal was used more for negative emotions; emotions also differed within the negative and positive categories (e.g., pride was suppressed more than joy). Ethnic and gender differences both clarified and extended Gross and John's (2003) findings for global reappraisal and suppression. First, Asians ($n = 178$) suppressed more than Caucasians ($n = 106$), and men ($n = 91$) suppressed more than women ($n = 234$), for both negative and positive emotions. Second, there were no gender effects for reappraisal. Third, qualifying past research, Caucasians reappraised negative emotions (e.g., anxiety) more than did Asians, whereas Asians reappraised positive emotions (e.g., pride) more than did Caucasians, providing one explanation for the less positive emotional experience frequently reported by Asians. Finally, the value of the specific emotion approach was highlighted by numerous specific emotion differences within the negative and positive categories (e.g., whereas men and women equally suppressed pride, men suppressed love more than did women).

B102**SELF/OTHER OVERLAP IN RELIGIOUS INDIVIDUALS' PERCEIVED RELATIONSHIP WITH GOD**

Carissa Sharp¹, Sara Hodges²; ¹Harvard Divinity School, ²University of Oregon – Self/other overlap is the perception having an overarching sense of "us" rather than "you and me" with an "other." While this construct has previously been used to describe how close someone is to another person, such as a romantic partner, in the current study, we consider how it may be used to describe another form of close "relationship" – the relationship religiously observant individuals perceive between themselves and God. This study assessed 100 Christians who reported regularly attending services. The sample had a mean age of 57 (range 20-87), was mostly Caucasian, and included members of Unitarian Universalist, Presbyterian, Catholic, Seventh-Day Adventist, and Foursquare congregations. We measured participants' self/other overlap with God using Aron et al.'s (1992)

Inclusion of Other in Self (IOS) scale, as well as Davis's methodology (1996) using adjective checklists for the self and other. We also gave participants questionnaires to measure two constructs: a composite measure of religious conservatism, made up of biblical foundationalism and right-wing authoritarianism, and the "awareness of God" subscale from the Spiritual Assessment Inventory (Hall & Edwards, 2002). Religious conservatism and awareness of God independently predicted greater self/other overlap with God on the IOS and the adjective checklist. In addition, when we compared self/other overlap among the different congregations, we found a roughly linear relationship, such that more conservative congregations (e.g., Foursquare) had greater overlap than more liberal ones (e.g. Unitarian Universalist), although there was variability within denominations. Our results suggest that self/other overlap characterizes close relationships other than those between two humans.

B103

BRONZE IS BEAUTIFUL BUT PALE CAN BE PRETTY: THE EFFECTS OF MORTALITY SALIENCE, SELF-ESTEEM BASES, AND MEDIA ON SUN-TANNING INTENTIONS *Cathy Cox¹, Jamie Arndt¹, Florette Cohen², Jamie Goldenberg³; ¹University of Missouri-Columbia, ²Rutgers University, ³University of South Florida* – In American culture, tanned skin is often perceived as physically attractive (Leary & Jones, 1994), and physical attractiveness is one of the ways in which people derive self-esteem (Crocker & Wolfe, 2001). As research has shown, people often go to great lengths, often causing irreparable bodily harm, to try to attain the particular cultural standards deemed to make the body beautiful (e.g., Goldenberg, 2005). Drawing from an existential perspective rooted in terror management theory, Routledge et al. (2004) examined the effects of mortality salience (MS) on sun-tanning intentions. Building on this work, the present research examined conditions that influenced these effects. In Study 1, MS in conjunction with a "bronze is beautiful" prime (i.e., a "fashion" article about the attractiveness of tanned skin) increased interest in tanning products; however, MS and a "pale is pretty" prime decreased interest in tanning. Further, Studies 2 and 3 examined whether those who base their self-esteem on extrinsic standards (e.g., more conditional acceptance from others vs. intrinsic standards and an internalized sense of self-acceptance; Arndt et al., 2002) would be more susceptible to these effects. Study 2 found that higher scores on an extrinsic self-esteem scale resulted in higher tanning intentions following MS. Study 3 demonstrated high extrinsic self-esteem individuals responded to MS and the bronze is beautiful prime with increased sun-tanning intentions, whereas MS and a pale is pretty prime reduced this effect. Implications of this research for the malleability of self-esteem standards and physical health will be discussed.

B104

THE RELATION OF OPENNESS AND AGREEABLENESS TO SOCIAL COGNITIVE PROCESSES UNDERLYING STEREOTYPING AND PREJUDICE *Carl Persing¹, Michael Gill²; ¹Marywood University, ²Lehigh University* – A series of 4 studies examined the relation of Openness and Agreeableness to basic social cognitive processes implicated in stereotyping and prejudice. Study 1 showed that Openness and Agreeableness predicted preferences for individuating and categorical information when forming impressions of individuals. Higher Openness predicted preference for individuating information, while lower Openness predicted preference for categorical information. Study 2 used the "who-said-what" paradigm to show that higher Openness and Agreeableness predicted complex encoding of targets through more frequent use of subcategories (e.g., race and sex). Study 3 used a reaction time paradigm to test whether Openness and Agreeableness predicted differences in category representations. It was hypothesized higher Openness and Agreeableness would predict broad homogeneous representations including a diversity of group members as category members, while lower Openness and Agreeableness would predict

restricting representations of the category to prototypical members. Openness and Agreeableness predicted categorization speeds of prototypical and nonprototypical targets as hypothesized for Black male targets, but not White female targets. Study 4 tested the hypothesis that higher Openness and Agreeableness would be related to feelings of compunction in response to imagined prejudiced responses against Blacks, while lower Openness and Agreeableness would be related to feelings of discomfort over social censure in response to the imagined prejudiced actions. Higher Agreeableness predicted higher Compunction, and low Openness and Agreeableness predicted concern for social censure as hypothesized. Together, these studies show that the personality traits of Openness and Agreeableness affect stereotyping and prejudice by affecting the basic social cognitive processes that underpin them.

B105

SOCIAL-COGNITIVE VULNERABILITIES TO PSYCHOPATHOLOGY: COMORBIDITY AND RELATIONS WITH THE FIVE-FACTOR MODEL OF PERSONALITY *Ryan Y. Hong, Sampo V. Paunonen; University of Western Ontario* – Relations between social-cognitive vulnerabilities of psychopathology (i.e., depressogenic inferential style, negative self-schemata, ruminative response style, anxiety sensitivity, intolerance to uncertainty, poor self-control) and the Five-Factor Model (FFM) of personality structure were explored. This study evaluated these relations using a nonclinical sample of college students (N = 130). Results suggested that there were substantial comorbidity among the social-cognitive vulnerabilities, and this observation could be explained, in part, by their common link to Neuroticism. Beyond sharing the common association to Neuroticism, the various social-cognitive vulnerabilities could be uniquely differentiated by their relations with other FFM factors (e.g., Conscientiousness and Openness). In both concurrent and prospective prediction of psychopathological symptoms, ruminative response style, anxiety sensitivity, and intolerance to uncertainty provided incremental validity above and beyond the validity provided by the FFM factors. Implications for both the personality trait perspective and the social-cognitive perspective to the study of psychopathology are discussed.

B106

CONSTRAINTS ON SOCIAL CATEGORY-BASED INFERENCES: A DEVELOPMENTAL ANALYSIS *Andrew Scott Baron, Yarrow Dunham, Mahzarin R. Banaji, Susan Carey; Harvard University* – Aboud (1988) proposes a 3-stage model of social categorization that argues that young children are limited to perceptual cues when forming a social category. In contrast, Gil-White (2001) and Atran (1990) suggest that intrinsic cues could be more salient than non-intrinsic cues, however, these claims remain largely untested. Experiment 1 examined whether a social group defined over an intrinsic property (skin color) and a social group defined over a non-intrinsic property (hat color) differentially support social categorization in 4-year-olds, 7-year-olds and adults. At no age did participants differentiate between intrinsically and non-intrinsically based social groups in their category-based inferences. These results could be due to a noun-labeling bias that promotes category-based inferences (Gelman & Heyman, 1999). Experiment 2 explored this possibility, finding that noun labeling is sufficient to produce the observed pattern of results in Experiment 1 and, for the first time, that a perceptual cue to category membership is not necessary for categorization at any age. Experiment 3 explored whether, in the absence of a noun label, intrinsic or non-intrinsic cues differentially promote category-based inferences. Similar to Experiment 1, participants did not differentiate between the two cues. Surprisingly, and contra Aboud's (1988) claim at this age, 4-year-olds were unable to form a social category based solely on a perceptual cue to category membership. Finally, Experiment 4 ruled out the possibility that the prior results could be explained by low-level associative learning. Together, these results

suggest that children's social categorization skills undergo quantitative not qualitative changes across development.

B107

STEREOTYPES ON THE REBOUND: UNDERLYING COGNITIVE MECHANISMS *Sawsan Mbirkou, Bertram Gawronski; The University of Western Ontario* – Studies on “rebound effects” repeatedly demonstrated that suppressed thoughts reappear with greater insistence following their suppression. For example, subjects asked to suppress stereotypes typically show enhanced stereotypical responses following suppression. The most agreed upon underlying mechanism of rebound effects is the increased activation of unwanted thoughts following their suppression. However, Conrey, Sherman, Gawronski, Hugenberg, & Groom (2005) have shown that enhanced stereotypical responding on measures of automatic stereotype activation does not necessarily imply an increased activation of stereotypes, but can rather reflect other mechanisms confounded in these measures. Drawing on the Quad Model of implicit task performance (Conrey et al., 2005), the goal of this study was to further explore the cognitive mechanisms underlying rebound effects. Participants were asked to write an essay describing a typical day in the life of a Muslim man. Half of the participants (suppressors) were asked to suppress stereotypes associated with Muslims in their essay whereas the other half (non-suppressors) were not given suppression instructions. Following the essay, all participants completed an Implicit Association Test (IAT) designed to assess implicit prejudice against Muslims. Consistent with previous studies, suppressors displayed higher levels of implicit prejudice against Muslims compared to non-suppressors. However, further analyses using the Quad Model suggest that this difference was not due to an enhanced activation of Muslim stereotypes. Rather, the primary factor distinguishing suppressors from non-suppressors was their lower performance in discriminating the stimuli in the IAT. These results suggest that attentional mechanisms may play a significant role in rebound effects.

B108

WHAT RESPONSES MAKE IT REVEALED?: ASSESSMENT OF RESPONSES RESULTING FROM A SENSE OF UNWANTED TRANSPARENCY *Naoya Tabata; University of Tsukuba* – The feeling experienced by people during an interaction when another person seemingly notices something about them that they would rather conceal is referred to as a sense of unwanted transparency (Tabata, 2006). A sense of unwanted transparency is a subjective feeling, but verbal and nonverbal responses resulting from this sense are objective and noticeable. Responses made during an interaction, which reveal secrets as seen from the standpoint of those feeling a sense of unwanted transparency, were investigated. It was hypothesized that people making responses which are generally believed to be associated with deception (cf. Zuckerman, Koestner, & Driver, 1981) think that their secrets would be revealed to another person when experiencing a sense of unwanted transparency. Participants (n = 187) were asked to recall an experience of feeling a sense of unwanted transparency. Then they were asked to check their response, and to measure the degree to which they thought their secret was revealed to another person on the basis of their response. The results supported the hypothesis by indicating that participants made responses such as gaze aversion, twitching, silence, vagueness, and evasion from a topic when participants thought that their secret had been revealed. Moreover, participants were likely to evade a topic when they were motivated to conceal, and were likely to avert their gaze when they felt a high sense of unwanted transparency.

B109

FAT PEOPLE LIKE FAT PEOPLE - AT LEAST IMPLICITLY *Juliane Degner, Dirk Wentura; Saarland University* – Prejudices toward obese people have been found to be similar to racial attitudes, in that they are negative and discriminatory. However, there is controversial evidence

that overweight people display no self-interested in-group bias when it comes to expressing prejudice about obese targets. The presented studies had the goal to clarify the automatic activation of evaluations of obese targets and to determine the role of the self and weight-related cognitions in predicting these evaluations. In three studies a subliminal version of the affective priming procedure was applied for an indirect assessment of automatic evaluation using different sets of pictorial stimuli. Masked attitude-related primes were presented very briefly (24 ms) followed by clearly perceptible target stimuli of positive and negative valence. Participants categorized these targets according to their valence by pressing one of two response keys; a response window technique was applied. Results of all three studies revealed stable correlations of automatic anti-fat bias (as assessed with the priming procedure) and participant's own weight (as represented by their Body Mass Index; BMI). Under- and low weight participants disclosed the most negative evaluations, while high- and overweight participants even showed relative positive evaluations of obese compared to normal weight targets. No such relation was found between BMI and open acceptance of anti-fat attitudes, as assessed with a questionnaire. Interestingly, the relation between priming effect and BMI was independent of participants' weight-related self categorization. The results thus point to an automatic in-group bias in overweight person in absence of explicitly expressed in-group preferences.

B110

SCIENTIFIC POPULARIZATION AS SOCIALLY SITUATED COMMUNICATION: A MODEL OF TRANSMISSION AND TRANSFORMATION OF INFORMATION *Eva G. T. Green, Alain Clémence; University of Lausanne, Switzerland* – In the present research, lay communication of scientific discoveries is conceptualized as socially situated action (Smith & Semin, 2004). Bridging rumour research models (Bordia & DiFonzo, 2004; Rosnow, 2001) and social representations theory (Moscovici, 1976, 2001), three studies were conducted to investigate the role of position in a communication chain and the impact of attitudes towards genetics on transmission of a scientific discovery. A communication chain was experimentally simulated to study the language people use to account for a genetic discovery first published in a scientific outlet, then reported in a mainstream newspaper and finally discussed by laypeople. Study 1 (N = 40) demonstrated a reduction of scientific information, especially the use of expert terms, as a function of manipulated distance in the communication chain. Moreover, a shared representation (Lyons & Kashima, 2003) depicted as a discovery of a “faithfulness gene” emerged. Study 2 (N = 70) revealed that the transmission of the message varied as a function of pre-existing attitudes towards genetics (pro- vs. anti-genetics). Pro-genetics retained more scientific information than anti-genetics. Study 3 (N = 75) showed that endorsement of genetic explanations was related to descriptive accounts of the scientific message, whereas rejection of genetic explanations was linked to evaluative accounts of the message. A situated communication model is proposed to discuss the results.

B111

THE INFLUENCE OF ASSIMILATION AND CONTRAST EFFECTS ON WHAT YOU THINK IS RIGHT OR WRONG: YOUR JUSTICE JUDGMENT IS AFFECTED BY WHO IS FACING YOU, LADY JUSTICE OR MOTHER TERESA *Ron Broeders, Kees Van den Bos, Jaap Ham; Utrecht University* – What makes us see the ambiguous world surrounding us as more just: either looking at Lady Justice or Mother Teresa? Building and extending on social judgment literature, as well as on recent insights into justice and morality, we argue that the justice judgment process may be influenced by interpretation and comparison frames. More specifically, two studies are presented examining the influence of assimilation and contrast effects on justice judgments. Study 1 shows that priming participants with a watermark of Lady Justice causes participants to judge an ambiguously described person as more

just than when they are not primed with Lady Justice. In other words, exposing individuals to an abstract symbol of justice may lead people to interpret an ambiguous situation in more just terms leading to the assimilation of judgments towards the meaning of the symbol. Extending this insight, Study 2 again shows assimilation effects such that presenting abstract just symbols (e.g., Lady Justice) resulted in more just judgments of an ambiguously described person than presenting abstract unjust symbols (e.g., a swastika). Furthermore, this study also demonstrated contrast effects. When concrete just exemplars (e.g., Mother Teresa) were presented to participants, they compared the ambiguous stimulus person with the just exemplar and hence the ambiguous stimulus person was considered to be less just, than when participants were exposed to concrete unjust exemplars (e.g., Osama Bin Laden). Altogether, the assimilation and contrast of justice judgments suggest that different contextual information can indeed change how individuals evaluate the world in justice-related terms.

B112**THE TRIPARTITE MODEL OF SELF-ESTEEM: REEXAMINATION OF THE RELATIONSHIP BETWEEN SELF-ESTEEM AND DEPRESSION**

Hiroaki Morio¹, Christopher Buchholz², Susumu Yamaguchi¹; ¹The University of Tokyo, ²Roanoke College – Previous studies of self-esteem have found that high self-esteem is not always associated with positive outcomes, whereas various positive life outcomes, such as mental health and subjective well-beings, have been repeatedly found to be significantly associated with level of self-esteem. We propose that it is possible to entangle part of this mystery by considering two additional aspects of self-esteem: implicit self-esteem and self-evaluation dynamism. Implicit self-esteem has been extensively studied in the recent years, and have been found to play crucial role in understanding the self. Self-evaluation dynamism is defined as intrinsic and spontaneous instability of valence in self-concept, and reflects how stable one's view of oneself is without any external stimuli. Self-evaluation dynamism is measured by the Mouse Paradigm with self-narratives by quantifying how the individual's self-evaluation fluctuates without external stimuli. This study examined the role of self-evaluation dynamism and implicit self-esteem in the relationship between self-esteem and depression. Rosenberg's self-esteem scale, Self-Esteem IAT, and the Mouse Paradigm, as well as CES-D scale were administered to 117 university students. The results showed that dynamism of the self-evaluation had a significant main effect on depression: Participants with higher volatility in their self-evaluation reported higher depression. In addition, Implicit self-esteem significantly moderated the effect of explicit self-esteem on depression. Combination of low explicit and high implicit self-esteem were associated with depression. The results of this study indicate the importance of multi-faceted approach toward understanding the role of self-esteem in interpersonal and intrapersonal adaptation.

B113**LOOK AT ME, I'M HAPPY AND CREATIVE: ON SOCIAL DESIRABILITY IN SOCIAL PRESENCE**

Liad Uzie; The Hebrew University of Jerusalem – "Social facilitation" is the effect of social presence (passive observers) on performance. The present study suggests that for the individual who is being observed it is an ambiguous social condition that can have either positive or negative consequences. It is further suggested that some individuals may be more apt than others to manage this situation. One such group is individuals high on the trait of "social desirability" (defensiveness). These individuals seek to create and maintain a positive self-presentation. This study tests the hypothesis that individuals high on social desirability will bloom under conditions of social presence. Two experiments (N's=168; 167) that compared behavior in social presence to an alone control condition supported this hypothesis. The results of the experiments showed that only in social presence, social desirability was associated with a positive thinking pattern, with optimistic judgments, and with creative performance. These

effects were enhanced for emotionally stable (i.e., low on neuroticism) individuals. The results promote an interpretation of social desirability as a characteristic of individual differences that is especially adaptive under ambiguous social conditions. As such, this trait may reduce the ego depleting effects of self-presentation efforts (Vohs et al., 2005) and serve an important social function. The results also demonstrate the importance considering personality in order to gain a better understanding of the nature and the dynamics of the social facilitation effect.

B114**PRINCIPLED AND EXPEDIENT PERSONAS: INTEGRITY AS A MODERATOR OF MORAL IDENTITY**

Marisa Miller, Barry Schlenker; University of Florida – The Integrity Scale (Schlenker, 2006) assesses the strength of commitment to principled ethics and the importance of personal integrity, with higher scores representing a principled stance and lower ones representing expediency. The construct validity of the scale is supported by negative correlations with rationalizing transgressions, moral disengagement, and antisocial behavior, and positive correlations with authenticity, purposefulness, empathy, and helping (Schlenker, 2006). It is unknown, though, how scores are related to absolute and comparative ethical self-assessments and evaluations of prototypical others. For example, do more expedient people view themselves as unprincipled or as principled but savvy? To address such questions, 212 college participants who previously completed the Integrity Scale rated themselves and the typical person on relevant attributes, and rated a prototypical principled and expedient character. Participants saw themselves behaving consistently with their principles most of the time (M = 75.3%), but those higher in integrity reported behaving more consistently with their principles (absolutely and compared to others), thought it was possible to be more principled, and saw sharper differences between principled and expedient prototypes in moral conduct, personal integrity, and concern for others, than those lower in integrity. More expedient respondents rated the expedient prototype as wiser and more likable than the principled prototype, which is opposite the view of more principled respondents. Thus, although most people see themselves as usually principled in their conduct, those who score higher in integrity have higher ethical standards, place greater value on ethical conduct, and perceive greater differences between principled and expedient people.

B115**YOU DIDN'T DESERVE THAT! THE EFFECTS OF VALIDATION FROM A THIRD PARTY ON INTERPERSONAL FORGIVENESS**

Judy Eaton; Wilfrid Laurier University – Research on interpersonal forgiveness has explored the role of both the transgressor and the victim of the transgression (the target) in repairing relationships damaged by conflict. However, even though a particular conflict may involve only a transgressor and a target, humans are social beings and often they turn to those not involved in the transgression (i.e., third parties) when trying to make sense of confusing or unexpected situations. It was predicted that when a third party agrees with the target's interpretation of the situation, the target will feel validated, and hence will be more forgiving of the transgressor. Two studies investigated the effects of third-party validation and an apology from the transgressor on forgiveness. In Study 1, participants experienced an actual transgression and then either received validation or not. Those who received validation were significantly more forgiving than those who did not. In Study 2, participants read a scenario describing them as the recipient of a transgression. They either received an apology or not from the transgressor and validation, no validation, or anti-validation (where the third party disagrees with the target's interpretation of the transgression) from the third party. There was an interaction between apology and validation, whereby when the transgressor apologized, third-party validation increased forgiveness. When the transgressor did not

apologize, forgiveness was higher when the third party provided anti-validation, rather than validation. Possible mediators and implications are discussed.

B116**THE GOAL-DIRECTEDNESS OF UNCONSCIOUS THOUGHT**

Maarten Bos, Ap Dijksterhuis; University of Amsterdam – We are often faced with complex decisions. Recent studies have shown that a period of unconscious thought, more so than a period of conscious thought, improves the quality of such decisions (Dijksterhuis & Nordgren, 2006). Moreover, unconscious thought can also improve creativity. The question we addressed in our research is whether unconscious thought is a goal-directed process. Do we simply always engage in unconscious thought after we have encoded information? If this is the case, even unconscious processing becomes a resource-depleting enterprise. It is more likely that unconscious thought only ensues when we have the goal to do so. In several experiments, participants were first given information pertaining to a decision problem. Afterwards, some participants were given time to consciously think, whereas others were distracted and engaged in unconscious thought (as in Dijksterhuis, 2004). However, before being distracted, some participants were given the goal to make a decision, whereas others were not given this goal. In our experiments, we showed that unconscious thought improved the quality of decisions and the organization of information in memory, but only when participants were given the goal to think unconsciously. To conclude, evidence clearly showed that unconscious thought is goal-directed. Without a goal, people do not engage in unconscious thought. Dijksterhuis, A. (2004). Think different: The merits of unconscious thought in preference development and decision making. *Journal of Personality and Social Psychology*, 87, 586-598. Dijksterhuis, A., & Nordgren, L.F. (2006). A Theory of Unconscious Thought. *Perspectives on Psychological Science*, 1, 95-109.

B117**POSITIVE EFFECTS FROM THIN-IDEAL MEDIA EXPOSURE: THE DUAL ROLES OF CONTINGENCIES OF SELF-WORTH & ATTENTION TO PERSONAL/SITUATIONAL CUES**

Gayle R. Bessenoff, Anat Chavkin; University of Connecticut – This research was designed to extend findings that women who pay more attention to situational than personal/bodily cues exhibit positive effects from exposure to thin-ideal media (e.g., Kerwin, Bessenoff, & Aspelmeier, 2006; Wilcox & Laird, 2000). The current study explored contingency of self-worth (CSW) as a second moderator in this effect. Female undergraduates (N = 83) completed measures of attention to personal/situational cues and appearance CSW and then were exposed to either clothing ads with thin women (thin-ideal) or non-clothing ads without thin women (control). Dependent measures included self-esteem and body dissatisfaction. Results showed that body satisfaction and self-esteem were higher for women with low appearance CSW (for whom appearance was not important to their self-worth) as compared to women with high appearance CSW, $F(1, 75) > 5.30$, $ps < .05$. In addition, women with low appearance CSW had higher levels of self-esteem after exposure to thin-ideal images as compared to exposure to control images, $F(1, 75) = 6.07$, $p < .05$. Importantly, analyses revealed a 3-way interaction of CSW, attention to personal/situational cues, and exposure condition on self-esteem, such that for women who relied on situational cues and for whom appearance was not important to their self-worth, self-esteem was significantly higher after exposure to thin-ideal images as compared to exposure to control images, all $F(1, 23) > 5.28$, $ps < .05$. Thus, our data suggest that increased attention to situational cues coupled with placing low importance on appearance may buffer the negative consequences from exposure to thin-ideal media; indeed, these women experienced an increase in self-worth after viewing images of thin models.

B118**WHAT CHANGES AFTER SELF-AFFIRMATION PROMOTES MESSAGE ACCEPTANCE? THE EFFECTS OF SELF-AFFIRMATION ON PREDICTORS AND OUTCOMES FOLLOWING EXPOSURE TO RISK INFORMATION.**

Peter Harris¹, Lucy Napper²; ¹University of Sheffield, Great Britain, ²University of Southern California – Several recent studies have demonstrated that self-affirmation can increase acceptance of uncongenial information. What happens subsequently, however, is currently unclear, with few studies explicitly testing predictions from social cognition models of behavior. The goal of this study was to assess whether self-affirming (a) produced healthier intentions and behavior and did so by (b) changing perceptions of standing on predictors or (c) the relationships between predictors and outcomes, in response to a threatening message. Participants (N = 80) were randomly assigned to self-affirmation/control conditions before reading a message describing how eating more fruit/vegetables reduces the risks of contracting life-threatening diseases. No participant met UK guidelines of eating at least five portions of fruit/vegetables daily. Manipulation checks showed that self-affirmation participants (write about one's most important value) were more self-affirmed than no-affirmation (write about one's least important value) participants. Participants were given the opportunity to take leaflets giving portion sizes and tips on eating more fruit/vegetables and these were surreptitiously counted. Predictors (coping, threat) were derived from Protection Motivation Theory. Self-affirmation affected behavior, with self-affirmed participants taking more leaflets. No other variables predicted leaflet taking. Coping predicted intentions, but this effect was moderated by self-affirmation. Self-affirmation did not, however, change mean levels of coping or threat. Thus, self-affirming changed the relationships between predictor and outcome but not perceived standing on the predictors themselves. These largely direct effects on the outcome measures add to our theoretical understanding of self-affirmation but raise some concerns about its applied usefulness.

B119**WHEN DOING WELL ISN'T ALL GOOD: EXPLORING DAILY EXPERIENCES OF SENSITIVITY ABOUT BEING THE TARGET OF A THREATENING UPWARD COMPARISON (STTUC)**

Erika Koch; St. Francis Xavier University – The phenomenon of STTUC (sensitivity about being the target of a threatening upward comparison) involves feelings of discomfort that may arise when an individual perceives that outperformance threatens another person, and when the outperformer is concerned about him- or herself, the other person, or their relationship. Given the close correspondence between state self-esteem and perceived or anticipated rejection, the present study examined whether STTUC feelings would correlate negatively with state self-esteem. In a diary study, participants completed a record (N = 121) each time that they perceived themselves as a target of a social comparison. Records assessed direction of perceived comparison, STTUC feelings (e.g., perceived threat to other, level of concern), state self-esteem, and affect. Not surprisingly, results of preliminary hierarchical linear modeling (HLM) analyses revealed that direction of comparison more strongly predicted state self-esteem than did perceived threat or STTUC-related concerns. Specifically, when individuals perceived themselves as targets of downward comparisons, their reported state self-esteem was lower, $\beta = -2.30$, $p < .01$. More importantly, separate HLM analyses focusing on only upward comparison targets revealed that concern about the outperformed other, $\beta = -.86$, $p < .10$, and concern about one's own well-being, $\beta = -.94$, $p = .07$, negatively predicted state self-esteem. In other words, experiencing high levels of concern about oneself or an outperformed other predicted relatively low state self-esteem. Results suggest that high achievement—although privately satisfying—may carry some psychological costs.

B120**UNDERSTANDING THE GAP BETWEEN AMERICAN AND IRANIAN STUDENTS' VIEWS OF SEPTEMBER 11TH** Manijeh Badiee¹, Simine Vazire²; ¹St. Edwards University, ²Washington University in St. Louis

– The terrorist attacks of September 11, 2001 shocked the world. The global repercussions of this tragic event make understanding cultural differences, especially between Americans and Middle Eastern people, crucial. To examine how culture shaped perceptions of September 11, we compared American and Iranian college students' immediate reactions. Previous research (Harlow & Dundes, 2004) showed that interpretation of September 11th was shaped by one's racial paradigm. Our study examined Iranian and American viewpoints immediately following the attacks by utilizing surveys administered to American and Iranian college students. Both the American (n = 118) and Iranian (n = 105) students believed the acts were severe and immoral and had heard about them a great deal. Based on a varimax rotation factor, two factors emerged from the data: Pro-U.S. Patriotism (PAT) and Emotional Threat/Reactance (EMOT). A main effect was found for both PAT and EMOT, with Americans scoring higher than Iranians, indicating that their responses were more extreme. In addition, analysis of the U.S. sample associated higher PAT scores with participants who were religious, Caucasian, and female. Age was negatively correlated with PAT in the U.S. sample. Analysis of the effect of religion and ethnicity could only be done on the U.S. data due to homogeneity of the Iranian sample. The results demonstrated that reactions to the events of September 11th were interpreted within a cultural, ethnic, and religious framework. We discussed the implications of these findings for understanding cultural similarities and differences related to the terrorist attacks.

B121**MEASURING SELF-ESTEEM USING AFFECT MISATTRIBUTION PROCEDURE: HOW IMPLICIT-EXPLICIT CONFLICT IN SELF-ESTEEM RELATES TO SELF-REPORTED LEVEL OF DEPRESSION.** Masanori Oikawa¹, Haruka Kimura², Tadashi Aobayashi³;

¹Hitotsubashi University, ²Gakushuin University, ³Chiba University – Although implicit self-esteem is conceptualized as a preconscious attitude toward the self, people seek to reduce implicit-explicit conflicts when it is unpleasant (Spencer, Jordan, Logel & Zanna, 2005). The present study explores the possibility that implicit-self esteem is reflective of the state subject is currently in, but when it is in conflict with explicit self-esteem which reflects relatively stable understanding of the self, the report of such experience is (over) corrected. To measure temporal and affective (vs. chronic and knowledge based) evaluation toward the self, modified affect misattribution procedure (Payne, Cheng, Govorun, & Stewart, 2005) was devised. Thirty-seven Japanese undergraduate students completed measures of implicit and explicit self-esteem, and depression. In the beginning of the modified affect misattribution procedure, participants were asked to select from several categories that matched the self (e.g., male/female, young/old, humanities major/science major, etc.), and the selected categories were used as self-consistent primes. Participants' task was to ignore the primes and evaluate the ambiguous target figures (Yi-syllabic characters) as either positive or negative. Among low explicit self-esteem individuals, low implicit self-esteem was related to higher depression reports. However, among high explicit self-esteem individuals, low implicit self-esteem was related to lower depression reports. It was considered that implicit-self esteem is related to depression, but high level of depression is reported only when explicit self-esteem is low, because high explicit self-esteem individuals would lower their report of depression in order to maintain positive self-image.

B122

GROUP EMOTIONS AND SOCIAL SUPPORT Erin Steury, Eliot Smith, Hirt Edward; Indiana University – Groups have been shown to be an important social resource that may be instrumental in augmenting a

global sense of self-worth (Correll & Park, 2005). However, the mechanism by which social support buffers against decreases in well being has not been clearly established. This research establishes a group model of social support, in which entitativity of the group mediates the effectiveness of the group in buffering against threats to well-being. In order to test this model, study one examines the responses of lab-created groups to a perceived threat to their social competence. In one condition groups participated in exercises to increase entitativity after receiving the threat, where no such exercises took place in the second condition. Results reveal that highly entitative groups experienced fewer negative emotions which diminished more quickly. Highly entitative groups also report more positive emotions after receiving the threat. Specifically, highly entitative groups responded with more anger than non-entitative groups, whereas, non-entitative groups responded with more anxiety. Study two replicates the results of study one using pre-existing real groups rather than laboratory created groups. Taken together these studies suggest that the entitativity of the group does mediate the effectiveness of the group in responding to threat and that specific emotional responses vary as a function of the entitativity of the group. Future research will test the model more fully by addressing the implications of differing emotional responses on behavior.

B123**THE EFFECTS OF TERRITORIALITY ON PERCEPTIONS OF DOMINANT AND SUBMISSIVE BEHAVIOR** Lauren Miller¹, Jannay Morrow²;

¹SUNY Geneseo, ²Vassar College – Even though many theorists view territoriality (i.e., attempts to regulate space) “as a fundamental human activity” (Lyman & Scott, 1967), existing research has tended to focus on its importance in animals. We know that there are cultural and individual differences in reactions to encroachment, yet there remains a dearth of research on dispositional territoriality, and published research has not considered territoriality and person perception. This study examines the relation between territoriality and perceptions of dominant behavior. Territorial individuals are described as having a greater need for space, security of self, and control over possessions (Joiner & Sachs-Ericsson, 2001). Dominant individuals tend to exert power, which places others in relatively submissive, less powerful positions. Those high in territoriality may perceive dominant behavior as threatening their needs, thus we predicted that they would react negatively to dominant behavior. Undergraduates who were high or low in territoriality rated videotaped targets who behaved dominantly or submissively. Because dominance is deemed as more normative for men, we considered the target's gender. Territorial individuals rated submissive targets as more sexually appealing, less manipulative, and more likable than the dominant ones. They liked the submissive female better than the dominant male, even though both conformed to gender-roles. Compared to non-territorial individuals, territorial ones rated the submissive female as more honest and likable. Overall, the female target was seen as less competent and colder than the male target. We discuss the role territoriality might play in person perception and stereotyping and the relation among territoriality, dominance and gender.

B124**EMPATHIC ACCURACY ABOUT POSITIVE AND NEGATIVE MOODS IN DAILY LIFE.** Maryhope Howland, Eshkol Rafaeli, Elana Graber;

Barnard College, Columbia University – Empathic accuracy (EA) is a perceiver's ability to accurately infer the thoughts and feelings of another (Ickes et al., 1995). EA is most commonly studied cross-sectionally with one-time questionnaires (Kenny & Acitelli, 2001) or with brief videotaped lab interactions – particularly the Unstructured Dyadic Interaction Paradigm, developed by Ickes and colleagues. However, these paradigms leave unanswered questions of how EA functions over time and in more ecologically valid settings. In the current study, 37 cohabitating couples completed electronic diaries twice daily over a three week period. Participants answered questions about their feelings within

the relationship and about their own moods as well as those of their partners. Such diary data allow operationalizing EA in various ways and for various target moods. We examined the association between relational outcomes and several indices of accuracy about positive versus negative moods. The accuracy indices tapped bias, discrepancy, correlation, and signal detection. Results suggest that these various forms of accuracy differ in their association with relationship outcomes, both at the person-level and at the day-level. Overall, the data indicate significant associations between EA and relationship satisfaction for both the perceiver and the target, although more so for the former than the latter.

B125

THE ROLE OF PERFORMANCE EXPECTANCIES AND TASK RELEVANCE IN THE REDUCTION OF STEREOTYPE THREAT *Harriet E.S. Rosenthal, Richard J. Crisp, Mein-Woei Suen; University of Birmingham, UK*—Stereotype threat research often focuses on the domain of women and mathematics. Specifically, women have been found to underperform on math tests when they are informed that the performance of the two genders are to be compared, due to knowledge of the stereotype that women are poorer at math than men. The research presented here extends previous research which has established that emphasizing shared characteristics between men and women can reduce stereotype threat. It was hypothesized that the effectiveness of such a task may be affected by the types of characteristic generated. It was considered likely that emphasizing shared characteristics that were relevant to the situation (i.e. academia) would be more affective than the baseline and stating other types of shared characteristics (physical and non-academic). In addition, the role of performance expectancies in moderating stereotype threat was examined. Experiment 1 established that female participants who generated shared academic characteristics between men and women predicted higher scores for themselves on a math test compared to the baseline and those who generated shared non-academic characteristics or shared physical characteristics. Extending the relevance of these findings for stereotype threat research, in Experiment 2, female participants completing a math test, who first completed the shared academic characteristics task, both expressed higher performance expectancies and greater math performance accuracy than participants in all other conditions. A partially mediating role of performance expectancies in relation to task and math performance was also found.

B126

MODERATION OF SELF-HANDICAPPING CLAIMS BY DIURNAL TYPE: EVIDENCE FOR CIRCADIAN VARIATIONS IN THE LIKELIHOOD OF CLAIM-BASED SELF-HANDICAPPING *Kristin Hendrix, Edward Hirt; Indiana University, Bloomington*—Little research exists that examines resource-availability aspects of self-handicapping. By extending Bodenhausen's (1990) framework examining circadian variations and stereotyping and applying his paradigm to self-handicapping claims, we help to address this void. Prior to arriving at the lab, 237 undergraduates completed the Self-Handicapping Scale (Jones & Rhodewalt, 1982) as well as the Morningness-Eveningness Questionnaire (Smith et al., 1989). Participants then arrived at the lab at 8:00/9:00 a.m. or 8:00/9:00 p.m. They completed two intelligence tests and were given noncontingent success feedback on the first test to "set up" the conditions necessary for self-handicapping prior to the second test. Participants were then either told that stress would or would not impact their score on the second test, followed by questionnaires assessing current feelings, evaluative concern, and stressors experienced in the past few weeks (the key dependent measure of claim-based self-handicapping), followed by the second test. No effects emerged for low self-handicappers. High self-handicappers were more likely to report elevated levels of both evaluative concern and stress when told stress would affect their score on the test (versus when told stress would not affect scores) during acrophase (on-peak) times. This suggests that self-handicapping relies

upon available cognitive resources. Reported stress was mediated by the participants' levels of evaluative concern (cf. Hirt et al., 2000). Interestingly, high self-handicappers reported increased tiredness during acrophase times but when told stress would *not* impact their scores, suggesting that they were potentially seeking an alternative self-handicap when one was not explicitly offered.

B127

THE EFFECT OF INTERRACIAL VERSUS SAME-RACE ROOMMATE RELATIONSHIPS ON ATTITUDES *Natalie J. Shook, Russell H. Fazio; Ohio State University*—The goal of the present research was to examine interracial versus same-race dormitory relationships. Specifically, we were interested in the effect of the living situation on racial attitudes. A natural field experiment was conducted by taking advantage of the fact that students are randomly assigned to their roommates if they do not specifically request a roommate. The dormitory system was experiencing a housing crunch, so students could not easily change rooms. This allowed for an experimental test of the contact hypothesis in a situation involving long-term, daily contact. Thus, a goal of this study was to examine whether the racial attitudes of a White student randomly assigned to an African-American roommate grew more positive as a consequence of the relationship. Participants were White freshmen who had been randomly assigned to either a White or African-American roommate. Students participated in two sessions during the first and last two weeks of their first quarter on campus. During these sessions, participants completed questionnaire packets, which included questions about roommate satisfaction and involvement. Participants also completed implicit measures to assess racial attitudes. Participants reported less satisfaction and less involvement with their roommates when in an interracial room. However, racial attitudes showed differential change over time, with those students in the interracial rooms becoming relatively more positive toward African-Americans than did those in same-race rooms. Thus, the results suggest that interracial roommate relationships, although generally less satisfying and less involving, do produce benefits. Racial attitudes improved for students in interracial rooms.

B128

EVIDENCE FOR THE PERSON-SITUATION INTERACTION IN GOAL ACTIVATION USING GOAL PRIMING PROCEDURES *William Hart, Dolores Albarracín; University of Florida*—Three experiments examined the person-situation interaction by investigating how an individuals' chronic motivation to excel moderated the effects of achievement primes on behavior. In Experiment 1, after achievement (vs. control) priming, high-excellence-motivation participants performed better, whereas low-excellence-motivation participants performed worse on an academic task. Experiments 2 and 3 validated the assumption that the achievement priming yielded goals to respectively achieve and relax among participants with high- and low-excellence motivation. In Experiment 2 (task-framing manipulation), high-excellence-motivation participants did better on a task described as achievement-oriented (vs. relaxation-oriented), whereas low-excellence-motivation participants did better on a task described as relaxation-oriented (vs. achievement-oriented). In Experiment 3 (lexical decision task), after achievement (vs. control) priming, high-excellence-motivation participants responded faster to an achievement (vs. a relaxation) word, whereas low-excellence-motivation participants responded faster to a relaxation (vs. an achievement) word.

B129

A SOCIAL-FUNCTIONAL APPROACH TO EMOTION COMMUNICATION: "HOW" DEPENDS ON "WHY" *Betsy App, Daniel N. McIntosh, Catherine L. Reed; University of Denver*—Two studies tested the idea that the nonverbal channel (face, body, touch) through which people best communicate emotions is related to the social function of that

emotion. Emotions that coordinate survival behavior should be associated with facial communication, allowing for parsimonious transmission of information, social status emotions should be associated with the body, allowing for communication to larger groups across distances, and close relationship emotions should be associated with touch, a channel linked with attachment. Study 1 assessed production of emotion displays. Participants generated nonverbal displays of 11 emotions, first with no restrictions. Consistent with predictions, coders found that frequency of channel use varied by emotion ($p < .001$), with face used most for survival-focused emotions, body for social status emotions, and touch for intimate emotions. The emotions were again produced through each individual channel alone, with participants evaluating their certainty that the emotion was communicated successfully. As predicted, confidence was strongest when the channel subjects had to use matched the social function of the emotion ($p < .001$). Study 2 examined other subjects' identification of the emotions displayed by those in Study 1. Participants watched videos of emotions communicated in both the unrestricted and restricted conditions, and then ranked which emotions they thought were being communicated. Accuracy was highest when an emotion was produced in its predicted channel of association. Results from both studies revealed that the means through which an emotion is conveyed depends in part upon its social goal.

B130**PREVENTING LOSSES – YOUNG AND SAD BUT OLD AND HAPPY? ASSOCIATIONS BETWEEN GOAL ORIENTATION, EMOTION EXPRESSION, AND AGE**

Natalie C. Ebner, Michaela Riediger, Ulman Lindenberger; Max Planck Institute for Human Development, Berlin – Young adulthood is characterized by a primary goal orientation towards growth, whereas goal orientations towards maintenance of functioning and prevention of losses become more prevalent and positively related to well-being during later periods of life. Based on these findings and evidence on age differences in associative binding, we predict: (a) that young and older adults are more likely to associate growth orientations with young age and orientations towards loss-prevention with old age than vice versa; (b) that this tendency is more pronounced among older than among young adults; (c) that the two age groups differ in their associations between goal orientation, emotion expression and age. In Study 1, faces (young, older) combined with goal orientations (growth, loss-prevention) were presented to young (20–30 yrs.) and older participants (70–80 yrs.). One week later, participants made old–new judgments about the formerly presented faces and an equally large number of new faces. For each face recognized as formerly presented, participants were asked to remember the person's goal orientation. Study 2 also varied the emotional expression of the faces (happy, neutral, sad). As expected, both age groups, but especially older adults, were more likely to associate young faces with growth than with loss-prevention goal orientations, and older faces with loss-prevention than with growth goal orientations. Moreover, young and older adults associated goal orientations and emotional expression differentially as a function of the age of the face. Results are discussed in the context of age-normative expectations and increasing schema reliance in old age.

B131**PERSONALITY TRAITS, GOAL CHOICE AND GOAL APPRAISALS**

Tierra Stimson, Daniel J. Ozer; University of California, Riverside – Personal goals are of interest not only because goals may predict important life outcomes, but also because goals, in the form of explicit wants and needs, provide a window into persons' inner experience. The goals that people choose, how those goals are experienced, and how personality traits are related to goal choice and appraisal are the focus of this research. A sample of 180 students of mixed gender and ethnicity responded to a questionnaire that asked them to list ten goals. For each goal, students rated the goal's importance, the degree to which they

expected successful goal attainment, and whether the goal was adopted out of personal preference or a sense of obligation. Personality traits were assessed using the Big Five Inventory (John, Donahue, & Kentle, 1991). Results indicate that personality traits are related to goal appraisals but not goal choice. Extraversion and neuroticism have more relations with appraisals than do other traits. Individuals higher in extraversion appraise social goals as more important and have higher expectations of success. Neuroticism is negatively related to appraisals of importance and expected success but positively related to feeling obligated towards having particular goals. Individuals higher in neuroticism place less importance on affect control goals, expect less success at attaining those goals, and feel obligated to have affect control goals more so than those lower in neuroticism. These relations between traits and goal appraisals may have implications for outcomes in major life domains.

B132**THREATS FROM WITHIN THE IN-GROUP: SUBTYPING MODERATES CHANGES IN GROUP IDENTIFICATION.**

Michael Bernstein, Kurt Hugenberg; Miami University – The current research investigated the effects of threatening criticism from an in-group member on group identification. We hypothesized that criticism from an in-group member would lead to disidentification from that in-group. However, we also hypothesized that individuals could employ motivated subtyping as a means of avoiding the self-esteem threat associated with negative feedback from in-group members. High-identifiers with the in-group Miami University performed a task important to their group as a whole (i.e., wrote letters against a tuition increase to the school administration), and were then given positive or negative feedback about their letter from a self-identified in-group member. Importantly, participants were instructed this in-group member was either a member of the Accounting Society (Subtyping condition) or was given no additional information (Control condition). Students identification to their in-group was measured after they received feedback about their letter. As predicted, a Feedback \times Subtyping interaction emerged for post-feedback group identification, $F(1, 28) = 6.380, p = .017$. As predicted, when feedback was positive, strong in-group identification was observed. More importantly, negative feedback from an in-group member only led to disidentification when no subtyping information was available about the criticizer. When feedback was negative, but subtyping information was available, no decrease in group identification occurred, suggesting participants engaged in motivated subtyping of the in-group members who criticized them. The results are discussed with respect to the capacity for motivated cognition to act as a self-protective mechanism.

B133**WHY BEST CAN'T LAST: CULTURE DIFFERENCES IN ANTICIPATING REGRESSION TOWARD THE MEAN**

Li-Jun Ji¹, Roy Spina¹, Michael Ross², Zhiyong Zhang³; ¹Queen's University, ²University of Waterloo, ³Beijing University – Past research has demonstrated that people often fail to appreciate the phenomenon of regression toward the mean; and when they encounter a regression, they tend to invent spurious explanations to account for it. Two studies were conducted to investigate cultural differences in predicting and understanding regression toward the mean. Participants in Study 1 read a description of the past performance (poor, average, or good) of an individual in a gymnastic competition and predicted performance in a subsequent competition with the same competitors. We found that Chinese were more likely than Canadians to make predictions consistent with regression toward the mean. Study 2 presented participants with a scenario in which a regression toward the mean seems to have occurred and asked them to choose one reason from a total of five to explain it. We found that Chinese were more likely than Canadians to choose a regression-consistent explanation to account for regression toward the mean. Not only did Chinese participants think more in line with regression toward the mean, but they also understood the rationale behind the phenomenon better

than Canadian participants did. The findings are consistent with cultural differences in lay theories about how people, objects, and events develop over time.

B134**DIFFERENT TYPES OF SOCIAL SUPPORT REQUESTS AS PERCEIVED BY SUPPORT-SEEKERS AND CAREGIVERS** *Kelley J. Robinson, Jessica J. Cameron; University of Manitoba*

Social support contributes to relational, physical, and psychological wellbeing. Before support can be provided, seekers must sufficiently convey their need and their partners must accurately perceive these needs. However, support-seekers (SS) and their caregiving partners (CG) often have different perceptions of the extent to which desire for support has been conveyed (Robinson & Cameron, 2006). Signal amplification bias (SAB; Vorauer, Cameron, Holmes & Pearce, 2003) - the tendency to overestimate the amount of information one has conveyed - may be at the heart of this miscommunication. To test this hypothesis, 63 students read parallel hypothetical scenarios of an upsetting event from their randomly assigned perspective of SS or CG. They then indicated the extent to which desire for support would be conveyed if they (SS perspective) or their partner (CG perspective) engaged in any of a list of support-seeking behaviors. This list included indirect, direct, distancing, and closeness-enhancing requests. Results revealed that both CG and SS rated direct and closeness-enhancing behaviors as conveying greater desire for support than indirect and distancing behaviors. As predicted, this effect was qualified by a significant interaction between perspective (SS vs. CG) and behavior type: SS overestimated the extent to which distancing behaviors would convey desire for support and CG overestimated the extent to which closeness-enhancing behaviors would convey need. Results confirm the relevance of perspective (SS or CG) to perceptions of social support events and provide evidence for SAB in couples' support communications. Implications for future research and applications will be discussed.

B135**EXTENDING THE DISRUPT-THEN-REFRAME TECHNIQUE TO MASS MEDIA APPLICATIONS** *Jessica M. Nolan¹, Eric S. Knowles¹, P. Wesley Schultz²; ¹University of Arkansas, ²California State University, San Marcos*

Previous research has shown that public service announcements (PSAs) that are built with a theoretical foundation are more effective than their non-theoretical counterparts. In this study we evaluated the effectiveness of two PSAs promoting motor oil recycling: a state sponsored PSA and a comparable PSA that employed the disrupt-then-reframe (DTR) technique. The DTR technique was chosen because we identified inertia as the source of resistance to proper disposal. Participants (N=106) viewed the messages online and then completed a survey. Results showed that the disrupt-then-reframe message was highly effective while the state-sponsored message did not differ from a control group. For example, in response to a forced choice question that asked participants what they would do if they found a used oil filter on the ground, leaking oil, twenty-seven out of 104 participants said that they would take the found oil filter to a collection center. Of those 27 people, 70% were in the DTR group, 26% in the state-sponsored PSA group, and only 1 person (4%) in the control group. These results highlight the benefits of first discerning the underlying obstacles to behavior change, and then employing an empirically validated persuasion technique capable of addressing them. This study extends research on the DTR technique by showing that it can also be applied to mass media communications and not just individual compliance requests.

B136**ALIENABLE RIGHTS: VARIATION IN APPLICATION OF FREE SPEECH PRINCIPLES** *Nicole Lindner, Brian Nosek; University of Vir-*

ginia - Although freedom of speech is a Constitutionally protected, widely endorsed principle, Americans are less willing to extend Constitutional protection to disliked than liked speech and to outgroup compared to ingroup members (Marcus et al., 1995). Two studies examined the conditions under which Constitutional protection would be extended to ideologically extreme statements. Adult U.S. citizens (N=3,871; 25% conservatives, 24% moderates, 51% liberals) evaluated Constitutionally-protected but controversial scenarios in which a White, Black, or Arab American stated that "Arabs are the problem" (extreme right-wing) or "Americans are the problem" (extreme left-wing). Some theories hypothesize differing ideological values such that liberals care more than conservatives about protecting speech acts, even controversial ones (Fisher et al., 1999; Jost et al., 2003). Other theories predict ingroup protection such that liberals would protect left-wing speech more strongly than right-wing speech, and vice-versa for conservatives (e.g., Cohen, 2003). Results from Study 1 (replicated in Study 2) suggest that protecting the speech was a function of both differing ideological values, such that increasing political liberalism was associated with stronger protection ($r = .10$), and ingroup protection, such that protection was stronger when the speech's ideological content was congruent with the respondents' political ideology ($\eta^2 = .08$). There were no differences when the speaker was White or Black, but an Arab's speech was less protected, especially when it was anti-American. Constitutional protection was applied based on factors beyond the speech act's actual legality, including the speaker's group membership, the speech's ideological content, and the perceiver's ideology.

B137**CONTINGENCIES AND SOCIOMETERS: CAN THE NEED TO BELONG EXPLAIN DIFFERENCES IN CONTINGENCIES?** *Michelle Sherrill, Melanie Hoy, Rick Hoyle; Duke University*

Models of self-worth have characterized self-esteem as a function of various sources. One model (Baumeister & Leary, 1995) proposes that self-esteem is affected by successes and failures at belonging to social groups. An alternative model (Crocker & Wolfe, 2002) proposes that self-esteem is based on successes and failures in domains that vary for individuals. The present studies sought to combine the two theories by investigating how individuals associate successes and failures in particular domains with experiences of social inclusion and exclusion. Study 1 used a correlational design to examine the relationship between domains reported as important to self-esteem and to social inclusion. Results showed a strong positive correlation between participants' ratings of domain importance to self-esteem and social inclusion. Study 2 used a computerized response latency program to examine associations between successes and failures in appearance with social inclusion and exclusion. We expected the speed with which individuals recognized words pertaining to inclusion and exclusion would be affected by primes indicating success or failure in the domain of appearance. After seeing primes related to failures in appearance, individuals were faster to recognize words indicating social exclusion and slower to recognize words indicating social inclusion. These findings suggest that contingencies of self-worth may be partially explained by individuals' perceptions that domains are relevant to being socially included and excluded. Additional research should further this link by showing that experiences of social inclusion and exclusion are attributed to successes and failures in domains construed to be relevant to their self-worth.

B138**NARCISSISM AND SELF-ESTEEM REACTIVITY** *Virgil Zeigler-Hill;*

University of Southern Mississippi - Narcissism is believed to be characterized by extreme emotional reactivity (e.g., Cattell, 1957; Emmons, 1987; Murray, 1938; Kernberg, 1975; Kohut, 1976; Westen, 1990). Further, this emotional reactivity is thought to be intimately tied to feedback concerning the self. That is, when narcissists receive positive feedback, they are thought to experience large increases in state self-

esteem and positive affect; whereas, large decreases in state self-esteem and increases in negative affect are thought to follow negative feedback. The reactivity of narcissists has been supported by both laboratory manipulations (e.g., Rhodewalt & Morf, 1998) and daily diary studies (Rhodewalt, Madrian, & Cheney, 1998). Although the reactivity of narcissists has been widely discussed in the clinical literature, there are many questions which have yet to be examined. One unanswered question concerns the types of daily events which affect the self-esteem and affect of narcissists. It was predicted that the self-esteem and affect of narcissists would be especially reactive to daily achievement events. To examine this hypothesis, data were collected from 161 undergraduate students who participated in a daily diary study which measured state self-esteem, state affect, and daily events for seven consecutive days. The results of the present study suggest that the self-esteem of narcissists is highly unstable over time. More specifically, the state self-esteem of narcissists is likely to show a sharp decline on days when they experience failure. Discussion will focus on the implications of this self-esteem reactivity for narcissists.

B139**NARCISSISTIC SUBTYPES AND CONTINGENT SELF-ESTEEM**

Jessica Pickard, C. Brendan Clark, Virgil Zeigler-Hill; *University of Southern Mississippi* – Two subtypes of narcissistic personality are believed to exist (e.g., Akhtar & Thomson, 1982; Cooper, 1981, 1998; Kohut, 1971; Wink, 1996). The first is a grandiose subtype which is characterized by grandiosity, arrogance, a sense of entitlement, a willingness to exploit others, and envy of others. The second narcissistic subtype consists of vulnerable narcissists. Vulnerable narcissists harbor hidden grandiose expectations beneath a façade of modesty which results in anxiety, defensiveness, and oversensitivity. Both subtypes share certain characteristics such as arrogance and the disregard for the needs of others as well as being characterized by poor interpersonal relationships. The present study investigates the relationship between these narcissistic subtypes and contingent self-esteem. Individuals with contingent self-esteem base their feelings of self-worth on perceived success or failure in important domains (Crocker & Wolfe, 2001). We predicted that vulnerable narcissists will base more of their self-esteem on meeting external contingencies (e.g., others' approval and physical appearance) than grandiose narcissists. To examine our hypothesis, data were collected from two samples of undergraduate participants (674 participants in Sample 1 and 156 participants in Sample 2). The results of both studies suggest that vulnerable narcissists are more likely than grandiose narcissists to base their feelings of self-worth on domains requiring validation by external sources. Discussion will focus on the implications of contingent self-esteem for vulnerable narcissists.

B140**GENDER AND STEREOTYPIC EMOTIONS: IMPLICIT AND EXPLICIT JUDGMENTS**

Julie Phelan, Laurie Rudman; *Rutgers University* – Stereotypes can include any belief about a social group; however, gender stereotyping is most often assessed using trait adjectives. In this work, we go beyond traits to assess stereotypic emotions. Participants (100 female, 98 male) completed an explicit emotion ratings task by rating 18 photographs that accentuated the eyes of either a male or female target, and selecting the emotion that the target was experiencing from three choices (either a stereotypically female, male or neutral emotion). Participants implicit gender-emotion stereotypes were assessed using an IAT that paired male and female gender with the stereotypic emotions utilized in the emotions rating task. As expected, participants held robust implicit gender stereotypes for emotions (i.e., associated men with "masculine" emotions, and women with "feminine" emotions). Further, people who implicitly stereotyped also attributed more stereotypic emotions to targets on the emotions rating task. Surprisingly, participants attributed gender stereotypic emotions to male targets, but counterstereotypic emotions to female targets. However, response

latency data revealed that participants were quicker to judge the emotions of female targets, suggesting that women were stereotyped as more emotional than men. These results demonstrate that implicit beliefs about gender stereotypic emotions have the potential to impact judgments of others. Therefore, it is important that we not only examine implicit beliefs when assessing stereotypes, but also extend our examination of stereotypes beyond personality traits.

B141**TESTING AN IMPLICIT MISATTRIBUTION MODEL OF EVALUATIVE CONDITIONING: THE ROLE OF STIMULUS PROXIMITY**

Christopher R. Jones¹, Russell Fazio¹, Michael Olson²; ¹*The Ohio State University*, ²*University of Tennessee* – Evaluative conditioning (EC) refers to attitude formation or change as a function of the mere spatio-temporal co-occurrence of a conditioned stimulus with other valenced stimuli. This research tests a conceptual model of EC that focuses on the evaluation evoked by an unconditioned stimulus (US) being implicitly misattributed to the conditioned stimulus (CS). We tested the model by manipulating stimulus parameters in the paradigm developed by Olson & Fazio (2001). In an experiment ostensibly concerning attention and rapid response, participants are presented with a rapid stream of hundreds of images, while being vigilant for the presentation of a particular target. Embedded in this stream are pairings of one neutral CS with positive US's and pairings of another neutral CS with negative US's—contingencies of which most participants are unaware. According to the misattribution hypothesis, any manipulation that enhances the confusability of the source of the activated evaluation should facilitate affective transfer from CS to US. In this study, the spatial proximity of CS and US was manipulated. The CS and US were located either adjacently in the visual display or at opposite ends of the computer monitor. A recognition test revealed that participants' explicit memory for the CS-US pairings was no better than chance and equivalent in the two conditions. Nevertheless, a greater EC effect was observed when the CS and US had been presented close together. These results suggest that close proximity enhanced the extent to which the evaluation activated by the US was misattributed to the CS.

B142**WHY DO PEOPLE KILL? GENDER AND RACE STEREOTYPES OF MURDER MOTIVES**

Jennifer Ma, Yael Granot; *Vassar College* – Just as trait stereotypes are not limited to simple, general characterizations of social groups as positive or negative, the current research explores the notion that criminality should not be seen as a single entity. Instead, we considered the notion that different motives for murder are not equally associated with all social groups, and that there are specific gender and racial stereotypes regarding motives for murder. In this study, participants rated the likelihood that women, men, African Americans, Asian Americans, Arabs, Hispanics, and White Americans would murder another person due to each of 30 different motives. With respect to race, results showed that in contrast to general racial stereotypes of criminality, there exist race-specific stereotypes for different murder motives and these motive stereotypes seemed consistent with other previously acknowledged racial stereotypes, such as those relating to a group's wealth, aggression and violence, and religiosity. As for gender, although across motives men were generally perceived as more likely than women to murder (consistent with stereotypes of male aggression), there were a few motives for which women were perceived more likely to murder. These "female" motives were consistent with gender stereotypes relating to women's perceived weakness/victim status and interest in maintaining relationships. Thus, this study illustrates not only the existence of race- and gender-specific stereotypes of murder motives, but also the need to consider the interrelationships between and generalization and application of different types of racial and gender stereotypes, including personality traits, criminal motives, and social and economic characteristics.

B143**HOW FAR OUT OF YOUR WAY WILL YOU GO? VARIATIONS IN SELF-OFFERING AND POSITIVE AFFECT IN HELPING BEHAVIOUR.**

Lorena Ruci, John Zelenski; Carleton University, Ottawa, Canada—The “do good-feel good” hypothesis of helping behaviour proposes a connection between voluntary helping and positive mood for the helper. The present research expanded on the “do good-feel good” hypothesis by manipulating the extent of help provided while keeping constant the amount of help received. The extent of helping was manipulated between-subjects with two levels of self-offering (or self-giving) provided by the helper where more self-offering meant expending more effort to help someone else. We proposed that a moderate level of self-offering would have a greater effect on anticipated positive mood of the helper compared to a low level of self-offering. We also explored individual differences in altruism and empathy and positive mood. Participants (n=63) read vignettes describing helping situations and indicated their choice (help vs. no help) as well as their anticipated mood (e.g. Based on your decision to help/or not in the above situation, how would you describe your emotional state afterwards?). Anticipated positive mood was partitioned into activated (i.e. cheerful) and un-activated (i.e. content). Results were supportive of the proposed positive relationship between self-offering and anticipated un-activated positive mood (i.e. more self-offering lead helpers to feel “content” rather than “elated”). People high in altruism and empathy reported more anticipated positive affect, suggesting a motivation for their high rates of helping. This study is the first to show that anticipated positive affect following helping behavior is dependent on the amount of self-offering provided by the helper and this effect was larger for people high in altruism and empathy.

B144**I DIDN'T KNOW ALL ALONG IN THE MORNING WHAT I DID KNOW ALL ALONG IN THE EVENING: HOW JUDGMENT TIMEFRAME AFFECTS HINDSIGHT BIAS**

Christopher N. Gamble, Melvin M. Mark; Penn State University—This study addressed an apparent discrepancy in the literature on hindsight bias. Some past research has shown that hindsight bias is attenuated when people experience a disappointing event for which they feel responsible (e.g., if a person buys stock in a company that fails, she doesn't say she “knew it all along”). In contrast, other research has found more hindsight bias following a disappointing event, perhaps because people try to ease their disappointment by making the negative outcome appear inevitable. We suspected that this apparent discrepancy could be explained by the timeframe from which participants make their likelihood estimates. Our findings support this hypothesis. In a 2 (outcome knowledge: known vs. unknown) X 3 (judgment timeframe: morning vs. evening vs. none) between-subjects factorial design, participants read a scenario describing a student who encountered a series of difficulties in getting a document needed for a scholarship. Participants asked to retrospectively estimate outcome likelihood from the perspective of the evening (given all the difficulties they encountered) showed significant hindsight bias. Participants asked to retrospectively estimate outcome likelihood either from the perspective of the morning (before encountering the difficulties), or without a judgment timeframe, displayed no hindsight bias effect. Results indicate that estimating outcome likelihood from different time perspectives can significantly alter hindsight bias and can explain the apparent discrepancy in the literature. Implications for the hindsight and other judgment literatures are discussed. A follow-up study in progress examines whether this effect reflects a cognitive or a motivated phenomenon.

B145**THE EFFECT OF MUSCULAR MEDIA IMAGES ON MALES' BODY-IMAGE: A META-ANALYSIS WITH IMPLICATIONS FOR THE BIOPSYCHOSOCIAL MODEL**

Christopher Vowels, Christopher Barlett,

Donald Saucier, Natalie Brown; Kansas State University—Past research has shown that exposure to the “ideal” muscular image in the media significantly lowers the self-esteem, body esteem, and body satisfaction of men. Men are most negatively affected by exposure to muscular images. These findings have been found for a multitude of media outlets, including television commercials, magazines, and action figures. Despite the evidence that shows that men feel bad about their bodies after exposure to muscular images, the overall extent to which the media makes men feel bad has never been examined, nor has the potential moderators of the overall relationship. The current meta-analysis was conducted to examine these relationships. Twenty-one articles yielding 25 studies that contributed 93 effect sizes and included 5,079 male participants were analyzed. Inclusionary criteria for this meta-analysis included: a) having males being exposed to a muscular image, b) measure one, or more, of the three self-image variables, and c) contain enough statistical information to calculate effect sizes. The results of this meta-analysis show that the overall effect that muscular images had was negative suggesting that males who saw a muscular image felt significantly worse about their bodies. Furthermore, body esteem and body satisfaction were the most negatively effected. Further analyses show that age was a significant moderator, while neither the muscularity rating nor the type of experimental design significantly moderated the overall relationship. Overall, this meta-analysis suggests that men feel significantly worse about their bodies after exposure to muscular male images. These results are interpreted within the context of the Biopsychosocial Model.

B146**VIOLENT VIDEO GAMES AND AGGRESSION: A STRUCTURAL EQUATION MODELING APPROACH TO COMPARE THREE DIFFERENT MODELS**

Christopher Barlett; Kansas State University—Multiple models have been proposed to explain the link between violent video game play and aggression. These models include Social Learning Theory, the General Arousal Model, and the General Aggression Model. Social Learning Theory (as used in the video game literature) posits that exposure to a violent character will elicit aggressive behavior. The General Arousal Model posits that exposure to a violent video game will increase levels of physiological arousal, which will increase aggressive behavior. Finally, the General Aggression Model posits that person factors (e.g., gender, trait aggression) and the situation (the violent video game) cause internal state variables (arousal, aggressive feelings, and aggressive thoughts) to become heightened which leads to aggressive behaviors. Despite the wealth of research applying these three models to violent video game play and aggression, none of these models have been compared to determine which model best explains the effects of violent video games. Therefore, the current study used structural equation modeling to test each model. Data from three independent data sets, which examined the link between violent video game play and aggression, were used to construct the three models. The results show that the General Aggression Model has the best goodness-of-fit indices compared to Social Learning Theory or the General Arousal Model. Furthermore, the presence and connections between variables was the strongest in the General Aggression Model compared to the other two models. Overall, this suggests that the General Aggression Model is the best model at explaining the link between violent video games and aggression.

B147**PSYCHOLOGICAL TIME TRAVEL: DOES DIRECTION OF THOUGHT INFLUENCE THE SUBJECTIVE DISTANCE OF PAST EVENTS?**

Kent C. H. Lam, Roger Buehler; Wilfrid Laurier University—Autobiographical events tend to be recalled in clusters, as memories of one event often spontaneously conjure up recollections of an earlier one. The order in which a series of past events is recalled may vary. In some situations, such as in narratives and social discourse, events tend to be

remembered in forward chronological order. In others, people might begin recalling more recent events first and gradually travel backwards in time. The purpose of the present study was to explore how the direction of people's thoughts (whether a cluster of past events are recalled in chronological or backward order) affects their judgments of how close or distant past events feel. First-year undergraduates were asked to report the subjective distance of the day they were accepted into University (the target event) after they engaged in either forward or backward recall. In forward recall, participants first remembered the target event and then recalled in chronological order several other events they had experienced since that time. In backward recall, participants remembered the intervening events in reverse chronological order before recalling the target event. Results indicated that, relative to forward recall, backward recall made the target event feel subjectively closer. Further analyses suggest that the direction effect was mediated by people's perception of how much change had occurred since the target event; backward recall led participants to report feeling that less had happened since the target event and that they had changed less as individuals.

B148**EFFECT OF PERSPECTIVE-TAKING ON DECISION-MAKING IN THE COURTROOM**

Jeanine Skorinko, Kaitlin Bountress, Barbara Spellman; University of Virginia – Despite the justice system's seemingly noble intentions to afford everyone a fair and impartial trial, different factors (such as eyewitness testimony, inadmissible testimony, pretrial publicity, stereotypes, etc.) can bias the outcome of a trial. Yet, little research has explored factors that could potentially remedy these biases, such as perspective-taking. Past research on perspective taking has demonstrated that perspective takers are more likely to engage in prosocial behavior (Davis, Conklin, Smith, & Luce, 1996), are more likely to see themselves and another person as more similar (Davis, et al., 1996), and are better empathizers (Hodges & Wegner, 1997) than non-perspective takers. However, very little research has examined the relationship between perspective-taking and decision-making, especially decisions made in a courtroom setting. We examined whether perspective-taking with the defendant influenced courtroom decisions, and how. Perspective-taking may lead jurors to identify with the defendant and be more lenient, or the defendant may be seen as being too different from jurors, thus leading them to be reluctant or unable to perspective-take with the defendant. Prior to reading a trial, half of the participants were instructed to take the perspective of the defendant. Participants then assigned verdicts and described their perceptions of the defendant. After controlling for gender and perspective-taking ability, we found that those participants who were instructed to perspective-take rated the defendant as less responsible for the crime and less likely to have committed the crime. Perspective-taking affected perceptions of and decisions about defendants in the courtroom.

B149**SOCIAL INVESTMENT AND PERSONALITY**

Jennifer Smith, Brent Roberts; University of Illinois, Urbana-Champaign – The normative increases seen in the personality traits of agreeableness, conscientiousness, and emotional stability into middle age (e.g. Roberts, Walton, & Viechtbauer, 2006) are thought to be driven, in part, by investment in adult social roles (Roberts & Wood, 2006). Recent meta-analytic research supported this hypothesis demonstrating that investment in social roles was positively related to agreeableness, conscientiousness, and emotional stability (Lodi-Smith & Roberts, in press). Additionally, these findings were more robust when social investment was measured using subjective rather than demographic indices of investment roles (Lodi-Smith & Roberts, in press). The current study tests a new, comprehensive measure of subjective social investment and how it relates to the personality traits of agreeableness, conscientiousness, and emotional stability within a stratified, random sample of 617 Illinois residents age 18-94. Specifically,

we examined the way subjective social investment predicted personality traits within six domains of social investment (work, marriage, children, family of origin, civic involvement, and religion) above and beyond demographic indices of social investment as indicated by years of employment and marriage or hours spent per week engaged in activities within the other four domains of investment. We found that conscientiousness was uniquely predicted by quality of work, marriage, child, and family of origin investments when controlling for quantity of each of these domains of social investment. Similarly, quality of work, child, and family investments uniquely predicted agreeableness above and beyond quantity of each domain. Finally, quality of work investments uniquely predicted emotional stability above and beyond quantity of work investment.

B150**PERSONALITY AND REACTIVITY TO DISCRETE NEGATIVE MOOD INDUCTIONS**

Jennifer Thake, John Zelenski; Carleton University – Research has established clear relationships between the personality dimensions of Neuroticism (N)/Behavioural Inhibition System (BIS) and Extraversion (E)/Behavioural Activation System (BAS) and broad positive and negative emotional reactivity. However, few researchers have examined the relationships between N/BIS, E/BAS, and discrete emotional reactivity. This study examined whether individuals high on N/BIS are reactive to four discrete emotion inductions (i.e., fear, anger, disgust, sadness), and whether E/BAS predicts reactivity to any discrete negative emotion inductions. Research has suggested that N/BIS might be related to some negative emotions, such as fear and sadness, while E/BAS might be related to heightened levels of anger. Participants (n = 166) were randomly assigned to one of four conditions: sad, anger, fear or disgust. In each condition, participants completed a number of personality questionnaires, a measure of mood state, and viewed one specific mood-inducing film clip. Participants then completed the same measure of mood state. The sadness, fear, and disgust film clips were effective at independently increasing the specific emotions; however, the anger condition increased both anger and sadness. N/BIS was associated with elevated levels of both fear and disgust after the fear mood induction and higher levels of sadness after the sad mood induction. This suggests that individuals high on N/BIS may not experience fear discretely. E/BAS were unrelated to levels of anger after the anger mood induction. Neither N/BIS nor E/BAS were related to disgust. In sum, N/BIS is related to negative emotional reactivity, but only for some negative emotions and not others.

B151**IMPLICIT ROMANTIC PARTNER EVALUATION**

Wade Rowatt, Jodi Daniel, Jordan LaBouff, Deepna Thakkar, Sharmeen Hirani, Ayesha Mohiuddin, Tamara Rowatt; Baylor University – Three goals of this study were a) to develop implicit measures of romantic commitment and liking, b) to examine how existing personality and relationship dimensions associate with implicit evaluations of a romantic partner, and c) to explore whether implicit and explicit measures predict relationship stability across time. At Time 1, 103 heterosexual students (69 women) completed two idiographic Implicit Association Tests (IAT) that assessed commitment to and liking of their current romantic partner. Participants then completed self-report measures of the Big Five, love attitudes, attachment, relationship satisfaction, commitment, investment, and comparison level for alternatives (CLalt). About ten weeks later, 78 participants were reached by phone and asked about their relationship status (i.e., persisted, ended). The IATs and self-report scales were internally consistent. Main findings were that implicit commitment and liking correlated positively. Openness correlated negatively with implicit commitment and liking. The love attitude storge correlated positively with implicit liking. Numerous expected associations were found between self-report measures. However, expected positive associations were not found between implicit and explicit commitment or between

implicit evaluations and relationship satisfaction, other love attitudes, attachment, investment or CLalt. As expected, compared to persons whose relationship persisted, those whose relationship ended had reported lower levels of commitment and satisfaction (and more relationship alternatives) at Time 1. Counterintuitively, Time 1 implicit commitment and liking were significantly higher among those whose relationship ended than persisted. Research is underway to attempt to replicate this counterintuitive finding and to determine additional uses of implicit measures in relationship science.

B152

DE-BIASING ANCHORING AND ADJUSTMENT: THE USE OF MULTIPLE ANCHORS *Bridgett Milner, Edward Hirt; Indiana University* – Anchoring has been demonstrated throughout the decision making literature as being a powerful and robust source of bias in judgments across a wide variety of tasks. This study examines the effectiveness of “consider-the-opposite” and “consider-an-alternative” de-biasing techniques in the context of traditional anchoring paradigms. Hirt, Kardes, & Markman (2004) showed that people asked to consider an alternative (even one in the same direction as original bias) showed de-biasing within explanation bias paradigms, particularly when they were low in Need for Structure (NFS) (a subscale of the Need for Closure (NFC) measure). This study attempts to apply these findings to the anchoring heuristic. 108 control participants and 291 experimental participants responded to 15 trivia questions, which required estimates to be made. The experimental condition involved a 2 (1st anchor:high/low) x 3 (2nd anchor:high/low/none) within-subject, between question design. All participants also completed the NFC scale. Traditional anchoring effects were replicated. “Consider-the-opposite” led to de-biasing for all participants (replicating findings by Mussweiler, Strack, & Pfeiffer (2000) using a simpler paradigm). “Consider-an-alternative” led to a reduction of bias for participants low in NFS ($t(111)=2.83, p<.01$) and an increase in bias for participants high in NFS ($t(135)=-4.64, p<.001$). Findings indicate that for individuals low in NFS, considering an alternative (even a more extreme anchor in the same direction as the original) is effective as a de-biasing technique. For individuals high in NFS, de-biasing within the anchoring paradigm is much more difficult and requires considering an anchor in the opposite direction (“consider-the-opposite”).

B153

TO CONQUER, ACCEPT OR NEGOTIATE WITH: CONCEPTIONS OF FATE ACROSS CULTURES AND THEIR IMPLICATIONS FOR COPING AND WELL-BEING *Evelyn Au, Chi-Yue Chiu; University of Illinois at Urbana-Champaign* – The current study examined how three different beliefs in fate and agency are associated with construals of the world and indicators of well-being. Results revealed that there were some patterns that were consistent across both American and Chinese cultures as well as unique relationships within each culture. In this study, we identified three different beliefs about the role of fate and agency in determining personal outcomes: (1) Belief in fate – that fate determines personal outcomes; (2) Belief in personal agency – that one has control over one’s fate and; (3) Belief in negotiable fate – that personal outcomes are jointly determined both by fate and the self. The belief in fate was associated with external locus of control and having an entity theory of the world in both cultures, but it was linked to passive coping in the US only. The belief in personal agency was associated with internal locus of control and active coping in both cultures, but it was related to higher self-esteem and making more favorable future life satisfaction predictions in China only. Finally, the belief in negotiable fate was associated with having an entity theory of the world in both cultures. In China, negotiable fate was also related to active coping, higher self-esteem and having an entity theory of personality, whereas in the US, the same belief was associated with passive coping and having an entity theory of intelligence. Implications and future directions are discussed.

B154

THE WHY OF PASSIONATE LOVE *Joshua Poore, Amy Strachman; University of California, Los Angeles* – Budding long-term relationships pose an interesting problem to romantic partners: Interpersonal trust and commitment is formed through mutual displays of “altruistic” pro-relationship behaviors (e.g. providing social support, acquiescing to partner requests) (Weiselquist, et al., 1999). These displays serve as costly indicators of partners’ intent to persist in the current relationship, which offer sincere signals of commitment to significant others. However, in the early stages of long-term relationships, partner’s have very little prior knowledge about their companion’s intentions, leaving them open to the possibility of costly defection if they choose to engage in displays of “altruistic” pro-relationship behaviors. Frank (1988, 2004a) proposes that emotions such as love operate as “commitment devices”, which force individuals to reappraise benefits making long-term benefits of commitment loom larger than short-term costs of possible defection. This study examines whether love operates as a “commitment device” in the early stages of relationships. We hypothesize that Passionate Love (Hatfield & Sprecher, 1986) should be a significant predictor of relationship commitment in budding relationships (6 months or younger), but that bonds based on trust (intimacy) offer better predictors in established relationships (12 months or older). Regression analyses indicate that Passionate Love out-predicts other covariates of commitment including intimacy in budding relationships. Moreover, Passionate Love fully mediates the relationship between intimacy and commitment. In established relationships, intimacy becomes the better predictor of commitment, and Passionate Love no longer mediates the relationship between intimacy and commitment. The same pattern emerges when predicting pro-relationship behaviors.

B155

LEISURE ACTIVITIES OF MIDDLE AGED AND OLDER WIDOWED ADULTS *Jacki Fitzpatrick, Hyunsook Kang; Texas Tech University, Lubbock, TX* – Social scientists have explored various aspects of widowhood (e.g., grief - Lee & Bakk, 2001; solitude - Davidson, 2001), but given less attention to issues such as leisure. In the absence of spouses, leisure (e.g., watching T.V., reading) could be helpful to stress amelioration (e.g., Patterson, 1996). However, not all widowed groups must use activities to the same extent; middle and older adults might vary in their leisure activities. The goal of this study was to examine leisure differences between middle aged and older widowed adults. The study represents a secondary data analysis from an AARP telephone survey. The sample included 193 middle-aged (40-59) and 201 older (60+) widowed adults. The frequency of leisure activities was assessed. A MANOVA revealed a significant main effect; univariate follow-up tests indicated that the middle aged group more frequently (a) visited family, (b) engaged in hobbies, (c) read, (d) watched T.V., (e) did volunteer work and (f) engaged in spiritual activities. Older adults more frequently played with pets. Overall, younger widowed people had higher leisure rates than older widowed individuals. Studies have shown that older people have more free time, and enjoy diverse activities (Dorfman & Kolarik, 2005), so our findings are somewhat counterintuitive. It is possible that older adults engage more frequently in events that were not assessed (e.g., senior cruises). Alternatively, middle aged adults might use more leisure to deal with the stress of a non-normative life event (early widowhood). This interpretation is consistent with lifecourse theory (McGoldrick & Walsh, 2005).

B156

“GOOD MORNING MS. PRESIDENT”: PREDICTORS OF INDIVIDUALS’ LIKELIHOOD OF VOTING FOR MALE AND FEMALE PRESIDENTIAL CANDIDATES *April L. Seifert, Jennifer S. Hunt; University of Nebraska, Lincoln* – As political analysts and lay people increasingly discuss the suitability of women such as Senator Hillary Rodham Clinton and Secretary of State Condoleezza Rice for the 2008 Presidential election,

it is important to understand factors that contribute to individuals' likelihood of voting for a female candidate. Voters have beliefs about the masculinity and femininity of various political issues (e.g., abortion, terrorism), and candidates' ability to handle them may influence voting behavior (Sanbonmatsu, 2002). Additionally, hostile sexist individuals are less likely to support women who deviate from their prescribed gender role by running for President (Glick & Fiske, 1996). 68 undergraduate students completed a questionnaire examining possible predictors of voting for a female (i.e., Clinton, Rice) or male (i.e., Hagel, Edwards) presidential candidate. Likelihood of voting for a male candidate was related to beliefs about the candidate's personality traits and qualifications, overall feelings about the candidate, and predictions about the candidate's ability to handle domestic issues such as abortion ($p < .05$). Likelihood of voting for a female candidate was related to hostile and benevolent sexism, attitudes toward women in politics, experience with women in leadership positions, the candidate's qualifications, and predictions about the candidate's ability to handle foreign issues such as terrorism ($p < .05$). Thus, results illustrate that decisions to vote for women are influenced by more factors than decisions to vote for men. Additionally, it appears that the candidates' ability to prove themselves in gender stereotype-inconsistent domains (e.g., abortion for men, terrorism for women) was a key factor in voting decisions.

B157

AMOUNT, COGNITIVE ELABORATION, AND STRUCTURAL CONSISTENCY OF KNOWLEDGE AS ORIGINS OF ATTITUDE CERTAINTY Steven Smith¹, Leandre Fabrigar²; ¹Saint Mary's University, Halifax, NS, Canada, ²Queen's University, Kingston, ON, Canada – Attitudes vary in their underlying strength (see Petty & Krosnick, 1995). One determinant of attitude strength that has received considerable attention is attitude certainty, which refers to the level of subjective confidence or validity a person attaches to his or her attitude (Festinger, 1954; Gross, Holtz, & Miller, 1995). Although many studies have explored the consequences of certainty, the origins of attitude certainty are far from completely established. Indeed, some of the most theoretically plausible sources of attitude certainty have yet to receive clear empirical support. Perhaps the most striking example of this is the research on what has been termed “informational” sources of certainty (e.g., see Gross et al., 1995). Researchers have long speculated that the more extensive the information from which an attitude is derived, the greater the certainty of that attitude should be (e.g., Holtz & Miller, 2001; Gross et al., 1995). Surprisingly, data relevant to this prediction have been equivocal. Thus, in two experiments, we explore amount, cognitive elaboration, and structural consistency of attitude-relevant knowledge as determinants of attitude certainty. In two experiments, each using a different attitude object, certainty was influenced by experimental manipulations of all three constructs. Mediation analyses suggested that the effects of the three manipulations were partially mediated by subjective impressions of knowledge. Subjective impressions of amount of thought only partially mediated the effects of manipulated elaboration. Perceived ambivalence mediated the effects of manipulated consistency of knowledge and to a lesser degree manipulated amount of knowledge.

B158

THE SURPRISING EFFECTS OF STATE MINDFULNESS ON NON-COMPLIANCE WITH TASK INSTRUCTIONS Eleanor Tate, Mark Leary; Duke University – Recent research suggests that mindfulness—nonjudgmental, present-centered awareness—improves people's ability to deal with chronic pain and addictive behavior when used in combination with meditation or relaxation techniques. However, the effects of mindfulness inductions on self-regulatory capability following common, daily setbacks or minor frustrations remain uninvestigated. This experiment examined whether an audiotaped mindfulness induction improved anagram performance following inescapable noise.

Participants were exposed to a 6-minute mindfulness induction or a control tape, then led to experience escapable or inescapable noise before working on anagrams. As predicted, participants who heard the mindfulness tape solved more anagrams following inescapable noise than those who heard the control tape. However, this effect was due not to enhanced anagram performance as expected but rather to the fact that the mindfulness tape led participants to violate instructions by skipping difficult anagrams. Additionally, participants who heard the mindfulness tape rated the anagram task as less difficult after experiencing inescapable noise than escapable noise, $p = .06$, as well as less effortful than in the escapable noise condition, $p < .01$, a pattern not obtained for participants who heard the control tape. Paying mindful attention may have led participants to become more aware of their failures during the inescapable noise task, motivating them to solve more anagrams at the expense of following directions. Future research should investigate the processes by which state mindfulness influences motivation and performance.

B159

PSYCHOLOGICAL ESSENTIALISM AND SOCIAL IDENTIFICATION Brock Bastian, Nick Haslam; The University of Melbourne – Psychological essentialism provides an encompassing framework within which implicit person theory research can be conceptualized. Essentialist beliefs covary with entity theories and predict phenomena previously related to entity theories in ways that are not reducible to these theories (Bastian & Haslam, 2006). Recent research has sought to extend these findings into the area of social identity, with an emphasis on essentialist beliefs as individual differences that underlie social identification and group processes related to prejudice and intergroup perception. Within the context of immigration in Australia, the findings of the present study indicate that essentialist beliefs are related to negative bias towards recently arrived immigrants, particularly when participants are primed with an exclusive social identity. Furthermore, among immigrants, essentialist beliefs moderate the extent to which Australian identity is taken up as a self-guide during acculturation.

B160

PRaise AND DENIGRATION: MORAL IDENTITY AND JUDGMENTS OF BEHAVIOR Scott Wiltermuth, Benoit Monin; Stanford University – This paper explores how an individual's moral self-concept can affect how that individual will perceive and judge the morality of the behaviors of others. Specifically, it examines whether the people who praise others for positive moral behaviors are the same people who denigrate others for immoral behaviors. Using Aquino and Reed's (2002) moral identity scale, two experiments showed that people scoring high on the internalization subscale of moral identity judge others more harshly for immoral behaviors than do those scoring low on the internalization subscale, while people scoring high on the symbolization subscale of moral identity accord more respect for positive moral behaviors than do those scoring low on the symbolization subscale. The studies also showed that people scoring high on the symbolization subscale are significantly more likely to list positive moral behaviors when asked which behaviors a moral person would or would not engage in, while those scoring high on the internalization subscale are more likely to list immoral behaviors that a moral person would not engage in. Lastly, a study showed that people high in symbolic moral identity amplify their praise of moral behaviors whereas those high in internalized moral identity do not.

B161

NARCISSISM, SELF-CONSTRUAL, AND ANALYTIC COGNITIVE STYLE Sara Konrath, Brad Bushman, Tyler Grove; University of Michigan – People with independent self-construals focus on their uniqueness and differences from others while people with interdependent self-construals focus on their similarities to others and group memberships.

In the extreme, a focus on the self rather than others may be narcissistic, but there has been limited and indirect research on the relationship between self-construal and narcissism (Foster et al, 2003; Roberts & Helson, 1997). We measured the direct relationship between narcissism and self-construal. In addition, research has found that individualistic societies are associated with a highly analytic "field independent" cognitive style (Nisbett et al., 2001; Witkin et al, 1974). Given that narcissism and individualism may be related, we hypothesized that narcissists would perform better on a test of analytic cognitive style. Participants completed the Narcissistic Personality Inventory (Raskin & Terry, 1988), the Self-Construal Scale (Singelis, 1994), and the Embedded Figures Test (Witkin, 1976). The NPI measures subclinical levels of narcissism, while the Self-Construal Scale measures independent and interdependent self-construals. The Embedded Figures Test measures the ability to disembed information from a context. As in past research (Singelis, 1994), independent and interdependent self-construal were orthogonal, thus examined separately. We found that narcissism was positively correlated with independence and negatively correlated with interdependence. A planned contrast comparing high-independent, low-interdependent people to the rest, confirmed that they were the most narcissistic. In addition, narcissists scored higher on the EFT. Controlling for gender makes these effects stronger. As in any correlational study, direction of causality and third variable explanations cannot be ruled out.

B162

IMPLICIT MOTIVATION VS. IMPLICIT ATTITUDES: A STUDY OF FOOD PREFERENCES Courtney Ignarri¹, Andrew Karpinski²; ¹Lehigh University, ²Temple University—Generally, people want what they like and like what they want. However, a considerable amount of neuropsychological evidence is consistent with the hypothesis that wanting and liking can be independent constructs and can make unique contributions to behavior (Robinson & Berridge, 1993, 2003; Berridge, 1996). Because the dissociation between liking and wanting occurs largely outside of awareness, the study of liking and wanting is likely to be fruitful if these concepts are measured implicitly. In this study, 124 participants completed the IAT and Single-Category IAT to assess implicit liking (good/bad associations) and implicit wanting (approach/avoid associations) for high-fat foods. Overall participants displayed significant effects for liking high-fat foods, $d = .25$, and wanting high-fat foods, $d = .23$. Unexpectedly, neither implicit liking nor wanting correlated with Body Mass Index (BMI), $|r|s < .14$. Linear regression analyses revealed that, as predicted, implicit wanting of high-fat foods significantly predicted fat consumption whereas implicit liking of high-fat foods was unrelated to fat consumption. Lastly, a medium-sized correlation was observed between implicit liking and implicit wanting. As predicted, this correlation was moderated by BMI such that as BMI increased, implicit wanting and liking for high-fat foods would become increasingly dissociated. A model that incorporates the distinction between implicit liking and implicit wanting has broad implications for the understanding of cognition and behavior in a wide variety of domains.

B163

A META-ANALYTIC EXAMINATION OF PREDICTORS OF DATING RELATIONSHIP PERSISTENCE Natalie Smoak¹, Benjamin Le², Christopher Agnew³; ¹Illinois Wesleyan University, ²Haverford College, ³Purdue University—Over sixty studies were meta-analyzed to examine the relative utility of a range of commonly examined relationship-relevant variables in predicting dating relationship stability. Specifically, empirical work employing longitudinal designs assessing predictors of persistence at one point (Time 1) and then collecting self-reports of persistence (i.e., broken-up vs. still together) at a later point (Time 2) were included in the meta-analysis. Data from over 16,000 participants was included. Results indicated that Time 1 commitment, satisfaction, alternatives, and investments are all fairly robust predictors of Time 2 relationship persistence in dating couples ($ds = -0.835, -0.365, 0.604, \text{ and } -$

0.625 , respectively). In addition, relationship processes such as self-disclosure, conflict, and adjustment also predict stability ($ds = -0.607, 0.078, \text{ and } -0.513$, respectively). Stability is most strongly predicted by various dimensions of relationship closeness (as assessed by the Relationship Closeness Inventory and the Inclusion of Other in the Self scale), intimacy, and love (ds ranging from -0.723 to -0.778). Finally, external factors such as social network support and overlap also predict persistence, but attachment style was not as robust a predictor (ds ranging from -0.049 to 0.195). Theory and methods for understanding relationship persistence are discussed within the context of these factors and quantitative indicators of the relative strengths of different dissolution predictors are offered.

B164

PHOTOGRAPHIC SELF-PORTRAITS AS A LENS FOR OBSERVING INDIVIDUAL TRAITS IN PERSONALITY Shannon Lavoie, Randall Colvin; Northeastern University—Personality assessment is fraught with difficulties. Self-report methods often result in overly-flattering responses to questionnaire items; thus approaches that are less likely to elicit biased responses are needed. The current research used participants' self-relevant photographs as a lens for observing their underlying personality characteristics. Participants completed several traditional paper and pencil measures of personality. A close friend rated each participant on the same set of personality measures. In addition, participants were given disposable cameras and asked to take "at least twelve photographs that reveal the inner you, who you are, what interests you have, and what you are passionate about." The photos were coded on several dimensions by a team of trained coders. The photo data were correlated with the self and friend ratings of personality. The findings revealed interesting gender differences. Females who took a high proportion of photos relating to sex and drugs were described by self and a friend as being intelligent, protective of others, and sensuous. In contrast, females who took fewer photos of sex and drugs were described as self-defensive, insecure, and fearful. Males who took a high proportion of photos relating to fitness were described by self and a friend as dependable, protective of others, physically attractive, and satisfied with self. Overall, the results reveal the utility of using self-relevant photographs as a tool for assessing personality.

B165

CULTURE AND PERCEPTUAL INFERENCE: INFERRING THE IDENTITY OF AN OBJECT FROM ITS PARTS OR ITS BLURRED IMAGE Keiko Ishii¹, Takafumi Tsukasaki¹, Shinobu Kitayama²; ¹Hokkaido University, ²University of Michigan—On the basis of recent work on culture and cognition (Nisbett, Peng, Choi, & Norenzayan, 2001), we reasoned that because people engaging in Western cultures tend to attend analytically to separate elements of a perceptual field, they should be quite capable of making perceptual inferences from such elements. In contrast, because those engaging in Asian cultures tend to attend holistically to the whole field, they should be quite capable of making perceptual inferences from gestalt information. In 2 studies 61 Asian and 76 European American participants were presented with either parts of familiar objects (e.g., clock, lobster) or their blurred images and asked to identify the original objects. As predicted, accuracy of perceptual inference depended both on the cue type and the cultural backgrounds of the participants. When part information was presented as a cue, performance in perceptual inference was consistently better for European Americans than for Asians. Interestingly, when gestalt information was used as a cue, performance was no better for Asians than for European Americans. We suggest that to observe the predicted cultural difference in the gestalt cue condition it might be necessary to use stimuli that do not have inherent gestalt (e.g., an arbitrary "object" composed of a line and a square). Implications for culture's influences in perception are discussed.

B166**PATTERN PROJECTION: EGOCENTRISM AND IMPLICIT PERSONALITY THEORIES**

Clayton R. Critcher, David Dunning; Cornell University—Two studies tested whether people's implicit personality theories, their assumptions about how personality traits covary, are egocentric in origin. Traditionally, implicit personality theories have been assumed to reflect culturally-shared stereotypes. However, drawing on research that the self plays a prominent role in social judgment, we predicted that people would project the relationship among traits in themselves onto others. According to this pattern projection hypothesis, people who rate themselves similarly [dissimilarly] on two traits should assume the traits tend to co-occur [occur in opposition] in others. In Study 1, participants given information that a target was high on one trait made assumptions about the target's standing on another trait consistent with the way the two traits "covaried" in themselves. In Study 2, participants made probability judgments about the prevalence and co-occurrence of different traits from which we could infer participants' implicit personality theories for fifty-five trait pairs. Participants' implicit personality theories were significantly predicted by how the traits related in themselves, but not how they covaried in their freshman year roommate, demonstrating such projection was egocentric (e.g., disproportionately self-based), and not based on a sampling of people in general. While past demonstrations of projection have shown how individual differences in attitudes, traits, and behavioral intentions guide people's assumptions about their prevalence, the present research is the first of which we are aware to demonstrate that interrelationships or patterns between variables are also projected onto others.

B167**INTERGROUP CONTACT: CAN POSITIVE SOCIAL CONTACT REDUCE THREAT DURING CROSS RACE ENCOUNTERS?**

Modupe Akinola, Wendy Berry Mendes; Harvard University—Positive intergroup contact often has been cited as a means for improving relations between members of different races. Yet disentangling person effects—individuals who seek intergroup contact—and situation effects has proven difficult. Further, experiments manipulating types of social contact, ones varying the level of personal knowledge and disclosure between interaction partners, are rare. This longitudinal study manipulated intergroup composition and type of social contact to examine what social factors were the most effective at reducing threat responses, measured physiologically, behaviorally, and cognitively. African-American and White female participants were randomly assigned to interact with either an African-American or White female confederate. Dyads were then randomly assigned to one of three levels of social contact: mere presence, superficial disclosure, and deep emotional disclosure. Over a three week period the dyads met weekly, engaged in their assigned social contact condition, and then completed cooperative tasks. Cardiovascular responses were measured throughout the social interaction and cooperative tasks. We predicted a 3-way interaction with time, group composition, and type of social contact. Among same race dyads, we predicted that greater depth of disclosure would yield positive responses. In contrast, among cross race dyads in the deep disclosure condition, we predicted the greatest threat initially. However, over time, more benign responses were expected in the deep disclosure condition compared to the other social contact conditions. Initial results suggest support for these predictions. Implications of these results in improving intergroup relations are discussed.

B168**THE ROLE OF COGNITIVE PROCESSES IN AFFECTING THE INFLUENCES OF NEUROTICISM AND EXTRAVERSION ON EMOTION**

Weiting Ng, Ed Diener; University of Illinois, Urbana-Champaign—The primary objective of this research is to elucidate the role cognitive processes play in affecting the influence of personality on emotion. This research integrates the separate domains examining the influences of

cognitive processes and personality on affect. In Study 1, participants read a negative vignette, and rated the intensity of their emotions, as well as the extent to which they engaged in positive or negative cognitive processes. Negative cognitive processes were found to mediate the influence of neuroticism on negative emotions. In Study 2, after reading a positive or negative vignette, participants were instructed to engage in positive or negative cognitions before rating their emotions. The results showed that the type of cognitive strategies used moderated the influence of neuroticism on negative and positive affect. When instructed to think positively in response to the negative vignette, individuals low in neuroticism, but not individuals high in neuroticism, felt less negative and more positive than those instructed to think negatively. Moreover, the extent of engaging in the instructed positive cognitive strategies moderated the influence of extraversion on positive emotions. Introverts who employed the positive strategies to a smaller extent felt less positive toward the positive situation than those who did so to a greater extent. These findings demonstrate that cognitive processes, personality traits, and emotion are closely intertwined. The influences of neuroticism and extraversion on emotions are partly determined by the type of cognitive strategies used, and the extent to which one engages in these positive or negative strategies.

B169**ASSESSMENT RELATED CHANGES IN ALCOHOL CONSUMPTION: REAL CHANGE OR REGRESSION TOWARDS THE MEAN**

Stormy Morales, Joe Tomaka, Rebekah Salaiz, Adriana Almodovar, Brenda Hanson; The University of Texas at El Paso—This study examined the frequently-observed decrease in alcohol risk scores that result from completing screening and assessment instruments. Participants in this study completed the Alcohol Use Disorders Identification Test (AUDIT) and the Readiness to Change Questionnaire (RCQ) during a classroom screening exercise (Time 1) and a month later prior to participation in an alcohol risk-reduction program (Time 2). As expected, AUDIT scores decreased significantly from Time 1 (mean = 12.98) to Time 2 (mean = 11.61), $F(1,190) = 16.89, p < .001$. The Readiness to Change scale also showed changes in scores over time, but this change was limited to the RCQ contemplation subscale. RCQ scores significantly increased from Time 1 (mean = -1.63) to Time 2 (mean = -0.84), $F(1, 186) = 13.57, p < .001$. There were no significant changes in either of the other subscales or overall stages. A significant negative correlation between change in AUDIT scores and change in RCQ contemplation scores ($r = -.22, p < .003$) suggested that as readiness to change increased, alcohol risk behavior decreased. This pattern of results suggests that decreases in risk behavior from screening to intervention are not a simple statistical artifact associated with regression to the mean. The results also suggest that even small changes within a stage can have behavioral consequences. Finally, the results also support the Transtheoretical Model as a mediator of behavior change process.

B170**EVERYDAY DEHUMANIZATION: THE ATTRIBUTION OF TWO SENSES OF HUMANNES**

Stephen Loughman, Nick Haslam; The University of Melbourne—Dehumanization is a hallmark of extreme intergroup antagonism. However, research suggests that subtle denials of humanness may occur in everyday social interaction. Research on infra-humanization indicates that people deny outgroup members secondary emotions relative to ingroup members. Secondary emotions reflect "human uniqueness", characteristics exclusive to humans, rather than characteristics considered central or core to humans ("human nature"). Whereas human uniqueness is inherently comparative, human nature comprises a deep, enduring, human essence. Earlier studies have demonstrated that these two senses of humanness can be dissociated, with human uniqueness characterised by culture, refinement, and cognition, and human nature by emotionality, vivacity, and flexibility. We propose that both senses of humanness are important dimensions of

social perception. In two studies we investigated how these senses of humanness operate in interpersonal and intergroup dehumanization. Study 1 (N=59) examined interpersonal attributions of humanness, finding that greater humanness is attributed to the self than to others, independent of self-enhancement. In contrast to infra-humanization research, this “self-humanising” effect was found for human nature but not human uniqueness. Moving to intergroup perception, Study 2 (N=45) employed implicit methods to measure the associations between two social groups, humanness, and non-humans. We found that people associate artists, animals, and human nature on one hand, and business people, automata, and human uniqueness on the other. This suggests that attributions of humanness and non-human others might be related. Combined, these studies suggest that dehumanization involves two distinct senses of humanness and is present both explicitly and implicitly in interpersonal and intergroup cognition.

B171

PROFILING STIGMA: HOW TYPE OF STIGMA AND SITUATIONAL EXPERIENCES INFORM STIGMA CLASSIFICATION

Alecia Santuzzi, Dale Tzeng; Syracuse University – Research suggests that the experiences of stigmatized individuals differ based on the situation. Past typologies of social stigma, however, tend to classify stigma according to its manifestation (e.g., physical characteristics, behavior), rather than the role that it plays in stigmatized individuals' experiences across social situations. The goal of this study was to examine social stigma experiences across situations and whether experience profiles differ across stigmas. One hundred fifty undergraduates reported that they had a socially stigmatizing characteristic. These characteristics included sex, race or ethnicity, religion, sexual orientation, physical or mental disability, physical health or body-related stigmas, and hair or skin conditions. They completed measures of their experiences of stigma-related rumination, perceived social impact of stigma, perceived discrimination, avoidance of stigma-related social interactions, use of stigma-concealing behavior, and perceptions of discrimination. Participants reported their stigma experiences for three social situations: residence, classroom, and general public. Multivariate analyses suggested that reported stigma experiences differ by stigma characteristic. Profile analyses suggested that reported stigma experience profiles across situations depend on stigma category when examining perceived discrimination. Reported stigma experiences significantly differed by situation for perceived social impact, discrimination, and concealing behavior, but not for rumination and avoidance. These results suggest that the shapes of discrimination experience profiles across situations might vary by stigma. Other components of the stigma experience may differ in magnitude across stigma types and situations, but the situational experience pattern for those experiences might not change based on the stigma type.

B172

NEEDS FOR BELONGING AND DISTINCTIVENESS: AN EXAMINATION OF THE PERSONAL, RELATIONAL, AND COLLECTIVE LEVELS OF SELF-REPRESENTATION

Kelly A. Sauerwein, Cynthia L. Pickett; University of California, Davis – Although researchers recognize the distinction between the personal, relational, and collective levels of self-representation, the interplay between these three levels of self remains relatively unexplored. Two studies examined participants' current state of belonging and distinctiveness and their desire for those states at each of the three levels of self using a variety of self-report measures. In Study 1, 215 undergraduates completed measures indicating their current state of belonging and distinctiveness at each level of self-representation. Participants also completed measures regarding their desired state of belonging and distinctiveness (i.e. need state) at each level. Study 2 included 156 undergraduate students who completed the same measures of need state from Study 1 as well as indicated their preference for various activities to assess their desired level of belonging and distinctiveness at the three levels of self-

representation. We predicted that the needs for belonging and distinctiveness would be expressed simultaneously such that their expression at one level of self would be associated with their expression at the other levels. Our analyses revealed the predicted pattern of results such that correlations between the needs for belonging and distinctiveness were found across levels. Additionally, the personal and collective levels of self showed evidence of a stronger relationship than those involving the relational level, indicating that the relational level may function fairly independently from the other two levels of self. These two studies demonstrate that the personal, relational, and collective levels of self-representation operate dynamically and may work together to satisfy intrapsychic needs.

B173

DO YOU THINK MEN SHOULD BE TOUGH AND WOMEN SHOULD BE NURTURING?

Shinya Okiebisu; Safety Life Job Recruiting Office – Many researchers have been investigating what the psychological mechanism of stereotype threat, especially what the moderators of stereotype threat are, e.g., anxiety, extra burden for cognitive resources. Present study also investigated the moderator of stereotype threat; from the point of view of gender difference acceptance. It was assumed that gender role acceptance or those who have seen difference between male and female and accept those differences would be particularly vulnerable to stereotype threat than those who do not. Gender Difference Scales (GDS; Ito, 1997) were used to measure in what extent female accept gender differences e.g., “men have to be tough” or “mother should be the care taker of children”. Identification with Math Scales (IMS; Sarason, 1982; translated into Japanese by author) were used to measure in what extent participants identify with math. 5 minute pre-test were used to measure original math skills and their results were used as covariance. The results showed that main effect of GDS scores were not significant ($F(1,33) < 1$), however, GDS scores \times IMS scores interaction was significant ($F(1,33) = 3.13, p < .001$). Post hoc comparison showed that among GDS lower scores (below mean), high IDS scorers (above mean) performed better than low IDS scorers (below mean). In contrast, among GDS high scorers, high IDS scorers performed worse than low IDS scorers. Results suggested people who think there are gender differences except chromosomes and think it is reasonable are more vulnerable to stereotype threat, however, it is limited to people who identify with math.

B174

INFORMATION TO GO: HOW FLUENCY ENHANCES THE USABILITY OF PRIMED INFORMATION

Michael Haefner^{1,2}, Diederik A. Stapel^{1,3}; ¹University of Groningen, The Netherlands, ²Utrecht University, The Netherlands, ³Tilburg University, The Netherlands – Extending the hedonic marking account of fluency effects (e.g., Winkielman, Schwarz, Fazendeiro, & Reber, 2003), we propose that over and above signaling a positive state of affairs, a fluency experience also signals a positive state of the information being processed. Specifically, we argue that a fluency experience may be interpreted as a cue to the usability of the information at stake. Three experiments tested this notion in a classic priming paradigm. Specifically, we assumed that when primed traits are processed fluently, then priming would have an effect independent of whether or not these traits were descriptively applicable to a subsequent target description. In Experiment 1, fluency of the primed information was manipulated by telling participants that subliminal music would ease up their information processing or not. In Experiment 2, fluency was manipulated by rhyming, and, in Experiment 3, font and letter size of the primes were manipulated. All three experiments provide strong support for our hypothesis in that they show priming effects of inapplicable primes when they were processed fluently whereas no priming effects were found when the primed information could not be processed fluently. Taken together, these findings suggest that fluency experiences do not only induce positive affect but do also moderate the usability of the information being processed. Moreover, our results suggest that it is

therefore that fluency experiences may also lead to more negative judgments, which is in sharp contrast to the predictions of the hedonic marking hypothesis.

B175**THE COMPENSATION EFFECT, SPECIFIC TO WARMTH AND COMPETENCE?** *Nicolas Keroyan¹, Vincent Yzerbyt¹, Charles Judd²;*

¹Catholic University of Louvain, ²University of Colorado at Boulder – Long identified as two basic dimensions of personality (Rosenberg, Nelson & Vivekananthan, 1968; Brown, 1986), warmth and competence have recently been used in a wide variety of studies on stereotypes and intergroup relations (Phalet & Poppe, 1997; Fiske, Cuddy, Glick and Xu, 2002). Importantly, Judd, Hawkins, Yzerbyt and Kashima (2005) relied on a stereotype formation paradigm to experimentally demonstrate the existence of a negative relationship between those two dimensions. The present research critically examines these authors' assumption that such a compensation effect results from the fact that competence and warmth are indeed two basic dimensions. If this view is correct, there should be no compensation but a halo on another arbitrary dimension. In three experiments, we used Judd et al.'s (2005) procedure but introduced a third dimension. We hypothesized that for any other dimension than warmth or competence, we should observe a halo effect between the manipulated dimension and this other dimension. In the first and second study, we indeed found a halo effect whenever one of the two basic dimensions was manipulated and the third dimension was presented as neutral. In the third study, we manipulated the third dimension and presented neutral information on the two basic dimensions. Our data reveal the presence of a compensation pattern for warmth. Interestingly, we found a halo effect for competence, the dimension that was most strongly related to the third dimension we had selected. As a set, our results nicely confirm the uniqueness of the compensatory relationship between competence and warmth.

B176**"FAILURE AS AN ASSET" – PERCEIVED MASCULINITY AND THE EVALUATION OF PERFORMANCE DEFICITS** *Matthias Messner,*

Marc-Andé Reinhard, Dagmar Stahlberg; University of Mannheim, Germany – It has recently been suggested by Reinhard, Stahlberg and Messner (2005) that although personal success compared to failure is typically correlated with positive evaluations, there might exist conditions where failure can become an asset. The work of Reinhard et al. supported the assumption that members of a high-status group (e.g., men) are seen as successful when failing in a domain where a low-status group (e.g., women) in general outperforms the high-status group. While there is preliminary support that this "failure-as-an-asset" effect (FA-effect) is mediated by the attribution of high ingroup prototypicality to the high-status target, the present study was designed to investigate the causal link between ingroup prototypicality and predicted occupational success more directly. Thus, we externally manipulated the gender typicality (feminine, gender-neutral, masculine hobbies) of a target who allegedly had performed an achievement test on "innovative thinking". Further experimental factors were the target's individual performance (good vs. poor), the relative gender performance (men better vs. women better) and the target's sex. Consistent with the supposed mediational process results showed that (a) with "masculine" targets the FA-effect was found for targets of both sexes, and (b) with "feminine" targets the FA-effect was found neither for male nor for female targets, and finally (c) in the control condition, as in prior studies the classical FA-effect emerged for male targets only. Additionally, when perceived masculinity was introduced as a covariate the observed four-way interaction was reduced to non-significance. Thus, the results provide strong support for the mediating role of ingroup prototypicality.

B177**SOCIAL VALUES AS SELF-GUIDES: VALUE CENTRALITY INFLUENCES REGULATORY FOCUS AND EXPERIENCED EMOTION**

Kerry John Rees, Gregory Maio; Cardiff University – Social values can be conceptualised as abstract ideals (e.g., freedom, equality) that are important guiding principles in one's life (Rokeach 1973; Schwartz 1992). As such, social values are important aspects of the self-concept. For any individual, some values will be central to the self-concept and others will be more peripheral (Rokeach, 1973). Yet, relatively little is known about how central and peripheral values operate in the self-concept. Based on Higgins's (e.g., 1997) approach to self-regulation and the values-as-truisms hypothesis (Maio & Olson, 1998), three studies tested the hypothesis that social values vary in the extent that they act as self-guides that people hold as "ideal" standards versus "ought" prescriptions. In Study 1, we predicted and found that participants' central values were more likely to serve as ideal self-guides than were their peripheral values. Study 2 replicated the unique use of central values as ideal guides, while also showing that central value self-discrepancies, but not peripheral value self-discrepancies, were correlated with the experience of more dejection-type emotions. Study 3 revealed a causal effect of central value self-discrepancies on dejection-type emotions, using an experimental manipulation of value violation. These results support prior hypotheses about a close link between social values and the self-concept, while providing more precise information about which types of social values elicit which types of emotion.

B178**EACH TO HIS OWN: SELF-BIASES IN MEMORY FOR OWNED OBJECTS** *Sheila Cunningham, Neil Macrae, David Turk; University of Aberdeen*

– By definition, social psychology deals primarily with the processing of information about people. However, research suggests that in some circumstances, inanimate objects can also be processed as social entities. The 'mere ownership' literature, in particular, has demonstrated that owned objects are subject to self-serving biases, such that they are perceived to be more valuable and imbued with more positive attributes than non-owned objects. A widely-held explanation for this effect is that self-owned objects are treated as psychological extensions of self, so their processing is characterised by the same self-biases that positively distort self-perception. The present study sought to investigate this explanation, by examining whether owned objects elicit other self-biases - specifically, the self reference effect in memory. The self reference effect is the tendency for information encoded with reference to self to be better remembered than information encoded about another referent. In this study, we manipulated ownership by asking participants to sort items of shopping into a basket that belonged to themselves, and one belonging to another participant. A subsequent surprise recognition test showed that items that went into the participant's own basket (i.e., owned items) were recalled better than those that went into the other participant's basket, regardless of who sorted the items. This finding suggests that ownership can generate a self-reference effect in memory, showing that objects even temporarily and arbitrarily owned by self can elicit self-biases. The existence of such biases demonstrates the extension of social processing to inanimate objects.

B179**INTERNAL MOTIVATION TO AVOID PREJUDICE AND AUTOMATIC EGALITARIAN GOAL ACTIVATION** *Tonya Smith, Michael Johns, Scott Freng, Andre Kehn; University of Wyoming*

– Past research by Devine et al. (2002) indicates that people who are motivated primarily by their internalized beliefs to respond without prejudice are less likely to show bias on implicit measures of racial prejudice. Their data also suggest that this ability is automatic. We examined the idea that people who have high internal motivation but low external motivation to avoid prejudice (i.e. primarily internally motivated) are less likely to show implicit bias because they automatically activate egalitarian goals. White

participants who varied in their relative levels of internal and external motivation were randomly assigned to complete a task in which they were subliminally primed with the faces of either Whites or African Americans. Following this task, they completed the ring measure of social value orientation (van Lange, 1999). For this measure, participants made a series of forced-choice decisions about how to allocate points to themselves and another hypothetical person. Point allocation decisions were decomposed to produce an index of the motivation to maximize the equality of outcomes between self and other (i.e. egalitarian motivation). Participants high in internal motivation but low in external motivation showed a significantly greater tendency to seek equal outcomes in point allocations, but only when they had been primed with African American faces. This study provides initial evidence that people who are primarily motivated by internalized beliefs to avoid prejudice automatically activate egalitarian goals. The implications of this study and future research directions are discussed.

B180

INITIAL EVIDENCE THAT SHAME AND GUILT INDUCE DISTINCT REGULATORY FOCI *Michael Johns¹, Toni Schmader², Brian Lickel³*; ¹University of Wyoming, ²University of Arizona, ³University of Southern California – Theory and research suggest that shame promotes avoidance motivation to hide while guilt promotes approach motivation to make amends. According to regulatory focus theory (Higgins, 1997), when people are prevention focused they are motivated to avoid the presence of negative outcomes and when promotion focused they are motivated to approach positive outcomes. In two studies we examined the idea that shame and guilt produce diverging motivational orientations (avoidance or approach) by inducing prevention focus and promotion focus, respectively. The first study examined the relationship between individual differences in proneness to experience shame and guilt and individual differences in the accessibility of the regulatory self-guides associated with prevention focus (ought guide) and promotion focus (ideal guide). Shame-proneness was positively and uniquely correlated with accessibility of the ought self-guide while guilt-proneness was positively and uniquely correlated with the accessibility of the ideal self-guide. In the second study, participants recalled a time when they experienced either shame or guilt as a result of their own or someone else's behavior (Schmader & Lickel, 2006) and completed a dot connection task that is sensitive to regulatory focus manipulations (Forster et al. 2003). Participants who recalled feeling ashamed connected significantly fewer dots and made the fewest errors compared to participants who recalled feeling guilt, but only when recalling the actions of others. This performance pattern is consistent with the idea that shame is associated with prevention focus and guilt is associated with promotion focus.

B181

INDEPENDENT SELF IN JAPAN'S "NORTHERN FRONTIER": AN EXPERIMENT OF COGNITIVE DISSONANCE IN HOKKAIDO *Kosuke Takemura, Hiromi Arimoto*; *Hokkaido University* – Like North America, Hokkaido, Japan's northern island, also has a history of voluntary settlement. The aim of this study was to test the robustness of the finding by Kitayama, Ishii, Imada, Takemura, and Ramaswamy (in press) that Japanese socialized in Hokkaido exhibit a personal dissonance effect similar to that of North Americans and unlike Japanese in other areas: Hokkaido people exhibited a dissonance effect when social cues were absent but not when social cues were present. We conducted an experiment with the standard free-choice dissonance paradigm in Hokkaido and manipulated the presence of social cues using a different method from that employed by Kitayama et al. (in press). Consistent with their experiment, Japanese socialized in Hokkaido justified their choices reliably – by increasing their preference for chosen items and decreasing their preference for rejected items – when social cues were absent, but not when social cues were present. This result supports Kitayama et al.'s (in

press) hypothesis that a history of voluntary settlement in a frontier environment promotes tacit beliefs and practices of independence, important elements of individualism.

B182

PREDICTORS OF ATTITUDES TOWARD RACE-RELEVANT LEGISLATION *Jericho Hockett, Jessica McManus, Russell Webster, Kristin Noble, Donald Saucier*; *Kansas State University* – Research has examined the valence, strength, and correlates of attitudes toward race-relevant legislation, including affirmative action (e.g., Swim & Miller, 1999) and hate crime legislation (e.g., Saucier et al., 2006). This study examined attitudes toward hate crime legislation so that we could assess the predictive value of various demographic and individual difference measures, as well as the value of specific aspects of the legislation in predicting overall levels of support for hate crime legislation. Participants (N=221) completed questionnaires (in counterbalanced orders) that assessed their levels of racism, empathy, conservatism, social dominance orientation (SDO), support for hate crime legislation, and ratings of how important hate crime legislation would be for serving various functions (e.g., preventing future hate crimes) and for protecting various groups (e.g., Whites, Blacks, gays). Results indicated that demographic and individual difference measures predicted participants' overall support for hate crime legislation. Specifically, female participants and participants of color were more supportive of hate crime legislation. Further, racism, SDO, and empathy were each uniquely associated with overall levels of support. Adding the ratings of the legislation's functions improved the model, with the strongest unique contribution made by ratings of how much the legislation would serve to punish more severe crimes. These results aid in understanding the demographic and individual difference variables associated with attitudes toward race-relevant legislation and the contributions made to the levels of overall support for the legislation by the of specific perceptions of the legislation's functions.

B183

APPEARING TOLERANT ON THE OUTSIDE, BUT SHOWING INTOLERANCE ON THE INSIDE: DUAL RESPONSES TO OSTRACISM *James Wirth¹, Cassandra Govan², Kipling Williams¹*; ¹Purdue University, ²Sweeney Research, Melbourne, Australia – The research on ostracism, social exclusion, and rejection demonstrates consistently that being the target of these social forces is reflexively aversive. Nevertheless, once the opportunity for reflection has taken place, behavioral reactions reveal two distinct paths. Several studies show anti-social behavioral consequences that undoubtedly perpetuate further ostracism, whereas other studies reveal pro-social or proneness to social susceptibility. In the present studies, we either included or ostracized individuals in a computerized Cyberball game that participants believed they were playing with two others. In Study 1, participants subsequently completed an implicit and explicit measure of their attitudes towards Aboriginal people. In Study 2, after playing Cyberball, participants completed an implicit and explicit measure of their attitudes towards gay men along with a measure of behavior intentions. Both studies found that ostracism thwarted four fundamental needs – belonging, self-esteem, control, and meaningful existence – and that these thwarted needs resulted in negative implicit attitudes towards the outgroup in question. Participants' level of needs satisfaction did not influence their explicit attitudes in either study, or their behavioral intention to support gay men in Study 2. Our results indicate that ostracism produces dual responses: a tolerant and socially acceptable veneer, and a submerged potential for anti-social tendencies.

B184

DELEGITIMIZATION AND WOMEN'S PERCEIVED OVEREMOTIONALITY: "DON'T BE SO EMOTIONAL!" *Leah Warne*; *The Penn-*

sylvania State University—When a woman engages in an argument a common reaction is, “she shouldn’t be so emotional.” In this study I test the hypothesis that calling a person emotional is more delegitimizing than identifying that person’s argument as wrong, and that women will be more delegitimized than men when this occurs. Delegitimization is defined as invalidating a claim in the eyes of an actual or implied reference group (e.g., Zelditch, 2000). Research on procedural justice demonstrates that people perceive a claim as valid when it is said for a true reason (Elsbach, 2000). The inability to properly control emotions, which is believed to compromise reason, is one of the most salient stereotypes of women in the West (e.g., Fischer & Manstead, 2000), and thus calling a woman emotional will be more believable than calling a man emotional. Participants (N = 127) evaluated vignettes of two characters in which one (the observer) either calls the other (the target) emotional or identifies the target’s argument as incorrect. Results revealed that when the observer disagreed with the target’s argument, the validity of male and female targets’ arguments was perceived similarly. However, when observers called targets emotional, female targets’ arguments were perceived as significantly less valid than male targets’ (F(1, 119) = 3.85, p = .05). This effect is in part explained by participants’, especially men’s, belief that observers were incorrect in calling male targets emotional. Results are discussed in terms arguing of the significant consequences for women of being called emotional.

B185**ATTACHMENT-ANXIETY AND INGROUP IDENTIFICATION: STRATEGIC SHIFTS IN SELF-CATEGORIZATION IN RESPONSE TO RELATIONSHIP THREAT**

Richard Crisp¹, Harriet Rosenthal¹, Claire Farrow², Judi Walsh³, Jackie Blissett¹, Nicola Penn¹; ¹University of Birmingham, ²Keele University, ³University of East Anglia—Three studies examined the relationship between attachment to individuals and attachment to groups. Drawing on established research within adult attachment and ingroup identification literature it was predicted that individuals’ attachment to groups would depend upon an interaction between attachment-anxiety and threats to a close interpersonal relationship. In Experiment 1 it was found that following an attachment threat, participants lower in attachment-anxiety reported lower levels of identification with a social category membership (university affiliation) than under control conditions. In contrast, participants higher in attachment-anxiety reported higher levels of identification. In Experiment 2 these effects were replicated with respect to identification with a friendship group and an alternative measure of ingroup identification (IOS). In Experiment 3, following attachment threat participants lower in attachment-anxiety, compared to participants higher in attachment-anxiety, were found to be less likely to feel fearful, more likely to identify with groups, more likely to report approach tendencies to groups and less likely to report approach tendencies to romantic partners (attachment figures). Additionally, fearful emotions were found to mediate approach-avoidance action tendencies: People higher in attachment-anxiety experienced more fearful emotions which explained their greater tendency to exhibit partner approach behaviors, and their lower tendency to exhibit group approach behaviors. The studies supported the idea that lower attachment-anxiety tends to elicit higher identification and approach tendencies to groups following threat, while higher attachment-anxiety tends to elicit lower identification and avoidance of groups following threat; effects that can be explained, in part, by the related experience of fearful emotions.

B186**REALISTIC ORIENTATION AND THE TRANSITION TO MOTHERHOOD**

Christopher Davis, AnnMarie Callahan Churchill; *Carleton University*—We introduce a self-report individual difference measure of Constructive Realism (CR), based on G. Kelly’s Personal Construct Theory. CR is defined as a tendency to use personal constructs that incorporate a broad range of possible outcomes for a given situation;

under uncertainty, Constructive Realists think frequently about both the positive and negative possibilities. In contrast to the optimistic/pessimistic orientations, Realists face uncertainty by hoping for the best while preparing for the worst. To demonstrate the role of CR, we conducted a longitudinal interview study of 69 women expecting their first child. Results confirm that those women who adopt a Realistic Orientation prepartum adjusted more successfully postpartum than nonRealists, particularly when childbirth was difficult. To illustrate the role of CR in facilitating this better adjustment, we contrasted the pre- to postpartum personal projects of Realists and nonRealists. These analyses indicate that when difficulties arose in the transition, Realists were more successful restructuring their projects, down-scaling the importance of projects and maintaining or increasing leisure and interpersonal projects to a greater extent than nonRealists. The data converge to suggest that an orientation to future events that includes frequent thoughts of both positive and negative possible outcomes, as opposed to one that favors positive over negative, promotes resilience in the face of uncertainty.

B187**SNEAKING IN THROUGH THE BACK DOOR: HOW CATEGORY-BASED STEREOTYPE SUPPRESSION LEADS TO REBOUND IN FEATURE-BASED EFFECTS**

Sei Jin Ko¹, Dominique Muller², Charles Judd³, Diederik Stapel⁴; ¹University of Groningen, The Netherlands, ²Paris Descartes University, France, ³University of Colorado, Boulder, ⁴University of Tilburg—The past fifty years has seen a dramatic reduction in the overt expression of racist and sexist attitudes and stereotypes in Western societies. Yet, more subtle approaches to the measurement of stereotypes and prejudice, focusing on implicit evaluations and beliefs, suggest that racial and gender biases are still alive and well. It seems that strong social norms have developed encouraging people to curb open-expressions of prejudice and stereotypes based on social categories such as race and gender. Past work on suppression reveals active efforts to suppress a thought actually increase the thought’s accessibility and the probability that the suppressed thought may rebound on other occasions (e.g., Wenzlaff, Wegener, & Klein, 1991). However, we propose that efforts to suppress category-based stereotyping are well practiced, hence unlikely to show rebound effects in their original form. Rather, rebound may occur in a more subtle and seemingly harder-to-control form, namely on the bases of within-category features. Accordingly, we examined the effects of stereotype suppression on post-suppression category- and feature-based stereotyping. As predicted, participants in the suppression condition used more feature-based, but less category-based stereotypes in the post-suppression task than participants in the control condition. Furthermore, a relation between post-suppression category-based and feature-based stereotyping existed such that increases in feature-based stereotyping were associated with decreases in category-based stereotyping. Findings as a whole suggest that norms placed to reduce stereotypic biases may ironically lead people to be more vulnerable to the influences of within-category features on their stereotypic judgments.

B188**DYSPHORIA AND EMPATHIC ACCURACY: THE ROLE OF COGNITIVE PROCESSING**

David Duong, Jill A. Jacobson; *Queen's University*—Dysphoric individuals often experience feelings of uncontrollability and uncertainty regarding their ability to understand, predict, and control their environment, and thus, they are more motivated to seek diagnostic information about others than are nondysphoric individuals (Edwards et al., 2000). Consequently, dysphoric individuals engage in effortful processing of social information (Edwards & Weary, 1993) to try to achieve greater understanding. One question that has yet to be fully elucidated is whether their effort translates into greater accuracy in understanding others. Recently, Harkness et al. (2005) found that dysphoria was positively related to greater emotion recognition accuracy from pictures of people’s eyes. Another useful paradigm for addressing this question is empathic accuracy or the degree to which an individual is

able to infer another person's inner thoughts and feelings (Ickes, 1993). Thus, the purpose of this research was to not only examine the relationship between dysphoria and empathic accuracy, but also to uncover the cognitive mechanisms underlying performance on this task. In the present study, participants viewed two dyadic interactions and inferred the thoughts and feelings of one target person from each interaction. In addition, participants were given a memory load, attention load, or no load. Similar to the previous findings for emotion identification, participants endorsing more depressive symptoms demonstrated enhanced empathic accuracy. Furthermore, both types of cognitive loads reduced dysphoric participants' empathic accuracy advantage, whereas the attention load actually increased nondysphoric participants' empathic accuracy. These findings are discussed in terms of their relevance to dysphoric individuals' social functioning.

B189

ARE POLITICAL CONSERVATIVES MORE DEFENSIVE THAN LIBERALS? *Paul R. Nail; University of Central Arkansas* – The study of individual differences in response to self-relevant threats has received considerable attention in the recent literature. One such variable that has been studied is political orientation. Research by Greenberg et al. (1992) and Pyszczynski et al. (2006) indicates that political conservatives may be more defensive than liberals, but Landau et al. (2004) found no difference between the two. This inconsistency indicates the need for more research. Threat was manipulated by having subjects read a newspaper article about a possible breach in the criminal justice system. Under weak threat, the article indicated that a mid-level Enron executive would not likely be prosecuted because of insufficient evidence of his guilt. Under strong threat, there was clear evidence of the executive's guilt, but he would not likely be prosecuted because his crimes were "not as bad as the high-level Enron executives." In a no-threat control condition, the executive's prosecution was in little doubt. Based on the concept of fluid compensation (Steele, 1988), defensiveness was measured subsequently by the difference in pro- vs. anti-USA essays allegedly written by foreign students.

The results indicated that conservatives, in general, were significantly more defensive ($M = 2.39$) than liberals ($M = 1.09$). This difference, however, depended on the level of threat. For liberals, the level of defensiveness varied directly with the level of threat. Conservatives, in contrast, were equally defensive regardless of threat level. It appears that conservatives may be dispositionally predisposed to defensiveness; yet, liberals can be equally defensive given sufficient threat.

B190

"I'M HAPPIEST ON THE DAYS HE BRINGS ME FLOWERS": THE COVARIATION BETWEEN DAILY BEHAVIORS AND SATISFACTION AMONG AGGRESSIVE AND NON-AGGRESSIVE PARTNERS *Nancy Frye; Long Island University* – Despite the divorce rate in the United States, the presence of negative behavior by one's spouse does not necessarily elicit the end of a marriage. Instead, partners who stay together despite such negative behaviors may use a variety of strategies to help minimize the impact of these behaviors. For instance, popular media tend to portray physically aggressive spouses as being likely to be nice to their partners after aggressive episodes. Do such positive behaviors make a difference in partners' perceptions of their relationship? In order to address this question, the current study used daily diary data to examine the within-spouse association between daily levels of partner's positive behaviors (e.g., complimenting the partner, suggesting a compromise) and daily levels of satisfaction. Twenty-three husbands and one-hundred-seventeen wives in established marriages reported on their partners' behaviors and their own relationship feelings every day for between one and thirty days. Additionally, participants provided reports of their partners' overall levels of negative behavior across the previous year. Not surprisingly, both husbands and wives were happier on days when their partners engaged in higher levels of

positive behaviors. Although aggressive and non-aggressive spouses did not differ in their tendency to engage in positive behaviors, the association between daily satisfaction and daily levels of positive behaviors was particularly pronounced among wives whose husbands engaged in higher levels of psychological and physical aggression. These results suggest that partners in aggressive marriages may be particularly vigilant in paying attention to the positive aspects of those marriages.

B191

WHY ARE SOME PERSONS MORE PREJUDICED THAN OTHERS? THE ROLE OF SOCIAL DOMINANCE, AUTHORITARIANISM, AND EMPATHY. *Fredrik Björklund, Martin Bäckström; Lund University* – This study concerned individual differences in generalized prejudice, i.e. the tendency to dislike outgroup members regardless of which particular group they belong to. Structural equation modeling analyses on questionnaire data from two separate samples (paper and pencil vs. Internet) showed that different kinds of prejudice (concerning sexual orientation, ethnicity, gender, and impaired development) can be represented as a single generalized prejudice latent variable. However, the main contribution of the present research was not the replication of this earlier finding but rather the finding that empathy contributes to the prediction of generalized prejudice even when both Social Dominance Orientation (SDO) and Right Wing Authoritarianism (RWA) are part of the model. SDO, RWA, and empathy all had direct effects on generalized prejudice. As hypothesized, empathy was also negatively related to SDO, thereby affecting generalized prejudice indirectly. Not putting oneself into another person's situation appears to be related to both anti-egalitarian views and plain prejudice. The effect of participant sex on generalized prejudice, where the men scored higher, was largely mediated by empathy. Substantial relationships between individual differences in empathy and generalized prejudice were identified in both of our samples, which differed in both mean age (older teenage vs. adult) and how the data was gathered (paper and pencil vs. web-based). This indicates that our findings are robust and suggests that empathy should be considered one of the main predictors of individual differences in prejudice.

Poster Session C

C1

MY GROUP IS BETTER THAN YOUR GROUP...NOT THAT I'M HAPPY ABOUT IT: THE ROLE OF SOCIAL DOMINANCE ORIENTATION IN EVALUATIONS OF INGROUP MEMBERS WHO SUPPORT VS. CHALLENGE GROUP STATUS

Charlene Christie^{1,2}, Leslie Ashburn-Nardo^{1,2}, ¹Indiana University, ²Purdue University Indianapolis – Social identity theory suggests that individuals are motivated to maintain and/or enhance the status of their ingroup. For example, Scheepers, Branscombe, Spears, and Doosje (2002) found that people in high-status groups negatively evaluated ingroup members who challenged the legitimacy of the group's status. The purpose of the present research was to determine whether such evaluations would be moderated by individual differences in support for group-based social hierarchies. Participants (n = 116), who had completed a measure of social dominance orientation (SDO), were randomly assigned to a high- vs. low-status novel ingroup whose legitimacy was either supported or challenged by an ingroup member. Evaluations of the focal ingroup member and endorsements of group differences served as the primary DVs. As expected, group-based differences were endorsed more by high- than low-status participants, especially to the extent that participants were higher in SDO. In contrast to social identity theory predictions, high-status participants evaluated ingroup members more negatively when they supported the group's status, and low-status participants evaluated ingroup members more negatively when they challenged the group's status. Findings in the high-status group may have been due to the sample being low in SDO. Individuals who do not endorse status-based social hierarchies may feel uncomfortable being a member of a high-status group and are therefore more likely to criticize ingroup members that support the legitimacy of that status. Findings in the low-status group are consistent with system justification theory (Jost & Banaji, 1994).

C2

EXPLICIT PERSPECTIVE-TAKING COUNTERACTS THE GUILTY BY ASSOCIATION EFFECT

Jennifer L. Fortune, Ian R. Newby-Clark; *University of Guelph* – People manifest the guilty by association effect when they erroneously assume that they will be judged negatively when a friend commits a social faux pas. We suspect that this error may be due to people's failures in perspective-taking when imagining how others view their relationship to the offending friend. We therefore endeavored to counteract the effect by explicitly instructing participants to engage in careful, effortful perspective-taking. Subjects came to the lab in pairs and filled out bogus personality questionnaires. Each individual was then provided with personality reports for themselves and their friend, ostensibly generated from the questionnaires they had filled out. The content of the report on the friend's personality was varied systematically, such that half of the participants read that the friend had admitted to academic misconduct, and the other half read nothing of note. Participants were randomly assigned to one of two perspective-taking conditions. Those in the experimental condition were explicitly instructed to imagine how another person would view them; people in the control condition received no such directions. Subjects were then asked to anticipate how observers would rate them on a variety of trait measures. As expected, participants in the academic misconduct condition who were not instructed in perspective-taking anticipated significantly lower ratings for themselves than did people in the other three conditions, $p < .05$. These results offer a compelling argument for

perspective-taking as a key factor in the occurrence of the guilty by association effect.

C3

"IT WOULD HAVE BEEN WORSE UNDER SADDAM:" IMPLICATIONS OF COUNTERFACTUAL THINKING FOR BELIEFS REGARDING THE ETHICAL TREATMENT OF PRISONERS OF WAR

Nobuko Mizoguch¹, Keith Markman¹, Matthew McMullen²; ¹Ohio University, ²Montana State University, Billings – In response to criticism following news of the mistreatment of Iraqis at the U.S. prison in Abu Ghraib, some media personalities and politicians suggested that the treatment of these prisoners "would have been even worse" had former Iraqi President Saddam Hussein still been in power. This argument was intended to enhance the perceived justifiability of American treatment of Iraqi prisoners by contrasting it with a less desirable standard of treatment. In the present work, however, it was hypothesized that the contemplation of this argument gives rise to an unwanted dissociation effect: enhancing the perceived justifiability of American soldiers' actions at Abu Ghraib while also lowering the moral and ethical standards by which the U.S. is expected to behave toward prisoners of war in the future. To examine this hypothesis, some participants generated arguments about how Iraqi prisoners would have been worse off under Saddam (downward counterfactual argument), whereas others merely thought about the events that occurred at Abu Ghraib. Subsequently, participants indicated their attitudes regarding the treatment of Iraqi prisoners by American soldiers at Abu Ghraib, as well as their attitudes regarding how the U.S. should treat prisoners of war with respect to human rights in the future. Consistent with predictions, participants who made the downward counterfactual argument demonstrated more favorable attitudes toward the treatment of Iraqi prisoners by American soldiers, but also indicated lower concern for the protection of human rights for prisoners that Americans may capture in future conflicts.

C4

ROLE CONGRUITY THEORY OF PREJUDICE APPLIED TO PEOPLE WITH MENTAL ILLNESS

Anne M. Koenig; *Northwestern University* – Role congruity theory of prejudice (Eagly, 2004; Eagly & Diekmann, 2005) states that prejudice arises from an incongruity between group stereotypes and social role characteristics. This study applied this theory to prejudice toward people with mental illnesses. We assessed prejudice and discrimination toward men and women with either a feminine sex-typed (e.g., depression) or masculine sex-typed (e.g., alcohol dependence) mental illness in the context of feminine (e.g., psychiatrist) or masculine (e.g., economist) roles. Participants played the role of a vocational counselor, evaluating and rating the suitability of a target for each role. The results indicated that mental illness sex-type and target sex independently influenced prejudice and discrimination. Mental illness sex-type interacted with occupation sex-type on both prejudice and discrimination: In feminine roles, targets with a feminine illness were rated more positively and as better suited for the role than targets with a masculine illness, and vice versa for masculine roles. Target sex showed inconsistent results: Target sex and occupation sex-type interacted on discrimination in the same pattern as mental illness sex-type, but only a main effect of target sex appeared on prejudice, with female targets rated less positively than male targets. In summary, it appears that participants recognized both the sex and mental illness sex-type of the individual, but they evaluated these two pieces of information independently. Overall,

the results followed role congruity theory predictions such that prejudice and discrimination increased when the sex-type of the mental illness and the sex-type of the occupation were incongruent.

C5

SOCIAL ROLE THEORY: DYNAMIC STEREOTYPES IN AN EXPERIMENTALLY DESIGNED SOCIETY *Amanda Diekman¹, Wind Goodfriend²,¹Miami University,²Buena Vista University*—Past research on dynamic stereotypes (Diekman & Eagly, 2000) has established that as the typical social roles of a group change, the group is perceived to adopt traits congruent with those roles. From a role congruity perspective (Eagly & Diekman, 2005), traits congruent to valued social roles should also elicit greater positivity. The current study sought support for this evaluative hypothesis by experimentally manipulating the roles of a social group that was novel to participants: citizens of the small European country of Moldova. Seventy-nine participants read a paragraph ostensibly describing current events in Moldova. These brief articles focused on recent occupational trends, describing the government as choosing to move the economy either toward business competition roles or caretaking roles. Participants perceived citizens to be communal in the caretaking condition but agentic in the business competition condition ($p < .01$). In addition, communal characteristics were perceived as more useful and were more positively evaluated for citizens in the caretaking condition, whereas the opposite occurred for the business competition condition (all $p < .01$). Finally, mediational analysis established that the relationship between perceptions of roles and positivity toward relevant characteristics was mediated by the perceived utility of those characteristics. Thus, attitudinal accommodation to projected social roles was documented in a novel group, removed from the real-life constraints of the gender groups. These data support the prediction that the projected utility of characteristics in a particular role system mediates the relationship between roles and positive evaluation of role-congruent characteristics.

C6

ATTITUDINAL ACCEPTANCE OF INTIMATE PARTNER VIOLENCE *Wind Goodfriend^{1,2}, Pamela Lassiter³,¹Buena Vista University,²Boise State University,³Albertson College of Idaho*—Past research on relationship violence has identified several “risk factors” associated with the probability one will be either a perpetrator or victim of violence (e.g., Holtzworth-Monroe et al., 1997). However, little research to date has examined an essential relevant construct: attitudinal acceptance of relationship violence. Because relatively little is known about attitudinal acceptance of violence, the current study explored associations between these attitudes and several important demographic variables. Eighty-nine participants currently in romantic relationships completed Margolin and Foo’s (1995) Attitudinal Acceptance of Physical Violence scale, as well as a battery of additional measures. Results found a significant negative correlation ($r = -.21$, $p = .04$) between age and attitudes, but the correlation between age and perceived parents’ acceptance of violence was not significant, $p = .83$. In addition, a t-test revealed a marginally significant sex difference in attitudes, $t = -1.89$, $p = 0.06$. Surprisingly, females reported a higher acceptance ($M = 2.49$, $SD = 1.43$) than did males ($M = 2.00$, $SD = 0.99$). Results also showed a positive correlation of $r = .26$, $p = 0.01$, between acceptance of violence and scores on the Attitudes Toward Women Scale (Spence et al., 1973), a measure of sexism. Finally, both one’s own income ($r = -.21$, $p = .05$) and one’s partner’s income ($r = -.26$, $p = .02$) were negatively related to attitudinal acceptance. These results indicate that attitudinal acceptance of relationship violence is an important construct that must be fully understood and incorporated into research in this area.

C7

EXISTENCE AND ATTACHMENT: DOES MORTALITY SALIENCE INCREASE ATTACHMENT SECURITY? *Ersin Asliturk, Chris Davis;*

Carleton University—In two studies, we test the idea that mortality reminders might lead people to perceive greater attachment security. Based on theory and research on the existential function of close relationships, it was hypothesized that mortality salience and especially death reflection (Cozzolino, et al., 2004) manipulations would reduce attachment anxiety and avoidance. Using a pre-post experimental design in Study 1, we found that a death reflection manipulation led university students ($N = 40$) to report significant decreases in attachment-related anxiety and higher levels of attachment security (as measured by distance scores) than control condition students. Using a similar design in Study 2, we experimentally distinguished traditional mortality salience from a modified death reflection paradigm. Results from Study 2 ($N = 60$) indicated that whereas the traditional mortality salience manipulation decreased attachment security and increased attachment anxiety, death reflection had the opposite effect. The results suggest that existential or ultimate concerns in life may encourage people, at least temporarily, to alter the quality of their attachment orientation, especially if they start reflecting on their life and close relationships. While mortality salience may lead people to think about the concept of death in abstract terms, the death reflection paradigm leads people to consider closely their own mortality and thus to reflect on their own existence.

C8

RUMINATION, FEAR AND CORTISOL: AN IN VIVO STUDY OF INTERPERSONAL TRANSGRESSIONS *Michael E. McCullough¹, Paul Orsulak², Anna Brandon³, Linda Akers², Emily Polak¹,¹University of Miami,²Veterans Administration Medical Center, Dallas Texas,³University of Texas Southwestern Medical School*—Objective: To examine whether rumination about psychologically painful, though non-traumatic, interpersonal transgressions is associated with increased salivary cortisol. Design: We measured salivary cortisol, rumination about a transgression, fear and anger regarding the transgressor, perceived painfulness of the transgression, and positive and negative mood in 115 undergraduates who had experienced an interpersonal transgression in the last 7 days. We obtained measurements on up to 5 occasions separated by approximately 14 days each. Main Outcome Measures: In-session salivary cortisol. Results: On occasions when participants reported that they had been ruminating to a degree that was greater than was typical for them, they had higher levels of salivary cortisol than was typical for them. The rumination-cortisol association appeared to be mediated by fear of the transgressor. Conclusion: Rumination about even moderately painful but non-traumatic life events, and associated emotions, are related to biological changes that may subserve social goals such as avoiding social threats.

C9

BREAKING OUT OF TRADITIONAL PARENTING ROLES: HOW DO TRADITIONALISTS REACT? *Nia L. Phillips, Christian S. Crandall; University of Kansas*—Attitudes towards stay-at-home mothers is currently favorable but as women (and men) take on nontraditional gender roles, what will happen to perceptions of people who break out of them? What role might traditionalism play in this? Although specific attitudes about traditional gender roles has been well-researched, we investigate the role of attitudes toward tradition and social change in general. Participants high or low in traditionalism were presented with a story about a recently married couple who found out they were expecting a child. The stories varied the educational background of the parents with low- (Emporia State), moderate- (Indiana), and high-status (Yale) universities as well as which parent (father or mother) would stay home to raise the child. Participants were then asked to rate the parents on intelligence, likeability, and selfishness, among other things, and to rate their agreement with the parents’ decision. We also asked participants if they felt the education of the parent who was selected to stay home was being wasted. We found that stay-at-home moms and dads were viewed as less intelligent than working moms and dads but also less selfish. Low

traditionalists saw a working father as being the most selfish, where as high traditionalists saw a working mother as most selfish. In addition, high traditionalists also rated the likeability of a working mother as lower than all other targets. Traditionalism-in-general plays an important role in how one perceives men and women breaking out of their traditional parenting and work roles.

C10

REMINERS THAT LIFE IS LIMITED INCREASE PRIORITIZATION OF CULTURAL NORMS *Nicholas Freeman^{1,2}, Mark Muraven^{1,2}*

¹University at Albany, ²SUNY – People may be motivated to use their time wisely, especially when reminded that life is short. When deciding how best to spend their limited time, we believe that individuals may look to cultural norms for guidance. The effects of these reminders should be non-specific; any reminder that suggests that time is limited should be enough to make people endorse goals that are more acceptable and desirable. The cue does not have to be linked to the end of life itself (although that is obviously a powerful reminder). To test this hypothesis, participants were asked to write a response to a paragraph about a reminder that retirement comes quickly, a trip to the dentist, or a reminder that college ends quickly. Participants were then asked to consider how often they felt they would participate in a number of activities during the next month (i.e., hang out with friends, study, call family members, drink alcohol). A one-way ANOVA analysis showed that participants who were reminded that time is short (retirement or college scenario) prioritized goals that were culturally approved. Such prioritization was not found for socially undesirable goals or for goals related to school performance. Additionally, these effects remained strong even when controlling for thoughts of death and mood. These findings suggest that when people feel that life is a valuable, limited resource, they seem to strive to maximize their use of it. Specifically, people use cultural cues to assist them in making the most of their time.

C11

EFFECTS OF NEGATIVE AND POSITIVE LIFE EVENTS ON LEVELS OF CAUSAL UNCERTAINTY *Jorden Cummings¹, Jill Jacobson²*

¹University of Delaware, ²Queen's University – Drawing on the Hopelessness Model of Depression (Alloy, Hartlage, & Abramson, 1988), Weary, Marsh, Gleicher, and Edwards (1993) proposed a model of the sequential antecedents of chronic causal uncertainty beliefs and feeling. They hypothesized that the most distal antecedent would be frequent and persistent exposure to negative life events. Such events typically elicit attributional searches (Hastie, 1984) that may lead some individuals to question their causal knowledge. As a result, their causal uncertainty beliefs and feelings become more chronically accessible. Although hypotheses regarding more proximal antecedents like control loss have been examined and supported (e.g., Jacobson, Weary, & Edwards, 1999), to date, no study has tested the most distal antecedent of chronic causal uncertainty. In the current study, we examined if increased experiences with negative life events (and decreased exposure to positive life events) would be related to increases in causal uncertainty. Participants completed the Causal Uncertainty Scale (Weary & Edwards, 1994) as well as a checklist measure of life events, the Life Experiences Survey (Sarason, Johnson & Siegel, 1978) at two sessions held one year apart. We found that as the number of negative events increased, and the number of positive events decreased, over one year, participants' reported significantly higher levels of causal uncertainty at Time 2. In addition, neither levels of depression nor other important correlates of causal uncertainty (e.g., perceptions of control) could account for our results. Thus, preliminary quantitative support is provided for the theoretical model of the origins of chronic causal uncertainty.

C12

PIECEMEAL AND CATEGORY-BASED EVALUATION; PLAYING A SINGLE THEME IN TWO DIFFERENT KEYS, OR IN JUST ONE

Catalina Kopetz, Arie W. Kruglanski; University of Maryland – Three studies investigated how categorical and individuating information impacts impression formation as a function of its accessibility and perceived relevance. Unlike previous studies that have treated category-based and attribute-based processing as qualitatively different, we explore the possibility that categorical and individuating information are functionally equivalent in serving as evidence in impression formation. Whether one type of information would impact people's impressions more than the other depends on the information's accessibility at the time the impression is being formed. Regardless of its type or content the more accessible the information, the easier it will be for the perceiver to recognize its relevance to impression at hand, hence the greater will be its impact on the impression. Our first study shows that people form impression based on the most accessible (the most recently used) piece of evidence, regardless of whether this is a piecemeal or a category-based information. In our second study the accessibility of a processing rule (either categorization or individualization) was manipulated. Subsequently, when presented with both categorical and individuating information, people for whom the categorization rule was more accessible used target's category to form impression, whereas people for whom the individuating rule was most accessible formed impression based on target's personal attributes. Finally, our third study showed that people form impression based on the most accessible piece of information, only when it is perceived to be relevant to the impression being formed, that is when it fits an accessible rule linking the information with the impression.

C13

UNCONSCIOUS PRIMING ELICITS SELF-CONTROL *Mark*

Muraven^{1,2}, Nicholas Freeman^{1,2}; ¹University at Albany, ²SUNY – Research on automatic goal activation has demonstrated that environmental cues can activate goals that in turn influence behavior. To date, however, most priming research has examined goals that involve minimal conflict—that is, goals that the individual would have engaged in willingly. The purpose of this research is to look at the effects of priming goals that are more difficult to follow. In particular, we examined whether it is possible to increase self-control behavior through priming. To test this hypothesis, we had college students engage in a task designed to prime the goal of self-control. Specifically, participants saw self-control words (will, restraint), neutral words, or words related to yielding (quit, succumb). Words were presented on screen for 60 ms, followed by a backwards mask of a random letter string for 60 ms. Following this, participants engaged in a computer task that required some of them to override impulses and exhibit self-control. We found that participants in the self-control prime condition performed the best on the subsequent self-control task, followed by the neutral prime and then the yield prime condition. Further, the effect appears to have occurred unconsciously as participants reported that they were unaware of the prime words. This study extends priming research by demonstrating that environmental cues can prime goals that require effort and discipline to pursue. Additionally, it complements other research on automatic self-regulation by illustrating that we have a broad, self-control motivation that can readily be primed.

C14

DISPOSITIONAL PREJUDICE EFFECTS ON FACE-ISM *Lisa Hais-*

field, Beth Cralley; American University – Face-ism is the tendency to emphasize men's faces and women's bodies in photographs. Archival research demonstrates face-ism across various mediums. Experimental research indicates that both sexes are perceived as more competent and dominant when portrayed with higher facial prominence. However, few studies have investigated specific antecedents. This study assessed

whether modern sexism would predict face-ism. We predicted that high sexist participants would prefer high facial prominence (HFP) photographs for males and low facial prominence (LFP) photographs for females, while low sexist participants would not. Forty participants first completed the Modern Sexism Scale; a median split later created low and high sexist groups. In a separate session, using an established paradigm and one of two sets of photographs of men and women considered similarly attractive and competent, participants role-played photo editors for a community newspaper. They each rated the appropriateness of HFP and LFP photos for one man and one woman to accompany two articles. A 2 (sex of photo) X 2 (facial prominence) X 2 (sexism level) mixed-model ANOVA with repeated measures on the first two factors assessed their appropriateness ratings. The predicted interaction was not significant, $p > .05$. However, subsequent analyses revealed a significant interaction with which photo set was viewed, $F(1,36) = 9.07, p < .01$. Participants showed opposite preferences for the HFP and LFP photographs of the different women, perhaps due to subtle differences in dress or apparent self-confidence. Future research might consider the role of benevolent forms of sexism in predicting face-ism.

C15

ACTION ORIENTATION, CONSISTENCY AND FEELINGS OF REGRET Keith Dowd¹, Todd McElroy¹, John Seta², Cathy Seta³; ¹Appalachian State University, ²University of North Carolina at Greensboro, ³Wake Forest University – Previous research has demonstrated that consistency between a person's behavior and their disposition has predictive validity for judgments of regret. Research has also shown that differences in the personality variable of action-orientation can influence an individual's ability to regulate negative affect. The present set of studies was designed to investigate how both consistency factors and action/state personality orientation influence judgments of regret. In Study 1, we used a recalled life event to provide a situation where the person had experienced either an action or inaction. The results revealed that individuals with an action-orientation experience more regret for situations involving inaction (staying home) than situations involving action (going out). State-oriented individuals, however, maintained high levels of regret and did not differ in their regret ratings across either the action or inaction situations. In Study 2, we had participants make real choices involving either an action or inaction. Our findings revealed the same pattern of results; action oriented individuals who chose an option that involved not acting (inaction) had more regret than individuals who chose an option that involved acting (action). State-oriented individuals experienced high levels of regret regardless of whether they chose to act or not to act.

C16

FRIENDSHIP SUPPORT AND GAMBLING BEHAVIORS AMONG YOUNG MEN AND WOMEN: THE MEDIATING ROLE OF DEPRESSION Cara Donnelly, Kimberly Matheson, Michael Wohl, Hymie Anisman; Carleton University – Statistics have revealed rising rates of problematic gambling among young people, especially women. Gambling research has suggested that women's gambling often evolves as a coping response to escape or diminish negative affect, whereas men tend to gamble out of a desire for excitement and peer bonding. In this regard, young men who lack a social network might be more inclined to gamble. The present study tested whether depressive affect and social support were differentially predictive of gambling among females and males. Participants were 393 university students (223 males, 170 females) who completed measures of perceived friendship social support, depression, and gambling propensity. Regression analyses revealed that although females were less likely to gamble than males, perceptions of reduced support and greater depressive affect were significant predictors of gambling for both genders. Contrary to female gambling, the relationship between low social support and male gambling was fully mediated by the greater depressive affect associated with lower support perceptions.

These findings suggest that lack of friendship support may be an important vulnerability factor of pathological gambling among young men and women. However, for young women, this lack of support may simply be a component of the depressive affect they might escape from when gambling, whereas for young men, the lack of support might represent a triggering factor, and gambling may serve to attenuate the distress emanating from this lack of support.

C17

PARTNER PERSPECTIVE TAKING AS A MEDIATOR OF THE RELATIONSHIP BETWEEN NARCISSISM AND CONFLICT IN ROMANTIC RELATIONSHIPS Wendi Malone¹, Deborah Richardson²; ¹University of Florida, ²Augusta State University – The purpose of the current investigation was to examine how narcissism and partner perspective taking relate to responses to conflict in romantic relationships. It was hypothesized that partner perspective taking would mediate the relationship between narcissism and conflict (i.e., accommodation and dominating) in romantic relationships. Participants (N = 104) completed self-report measures which assessed narcissism, partner perspective taking, and tendencies to accommodate and dominate when in a conflict with a romantic partner. Partner perspective taking partially mediated the relationship between narcissism and accommodation, and completely mediated the relationship between narcissism and dominating. Although no hypotheses were made regarding the relationship between narcissism and compromising, partner perspective taking completely mediated this relationship as well. No gender differences were found for focal variables. Those who score higher on narcissism are less likely to accommodate, less likely to use compromising, and more likely to use dominating when in a conflict with their romantic partner. These findings suggest that narcissists choose responses to conflict that reflect their self-focused nature and therefore may be detrimental to the health of their romantic relationship. Partner perspective taking partially mediated this relationship when examining accommodation and fully mediated this relationship when examining dominating and compromising, suggesting that partner perspective taking is an internal mechanism that can help explain why higher narcissists choose more negative responses to conflict resolution.

C18

SELF-MOTIVATED COGNITION (SMOCO) INCREMENTALLY PREDICTS ACADEMIC PERFORMANCE Sang Eun Woo, Ralf Schulze, Richard Roberts; University of Illinois at Urbana-Champaign, Educational Testing Service – Self-motivated cognition is a disposition to enjoy and engage intrinsically motivated in cognitively effortful endeavors. The construct and its components have been developed based on a review of the intellectual engagement and intelligence literature, including typical intellectual engagement, need for cognition, and openness to ideas. In contrast to these, at least partially redundant, latter constructs, self-motivated cognition has an internal structure which maps operation and content areas known from structures of intelligence into the domain of typical behavior. The goal of the present study is to psychometrically evaluate an instrument assessing these components and estimate its incremental predictive validity over known predictors of academic performance. A 59-item self-report measure (SMoCo) designed to assess facets of intellectual engagement such as Reasoning, Memory, Creativity, Speed, and Verbal Reasoning is used in the current study. Reliability estimates of the SMoCo scale ($\alpha = .945$; $\alpha = .91$) and the facet subscales ($\alpha = .945$; from .69 to .76) are presented. Among the facets, Reasoning showed the strongest correlations with SAT total, SAT-Math, and ACT scores ($r = .25 \sim .28$). Verbal Reasoning was most strongly correlated with SAT-Verbal ($r = .30$). Incremental validity evidence was also found for Verbal Reasoning, Reasoning, and Creativity to predict variables related to academic achievement in specific domains (e.g., SAT-Verbal, high school GPA in specific areas) over cognitive abilities and Openness ($\Delta R^2 = .01 \sim .02$). It is concluded that a faceted breakout of the

intellectual engagement construct is beneficial for increasing both our understanding of the construct and its predictive validity.

C19

THE ADVANTAGE OF DISADVANTAGE *Nadav Goldschmied, Joseph Vandello; University of South Florida* – This series of studies explored people's emotional reactions to disadvantaged entities, or underdogs. In two initial studies using sports (basketball games) and business (two restaurants) scenarios, people preferred entities that were portrayed as underdogs, despite (or perhaps because of) the belief that these entities were less likely to prevail. In a third study, support for underdogs appeared to increase as the disparity in expectations between two competing sports teams increased. A fourth study showed that support for underdogs was not necessarily intuitive: when people were given a brief summary of research on underdogs and told that most people do not support underdogs, they found the results less surprising than if they were told that research showed that most people do support underdogs. In a fifth study, we showed that just as people tend to support entities when they are seen as underdogs, supported entities are more likely to be labeled underdogs than nonsupported entities. Queried in the days before the 2004 U.S. presidential election, Kerry supporters overwhelmingly saw Kerry as the underdog, but Bush supporters were evenly split on which candidate was the underdog. In a sixth study, we demonstrated that believing a side is an underdog influences the way we view its performance. Participants believed an underdog exerted more effort than the favorite in a basketball game, which mediated the relationship between status and liking.

C20

WHEN HIGHLY ATTRACTIVE PARTNERS ARE LESS DESIRABLE: EXPLORING THE INFLUENCE OF REJECTION SALIENCE ON PARTNER SELECTION *Sadie Leder^{1,2}, Sandra Murray^{1,2}; ¹University at Buffalo, ²The State University of New York* – Selecting a romantic partner can put one's need for connectedness in conflict with one's need to protect against rejection. One way people may balance these opposing desires is by choosing romantic partners who pose less of a threat of rejection. In this study, we examined whether people secure in attachment style are more flexible and adaptive in choosing potential partners, showing a preference for safer (i.e., less physically attractive) partners when the general risk of interpersonal rejection is salient. Participants were 92 (47 male) single undergraduates. Rejection salience was manipulated via a reliving task in which participants wrote about either an acceptance or rejection experience. Participants then evaluated photos of either highly attractive or moderately attractive potential romantic partners. Regression analyses revealed that men more secure in attachment style (i.e., lower in anxiety) evaluated the highly attractive female targets as less desirable in the rejection than acceptance condition. Men high in anxiety did not show the same self-protective preference. In line with our predictions, rejection played an important role in shaping the partner selection strategies of secure males. For secure men, more attractive women may not always be more desirable, suggesting an important qualification to evolutionary theories of men's mating preferences.

C21

ACCURACY AND ERRORS IN PREDICTION OF OUTGROUP EMOTION *Zoe Kinias¹, Diane M. Mackiev, Charles R. Seger², Eliot R. Smith²; ¹UC, Santa Barbara, ²Indiana University, Bloomington* – A fundamental tenet of Intergroup Emotion Theory (IET) is that individuals can experience emotion on both individual and group levels. Based on IET, Smith, Seger, and Mackie (2006) demonstrated that group members experience shared emotion as members of their groups, and these group level emotions are distinguishable from group members' individual emotions. Expanding upon this research and studies presented by Seger, Smith, and Mackie (2005), we investigated how accurate men, women,

non-smokers, heterosexual people, and foreigners were at predicting women's, men's, smokers', Gay men, lesbians, and bisexual people's (GLBs'), and Americans' group level emotions, respectively. Two hundred seventy-four participants reported their individual emotions and actual group level emotions (when they were group members) or estimates of outgroup emotions (when they were not group members) with respect to 15 emotions. Analyses included Hierarchical Linear Models and Binary Logistic Regressions. All groups reported convergent emotional experiences, replicating Smith et al. (2006). Average group emotion profiles predicted individuals' group level emotion profiles above and beyond individual level emotion profiles. Additionally, individuals predicted outgroup emotion profiles at better than chance levels, but also made significant errors in prediction. These findings suggest that individuals have some understanding of other groups' emotional experiences, but that this understanding is imperfect. Implications for intergroup relations, particularly as they relate to intergroup conflict and the experiences of members of stigmatized groups, such as smokers and GLBs, are discussed.

C22

NOT ALL WOMEN HATE MATH: HOW INDIVIDUAL DIFFERENCES IN EXPERIENCES ARE ASSOCIATED WITH IMPLICIT AND EXPLICIT MATH IDENTIFICATION *Debra Oswald, Kristine Chappleau; Marquette University* – Math is consistently stereotyped as masculine and the gender stereotypes are a barrier for women choosing math-related careers. However, not all women hate math. Oswald and Harvey (2003) found that women could be classified based on their math attitude, ability, and stereotypic experiences. These groups included women who were "successfully encouraged" (like math, have positive experiences), "uninterested" (dislike math despite positive experiences), "disidentified" (dislike math, had negative experiences), and "vulnerable" (like math but have negative stereotypic experiences). The goal of the current study is to use these groupings to explore women's implicit and explicit identification with math, which are important for math-related career decisions. Methods 134 women completed measures of explicit identification with math and English, implicit math identification (Nosek et al., 2002), and were categorized into the groups listed above. Results and conclusions For explicit identification with math and English a 4(group) x 2(English/math identification) mixed ANOVA had a significant interaction, $F(3,109)=45.55, p<.001$. The "successfully encouraged" and "vulnerable" groups had higher explicit math, but lower English, identification than the other groups. For implicit math identification, the "successfully encouraged" was significantly higher than the other three groups, $F(3,109)=3.79, p<.01$. The vulnerable group had the lowest implicit identification. These findings suggest that women who like math and were protected from negative stereotypes (successfully encouraged) identify with math implicitly and explicitly. However, women who like math, but are aware of stereotypes (vulnerable) are only explicitly identified with math. These findings have theoretical and practical implications that will be discussed.

C23

LAS VEGAS IN THE LAB: IMPLICIT EXPERIENCES OF LOSSES LOOMING LARGER THAN GAINS *Scott Akalis; Harvard University* – The emergence of two fields, behavioral economics and implicit social cognition, has offered new insights on how preferences can be irrational and inconsistent. Kahneman and Tversky (1979) proposed that people evaluate a loss from their current reference point as far more unpleasant than they evaluate a gain of an equivalent magnitude as being pleasant. More recently, implicit social cognition research has shown how inconsistent preferences can be simultaneously held at different levels of awareness. The present two experiments explore the implicit experience of losses and gains as a way of better understanding how irrational and potentially inconsistent preferences form. In both experiments, participants played a slot machine game in which symbols were

associated with loss and gain outcomes. The resulting implicit preferences toward the symbols were measured using IATs. Participants formed stronger negative implicit associations with the symbol that corresponded to losses than they formed positive associations with the gain symbol. Also manipulated were the relative proportions of loss and gain outcomes to which participants were exposed. In this way, the moderating effect of context on experience-based preference formation could be analyzed. Results revealed that predominately gain-dominated sequences exacerbated the phenomenon of each loss having a greater impact on preferences than each gain, whereas a largely loss-filled context eliminated the losses-looming-large effect to the point where each gain and loss had an equivalent impact on implicit preferences. Implications of this research for the study of irrational and inconsistent preferences in behavioral economics and implicit social cognition are discussed.

C24

THE CONFLICT-BUFFERING EFFECTS OF IDEALIZATION AND SELF-VERIFICATION IN INTIMATE COUPLES *Gwendolyn Seidman, New York University* – Partners in intimate relationships can view their mates more positively than the mates view themselves (idealization), or more negatively (derogation). These discrepancies may have an impact couples' responses to relationship conflict. Murray Holmes, and Griffin (1996) proposed a buffering hypothesis, whereby idealization of one's partner can reduce the negative impact of conflicts after they occur. In support of this, they found that, for men, the less they idealized their partners, the more predictive destructive conflicts were of relationship dissolution. However, this study failed to consider the possibility of non-linear effects and it did not study the day-to-day occurrence of conflict. The current study examined how derogation and idealization may moderate the association between daily conflict and relationship mood. Two-hundred and fifty-three cohabiting couples rated themselves and their partners on a series of traits that fell into five domains: Interpersonal Virtues (e.g., warm, accepting), Interpersonal Faults (e.g., critical, moody), Social Exchange (e.g., outgoing, intelligent), Skills and Abilities (e.g., athletic ability, artistic ability), and Physical Attractiveness. Couples also completed a diary for 44 days that assessed their feelings about the relationship and whether or not a conflict occurred each day. Being the object of derogation in any domain was associated with more negative reactions to conflict. Being idealized in the domain of Interpersonal Virtues buffered the impact of conflict on relationship feelings, but being idealized in the other four domains was associated with a more negative response to conflict, demonstrating a self-verification effect (e.g., Swann, De La Ronde, & Hixon, 1994).

C25

STRATEGIC COLORBLINDNESS: THE PARADOX OF UNINTENDED CONSEQUENCES *Evan P. Apfelbaum¹, Samuel R. Sommers¹, Michael I. Norton²; ¹Tufts University, ²Harvard Business School* – This research investigates strategic colorblindness, a self-protective, interpersonal approach characterized by the deliberate avoidance of acknowledging race. The perceived social value of strategic colorblindness lies in its ability to remove a necessary precursor to racism: noticing race. We evaluated the hypothesis that a paradox exists in this approach, such that Whites' intention to signal endorsement of an egalitarian stance can ironically lead to counterproductive interpersonal outcomes. Study 1 manipulated the race of a confederate partner and the type of acknowledgment norm established during real interaction to quantify the degree to which normative and motivational factors contributed to strategic colorblindness. Results demonstrated White participants' strategies for acknowledging race were highly susceptible to normative influence, but particularly so when a Black confederate avoided race during interaction. Strategic colorblindness was predicted by Whites' desire to appear nonprejudiced (EMS; Plant & Devine, 1998). Naïve judges watched these videotaped interactions with the confederate

cropped-out and without sound. With a Black confederate, nonverbal friendliness was negatively related to participant EMS and positively related to colorblind behavior. Study 2 further examined perceptions by showing White participants videos of White actors who exhibited a colorblind strategy or did not. While Whites generally viewed colorblindness as relatively more awkward and less genuine, greater EMS related to perceptions that colorblindness was less awkward and more genuine. In sum, these data suggest that Whites' endorsement of strategic colorblindness in perception and behavior may reflect a genuine belief in its propriety, yet paradoxically, this approach can engender several negative interpersonal consequences.

C26

SOCIAL DOMINANCE ORIENTATION AND SENSITIVITY TO THE OUTGROUP'S PERCEPTIONS OF THE INGROUP *Caitlin M. Hogan, Brian S. Lowery; Stanford University* – The preference for hierarchical intergroup relationships (i.e., social dominance orientation) is typically associated with opposition to redistributive social policies (Pratto, Sidanius, Stallworth, & Malle, 1994). We suggest that members of dominant groups who desire to maintain the existing social hierarchy might also be sensitive to the possibility that outgroups desire a redistribution of resources. To test this idea and its implications, we assessed White participants' beliefs about an affirmative action policy designed to change the recruitment strategy of a company that unfairly favored Whites over Blacks in its hiring process. High SDO Whites believed that their group would be perceived less positively when they were told that the policy failed than when they were told that it succeeded. On the other hand, low SDO Whites reported no difference in perceived public opinion of the White racial group as a function of the policy's success. These results indicate that high SDO Whites believe others view the White racial group more positively when societal resources are redistributed to reduce racial inequity. A second analysis found that among high SDO Whites who strongly identified with their racial ingroup, support for the affirmative action policy was associated with higher public collective self-esteem. This indicates that high SDO Whites believe that supporting affirmative action policies might improve the image of their racial group. These findings allow for the possibility that high SDO Whites may strategically support redistributive social policies to maintain a positive group image in order to protect their position in society.

C27

ATTRIBUTIONS OF TRAIT SELF-CONTROL TO OBESE TARGETS: EVIDENCE FOR A NEGATIVE HALO EFFECT *Heather Rosman^{1,2}, Mark Muraven^{1,2}, Caroline Holsapple^{1,2}; ¹University at Albany, ²State University of New York* – The halo effect is the tendency to attribute positive qualities to those viewed as beautiful and well behaved. The opposite may also be true: negative qualities can be attributed to those who are viewed as ugly or as behaving poorly—known as the negative halo effect. This study investigates the role of self-control attributions, or how much self-control we attribute to those we perceive, and how these attributions can have a halo of negative traits. A self-control stereotype may exist—the stereotype that those who have higher self-control are better people. Based on this stereotype, we expected those who were perceived as having higher levels of self-control to be seen as better people. To do this we invoked the stereotype that obese people have no self-control. Participants read a profile providing limited information on an obese target or an average weight target. They were asked rate the target's self-control as well as intelligence, motivation, energy, creativity and honesty. Obese targets were perceived to be lower in self-control than average weight targets. Obese targets were also rated more negatively overall. Perception of self-control mediated the link between target weight and overall perception. Overall, the results suggest that there may be a negative halo effect associated with a perception of low self-control—individuals who are perceived to be low in self-control are

viewed more negatively on a wide range of attributes. This may have implications for understanding stigma and stereotyping, especially for behavior perceived to be under the one's personal control.

C28

BELIEFS ABOUT MAJORITY GROUP MEMBERS: SOCIETAL STEREOTYPES ABOUT WHITE MEN IN VANCOUVER Nina E.

Jauernig, Jennifer K. Nordahl, Stephen C. Wright; Simon Fraser University – The goal of the current study is to extend past research on stereotyping by exploring societal stereotypes about majority group members. Past research shows that meta-stereotypes can have implications for and disrupt intergroup contact (Vorauer, Hunter, Main, & Roy, 2000). Similarly, societal stereotypes, such as locally or nationally shared stereotypes about a certain group, may also have implications for cross-group encounters. In an online survey with student participants, we compared a majority ingroup's perception of societally shared stereotypes with the perceptions of three outgroups. These three outgroups overlapped to varying degrees with the ingroup (White men in Vancouver); White women and minority males shared one dimension with the ingroup (ethnicity and gender, respectively), whereas minority females had no dimensional overlap. To measure participants' perceptions of stereotypes that other people in Vancouver hold about White men we asked participants to rate a variety of adjectives in terms of stereotypicality. Participants also rated the strength and positivity of each stereotype. Findings showed that the ingroup and the outgroups differed in their perceptions of societal stereotypes of White men; the ingroup and the outgroups identified different words as stereotypical. Further, majority participants and minority participants viewed the positivity of shared and non-shared stereotypes differently; majority group members were lower in their positivity ratings of both shared and non-shared stereotypes compared to minority group members. We will discuss these results in terms of their implications for intergroup contact and for research on societal- versus personal- and meta-stereotypes, as well for research on stereotype activation.

C29

TO-DATE VS. TO-GO: EFFECTS OF HIGHLIGHTING ASPECTS OF GOAL PROGRESS ON MOTIVATION Minjung Koo, Ayelet Fishbach;

University of Chicago – When monitoring progress toward goal attainment, people may focus on what has been done (to-date) or what is left to be done (to-go), to accomplish the goal. We propose that highlighting these aspects (to-date vs. to-go) affects one's goal pursuits, depending on perceived goal importance. Highlighting to-date has more influence on pursuing unimportant goals (e.g., the consumption of luxuries) where commitment has not been established yet, since to-date information emphasizes one's commitment to the goal and its desirability. In contrast, highlighting to-go has more influence on important goals (e.g., the consumption of necessities) where commitment has been already established, since to-go information emphasizes the absence of progress. These predictions were tested in four studies. Study 1 showed that providing to-date (vs. to-go) information increased participants' motivation to study for an unimportant elective course, but decreased their motivation to study for an important core course. This pattern was replicated with the consumption of luxuries (under to-date conditions) versus necessities (under to-go conditions) in Studies 2-3. Lastly, in study 4, a field experiment in a real charity organization showed that among people who have never made any contribution to the charity, those who received a solicitation letter with to-date framed seed money (how much has been donated) donated more money than those who received a letter with to-go framed seed money (how much is left to achieve the donation goal). Conversely, among highly committed regular donors, those in the to-go condition donated more money than those in the to-date condition.

C30

CULTURAL VALUES AND REFERENCE-GROUP STANDARDS AS EXPLANATIONS FOR ASIAN VS. EUROPEAN AMERICAN PERSONALITY DIFFERENCES Laura Naumann, Oliver John; University of

California, Berkeley – Based on previous research (Naumann & John, 2006), we advanced two explanations for previously demonstrated cultural differences in openness and conscientiousness. First, we hypothesized that Asian Americans rate themselves lower than Whites on the Big Five dimension of openness because they value this personality dimension less. Second, Whites rate themselves higher than Asian Americans on conscientiousness because they do not use Asian Americans, who are perceived as extremely conscientious, as their reference-group standard. In Study 1, 47 Asian American and White participants completed a positive self-presentation task. Asians did not generally present themselves more negatively than Whites; however, consistent with our value hypothesis, they did present themselves as less open. The two groups did not differ in how conscientious they presented themselves, thus, providing evidence for the domain-specificity of the value explanation. In Study 2, 280 Asian American and White participants either rated their personality in general (no-referent condition) or compared themselves to an explicit reference-group (Asian American referent). In the no-referent condition, we replicated prior cultural differences for both conscientiousness and openness. In the Asian American referent condition, European Americans rated themselves as less conscientious compared to Whites in the no-referent condition. White participants shifted their self-ratings because they used the very high standards of conscientiousness they perceived for Asian American students. The finding that the reference-group manipulation only affected conscientiousness, not openness, shows that cultural differences in self-reported personality cannot all be explained by a single underlying process; instead, there are multiple processes that are domain-specific.

C31

DIMENSIONS OF THE SELF AND CRITERIA OF INTERPERSONAL PREFERENCE Elizabeth White, Robin Vallacher; Florida Atlantic Univer-

sity – This research investigated the role of self-esteem and self-concept certainty in shaping preference for interaction partners. We hypothesized, in line with prior research (Rudich & Vallacher, 1999), that high self-esteem (HSE) people should prefer interacting with someone who provides flattering feedback, regardless of his or her interest in forming a relationship, whereas low self-esteem (LSE) people should prefer interacting with someone who indicates a desire to form a relationship, regardless of the positivity of his or her feedback. HSE people should also rate feedback provided by a positive person as more accurate than should LSE people. These differences, however, should be manifest only among people with high self-concept certainty (HSC). Because people with low self-concept certainty (LSC) lack a frame of stable frame of reference for self-evaluation, they should be less consistent in their interaction preferences and should rate the feedback provided by positive and negative evaluators as equally accurate. In Study 1, participants evaluated a potential interaction partner who provided either positive or negative feedback and indicated either interest or no interest in forming a relationship. In Study 2, participants were asked to choose between two partners who provided different combinations of positivity and relationship interest. Participants also rated the accuracy of the partner's feedback in both studies. Results provided support for our hypotheses. People with high vs. low self-esteem have different criteria for evaluating and choosing among potential partners for social interaction, but only if they have a sufficiently coherent self-view to generate these criteria.

C32**PUNISHING THE SAINTS: MORAL AGENTS ARE LESSER MORAL PATIENTS**

Kurt Gray, Daniel M. Wegner; Harvard University – Although it seems that good things come to good people, we present two studies that show that people are only too happy to harm the saints despite their morally laudable actions. In Study 1, we asked participants to choose to give pain to one of two targets and found that those targets higher in moral agency (who have earned either extreme praise or blame for their actions) were more likely to receive pain than neutral targets. For example, participants gave more pain to the Dalai Lama than they did to a bank teller. We suggest that this is because of an inverse relation between moral agency and moral patienthood. (Moral agency is the capacity to be morally responsible for one's actions and to earn either blame or praise for them. Moral patienthood is the ability to be helped or harmed by another's actions and can be defined as one's sensitivity to pain.) Study 2 addressed alternative explanations by controlling for the personal characteristics of the targets. We presented participants with a pair of fraternal twins and asked them to punish only one of them for a reckless action they both completed. The twin who was described as a good moral agent was punished more than the twin who was described as more of a patient. Together, these studies demonstrate that perceptions of moral agency and moral patienthood are inversely related, such that the more praise or blame a person receives, the less sensitive to pain they are perceived to be.

C33**UNDERSTANDING THE RELATIONSHIP BETWEEN RELIGIOUS ORIENTATION AND POLITICAL CONSERVATISM**

John Terrizzi Jr., Larry Ventis; College of William and Mary – Previous studies have found extrinsic religious orientation to be consistently positively correlated to prejudicial attitudes (Batson, Schoenrade, & Ventis, 1993). The quest orientation has been consistently negatively correlated to prejudicial attitudes (Batson et al., 1993). The purpose of this study was to determine whether religious orientation is predictive of conservative positions on various political issues including attitudes toward Operation Iraqi Freedom, the death penalty, homosexual marriage, abortion, minimum wage, medicinal marijuana, and euthanasia. Ninety-six female and 40 male introductory psychology students ranging in age from 18 to 23 years were administered a battery of questionnaires that contained the religious life inventory (Batson et al., 1993), Altemeyer's (2003) 20-item right-wing authoritarianism scale, Altemeyer and Hunsburger's (1992) 12-item fundamentalism scale, measures of cultural and economic conservatism scales, Marlowe-Crowne's (1960) social desirability scale, Terrizzi and Drews' (2005) attitudes toward operation Iraqi freedom scale, and a series of items designed to assess opinions about various political issues. Intrinsic and extrinsic religious orientations and religious fundamentalism were positively correlated with conservative attitudes toward Operation Iraqi Freedom and opinions about homosexual marriage and abortion. However, when right-wing authoritarianism was controlled for, intrinsic and extrinsic religious orientations and religious fundamentalism became either negatively correlated or uncorrelated with conservative positions on political issues. More specifically, intrinsic religious orientation and religious fundamentalism became negatively correlated with attitudes toward Operation Iraqi Freedom and the death penalty, and extrinsic religious orientation became statistically unrelated.

C34**WHAT IS FEELING BAD GOOD FOR? EXPERIENCE-SAMPLING EVIDENCE ON THE ACTION-REGULATORY FUNCTION OF NEGATIVE AFFECTIVE EXPERIENCES**

Michaela Riediger¹, Alexandra M. Freund²; ¹Max Planck Institute for Human Development, Berlin, Germany, ²University of Zurich, Switzerland – Negative affective experiences have been ascribed a regulatory function in action processes, namely, to occur when the individual fails to adequately progress towards desired

ends, and to signal that current activities need to be changed. The reported study investigated this proposed action-regulatory function in people's everyday lives. We hypothesized that situations differ in their demands for action regulation, and that the action-regulatory function of negative affective experiences should be particularly pronounced when people encounter obstacles to goal attainment. The sample consisted of $N = 63$ participants (20 to 69 years) who reported their three most important personal goals. In a subsequent experience-sampling phase, they were prompted six times a day throughout at least nine days to report their momentary affective experiences, the extent to which they were currently involved in activities that furthered or hindered each of their initially reported goals, and whether they were currently working on overcoming difficulties. Multilevel regression analyses demonstrated positive affective valence of goal-beneficial activities and negative affective valence of goal-detrimental activities. The latter was particularly pronounced when participants dealt with overcoming difficulties. Analyses of lagged associations showed that negative affective tone predicted subsequent increase in goal-beneficial behaviors and subsequent decrease in goal-detrimental behaviors. The latter was again more pronounced following situations in which the individual dealt with overcoming difficulties. Results suggest that negative affective experiences play a role in regulating action, and that this is particularly the case when the need for regulatory influences and for correction of ongoing action is high.

C35**THE MEANING OF HISTORICAL VICTIMIZATION AND PERCEIVED MORAL OBLIGATIONS OF VICTIMS**

Ruth Warner¹, Nyla Branscombe¹, Yechiel Klar²; ¹University of Kansas, ²Tel Aviv University – Different possible meanings can be derived from a given group or personal victimization event—specifically, either the rights or the obligations of victims can be seen as the primary lesson. We explore the possibility that thinking about the harm victims experienced in the past at the hand of another results in such victims being seen as obligated to be subsequently more moral toward others. Three studies examined the meaning that non-Jewish American students derived from the Holocaust for Jews today. One lesson that might be taken from such an event is that the victimized group must never be like the perpetrator and instead are morally obligated to help other victims. Studies one and two revealed that participants asked to think about the lessons of the Holocaust for Jews perceived Jews as having more obligations than when they thought about the lessons of the Holocaust for Germans. The obligations included assisting other victims and not inflicting suffering on other groups. In Study two, belief in the pervasiveness of genocide mediated the effect of target of lesson on endorsement of victim obligation such that when Jews were the target of the lesson, the more participants perceived genocide as pervasive, the more they viewed Jews as morally obligated to help others. Study three revealed that thinking about the Holocaust as compared to a neutral past event led participants to assign Jews more guilt in the Israeli-Palestinian conflict when they also perceived Jews as having moral obligations.

C36**IT'S NOT WHAT YOU DO, IT'S WHAT YOU CALL IT: THE INTERACTION OF SELF-CONSTRUAL AND TASK LABEL**

Jonathan Gore¹, Susan Cross²; ¹Eastern Kentucky University, ²Iowa State University – The current experiment tested the hypothesis that relational self-construal would moderate the association between task label and perceptions of one's mood and partner. Seventy-five participants were first pre-tested on the Relational-Interdependent Self-Construal Scale (RISC). Upon arrival to the lab session two months later, they were paired with another participant and asked to complete a face-to-face interview with each other. Upon completion, participants received a description of the interview as either a career-enhancing activity (Occupational Label) or a relationship-enhancing activity (Relational

Label). Finally, they rated statements regarding their perceptions of the task, their mood during the task, and their partner. Results showed four significant RISC X Task Label interactions. Individuals with a highly relational self-construal in the Relational Label condition reported a) more positive perceptions of partner, b) more cooperation with partner, c) more positive affect during the task, and d) less negative affect during the task when compared to low relationals. There were no significant differences between high and low relationals in the Occupational Label condition. Implications for the person-job fit literature are discussed.

C37

ANTICIPATING FUTURE STIGMA: EXTENDING THE REJECTION-IDENTIFICATION MODEL TO FUTURE GROUP MEMBERSHIPS *Sonia K. Kang, Dominic J. Packer, Alison L. Chasteen; University of Toronto*—The rejection-identification model predicts that some of the deleterious effects of discrimination on well-being can be buffered by group identification (Branscombe, Schmitt & Harvey, 1999). This research investigated the extension of this model to future group memberships, that is, to individuals who do not currently, but will one day belong to a stigmatized group. Young adults thought about the types of discrimination that (a) they will face when they are old or (b) older adults in general face. Subsequently, participants rated their current well-being and identification with their current age-group. Participants also rated their expectations regarding future well-being and future age-group identification when they are older adults. Consistent with prior research, current group identification positively predicted current well-being among participants who thought about the stigma faced by older adults generally. Interestingly, current identification ceased to predict current well-being among participants who thought about their own future stigma; instead, current well-being was positively predicted by how identified they expected to be when they are old. In both conditions, expected future well-being was positively predicted by expected future identification. However, consistent with the notion that aging may be particularly threatening to strongly identified young adults (Packer & Chasteen, 2006), expected future well-being was negatively predicted by current age-group identification when participants thought about the stigma they would face as older adults. Overall, these findings demonstrate the utility of extending the rejection-identification model, and show that identification with a future group can protect even current well-being against the threat of future stigma.

C38

LATENT DISTRIBUTIONS OF SIX PERSONALITY DISORDERS *Nicholas S. Holtzman, Michael J. Strube; Washington University in St. Louis*—Recently, debate about the continuity between normal and abnormal personality has intensified, with important implications for etiology, diagnosis, and treatment. Attempts to address this question empirically are hampered by measurement error, multi-construct contamination, and the generally “noisy” nature of available measures. Indeed, manifest distributions can appear to be continuously distributed even when the underlying latent variable is discontinuous or categorical. One statistical method used to assess the nature of underlying distributions—taxometrics—relies on evaluating the presence of characteristic signatures in the data that are present when the underlying latent variable is categorical rather than continuous. We applied one popular taxometric procedure—MAXimum-COVariance hitmax (MAXCOV; Meehl, 1973)—to a sample (Grant et al., 2004) for which diagnostic measures had been collected for the following personality disorders: Paranoid, Schizoid, Histrionic, Avoidant, Dependent, and Obsessive Compulsive (OC). Depending on the disorder, sample sizes ranged from 38858 to 41341. For each disorder, we conducted MAXCOV subanalyses for all possible pairs of items in the measurement and determined the ratio of taxonic to non-taxonic curves—a 1:1 or greater ratio indicates presence of an underlying categorical latent variable or taxon (Schmidt, Kotov, & Joiner, 2004). Results showed taxonic status for all disorders,

especially Paranoid and OC, which had ratios > 2:1. Second, we conducted MAXCOV composite analyses by averaging across subanalyses. Consistent with the subanalyses, composites revealed clear taxonic status for OC and Paranoid; others were ambiguous. These results offer empirical support for the DSM assumption that OC and Paranoid personality disorders are taxonic.

C39

FROM PERCEPTION TO EVALUATION: HOW RACIALLY AMBIGUOUS FACES AFFECT EARLY ATTENTION AND AUTOMATIC ACTIVATION OF BIAS. *Eve Jensen, Tiffany Ito, Bernadette Park; University of Colorado at Boulder*—Despite legal and historic precedent to categorize any person with African heritage as Black, past research has found that varying degrees of “Blackness” present in a face predict different amounts of bias. That research has focused on faces that are light-complected but still categorized as Black. By contrast, little is known about how a face that cannot easily be categorized by race is regarded. This study used a sequential priming procedure to assess the evaluation of ambiguous and unambiguous Black and White faces. Racially-ambiguous faces were created through digitally morphing White and Black faces in equal proportions. Immediately following a Black, White, or racially ambiguous face, participants categorized words as positive or negative (Fazio, Jackson, Dunton, and Williams, 1995). Black faces facilitated responses to negative as compared to positive words whereas responses did not differ for White faces. Racially-ambiguous faces showed significant bias that was intermediate to that elicited by Black and White faces. Event-related brain potentials (ERPs) were also recorded during presentation of the face primes. Correlational analyses showed that larger attentional differences in the ERPs between Black faces and White or racially-ambiguous faces predicted differences in evaluative bias. Together, these results show that racially-ambiguous faces elicit evaluative bias, but to a lesser degree than unambiguous outgroup members. Furthermore, differences in how participants attend to faces of different races predict evaluative associations activated by those faces. Individuals who show particularly high levels of attention to Black, relative to White or racially-ambiguous faces, show a larger degree of evaluative bias.

C40

INFORMATION SEEKING STRATEGIES OF HIGHLY SELF-DOUBTFUL INDIVIDUALS *Tiffany Hardy, Robert Arkin; The Ohio State University*—Chronic self-doubt is characterized by doubts about one’s competence, abilities, and potential for success. Self-doubtful individuals appear to reevaluate their self-worth based on any new information that comes available, suggesting that they are also constantly thinking about competence. Constant thought about competence is likely to lead self-doubtful individuals to form self-schemas about competence. Self-schemas are cognitive generalizations about the self that organize and guide behavior. As a result of self-schemas in this domain, individuals high in self-doubt make judgments about others’ level of competence more quickly and make more extreme judgments than do individuals low in self-doubt when provided with information about a target other. The current study examines a situation in which individuals must seek out information about another’s level of competence. It was hypothesized that individuals high in self-doubt would 1) seek out competence information to a greater degree than individuals low in self-doubt and 2) seek out competence information provided by a third party expert source over information provided via self-report. Participants selected questions they would like to ask in order to form an impression of another, and selected one of three people to respond to the question. Although participants high in self-doubt were no more likely than participants low in self-doubt to select competence relevant questions, participants high in self-doubt were more likely than participants low in self-doubt to select a third party-expert source. Concern for performance was found to moderate this effect. Potential reasons for this moderation are discussed.

C41**DIFFERENTIAL SUBTYPING AMONG HIGH AND LOW PREJUDICED INDIVIDUALS**

Blake Riek, Eric Mania, Samuel Gaertner; University of Delaware – Stereotypes and negative beliefs about outgroups are major causes of intergroup strife. Many anti-bias interventions try to overcome these problems by presenting positive and/or counter-stereotypic information about outgroups. However, while this may sometimes be effective, people often subtype these members and refuse to see them as typical of the outgroup (Richards & Hewstone, 2001). Therefore, the positive attributes of the non-stereotypical outgroup member are not generalized to the outgroup as a whole. While this has been shown to be a common phenomenon, it is unclear if pre-existing racial attitudes moderate this process. We predicted that pre-existing prejudice levels would influence an individual's subtyping process. Specifically, we expected that high prejudice individuals would be more likely to subtype a positive racial outgroup member than those low in prejudice. For individuals low in prejudice we expected they would not subtype the positive outgroup member, but would see the positive examples of racial outgroup members as typical and subtype negative outgroup members. An experiment involving high and low prejudiced Whites was run and our hypothesis was supported. This suggests that while the subtyping phenomenon may be universal, it is moderated by pre-existing intergroup attitudes.

C42**THE RELATIONSHIP BETWEEN ETHNIC AND NATIONAL IDENTIFICATION IN A MULTICULTURAL SOCIETY**

James Cameron¹, John Berry²; ¹Saint Mary's University, ²Queen's University – The success of multiculturalism depends not only on relations between groups, but also on the compatibility of collective identities at subordinate (ethnic) and superordinate (national) levels. Does identification at one level come at the cost of identification at another? Data collected recently from a random, national telephone survey (N = 2000) provide an opportunity to address this issue with respect to ethnic and national identities in the Canadian context. Collective identification was operationalized in terms of (a) the importance of ethnic and national groups to the self; and (b) patriotism (i.e., pride in a number of Canadian attributes, activities, and institutions). Factor analysis showed a distinction between private and public (international) sources of pride. Regression analyses controlling for gender, age, education, and income indicated a general congruence between patriotism, subgroup identification, and multicultural ideology. The results support the viability of the integration mode of acculturation (J.W. Berry, 1984) corresponding to a dual categorization model (M.J. Hornsey & M.A. Hogg, 2000) in which subordinate and superordinate identities are simultaneously promoted.

C43**IMPLICIT THEORIES ABOUT GROUPS AND STEREOTYPING: THE ROLE OF GROUP ENTITATIVITY**

Robert Rydell¹, Kurt Hugenberg², Devin Ray¹, Diane Mackie¹; ¹University of California, Santa Barbara, ²Miami University – Can individuals change, or are the traits an individual displays fixed over time? People have different implicit theories about the extent to which they believe individuals traits are malleable (Molden & Dweck, 2006). We argue that people might hold similarly divergent views about the characteristics of groups (Brewer & Hong, 2004), and that these differences in implicit theories of groups will, over and above implicit theories of individuals, impact basic social-cognitive processes and phenomena. The consequences of holding an entity (i.e., the belief that a group's characteristics are fixed) or incremental (i.e., the belief that a group's characteristics are malleable) implicit theory about groups was examined for stereotyping and perceptions of group entitativity. Two studies showed that implicit theories about groups affect stereotyping by changing perceptions of group entitativity. Study 1 found that entity theorists were more likely to stereotype than incremental theorists and that perception of group entitativity significantly accounted for this relation. This mediational

effect was not qualified by implicit theories of individuals. In Study 2, implicit theories of groups were manipulated via instruction set and entity theorists stereotyped more and perceived groups as more entitative than incremental theorists. Again, the effect of implicit theory was significantly mediated by group entitativity. This research finds compelling support that entity theorists about groups are more likely to stereotype than incremental theorists about groups because entity theorists perceive groups as more entitative. This perception of increased entitativity based on implicit theories explains why holding these different theories can affect stereotype endorsement.

C44**THE POWER TO HELP: GENDER DIFFERENCES, SOCIAL POWER, AND HELPING BEHAVIOR**

Celeste E. Doerr, E. Ashby Plant; Florida State University – Past research on gender differences in helping indicates that men tend to help more than women. According to social role theorists, men's relatively high social power may provide them with the assertiveness and efficacy to help, whereas women's relatively lower power may discourage helping in many circumstances (Eagly & Crowley, 1986). The current work examined whether gender differences in helping behavior could be accounted for by the helper's level of social power. A total of 164 participants (57% female) were assigned to either a high-power, low-power, or control condition by being given a supervisor, worker, or co-worker role to fulfill in the experiment. Participants completed a Scrabble-type task, ostensibly at the same time as a same-gender co-participant in another room. Halfway through the task, participants received a request to donate game tiles to the co-participant. Helping was measured by recording the quantity and the numerically scored usefulness of any tiles given. Men helped more than women in the control condition. However, in the high-power and low-power conditions, there were no differences in helping between men and women. These results are generally consistent with social role theory in that, when power was manipulated, gender did not influence helping. Men helped to a similar and high degree in the control and high-power conditions, but helped less in the low-power condition, relative to control. In contrast, women's helping remained relatively consistent across conditions. This suggests that men's helping behavior may be especially affected by the power context in which it occurs.

C45**HOPING IS DIFFERENT FROM HOPE: UNIQUE EXPERIENTIAL FEATURES IN THE MEASUREMENT OF EMOTION**

Devin Howington, Adrienne Crowell, Patricia Bruininks; Hendrix College – The purpose of this study was to examine the role of language in assessing self-reported hope over time. Eighty-three participants read a first-person story designed to elicit hope. The story began with a paragraph introducing the hoped-for outcome followed by 4 sets of information presented chronologically, with each set containing 3 pieces of either favorable or unfavorable information about the likelihood of the outcome. After each piece of information, participants rated their hope, fear, optimism, and worry on 7-point scales. Participants were presented rating scales in one of three formulations: the noun form ("How much hope/fear/etc. are you experiencing?"), the adjective form ("How hopeful are you?"), or the verb form ("How much are you hoping?"). For the emotion of hope, but not the other ones, there was a main effect of formulation ($F(2, 80) = 15.05, p < .001$) and an interaction of formulation by time (quartic $F(2, 80) = 14.33, p < .001$). "Hopeful" and "hope" ratings tracked the valence of information at each time point (i.e., more hope with more favorable information), whereas ratings on the verb form of "hoping" actually decreased with the first set of positive information but increased and remained high with the onset of negative information. For the other emotions, all three formulations tracked the valence of information. As suggested by previous results (Bruininks & Malle, 2006), hope, unlike optimism, can be experienced in the face of unlikely odds, and the verb form of measuring this emotion appears to best capture this experiential characteristic.

C46**NONVERBAL SELF-ACCURACY IN INTERPERSONAL INTERACTION**

Judith Hall¹, Nora Murphy², Marianne Schmid Mast³; ¹Northeastern University, Boston, MA, ²Brandeis University, Waltham, MA, ³University of Fribourg, Switzerland—Psychologists have long been skeptical of the notion that people have much insight into their own behavior. Although social and personality psychologists never abandoned self-reports, they have always doubted them. In this climate of mistrust of self-reports, it is interesting that there is not a large amount of research that actually investigates people's awareness of how they behave. The present research investigates this kind of accuracy, specifically for recalling one's nonverbal behavior after a live interaction with a partner. In four studies, we measured participants' accuracy in recalling their own nonverbal behavior after an interpersonal interaction (nonverbal self-accuracy). How well they could recall their smiling, nodding, gazing, hand gesturing, and self-touching was scored by comparing their recollections to behavioral coding based on the videotape. Self-accuracy was above chance and of modest magnitude on average, and was greatest for smiling, intermediate for nodding, gazing, and gesturing, and lowest for self-touching. Self-accuracy was relatively higher when participants smiled and gazed more and relatively lower when they touched themselves more. Self-accuracy was higher in conditions in which attention was focused away from the self (learning as much as possible about the partner or rearranging the furniture in the room) than when the situation made participants feel nervous and self-focused (getting acquainted or trying to making a good impression). Finally, participants assigned to a high power role had higher self-accuracy than those assigned to a low power role.

C47**ASIANS SEE BROADER IMPLICATIONS FOR THE DEATH OF AL-ZARQAWI THAN WESTERNERS**

Kyle Jennings, Kaiping Peng; University of California, Berkeley—Previous research suggests that compared to Westerners, Asians see a broader range of consequences stemming from a focal event (Maddux & Yuki, 2006). The present study extends these findings by testing for this effect in reaction to a real-world event, the assassination of Abu Musab al-Zarqawi in Iraq. The day after this event, 45 undergraduates rated the plausibility of several possible consequences. A separate group of 20 students rated the consequences on how proximal or distal they were from the focal event. Comparing events significantly above or below that mean, there were group differences for distal but not for proximal consequences. Plausibility ratings for distal items were lowest for non-Asian Americans, highest for immigrant Asians, with Asian Americans in between (14 subjects fell outside these categories, and so their data were not used). The results could not be explained by support for the war, attitudes about Middle Easterners, news exposure, or political orientation. Knowledge about Iraq was negatively related to plausibility of distal consequences for non-Asian Americans, but positively related for domestic and immigrant Asians, suggesting that the observed differences in rated plausibility could represent the endpoint of a more informed viewpoint in these groups. By extending past research to an important real-world event shortly after it occurred, these findings provide converging evidence for cultural differences not just in causal attribution, but also in prediction. They also suggest how cultural differences in cognition could impact international diplomacy.

C48**METAPERCEPTION BIAS IN VIDEODATING PROFILES**

Gregory Preuss, Mark Alicke; Ohio University—The effect of evaluative concerns on bias in metaperceptions of videodating profiles were studied in a blocking design in which each observer was yoked to one actor. Actors described themselves on videotape, viewed six other same-sex profiles, and predicted how opposite observers would rank them relative to the other actors on dating-relevant dimensions. Aggregate level analyses

indicated that actors' metaperceptions were more positive than observers' actual impressions for all the dimensions. On the dimension of overall dating attractiveness, self-enhancement effects were most pronounced when actors were led to believe that their profiles would not be viewed or evaluated by observers. Individual level analyses on all dimensions indicated that roughly 80% of actors overestimated the favorability of the expected rankings from observers. The magnitude of self-enhancement effects greatly exceeds previous research using concrete comparison targets. We argue that the smaller self-enhancement effects found in previous research using concrete targets resulted from tasks that were less ego-involving than the task used in the current research. Salient evaluative concerns may reduce the magnitude of self-enhancement effects.

C49**RUMINATION: ASSESSMENT AND RELATIONSHIP TO CORTISOL RESPONSES TO A LABORATORY SPEECH TASK**

Peggy Mycek, Sally Dickerson; University of California, Irvine—For some, a stressor's physiological and psychological influence ceases upon its removal; for others, the effects persist, through rumination, or mentally replaying the stressful experience. This repetitive, intrusive thought could amplify or maintain physiological responses (Brosschot, Gerin, & Thayer, 2006). Previous studies testing this hypothesis have produced mixed results, possibly due, in part, to the type of measure used (i.e., state or trait rumination). The current study investigated whether those who ruminate (assessed with state and trait measures) have elevated cortisol responses to a speech task. We hypothesized that both higher trait rumination and post-task rumination would predict elevated cortisol responses to the speech task. Twenty-eight participants performed a speech in front of an evaluative panel and then rested during a recovery period. To measure state rumination, participants indicated the frequency of the thoughts they experienced during a ten minute rest period following the speech task. Trait rumination was assessed at baseline. Salivary cortisol was collected at five time points throughout the session. Trait and state rumination were differentially associated with the cortisol response. Contrary to our hypothesis, trait rumination was associated with blunted cortisol responses to the speech task. However, post-task state rumination was associated with higher cortisol levels across the entire laboratory session. The scales may be tapping into different dimensions of rumination: depression-focused versus stressor-focused. The findings suggest that cortisol may be one pathway through which ruminative thought may influence health, as both prolonged elevations in cortisol and decreased cortisol secretion are potential pathways leading to disease.

C50**TO TRUST OR NOT TO TRUST: ANXIOUS-AMBIGUANCE AND COOPERATION IN TWO-PERSON SOCIAL DILEMMAS**

M. Joy McClure¹, Jennifer A. Bartz², John E. Lydon¹; ¹McGill University, ²Mount Sinai School of Medicine—The anxiously attached are often described in terms of their hyperactivation of the attachment system: insistently seeking proximity, and hypervigilant to cues of abandonment. Less attention is given to their conflicting motives; submitting to their need for relatedness makes them vulnerable to rejection, violating their need to self-protect. Reconciling these two motives can lead to contradictory behavior, indicated by nomenclature: the anxious-ambivalent. When are the anxious more vulnerable to ambivalence? We theorized that issues of trust and cooperation would elicit ambivalence from anxiously attached individuals, and that this would be reflected in slower, more effortful behavioral decisions. In a study on attachment and social dilemmas, 99 participants played two different "social decision games": the Prisoner's Dilemma (PD) or the Assurance Game (AG). Each round, participants were asked to choose a strategy: cooperate/defect. They were also asked what strategy they would choose if they knew that their partner chose cooperation. The PD is the more difficult social decision, because

behavior that would optimize individual outcomes harms dyadic outcomes. The AG is easier, because mutual cooperation optimizes both individual and dyadic outcomes, although this emphasizes trusting the partner. Accordingly, for non-anxious participants, decisions were faster in the AG. For the anxious, unfortunately, decisions in the simpler, but trust-heavy, AG were still slow. Moreover, knowing the partner had cooperated quickened behavioral decisions across games for the non-anxious, but the anxious again remained slower. The question of trust and the prospect of cooperation elicit their ambivalence, manifested as more effortful behavior selection.

C51

IDENTITY MISCLASSIFICATION AND POLITICAL DECISION MAKING Jennifer Prewitt-Freilino¹, Jennifer Bosson²; ¹The University of Oklahoma, ²The University of South Florida – Previous research (Bosson, Prewitt-Freilino, & Taylor, 2005) suggests that individuals who expect identity misclassification (i.e., being mistaken as a member of a devalued out-group on the basis of one's role violating behavior) feel uncomfortable violating valued in-group norms. However, if role violators disclaim stigmatized status, they feel less discomfort, as they will not be mistaken as a member of the out-group. Our previous research focused on heterosexual men's avoidance of femininity for fear of being seen as gay. The current research broadens the scope of the identity misclassification framework by investigating how identity misclassification affects political decision making. We hypothesized that strongly identified Republicans would expect misclassification and experience a threat to their Republican identity when endorsing an objectively beneficial Democratic candidate, unless they were able to disclaim Democratic status by wearing a "Proud to be Republican" t-shirt during a videotaped endorsement speech. Results suggest that disclaiming reduces expectations of misclassification and identity threat among those who endorsed the out-of-party candidate, yet has little effect for those who endorsed an in-party candidate. Discussion focuses on how concerns of identity misclassification may hinder people's ability to act in their best interest, and how disclaiming offers an avenue for increasing people's behavioral flexibility.

C52

CAN MODERN RACISM THEORY OR SOCIAL IDENTITY THEORY ACCOUNT FOR OPPOSITION TO REPARATIONS FOR HISTORICAL HARMS? Jillian C. Banfield¹, Craig W. Blatz¹, Katherine B. Starzyk², Michael A. Ross¹; ¹University of Waterloo, ²University of Manitoba – Ninety percent of White Americans in a Gallup/CNN poll (2002) rejected a proposal that the US government offer cash payments to the descendants of slaves. The poll demonstrates how strongly the public often objects to demands for reparations. In two studies we examined whether Modern Racism Theory (Henry & Sears, 2002), Social Identity Theory (Tajfel & Turner, 1979), or both, could account for these objections. In Study 1, Canadian students read about a Canadian injustice that they were told was factual or fictional. Social Identity Theory predicts greater support for reparations in the fictional injustice condition because there is less need to protect one's social identity than when the injustice did occur. The results, however, supported the prediction derived from Modern Racism Theory that participants who score higher on the racism scale should oppose reparations regardless of condition, because modern racism is based on abstract beliefs, such as that minority groups are responsible for their disadvantages. Study 2 was a stronger test of Social Identity Theory in which Canadian participants read that an injustice occurred in Canada or in Australia. Responsibility for the harm was attributed to two bureaucrats or to the entire society. Social Identity Theory predicts that participants would oppose reparations most when the harm occurred in Canada and their entire group was responsible. Modern Racism Theory predicts that high scorers on the racism scale will resist reparations regardless of condition. Results supported Modern

Racism Theory, and not Social Identity Theory. Discussion focuses on implications of the results.

C53

AVOIDANT ATTACHMENT PREDICTS DIRECTING ATTENTION AWAY FROM THREATENING WORDS David Chun, Phillip Shaver, Omri Gillath; University of California, Davis – According to attachment theory, people with an avoidant attachment style use deactivating emotion-regulation strategies to reduce the likelihood of distress, deny a need for social support, and suppress thoughts about personal vulnerability or weakness that might activate the attachment system (Mikulincer & Shaver, 2003). Presumably, regulation of attention is part of this deactivating approach to threats, but little research has been devoted to avoidant attentional strategies. The objective of the present study was to determine whether avoidant individuals' visual attention is allocated away from threat-related words. Participants performed a dot-probe task in which they viewed a series of neutral-and-negative word pairs. Immediately following the presentation of a word pair, a dot (probing the location of the participant's attention) replaced one of the words, and the participant was instructed to indicate the dot's location as quickly as possible. According to a between-groups design, a randomly selected half of the participants received negative words that were attachment-related (e.g., separation, rejected) and the other half received negative words that were not specifically related to attachment (e.g., bloody, disgusting). We found that individuals who scored higher on an avoidant attachment scale were more likely to allocate attention away from threat-related words, whether or not the words were related to attachment. This effect remained when all of the "big five" personality traits were statistically controlled. This suggests that avoidant individuals are averse to acknowledging any threats that might activate the attachment system, whether or not the threats are specifically tied to close relationships.

C54

PEOPLE FEEL AUTHENTIC WHEN THEY ACT EXTRAVERTED, AGREEABLE, AND CONSCIENTIOUS REGARDLESS OF WHETHER THEY ARE 20, 30, 40 OR 50 YEARS OLD William Fleeson¹, Joshua Wilt¹, Jana Spain²; ¹Wake Forest University, ²Point University – People are said to behave authentically when they act in accordance with their true inner nature. However, with the increasing complexity of modern society, people must adapt their behavior to the many different roles they take on and the situations they encounter. Thus, people often must behave in very different ways from day to day or even hour to hour, raising the question of which behaviors are experienced as authentic. Moreover, as people age they might achieve a better sense of self, possibly making authenticity more closely connected to particular modes of behavior that are endorsed as self-descriptive. The purpose of this poster is twofold. First, it identifies which behaviors are associated with the experience of felt authenticity; specifically testing whether acting in accordance with self-ascribed traits predicts authenticity or whether certain behaviors are experienced as authentic regardless of trait levels. Second, it tests whether different behaviors are associated with authenticity at different ages. It is important to answer these questions because authenticity is related to various positive psychological outcomes such as optimal self-esteem, well-being, positive affect, creativity, and mindfulness. In an ESM study, participants age 18 to 51 used Palm Pilots to report their concurrent behavior and authenticity. Multi-level modeling (MLM) analyses indicated that state authenticity was positively correlated to state extraversion, state agreeableness, and state conscientiousness at all ages, regardless of a participant's respective trait levels. Results suggest that although people display substantial variability in behavior, there are certain types of behavior that are felt universally as authentic.

C55**FORGIVENESS AS A FORM OF ALTRUISM: SHARED MEDIATION PATTERNS FOR EMPATHIC CONCERN AND PSYCHOLOGICAL CLOSENESS**

Laura Adams, Denise Beike; University of Arkansas – Recent models of forgiveness hypothesize that forgiving may be a prosocial behavior, requiring a shift from negative self-focused emotions to positive other-focused emotions. This study sought to clarify the relationship between forgiveness and prosocial actions by investigating the link between forgiveness and two key mediators of altruism: empathy and psychological oneness. 119 general psychology students participated in the study in partial fulfillment of a course requirement. Participants read scenarios describing an interaction with a relative, in which the relative borrows money and fails to repay the loan. A 2 X 2 design was employed in which empathy was manipulated by asking participants to either engage in perspective taking or remain objective and psychological closeness was manipulated by asking participants to imagine the relative was a highly similar other (identical twin) or a less similar other (great-uncle). The manipulation of empathy proved ineffective. ANOVA revealed that increased similarity lead to significantly higher levels of empathic concern, psychological closeness, positive affect, and forgiveness, and lower levels of motivations to seek revenge for the transgression and to avoid the relative ($p < .05$). Furthermore, empathic concern and psychological closeness were correlated across the sample ($r = .21, p < .05$), and both were significant mediators of forgiveness. This closely mirrors mediation patterns found in the helping literature, supporting the hypothesis that forgiveness may be a form of altruism.

C56**MEDIATORS OF MOTHER'S SELF-FULFILLING EFFECTS ON CHILDREN'S ALCOHOL USE**

Ashley Buller, Stephanie Madon, Max Guyll, Richard Spoth, Jennifer Willard; Iowa State University – A self-fulfilling prophecy is a false belief that leads to its own fulfillment (Merton, 1948). Research on the mediation of self-fulfilling prophecies has focused primarily on teacher-student relations. However, self-fulfilling prophecies operate in varying contexts and mediating variables may be context dependent. Despite theoretical work positing that mediation is a complex array of processes in which expectations, mediators, and outcomes serve different roles at different times (Rosenthal, 1981), there has not been any data addressing mediation over extended time periods. This research examines the mediation of self-fulfilling prophecies with two longitudinal samples of mothers and adolescent children (N1=286; N2=487) using children's alcohol use as the outcome variable. Surveys assessed mothers' beliefs about their children's alcohol use plus predictors of children's subsequent alcohol use (Madon et al., 2006) at multiple points in time. Drawing on past research (Catalano & Hawkins, 1996; Harris, 1993), we examined whether some of these predictors mediated mothers' self-fulfilling effects: mothers' global parenting, parental alcohol use, children's reports of friends' alcohol use, accessibility of alcohol, attitudes toward alcohol, and their expectations for future alcohol use. A series of path models that tested the indirect effect of mothers' beliefs on children's alcohol use through each potential mediator suggested that mothers' global parenting, children's reports of friends' alcohol use, children's attitudes toward alcohol, and their own expectation for future alcohol use mediated mothers' self-fulfilling effects. These findings support previous theorizing that the mediation of self-fulfilling prophecies is a complex interplay of expectations, mediators, and outcomes over time.

C57**UNDER THE THUMB OF OUR FINGERS: SYMBOLIC BODY MOVEMENTS INFLUENCE TRAIT ATTRIBUTIONS AND EVALUATIONS.**

Jesse Chandler, Norbert Schwarz; University of Michigan – Body movements are normally thought of as expressing feelings, but research has shown that the relationship between body movements and thoughts

and feelings is bidirectional. For example, cartoons are evaluated more positively when perceivers hold a pen between their teeth, which facilitates a smile, as compared to between their lips, which inhibits a smile. Currently, the most compelling explanation for these effects is the motor-compatibility hypothesis, which suggests that body movements facilitate the processing of movement compatible information. However, body movements may also influence the interpretation of ambiguous information by increasing the accessibility of movement related concepts. Two studies were conducted to test this hypothesis. Study 1 examined the effect of body movements on trait attributions of ambiguous behaviour. Participants who extended their middle finger (as in "giving the finger") as a part of an unrelated task subsequently rated an ambiguous target as more hostile than participants who extended their index finger. There was no difference in ratings of likeability. Study 2 evaluated whether body movements can also influence global evaluations. Participants who extended their thumb (as in the "thumbs up") rated an ambiguous target as more likeable than participants who extended their index finger. There were no differences in ratings of specific traits. Taken together, these findings indicate that in addition to facilitating the processing of congruent information, motor movements can also influence the interpretation of ambiguous stimuli. Implications for the relationship between the motor compatibility hypothesis and priming effects will be discussed.

C58**LOVING YOUR CURVES: HOW VALUING OVERWEIGHT BODIES AFFECTS PERCEPTIONS OF THE OVERWEIGHT.**

S. Brooke Vick¹, Brenda Major²; ¹Whitman College, ²University of California, Santa Barbara – How do people react to someone who values an attribute upon which he/she is stigmatized by others? To address this question, the present research examined perceptions of overweight and average weight women who preferred overweight (vs. thin) bodies. Classic theories of stigma and deviance (Goffman, 1963) outline two ways that one can deviate from a valued norm: failing to realize a norm and/or failing to support that norm. Based on this reasoning, we proposed the double-deviance hypothesis, predicting that these norm violations would be additive such that individuals who fail to both realize and support a valued societal norm (thinness) would provoke greater stigmatization than individuals representing a single norm violation of this sort. The current study presented participants with an overweight or an average weight female target who either valued thin bodies (supporting the thinness norm) or valued heavy bodies (failing to support the thinness norm). As predicted, results showed that targets who expressed a desire to be heavy were less liked than those who wanted to be thin, particularly if the target was already overweight. However, results of an implicit test of anti-fat bias (the IAT) showed that the overweight-desire heavy target provoked the least amount of anti-fat bias among the targets. These data suggest the consequences of size-acceptance for the overweight may be mixed, as this attitude inspired less liking of the overweight individual, but more positive implicit attitudes toward the overweight group.

C59**TRIGGERS OF EATING IN EVERYDAY LIFE**

A. Janet Tomiyama¹, Traci Mann¹, Lisa Comer²; ¹UCLA, ²University of Northern Colorado – Understanding the triggers of eating in everyday life is crucial for the creation of interventions to promote healthy eating and to prevent overeating. Here, the proximal predictors of eating are explored in a natural setting and compared against existing research from laboratory settings. Research from laboratory settings suggests that restrained eaters overeat after previous dietary violations, anxiety, distraction, and the presence of positive or negative moods, but not hunger; whereas the only factor that triggers eating in unrestrained eaters is hunger. In the current study, 127 participants reported hourly for two days (totaling 2834 total observations) on all of these potential predictors and their eating using electronic diaries, allowing us to establish the relationships between these

factors while participants went about their normal daily activities. We found that contrary to findings from laboratory settings, in everyday life restrained eaters do not overeat in response to dietary violations or anxiety, eat less in the presence of positive or negative moods, and eat more in response to hunger. The relationships between these factors and eating among unrestrained eaters were closer to those found in laboratory settings.

C60
MEASURING STIGMA'S EFFECTS ON NEURONAL INDICES OF ERROR PERCEPTION AND INTERPRETATION IN PSYCHOLOGICALLY DISENGAGED MINORITIES. *Chad Forbes, Toni Schmader, John Allen; University of Arizona* – While psychological disengagement is thought to have deleterious consequences for performance and academic disidentification, little is known about the mechanisms that underlie the process. One issue in the disengagement literature involves how mistakes are perceived and interpreted by stigmatized minorities. Specifically, if disengagement is associated with distancing oneself from a stigmatized task, do disengaged minorities attend to negative feedback in an intellectually threatening environment and if so, how is it evaluated? The present study measured White and minority students' EEG activity while receiving error induced feedback on a response-conflict task described as a perceptual or intelligence task. Feedback related negativity (FRN) and P300 amplitudes provided on-line neuronal indices of negative evaluation and attention to error feedback on the task, respectively. Self-reported psychological disengagement was examined as a moderator of these responses. Results revealed that regardless of task description, in response to negative feedback, self-reported psychological disengagement related to significantly smaller FRN amplitudes among minority students but not among Whites. However, when disengaged minorities thought they were taking a test of intelligence, they had significantly larger P300 amplitudes compared to their control counterparts and similar P300 amplitudes compared to engaged minorities. Whites showed no effects of disengagement or task description on P300 responses to errors. Consistent with past research (Major et al., 1998), results highlight the unique role of psychological disengagement for minority students coping with feedback in the intellectual domain. Although disengaged minorities may pay attention to negative feedback, the failure implied by this feedback is evaluated less negatively.

C61
THE INACTIVE SELF: MENTAL REPRESENTATION OF DORMANT SOCIAL ROLES *Ryan M. Moyer, Michael D. Sagristano; Florida Atlantic University* – An individual's self-concept is made up of various social roles and identities, not all of them being equally acted upon or having equal importance to the individual. The goal of this research is to investigate mental representation of the "Inactive Self", which refers to social roles that one judges to be high in importance, yet are low in recent involvement. We predicted that these inactive social roles would be represented at a relatively high level of construal in comparison to active roles, which would be represented at a relatively low level of construal. In two experiments, we assessed each individual's self-reported level of involvement and degree of importance for four randomly selected social roles that the individual had indicated were at some point part of their self-concept. We then administered an Implicit Association Test (IAT) for each of the roles, which was designed to measure the individual's automatic associations of the self with both high and low level terms relating specifically to that role. Overall, the results suggested that the inactive social roles were represented at a higher level of construal than more active social roles.

C62
STRESS AND THE INTEGRATION OF MARITAL PERCEPTIONS: HOW STRESS CONSTRAINS ADAPTIVE PROCESSES IN MARRIAGE *Lisa Neff¹, Benjamin Karney²; ¹University of Toledo, ²RAND* – Judging marital satisfaction requires reconciling global evaluations of the marriage with perceptions of specific aspects of the relationship. These judgments are more fragile to the extent that global evaluations are strongly linked to varying specific experiences, whereas they are more resistant to change to the extent that global evaluations are maintained regardless of specific experiences. Thus, separating daily specific perceptions from global evaluations of marriage is adaptive for marriage. The current studies examined how stress external to the marriage may interfere with this adaptive process. Study 1 examined the covariance between spouses' global and specific relationship perceptions over time in 169 newlywed couples. Within a 7-day daily diary and also over 3 ½ years, the covariance between spouses' global and specific perceptions varied significantly across spouses. At both levels, global evaluations covaried more strongly with perceptions of specific aspects of the marriage in spouses experiencing more external stress. Study 2 examined these associations using 7-day diaries collected at three time points over four years in an independent sample of 82 newlywed couples. Within-subject analyses indicated that wives' global and specific perceptions covaried more strongly at times when they were experiencing greater than normal stress. Furthermore, a stronger tendency to exhibit a more negative integration of global and specific perceptions under conditions of stress was associated with a greater risk of divorce. These findings highlight ways that adaptive functioning within marriage may be constrained by stress external to the marriage.

C63
ARE YOU AN EMAIL PERSON, OR AN IM PERSON? MEDIA PREFERENCES, CONFLICTS AND RELATIONSHIP OUTCOMES *Zachary Birchmeier, Miranda Sheeks; Miami University* – Choices of communication media are accumulating more quickly than ever before. Individual preferences must conflict among partners in some relationships, and are theorized to interfere with relationship closeness and satisfaction. Moreover, previous research suggests that online social tools are particularly appealing to individuals whose desires to be sociable with others are prohibited by social inhibitions. In study 1, a survey explored preferences for communicating with the phone, email or IM in both a new and a long-term, non-romantic, non-family relationship. Long-term relationships (i.e., longer than 6 months) tended to be closer and more satisfying than newer ones. Preferences of communication media predicted reported relationship closeness and satisfaction. Conflict between the reported frequency of IM communication and preferred frequency of IM communication in new relationships was negatively associated with closeness. Also, individuals who were satisfied with email frequency in long-term relationships were more likely to have close new relationships, although their blended relationships tended to be less close relative to others' (more shy individuals displayed this tendency even stronger). In a longitudinal study 2 (Sheeks & Birchmeier, in press), individuals who indicated higher levels of both shyness and sociability became closer with others more quickly online and had more satisfying online relationships relative to others. These findings suggest more appealing and effective relationship forums for shy individuals. For everyone, open negotiation of communication preferences may help relationships progress. Ongoing studies are evaluating how phone, email and IM frequency conflict moderate changes in closeness and satisfaction over time.

C64

WHY BIG GUYS DON'T SMILE: PRELIMINARY EVIDENCE FOR REACTIVE HERITABILITY IN COLLEGIATE FOOTBALL PLAYERS

Bryan Koeing, Timothy Kelaar; New Mexico State University – Reactive heritability refers to the phenomenon whereby individuals determine their social strategy based on heritable individual differences (Tooby & Cosmides, 1990). For example, compared to smaller individuals, larger individuals are more likely to prevail in fights; therefore, evolution may have favored a universally shared psychological mechanism for determining aggression calibrated on one's own body size. Thus, larger individuals should be more aggressive than smaller individuals. Results of two studies of perceptions of collegiate football players were consistent with reactive heritability. In these studies participants viewed and rated photos (headshots) of male football players gathered from team webpages. Study 1 confirmed that larger football players were perceived as more aggressive and less prosocial than were smaller players. Study 2 found that larger football players smiled less than smaller football players. Further analysis demonstrated that perceptions of aggressiveness and prosociality were mediated by the degree to which football players smiled.

C65

PAINTING THE DEVIANT SHEEP BLACK: PUNISHMENT AND THE RESTORATION OF GROUP VALUES

Michael Wenzel, Tyler Okimoto; Flinders University, Adelaide, Australia – Researchers have identified "just deserts" as the primary motivation underlying punitive reactions to transgressions (Carlsmith, Darley, & Robinson, 2002). However, the mechanisms driving the desire for vengeance have not been conceptually and empirically defined. Theoretical work has argued that people seek to punish offenders either to reassert individual status and power, or to reaffirm the values and identity of the group (Vidmar, 2000). While we contend that values can be reaffirmed through other means than the imposition of punishment (i.e., restorative justice), our research shows that indeed both concerns about status/power and group values can motivate punitive justice. The present study examines when and why punishment can serve these two motives. We examined different punitive reactions to transgressions framed in terms of threats to personal status and power, or threats to identity defining group values. As expected, heightened concern for status and power elicited punishment that (symbolically) reduced the offender's status/power. In contrast, heightened concern for group value consensus elicited public punishment that communicated the importance of those values to other group members. Specific concern for achieving value consensus with the offender, however, was related to punishments that maintained some degree of offender inclusiveness. Thus, by labelling an offender's act as deviant, punishments communicate to offenders and the wider community that an offence is wrong and violates important values and principles. However, overt exclusion may inhibit the offender's recognition that their actions were wrong, reducing the range (reliability) of that consensus.

C66

LOOKING FROM A DISTANCE TO AVOID GETTING SHORT-SIGHTED: TWO WAYS OF DEBIASING THE MYOPIC PERCEPTION OF IMPOSING DEADLINES IN NEGOTIATIONS

Al Au¹, Ivy Y-M. Lau²; ¹University of Hong Kong, ²Singapore Management University – Moore (2004a, 2004b, 2005) has shown that, although both parties in a negotiation are equally affected by the presence of a deadline, negotiators perceived having deadlines hurt them more than their opponents. Such myopic perception, however, can be attenuated by asking the participants to take the perspective of their opponent. We hypothesized two subtler and non-empathetic strategies that allowed negotiators looking at the deadline effect macroscopically could obtain the same debiasing effect. They included assessing the procedural justice (PJ) or thinking about the general impact of imposing deadlines before

estimating their negotiation performance. Using a price bargaining scenario, participants gave PJ ratings and estimated their first offer, deal price, and the influence of having vs. not having a deadline on self vs. opponent. The order of making the PJ ratings and estimations was counterbalanced across two groups of participants. The myopic perception was partly eliminated when participants made justice perception first but not afterwards. PJ ratings were also higher when participants answered them first. The findings suggested an order effect. In Study 2, participants assessed the same scenario but half of them answered the general deadline influence items first before predicting their negotiation outcomes. The myopic effect was present only for the first offer estimations. Results suggested that assessing the effect of a constraint at a general level before evaluating its negative impact on one's own performance could reduce myopic biases. Moreover, presence of deadlines influenced negotiators' bargaining strategies by setting a more modest first offer.

C67

POSITIVE-NEGATIVE ASYMMETRY IN MOTIVE INFERENCE

Koichiro Ito, Jiro Takai; Nagoya University – We hypothesized that people would predominantly draw correspondent motive inferences (i.e., inferring motives correspondent with behaviors in terms of evaluative connotations) from undesirable behaviors, whereas they would draw not just correspondent, but non-correspondent motive inferences as well, for desirable behaviors. In Study 1, participants under a cognitive load or not, were presented with four types of behavioral descriptions which were distinguished by an orthogonal combination of valence of behaviors (positive vs. negative), and valence of motives (positive vs. negative), and were then asked to recall them incidentally. Cognitive load affected memory exclusively for negative behaviors driven by positive motives: lower levels of memory regarding these negative behaviors were seen in the cognitive load condition, while memory for other behavioral descriptions was not affected by load. This result suggested that associations between negative behaviors and their non-correspondent motives (i.e., positive motives) are unexpected, and the other types of associations are expected by lay perceivers. In Study 2, participants were presented with a variety of desirable and undesirable behaviors, and were asked to infer and write down two possible motives that actors might have held. The results indicated that people inferred correspondent motives from undesirable behaviors, and both correspondent and non-correspondent motives from desirable behaviors. In Study 3, participants were asked to remember desirable and undesirable real-life behaviors performed by others, and to infer their motives from these behaviors. The results replicated the findings obtained in Study 2. The results of all studies supported the hypothesis about asymmetrical motive inference.

C68

WELL-LIKED AND WELL DONE: INVESTIGATING THE ROLE OF RELATIONSHIP-CONTINGENT SELF-ESTEEM IN THE SELF-SERVING RESPONSES FOLLOWING SELF-PRESENTATION IN SINGLES

Helen Lee Lin, Amber L. Bush, C. Raymond Knee; University of Houston – Individuals tend to respond to perceptions of past failures and successes in a self-serving manner, often altering their perceived importance of past and future evaluations. Whereas perceptions of past successes are rewarding and are associated with augmenting event importance, perceptions of past failures are threatening and are associated with attenuating event importance (Kurman, 2003). However, there may be individual differences in the extent to which one's self is vulnerable to event outcomes. Relationship-contingent self-esteem (RCSE) assesses the degree to which one's self-worth is hooked on relationship outcomes (Knee, Canevello, & Cook, 2006). Since RCSE involves fully investing oneself in the outcomes of one's relationship, those higher (relative to lower) in RCSE may be especially motivated to protect the self in the relationship domain, because of the implications

these events have for the self. Therefore, it was hypothesized that individuals would augment the value of future evaluations they receive when they felt they performed well in the past, particularly when higher in RCSE. Forty-nine single individuals completed measures of RCSE, perceived past performance when presenting oneself to potential romantic partners, and perceived importance of future evaluations. As hypothesized, a significant interaction showed that those who perceived they were relatively successful when presenting themselves to potential partners in the past tended to augment the importance of others' evaluations, primarily when higher (relative to lower) in RCSE. These findings suggest that the more one's self-esteem is based on relationships, the greater one's need to strategically alter perceptions of the importance of future evaluations.

C69

PERCEIVED RELATIONAL DEVALUATION IN PERSONAL AND PROFESSIONAL RELATIONSHIPS LEADS TO DIFFERENT PATTERNS OF AFFECTIVE AND COGNITIVE RESPONSES

Kimberly O'Farrell¹, Juliane Moran²; ¹Minnesota State University, Mankato, ²Accenture—Research on perceptions of relational devaluation (RD), which are defined as perceived decrements in the extent to which a specific other regards the self as “close, valued, or important” (Leary, Springer, Negel, Ansell, & Evans, 1998), indicates that perceived RD in personal and professional relationships each primarily derive from criticism (Leary & Springer, 2001; Schultz, 2003). The current study predicted that in spite of this common source, affective responses to perceived RD would differ by relationship type. Online participants recalled their responses to perceived RD experiences in personal or professional relationships. Data were submitted to 2 (Relationship Type) X 2 (RD Intensity) X 2 (DV Valence) mixed design ANOVAs for affect, feelings, and self-relevant cognition, separately. Results indicated that perceived RD in professional relationships resulted in a mix of both positive and negative affect and high levels of positive self-relevant cognition (particularly when RD was highly intense); whereas in personal relationships, the response was affectively negative, but cognitively mixed when perceived RD was highly intense. Thus, in personal relationships, the negative experience of perceived RD seemed to stimulate self-consideration; but in professional relationships, self-protection helped to mitigate both negative affective and cognitive responses. Consistent with Leary and Springer's (2001) reasoning, both patterns may be adaptive and relationship-enhancing. Self-consideration in personal relationships may lead to interpersonal adjustments, and self-protection in professional relationships may maintain motivation and lead to attempts to demonstrate good performance.

C70

THE EFFECTS OF VICTIM PHYSICAL ATTRACTIVENESS ON REACTIONS TO INJUSTICE: THE ROLE OF OBSERVERS' BELIEF IN A JUST WORLD

Mitchell Callan, Nathaniel Powell, John Ellard; University of Calgary—Two studies examined Dion and Dion's (1987) suggestion that the belief in a just world (BJW; Lerner, 1980) contributes to the “beauty is good” stereotype. In Study 1, participants were given a story about a woman who died as a result of neglected building maintenance (e.g., from electrical shock). Accompanying the story was a photograph of the woman that depicted her as being either physically attractive or unattractive. Participants subsequently rated the death of the woman as more tragic, more unfair, and they were more punitive towards the landlord, when she was physically attractive than unattractive. A BJW analysis of these findings suggests that increased perceptions of unfairness and heightened punitiveness may result from the just world threatening implications of a bad thing (i.e., death) occurring to an attractive (good) person relative to a bad thing occurring to a less attractive (less good) person. In Study 2, we varied the extent to which a woman suffered from a house fire by giving participants an article with an embedded photograph of the woman. Participants were

later asked to recognize the woman's picture among several choices varying in physical attractiveness. Participants recognized a less physically attractive version of the victim when she suffered a great deal versus minimally. The woman's suffering presumably threatened participants' BJW and motivated them to “reconstruct” her physical appearance as being less physically attractive. The results are discussed in terms of how others' physical attractiveness has implications for how people maintain a BJW.

C71

SENSE OF AUTHENTICITY AND SENSE OF SUPERIORITY AS THE TWO CONTRAST TYPES OF SELF-ESTEEM: ITS CHARACTERISTIC DIFFERENCE OF CONTINGENCIES OF SELF-WORTH.

Masaya Ito, Naoki Kawasaki, Masahiro Kodama; University of Tsukuba—It is becoming clearer that high self-esteem can be both adaptive and maladaptive (Kernis, 2003). From the perspective of the Self-Determination Theory (Deci & Ryan, 1995), an adaptive self-esteem is naturally stems from just being oneself, and is explained by the concept of a sense of authenticity (SOA; Ito & Kodama, 2005). A maladaptive self-esteem is derived from meeting the external standards and social comparisons, and is expressed as the concept of a sense of superiority (SOS; Raskin & Hall, 1979). This qualitative difference between SOA and SOS appears to depending on what type of Contingencies of Self-Worth (CSW; Crocker, 2002) each possesses. We hypothesized that SOA would be related to internal CSW, while SOS would be related to external CSW. In order to control the covariance between global self-esteem with SOA and SOS, global self-esteem (Rosenberg, 1965) was also examined. In Study 1, 17 CSW in Japanese college students were identified from the two pilot studies, and a Japanese version of CSW scale was developed. In Study 2, the results of partial correlation analysis showed that SOA were positively correlated with the internal CSW such as committed activities, effort for self-development, and successful experiences. Contrary, SOS were positively correlated with the external CSW such as approval from others, appearance, intelligence, athletic ability, and artistic sensitivity. These results support our hypotheses and suggest that SOA is characterized mainly by intrinsic motivation, whereas SOS is characterized by extrinsic motivation.

C72

THE EFFECT OF STORY CONSTRUCTION ON JUDICIAL JUDGMENTS

Nobuko Asai¹, Minoru Karasawa²; ¹Kobe University, ²Nagoya University—Past research has established that jurors often organize trial information into narrative stories. The present study investigated whether a similar process of story construction is observed among lay people living in a country with no jury system. Sixty-one Japanese university students who had no formal training in law read a summary of a stabbing case along with 20 eyewitness testimonies. The case was described as prone to either a guilty (i.e., murder) or a not guilty (self-defense) verdict. In one condition, the testimonies were presented in a causal and temporal order so that participants could construct a coherent story easily. In the other condition, the presentation was in a random order to make the story construction relatively difficult. The results showed that the defendant was judged in more extreme ways (i.e., higher “guilty” ratings in the murder case and lower ratings in the self-defense case) when the testimonies were presented in an organized order rather than in a random order. Likewise, judgments of the appropriate punishment level were also polarized in the organized-order condition. As for the victim, participants rated that the victim was in a more difficult situation to avoid the incident in the murder scenario than in the self-defense scenario. This difference was furthermore accentuated in the organized-order condition. These results provide implications for the quasi-jury system which is planned to be introduced to Japan in a few years. Cognitive processes potentially underlying story construction are discussed.

C73**CAUSAL INFORMATION SEARCH AND ATTRIBUTION JUDGMENTS UNDER A COMMUNICATIVE CONTEXT** Sayaka Suga¹, Minoru Karasawa²; ¹Kobe University, ²Nagoya University

– Studies of causal attribution have extensively investigated the contents of causal judgments, but have relatively neglected what kind of causal information people search in order to reach such judgments. The present study examined the relationship between causal information gathering and attribution judgments, with a special focus on effects of communicative contexts. Japanese college students were presented with a criminal case, along with an equal number of potential internal causes and external causes. The extremity of the crime (i.e., murder vs. robbery) was also manipulated. Participants were asked to explain what led the protagonist to the crime, either in order to help another participant make judgments about the criminal person (i.e., communicative goal condition) or to use the explanation as a basis for their own judgments (i.e., individual goal condition). Participants then made a standard “internal vs. external” attribution judgment on a bipolar scale, followed by a free recall task. The results revealed that the communicative goal facilitated the use of both internal and external causal information in explanations. On the other hand, attribution judgments were influenced only by the extremity. The correlation between the content of causal search and attribution was low. Furthermore, causal path analyses indicated that information search influenced the memory of stimulus information, while attribution judgments and memory were near-independent. These results suggest that differential processes may be operating on causal information gathering and subsequent causal judgments. Applied implications of attribution and communication are also discussed.

C74**ACTOR VARIABILITY AS A MODERATOR OF ACTOR-OBSERVER AGREEMENT** Scott Sutton, William Fleeson; Wake forest University

– This study examined whether actor-observer agreement was affected by the amount of variability in the actor’s behavior, such that agreement would be better when actors were less variable. The amount of variability in an actor’s behavior was hypothesized to affect agreement because actors whose behaviors are less consistent may be more difficult to perceive accurately. It is important to identify moderators of actor-observer agreement because a full model of person perception will include the factors that enhance or reduce accurate perception of others, and in clinical settings it may help to identify interpersonal problems resulting from mismatches between actor and observer perceptions. 100 actors engaged in different semi-fixed situations in groups of 4 for 20 hours each, spread over 20 weeks. 200 observers rated the actors’ behaviors as they occurred, twice per hour using a 20 item, bipolar aggregate behavior scale based on the Big Five. For 8 out of the 20 trait facets, more variability in actors’ behaviors was associated with significantly lower actor-observer agreement; 18 of the 20 behaviors were in the correct direction. At the trait factor level, more variability in actors’ behaviors was associated with significantly lower actor-observer agreement for four of the five traits: extraversion, agreeableness, conscientiousness, and openness to experience. These results suggest that the amount of variability in an actors’ behavior does have a strong association to agreement between actors and observers about how an actor behaves.

C75**EFFECTS OF GROUP ENTITATIVITY ON JUDGMENTS OF INTENTIONALITY AND RESPONSIBILITY** Sakura Teramae¹, Minoru Karasawa²; ¹Kobe University, ²Nagoya University

– Judgments of responsibility are often based on the assumption of mind-like states, such as intentionality. However, little is known regarding when lay perceivers assume the existence of mental states in social collectivities, namely, groups and organizations. In the present study, we attempted to demonstrate that group entitativity promotes intentionality judgments.

Japanese undergraduate students read a scenario in which either a group as a whole or a member of the group engaged in an undesirable behavior. Crossed with this variable of group versus individual actor, the entitativity of the group was manipulated. High entitativity groups were depicted as consisting of a coherent relationship among its members and a decision-making agent (i.e. mind-like constituent), whereas low entitativity groups were characterized as void of coherence and decision-making function. Participants were asked to explain why the actor engaged in the given behavior. Drawing on a coding scheme developed by Malle (1998), we classified participants’ open-ended responses into “reason explanations” (i.e., those based on the actor’s beliefs or desires) and “Causal Histories of Reason explanations” (based on background factors such as personality and social categories). Results showed that regardless of whether the actor was a group or an individual, behaviors associated with high entitativity groups were more likely to be explained by “reasons” (i.e., intentional). Also, reason explanations were associated with the attribution of responsibility to the actor. The results suggest that group entitativity facilitates the perception of intentionality. Implications for studies of collective intentionality, responsibility, and morality are discussed.

C76**FACE MANAGEMENT OF JAPANESE WHILE MAKING REQUESTS TO SUPERIORS** Satoshi Moriizumi¹, Tomoaki Unagami¹, Jiro Takai²; ¹Nanzan Junior College, ²Nagoya University

– This study examined the impacts of face concerns on language expressions in requests through vignettes as the stimulus. The vignette portrayed students seeking permission from their instructor for delayed submission of an assignment owing to sickness. Three situations were prepared, manipulating intimacy, and ethnicity of the instructor, i.e., intimate Japanese, less-intimate Japanese, and intimate American. Each situation consisted of 20 requesting expressions; the participants were asked to rate the face concerns and their appropriateness based on the degree of politeness and differences in discourse patterns. A total of 116 Japanese college students responded to the questionnaire. First, the results of factor analyses revealed 5 types of face concerns: self-positive, self-negative, self, other-positive, and other-negative. Second, participants evaluated the appropriateness of requesting expressions. Expressions with honorific markers and complicating discourse patterns were evaluated as being more appropriate. No clear differences in ethnicity of the instructors and intimacy levels were seen in the appropriate expressions, but the inappropriate expressions were judged more appropriately to the American teacher situation. Finally, the results of multiple regressions indicated that the expressions judged as inappropriate were influenced negatively by self-face concerns, but positively by other-positive face concerns. In contrast, self-positive face concerns had a positive effect on expressions judged as appropriate. These results contradicted the previous findings that intimacy levels and other-negative face concerns affected the level of politeness in requests. A reason for this may be because the Japanese interact with superiors according to social norms, rather than with strategic intentions.

C77**A STUDY OF THE PROMOTER OF GENDER STEREOTYPE-ACTIVATION BASED ON TERROR MANAGEMENT THEORY** Aya Nodera¹, Kaori Karasawa¹, Makoto Numazaki², Kumiko Takabayashi³; ¹Nagoya University, ²Tokyo Metropolitan University, ³Hitotsubashi University

– The purpose of this study was to examine the promoting effect of mortality salience on gender stereotype-activation. Terror management theory (Greenberg, et al., 1986) proposes that mortality salience heightens a tendency to support our cultural worldview and the standards and values associated with the worldview. Since gender stereotypes about sex roles (e.g. Housekeeping is a job for women.) are considered to represent cultural values, mortality salience would increase the responses consistent with the stereotypes. In this study, we verified this hypothesis

by examining the effect of mortality salience on stereotype-activation. In Experiment 1, 48 male students answered either questions about their view of life and death (Mortality salient condition) or questions about their eating habits (Control condition). Then, all participants were engaged in an implicit association test (IAT) which measured gender stereotype-activation about sex roles. The results showed that the participants in Mortality salient condition had larger IAT effect than Control condition. Thus, mortality salience promoted the stereotype-activation. In Experiment 2, 100 male and female students were engaged in the same tasks as Experiment 1, except that they answered the explicit measure of sex role attitudes before the tasks, and an IAT was the paper pencil version. Experiment 2 again revealed that mortality salience promoted gender stereotype-activation. Furthermore the effect of mortality salience did not relate to explicit attitudes toward sex role and participants' gender. Theoretical value of terror management theory for studies on stereotype-activation and the relation between negative feeling and stereotype-activation were discussed.

C78

THE UCLA BODY MATRICES II: COMPUTER-GENERATED IMAGES OF MEN VARYING IN BODY FAT AND MUSCULARITY/ BREAST SIZE TO ASSESS BODY SATISFACTION AND PREFERENCES. *David Frederick, Anne Peplau; UCLA* – Traditional measures of body image and attractiveness typically rely on hand-drawn silhouettes. We introduce the UCLA Body Matrices II, which present realistic computer-generated images of men and women. The female matrix systematically manipulates breast size and body fat, whereas the male matrix systematically manipulates muscularity and body fat. This new measure provides a greater number of images and scoring options than the UCLA Body Matrices I. In Study 1, over 300 college students indicated their current and ideal bodies on the scaled version of these measures. Women's ratings of their current breast size on the matrices were related to breast dissatisfaction, and their ratings of their body fat were associated with general body dissatisfaction. Men's ratings of their muscularity and body fat were significantly associated with their satisfaction with their muscularity and drive for muscularity. Scores on the matrices were strongly associated with the body mass index, providing evidence for convergent validity of the measures. In Study 2, over 400 participants completed either the scaled or unscaled version of the matrices. Across both versions, men wanted to be more muscular and women wanted to be thinner and larger-breasted. Women indicated a preference for men who were more muscular than average, while men indicated a preference for women who were thinner and larger-breasted than average. Study 3 (currently ongoing) examines the test-retest reliability of these measures. These findings suggest that these new matrices are useful as measures of body satisfaction and body type preferences.

C79

WHY ARE PEOPLE DISSATISFIED AND DIETING? THE PREDICTIVE UTILITY OF OBJECTIFICATION AND SOCIOCULTURAL THEORIES AMONG OVER 800 UNDERGRADUATES. *Andrea Niles¹, David Frederick¹, Gordon Forbes²; ¹UCLA, ²Millikin University* – Men and women who have negative attitudes about their body are vulnerable to a wide array of psychological and health issues, including disordered eating patterns. Applying social psychological perspectives can enhance our understanding of why this wide-spread dissatisfaction exists, and which individuals are most at risk. Two perspectives, Objectification Theory and Sociocultural Theory, have been advanced to explain individual differences in body dissatisfaction. This study of over 800 undergraduate men and women examined whether the constructs fundamental to these theories are associated with body dissatisfaction and dieting. Consistent with Sociocultural Theory, the following constructs were related to the dependent variables of decreased body satisfaction, increased dieting, and larger weight fluctuations among

women ($p < .05$; $r > .10$): Internalization of the media ideals, internalization of athletic ideals, perceived pressure to conform to media ideals, and viewing the media as an important source of information. Consistent with Objectification Theory, the following constructs were associated with the dependent variables: monitoring one's appearance, believing that one's appearance is controllable, and feeling shame about one's body. Results were similar for men, except that the "control" and "media information" constructs were not reliably associated with the dependent variables. Linear regressions model including these Objectification and Sociocultural constructs were strongly predictive of the dependent variables ($r_s = .30$ to $.70$). Across the analyses, beta weights for "body shame" and "media pressure" were generally the largest. These findings suggest that social psychological theories can be used to identify important individual differences in body satisfaction.

C80

NONSELECTIVE SUPERIORITY AND INFERIORITY BIASES STEP-BY-STEP: A CASE FOR GROUP-BASED LOGE *Uzi Levi, Yechiel Klar; Tel Aviv University* – People systematically judge individual members of high-ranking group as being above the entire high-ranking group (i.e. NSSB; nonselective superiority bias), and individual members of low-ranking group as below the entire low-ranking group (i.e. NSIB; nonselective inferiority bias; Giladi & Klar, 2002; Klar 2002). We propose a new Group-Based LOGE (Local-comparisons-General-Standard) account of these biases, according to which the group stereotype is instantaneously invoked in member-group comparisons (Step 1), conferred upon the judged member (Step 2), and compared against a group-environment compromise standard (Step 3), resulting in NSSB / NSIB. In thirteen experimental studies, we contrasted this account with the more traditional, Individual-Based LOGE account (e.g., Giladi and Klar 2002), according to which people basically underweight group information. Consistent with the newer account, NSSB / NSIB emerged even when the individual member's absolute position on a target trait was unknown but the entire group's absolute position on the trait was known, (Studies 1-2); under dispositional (Studies 3 and 6) and experimental (Studies 4 -5) high rather than low identification with the entire group, under high cognitive load (Study 6). Moreover, reversed NSSB / NSIB appeared when comparing the entire group to its individual members (Study 7). Finally, when the entire group was further distanced from the environmental standard via elaboration-on-the-entire-group (Studies 8-11) or intergroup-contrast (Studies 12-13) manipulations, extended NSSB / NSIB exceeded the original NSSB / NSIB effects. All these results provide extensive support for Group-Based LOGE.

C81

DISPOSITIONAL DISGUST AS A MOTIVATING EMOTION IN FOOD SAFETY *Mary Blume¹, Verlin Hinsz¹, Gary Nickel²; ¹North Dakota State University, ²Minnesota State University Moorhead* – Dispositions of individuals including their emotions influence a variety of behaviors. Certain emotional dispositions, such as disgust, motivate behaviors that are particularly related to food. This study assesses how disgust may play a role in how safely people handle and prepare food. Disgust is a motivational emotion that can be a contributing factor in food safety. It is predicted that people with higher dispositional disgust sensitivity will be more motivated to use safer food practices than people with lower disgust sensitivity. Participants were the primary food handlers and preparers in their homes ($n=139$). They were recruited through e-mail solicitations to university staff and faculty. All responded by completing an on-line survey. Dispositional disgust was assessed with the Disgust Sensitivity Index (Rozin et al., 1999). A self-report measure of motivation was constructed from four items that reflected how much effort participants put forth in safely handling and preparing food. A measure of 27 food practices was used to self-report the frequency of food safety behaviors. Disgust sensitivity was related to self-reported

food safety motivation ($r=.36$) and safe food practices ($r=.28$). Moreover, self-reported motivation was correlated with safe food practices ($r=.45$). Further analyses indicated that self-reported food safety motivation mediated the relationship between disgust sensitivity and safe food practices (the coefficient declined to $.13$). These results demonstrate how disgust as a unique food related emotion relates to food safety behaviors. Although disgust has been relatively ignored, it is a motivating emotion that can be used to enhance safe food handling practices.

C82

THE INTERACTIVE IMPACTS OF INDIVIDUAL (WARM AND COLD) VERSUS GROUP INFORMATION (WE AND OTHER) ON IMPRESSION FORMATION Taekyun Hur, Ji Hae Kim, Yong-hee Kim, Min-jong Kim, Min Han; Korea University – The present research investigated the priming effects of individual and group information on impression formation. Its primary purpose was to compare relative impacts of individual information (central traits in personality: warm versus cold) and group-categorization information (we versus other) on impression formation. Also, the present research was the first empirical test of the impacts of central traits in Korean culture. 96 college students were subliminally (for 10ms) primed by combination of individual and group information (either 'warm & we', 'cold & we', 'warm & other', or 'cold & other') before presentation of a picture of an unknown person. The participants then rated the target person on the impression dimensions of good-bad and likable-dislikable. The results revealed a significant interaction of individual and group information only on the likable-dislikable judgment, $F(1, 92)=4.13$, $p<.05$: Priming of 'warm' was followed by more likable impression of the target person than priming of 'cold', only when they were combined with priming of 'other'. In addition, the marginally significant main effects of group information were found on both the likable-dislikable and good-bad judgments: The target person was perceived as more likable and better person when his picture followed priming of 'we' than priming of 'other', regardless of priming of 'warm' or 'cold'. The findings that group (rather than individual) information might carry greater impacts on impression formation could suggest the crucial value of Weness (psychological bondness including emotional attachment) in Eastern cultures. Also, it proposes that the judgment of likable-dislikable and good-bad could be independent.

C83

HOW THE POWERLESS STEREOTYPE THE POWERFUL TO STEREOTYPE THEM: THE EFFECT OF POWER ON METASTEREOTYPING, MEDIATED BY PERSPECTIVE TAKING Joris Lammers, Ernestine Gordijn, Sabine Otten; Groningen University, The Netherlands – Our research revealed that when people feel powerless, they metastereotype more than when they feel more powerful, because in such a situation they have an increased tendency to take the perspective of others. Metastereotypes are the thoughts that people have about how they are stereotyped by outgroup members (Vorauer, Main, and O'Connell, 1998). In line with this idea our research first of all showed that when people feel powerless, they metastereotype more than when they feel powerful. We showed this in several experiments using different power manipulations, namely a traditional role manipulation (Experiment 1), a selective recall priming technique (Experiment 2), and a parafoveal priming technique (Experiment 3). Why do the powerless metastereotype more? Building on recent work by Galinsky, Magee, Inesi, & Gruenfeld (in press), we argued and found that the powerless metastereotype more because they have an increased tendency to take others' perspectives. In line with this idea, we found in Experiment 4, in which we manipulated perspective taking and powerlessness orthogonally, that both lead to metastereotyping. Moreover, in Experiment 5, using a mediational design and a contextually dependent version of the empathy subscale of Davis' (1983) Interpersonal Reactivity

Index, we found that the effect of powerlessness on metastereotyping is mediated by perspective taking.

C84

"TO BE OR TO BECOME?"- CHANGE OF ORGANIZATIONAL IDENTIFICATION DURING A MERGER Ilka Helene Gleibs, Amélie Mummendey, Peter Noack; University Jena – This longitudinal study examines change in organizational identification during a merger. Previous research has shown that organizational identification after a merger depends on premerger identification, relative continuation and organizational dominance (e.g. Bartels et al., 2006). The present paper extends these findings by longitudinally comparing dominant vs. dominated groups' identification with a merged organization. During a merger social categorization alters by imposing a new superordinate category and organizational members have to discover whether the category is a source for pride or shame and whether it serves identification motives (Vignoles et al., 2006). The social identity model of postmerger identification (e.g. van Knippenberg et al., 2002) proposes that postmerger identification contingents on premerger identification and dominance. Experience of distinctiveness threat (Branscombe et al., 1999) inhibits this process. We propose that during different merger stages (Seo & Hill, 2005) experiences of threat differ depending on organizational dominance. Empirical results of a three-wave longitudinal study confirm our assumption. The dominated group experiences threat in terms of relinquishing premerger identification at an early stage of the merger resulting in a negative relationship of premerger - and postmerger identification. The dominant group experiences relatively low levels of change, respectively threat, resulting in a positive relationship of pre- and postmerger identification at time 1. At time 2 and time 3 the combination with the dominated (low-status) group endorses feelings of threat, resulting in negative affective reactions that negatively influence identification. Results will be discussed in regard to a Social Identity Approach (Tajfel, 1978; Turner et al. 1987).

C85

DEVELOPMENT OF CULTURAL SELF-CONSTRUAL SCALE: SUBJECTIVE, OBJECTIVE, AND AUTONOMOUS SELVES Min Han¹, Yoshiyuki Inumiya², Seongyul Han¹, Taekyun Hur¹; ¹Korea University, ²Seojeong College – A person has a self-construal to explain her/himself. One's self-construal is influenced by the culture that s/he belongs to. Many researchers have proposed various theoretical explanations of the culture-bounded self-construal. Markus and Kitayama's Independent self and Interdependent self could be one of the best examples of the cultural self-construal. But, most of the theories have shown limitations in their application across various cultures, because they rely too much on the broad assumption of divergent typology of cultures as individualistic and collective. Therefore, the purposes of this study were to develop a culture-bounded Self-construal scale that focuses more on conceptual attributes of self themselves rather than on cultural differences but represents cultural variation. The scale theoretically consist of three sub-concepts of self-construal; subjective self(S), objective self(O), and autonomous self(A). Through statistical analyses of the 227 college students' responses on 63 related items, a self-construal scale including 18 items was constructed (S-6, O-6, A-6). For its conceptual validation, correlation analyses with related variables were performed. The results revealed that subjective self and autonomous self were correlated with independent self, Critical Parent(CP), Nurturing Parent(NP), Adult(A), Free Child(FC), and self-esteem(SE), positively, but they had negative correlation with Adapted Child(AC), and had no significant correlation with interdependent self. In addition, objective self had positive correlation with interdependent self, and had negative correlation with independent self, FC, and self-esteem. These results clarify the distinctiveness of this cultural self-construal scale. If follow-up studies are performed in various cultures, this scale will provide better information about culture-bounded self.

C86

THE INHIBITION OF CONSTITUENT CATEGORIES IN SURPRISING SOCIAL COMBINATIONS Russell Hutter¹, Richard Crisp², Sarah Coates¹, Glyn Humphreys²; ¹University of Reading, UK, ²University of Birmingham, UK – The social perceiver's world is made up of multiple social categories. Furthermore, the extent to which a combination of social categories elicits surprise can change perceptions of targets. Indeed, previous research (e.g. Hutter & Crisp, 2005; Kunda, Miller, & Claire, 1990) has shown that perceiving surprising combinations, e.g. a 'Harvard educated Carpenter', is likely to result in the generation of 'emergent attributes' that are independent of the constituents. A further consequence of surprising combination that has received less attention is the inhibition of 'constituent attributes' (attributes common to the constituents and the combination). The presented research focuses on this aspect of category combination. In Experiment 1, participants undertook an attribute generation task for unsurprising or surprising category combinations. Descriptions of the surprising combination were less likely than the unsurprising combination to use constituent attributes, suggesting inhibition in constituent application. In Experiment 2, the number of attributes generated by participants was held constant across surprising and unsurprising combinations. This led not only to inhibition of constituent attributes, but also to increased emergent attributes for the surprising but not the unsurprising combination. This supports the idea that when thinking about surprising combinations perceivers not only inhibit the constituents, but also in turn produce more emergent attributes. In Experiment 3, it was shown that the reduction in constituent attributes is driven by executive resources, specifically those tapping inhibition. Potentially, this research provides an explanatory mechanism by which new stereotypes are created from the combination of old stereotypes using executive resources.

C87

BEHAVIORAL IMITATION AND WORKING MEMORY Matthijs van Leeuwen¹, Rick van Baaren¹, Douglas Martin², Harold Bekkering¹, Ap Dijksterhuis¹; ¹Radboud University Nijmegen, ²University of Aberdeen – If perceptual and bodily states are closely linked and if perceiving actions automatically leads to corresponding activation in one's own motor-system, then why don't we imitate all the time? There is circumstantial evidence to believe that Executive Functioning plays a moderating role in overt imitation. For example, some patients with damage to the prefrontal cortex display echolalia or echopraxia (uncontrollable imitation of speech or action) (Luria, 1980). Our hypothesis is that perceiving action automatically leads to the tendency to imitate that action. When behavior is unwanted, however, Executive Functioning is needed to inhibit imitation. In an Experiment we tested this hypothesis. Participants received either a high or low Working Memory-load and watched a hand on a screen that moved a finger on each trial. On some trials, participants had to make the same finger movement (congruent), on other trials they had to move another finger (incongruent). Results indicated that high WM slowed down the incongruent trials while increasing reaction times congruent trials, suggesting that imitation is automatic and EF is needed to inhibit the spontaneous tendency to imitate.

C88

ON THE MEASUREMENT OF INTRAINDIVIDUAL PERSONALITY VARIABILITY Brendan M. Baird¹, Richard E. Lucas²; ¹University of Notre Dame, ²Michigan State University – Intraindividual variability, which is the extent that a person's behavior changes over time or across situations, is a centerpiece of modern research in personality psychology (Fleeson, 2004). Recent studies have shown that individual differences in within-person variability tend to be stable over time and may even have implications for social relationships and well-being. However, existing self-report methods of assessing variability often lead to conflicting evidence about the nature of the construct. For instance, measures of

people's top-down perceptions of variability tend to be negatively associated with psychological health and positively associated with negative affectivity. In contrast, bottom-up measures of variability in people's behaviors across situations tend to be uncorrelated with those same outcomes. Furthermore, scores on these different measures tend to be only weakly correlated with one another. Therefore, it is important to understand what these measures are capturing. In the current research, I used structural equations modeling to test the validity of various self-report indexes of personality variability. Across two studies, bottom-up indexes were significantly correlated with one another, but were uncorrelated with measures of top-down variability and well-being. Instead, individuals who responded inconsistently on the bottom-up measures also tended to respond in variable ways on measures of conceptually unrelated phenomena. These findings indicate that response styles contribute reliable, yet irrelevant variance to bottom-up measures of intraindividual variability.

C89

BEYOND PROCEDURE'S CONTENT- COGNITIVE SUBJECTIVE EXPERIENCES IN PROCEDURAL JUSTICE JUDGMENTS Rainer Greifeneder, Patrick A. Müller, Dagmar Stahlberg, Herbert Bless, Svenja K. Schattka; University of Mannheim – Social perception, affect, attitude, and behavior have been shown to be strongly influenced by justice judgments. Despite the relevance of justice judgments to most domains of human life, rather little is known about how justice judgments are formed. Moreover, most of the existing research has focused on the content accessible at the time of judgment. Yet, research in the domain of social cognition has consistently demonstrated that accessibility experiences may strongly influence judgment making, too (e.g. Schwarz 1998, 2004, for reviews). The current research set out to test the hypothesis that procedural justice judgments may be based on both sources of information, accessible content about the procedure, and accessibility experiences that accompany the access to content about the procedure. Relying on the ease-of-retrieval paradigm introduced by Schwarz and colleagues (1991), we conducted four experiments which support the notion that people judge a selection procedure in accordance with the ease or difficulty with which unfair aspects of the procedure come to mind. Furthermore, in line with previous research in the domain of procedural justice and general models of attitude formation, it is demonstrated that subjective experiences are particularly likely to influence justice judgments if dispositional self-uncertainty (Experiment 2), experimentally induced uncertainty (Experiment 3), or accuracy motivation (Experiment 4) is low. In sum, the present research reliably demonstrates that justice judgments may be based on accessibility experiences, and specifies conditions in which this influence is most likely to occur. Implications for the conceptualization of procedural justice judgments are discussed.

C90

THE POSITIVE CONSEQUENCES OF NEGATIVE AFFECT: COGNITIVE ALTERATION OF HABITS BY USING EVALUATIVE CONDITIONING Unna Danner¹, Marieke Adriaans¹, Henk Aarts¹, Nanne de Vries²; ¹Utrecht University, ²Maastricht University – Often people pursue their goals in a habitual fashion. Habits are known to be very efficient in the sense that goal attainment can be initiated outside of awareness. Instigation of the goal facilitates access to the habitual means (Aarts & Dijksterhuis, 2000) which gives these means a cognitive advantage. It does occur that people want to alter a habit (pursuing the same goal with a different means). However, establishing habit change is known to be a difficult enterprise, especially when habits are strong. In the present research we investigated a new method to alter habits. This method was aimed at removing the cognitive advantage of habitual means upon activation of the goal. Participants were first asked to generate two means for a specified goal, a frequently used means and an alternative means. The second phase consisted for half of the participants of an evaluative

conditioning task in which the habitual means was associated with negative affect and the alternative means with positive affect. Finally, accessibility of the means was tested by employing a Go/NoGo task. The results revealed that the habitual means lost its cognitive advantage upon goal priming after it had been associated with negative affect. In the neutral condition, instigation of the goal facilitated access to the habitual means in comparison to the alternative means, while the facilitation was not present in the affect condition. These findings might provide a new perspective on how to change habits. Implications of the research will be discussed.

C91
WHY WANT IT BOTH WAYS? UNDERSTANDING AND DECREASING BENEVOLENT SEXISM *Jessica Good¹, Julie Woodzicka²*;

¹Rutgers University, ²Washington and Lee University – Past research has found that women “want it both ways”, disapproving of hostile sexism and its disadvantage to women, but approving of benevolent sexism with its advantage to women (Kilianski & Rudman, 1998). Two studies were conducted to further understand this discrepancy. Study 1 investigated males’ and females’ rationale for wanting it both ways through open ended questions regarding the illogic of these beliefs. Participants completed pre and post ASI tests and a rational questionnaire developed by the researchers. Results indicated that more women than men want it both ways and the most frequent rationale given was that men and women should be equal in the workplace, but women should have special treatment in the home. Study 2 investigated the effectiveness of an educational reading regarding the negative aspects of benevolent sexism in reducing male and female participants’ approval of benevolent sexism. Participants completed the ASI prior to testing via e-mail. At the time of testing, participants read either an essay on benevolent sexism or a control essay, completed a post-ASI, and rated three profiles of a benevolent sexist, hostile sexist, and nonsexist (Kilianski & Rudman, 1998). It was hypothesized that reading about the negative consequences of benevolent sexism would reduce participants’ benevolent sexism scores on the ASI as well as lower their ratings of the benevolent sexist profile. Results indicate that reading about benevolent sexism reduced participants’ liking of the benevolent sexist profile and participating in the study lowered participants’ ASI scores.

C92
WHY AN EYE FOR AN EYE? THE BENEFITS OF GENEROSITY OVER RECIPROCITY *Anthon Klapwijk, Paul A.M. Van Lange; Vrije Universiteit, Amsterdam* – Our world is in need of cooperation, now more than ever. People become more and more dependent of each other, and only by cooperating they will be able to overcome the increasing complexities and challenges of society. But how exactly should one behave to elicit lasting cooperation from others? Half a century of social dilemma research, within psychology and beyond, consisting of thousands of studies, appears to converge on the following conclusion: “do unto others what they do unto you”. However, conclusions about the effectiveness of this reciprocal strategy were based on experiments in which a perfect world is assumed – a world in which unintended errors do not occur. Yet in every day life, our behavior often may have different outcomes than we intended, due to unintended errors or noise (e.g., being unable to respond to an important e-mail, because the internet connection is down). Recent research demonstrates that reciprocal strategies encountering incidents of noise may end up in endless cycles of noncooperation. Which strategies can overcome the detrimental effects of noise? In the current study, we present a framework, rooted in interdependence theory (Kelley & Thibaut, 1978), for understanding the functionality of interpersonal strategies in coping with noise. Consistent with our hypotheses, results of two experiments revealed, that noise exerted detrimental effects on trust, impressions of partners’ benign intent and level of cooperation when the partner used a reciprocal

strategy, and that these effects were absent when partners adopted a generous strategy (i.e., “give and you shall receive”).

C93
EFFECTS OF SEX AND TIME ON THE VARIABILITY OF MASCULINITY AND FEMININITY *Jennifer Daniels¹, William Fleeson²*;

¹University of Connecticut, Storrs, ²Wake Forest University – Psychological gender has previously been assessed via one time questionnaires, which obtain general retrospective accounts of behavior and thoughts. However, gender can be reconsidered as both a state and trait variable, as has been demonstrated with other aspects of personality (Fleeson, 2001; 2004). The present study incorporates experience sampling techniques, collecting responses from participants at multiple time points, as a way to assess the variability of thoughts and behavior. Fifty-one undergraduates (25 women) gave five daily reports on the extent to which they had engaged in stereotypically male and female behaviors during the previous hour. Analyses revealed the basic finding that men and women varied over time in both masculinity and femininity. Variability was greater within a person than between people. Results from multi-level analyses demonstrated systematic predictions of within-person variation in gender. A time of day effect showed that both men and women increased in both masculinity and femininity throughout the day. There was also a time of week affect (for masculinity only) such that on the weekend people started out higher in their masculinity but also leveled off faster than they had during the week. Finally, there was an effect of biological sex (for masculinity only). Men began at a higher level of masculinity and also went up in their ratings at a faster rate than did women. Future studies will begin to examine what people are doing or who they are with at different time points that may serve to explain why gender varies in this way.

C94
THE OWN GROUP BIAS IN FACIAL RECOGNITION: A CROSS CATEGORIZATION EFFECT *Steve Young, Michael Bernstein, Kurt Hugenberg; Miami University* – The Cross Race Effect (CRE) is the well-established finding that individuals are better at recognizing same-race faces than those of other races. This research tests the hypothesis that the CRE is due to different social cognitions elicited by ingroup and outgroup members, rather than to differences in expertise with same-race and cross-race faces. We hypothesized that any ingroup should elicit better recognition than any outgroup, even when those groups are unrelated to race. At Time 1, participants (N=60) saw and were instructed to remember 40 gray-scale Caucasian male faces. Target background was manipulated within-subjects, such that 20 faces were presented on red backgrounds, and 20 faces on green backgrounds. On a between-subjects basis, half of the participants were instructed the background was irrelevant. Half of the participants were instructed that the red-background faces were ingroup members (Miami University students), whereas the green-background faces were outgroup members (Marshall University students). At Time 2, participants completed a recognition task with the 40 previously-seen faces and 40 new faces. A 2(category labels, no labels) x 2(red, green) ANOVA revealed the predicted interaction for recognition accuracy, $p < .05$, such that, when simply on red and green backgrounds, color did not influence performance, $p > .6$. However, when red and green backgrounds signified ingroup and outgroup status, ingroup faces were better recognized than outgroup faces, $p < .01$; creating CRE-like effects by manipulating only the belief that targets were ingroup and outgroup members. These findings imply the mechanisms underlying the CRE may be social cognitive, rather than perceptual, in origin.

C95

PRAISE TO THE LORD AND I WILL FEEL ALL RIGHT: THE IMPACT OF MORTALITY SALIENCE ON THE ENDORSEMENT OF RELIGIOUS ALTERNATIVES TO MEDICAL TREATMENT

Matt Vess¹, Jamie Arndt¹, Cathy Cox¹, Clay Routledge²; ¹University of Missouri-Columbia, ²University of Southampton – Two studies explored how religious beliefs might shape medical decisions when people are confronted with existential fears. From the perspective of terror management theory (Pyszczynski et al., 2004), to the extent that religious beliefs buffer individuals from the anxiety associated with an awareness of mortality, reminding religious individuals of death should increase their endorsement of religious alternatives to medical treatment. In both studies, participants who had previously completed a measure of religious fundamentalism (Altemeyer & Hunsberger, 1992) in a mass survey were randomly assigned to receive the mortality salience or control treatments. Following these manipulations, participants in Study 1 were asked to imagine that they were a practitioner caring for a man choosing to rely on religious faith in place of medical treatment. Participants then indicated to what extent they would inform the man that prayer can not replace medical intervention. In Study 2, participants read a fictitious article about a court ruling to place a child in state custody because his parents, for religious reasons, had refused to seek medical attention for him. Participants then responded to questions designed to assess their attitudes toward refusing treatment on religious grounds. As predicted, mortality salience increased endorsement of prayer as a substitute for medical treatment (Study 1) and the refusal of medical treatment based on religious grounds (Study 2) among individuals high in religious fundamentalism. Thus, it appears that when highly religious individuals are combating existential concerns, they become motivated to rely on their faith in place of medical treatment.

C96

LASHING OUT AFTER STEWING OVER PUBLIC INSULTS: THE EFFECT OF PUBLIC PROVOCATION AND RUMINATION ON AGGRESSIVE BEHAVIOR

William Pedersen, Philippine Demeestere, Ayesha Boyce, Tara Collins, Jennifer Eifler, Laura Matthews, Ella Sargent, Heidi Beck, Claudia Zapata, Thomas F. Denson; California State University, Long Beach – Recent research demonstrates that rumination increases aggression (Bushman, Bonacci, Pedersen, Vasquez, & Miller, 2005). The current study is the first to investigate the moderating effect of public provocation when people ruminate about a provoking incident. Following an initial public or private provocation, participants were induced to ruminate or were distracted for 20 minutes. They then had an opportunity to aggress against another person who acted in a mildly annoying fashion. Those induced to ruminate displayed more aggression than did distracted participants. Consistent with expectations, the magnitude of this difference was greater under public compared to private provocation. Furthermore, rumination following a public provocation increased self-reported levels of shame, but this did not occur in the context of a private provocation. In addition, for those who were publicly provoked, their feelings of shame predicted their subsequent degree of aggressive responding. Taken together, these findings enhance our understanding of the impact of public provocations and rumination on aggressive behavior and the process by which they augment aggression. Implications of this work for reducing instances of aggression are also discussed.

C97

FITTING DECISIONS: DIFFUSE AFFECT AND INTUITIVE OR DELIBERATIVE DECISION STRATEGIES

Marieke de Vries, Rob Holland, Cilia Witteman; Radboud University Nijmegen, The Netherlands – Imagine making a choice between different holiday destinations. You could go along with your feelings and decide intuitively, or you could first deliberate on the pros and cons of the different alternatives. The way you make your decision might affect how much you value your chosen

alternative, without necessarily affecting the objective outcome itself. This may largely depend on your mindset. Recently, evidence has accumulated for the idea of a fit effect (e.g. Higgins, 2000). The goal of the present research was to investigate whether a fit between processing style (analytical vs. intuitive; e.g. Sloman, 1996; Strack & Deutsch, 2004) as induced by mood (e.g. Schwarz, 2002) and the instructed strategy to make a decision (intuitive, affect-based vs. deliberation-based) enhances the subjective value of a decision-outcome. Indeed, we found that a match between a mood-induced processing style on the one hand and the instructed decision-mode on the other hand, increased the subjective value of a chosen object. Moreover, a fit between the dispositionally preferred decision-mode (intuitive vs. deliberative) and the actually applied decision-strategy (affect-based vs. deliberation-based) enhanced the subjective value of a chosen object (see also Betsch & Kunz, 2006). Our results provide support for the idea that a match between a cognitive processing style -induced by mood - and a decision-strategy enhances the subjective value of a chosen alternative.

C98

“I’M BETTER OFF THAN MOST PEOPLE MY AGE”: THE PROTECTIVE ROLE OF REGRET-RELATED SOCIAL COMPARISONS ACROSS THE ADULT LIFESPAN

Isabelle Bauer, Joelle Jobin, Carsten Wrosch; Concordia University – While the experience of life regrets is common across the adult lifespan, research has found severe life regrets to be risk factors for poor well-being and physical health, particularly among older adults given their reduced opportunities to undo the negative consequences of regrets (Wrosch, Bauer, & Scheier, 2005). Research has also shown that goal adjustment processes related to disengagement and reengagement (Wrosch et al., 2005), as well as self-protective processes related to external control attributions can protect older adults from the adverse consequences of regrets on quality of life (Wrosch & Heckhausen, 2002). Social comparisons may represent another self-protective process that may assist individuals in managing the experience of severe regrets. This longitudinal study (3 months) examines the buffering effect of regret-related social comparisons for managing life regrets in a sample (N = 104) of young (18-35) and older adults (60 years and older). Preliminary analyses reveal that making less downward relative to upward social comparisons is associated with an increase in regret intensity over time among older, but not younger, adults. This suggests that making upward versus downward social comparisons with age peers confers a differential advantage for younger versus older adults managing the experience of regrets. While upward social comparisons may benefit younger adults by serving a self-improvement function, comparing oneself with age peers that are worse off may serve a self-enhancement function for older adults, thereby protecting them from the experience of intense life regrets.

C99

HAPPINESS AND PEACE: INDIVIDUAL WELL-BEING, PEACE-RELEVANT ATTITUDES, AND SOCIETAL CONDITIONS

William Tov, Ed Diener; University of Illinois, Urbana-Champaign – The present study employed hierarchical generalized linear modeling (HGLM) to explore the relation between individual subjective well-being (SWB) and peace-relevant attitudes among 51,929 respondents in 51 nations from the World Values Survey. Person-level SWB was associated with greater confidence in the government, stronger endorsement of democracy and postmaterialist concerns (i.e., freedom of speech, participation in government), and less intolerant attitudes toward immigrants and members of different racial groups. However, nation-level variables moderated the relation between person-level SWB and peace-relevant attitudes. For instance, although happy people are generally more confident in the government than unhappy people, the effect is stronger in societies where violence and inequality are low. Moreover, support for democracy appears to be more contingent on person-level SWB in wealthier nations than less wealthy nations. These findings offer some

support for Inglehart and Klingemann's (2000) contention that although democracy is often assumed to bring greater wealth and happiness to societies, SWB itself may play an important role in sustaining the perceived legitimacy of democratic governments. Finally, we find that nation-level SWB predicts the endorsement of postmaterialist concerns beyond the effects of person-level SWB. In other words, living in a nation with high societal levels of SWB is associated with greater value placed on free speech and participation in government, independent of one's own level of SWB. Taken together, these findings suggest that happy people's perceptions of their society are not fully blinded by rose-colored lenses but may be influenced by the norms and actual conditions of their society.

C100

DO HAPPY PEOPLE LIVE LONGER? *Kimdy Le, Richard E. Lucas, M. Brent Donnellan; Michigan State University* – Do happy people live longer lives? This is a provocative but controversial question given conflicting findings in the existing literature (reviewed by Cohen & Pressman, 2006). For example Danner, Snowdon, and Friesen (2001) found that autobiographical indicators of positive emotions predicted increased longevity in a sample of nuns whereas Friedman et al. (1993) found that childhood indices of positive emotion predicted decreased longevity in the Terman sample. The current study examined whether or not life satisfaction was related to mortality using data from the German Socio-Economic Panel Study, a nationally representative longitudinal study of Germans (N = 12,446, 1,559 deaths). Analyses using Cox Regressions indicated that life satisfaction was negatively associated with mortality. In particular, participants who scored one standard deviation above the mean on life satisfaction were 21% less likely to die during the course of the study than participants reporting average levels of life satisfaction while controlling for age and sex. This association was reduced when controls for self-reports of chronic illness and number of doctor's visits were added to the model, but life satisfaction nonetheless reduced the probability of dying during the course of the study by 14%. All told, this investigation provides additional support for the proposition that positive forms of subjective well-being are associated with health and longevity.

C101

DOES HAPPINESS INCREASE ATTENTION TO SOCIAL INFORMATION?: A LINGUISTIC INVESTIGATION OF OTHER-FOCUS. *Portia S. Dyrenforth, Richard E. Lucas; Michigan State University* – Theories of positive emotion suggest that people who feel good are more likely to seek out, participate in, and succeed in social interactions (e.g. Lyubormirsky, King, & Diener, 2005). Correlational evidence that happy people experience positive outcomes in economic, health, and satisfaction domains have been used to support this claim. However, experimental attempts to establish the mechanisms underlying the connection between positive affect and beneficial social outcomes have proven less definitive. Drawing on theories of positive emotion and empirical evidence showing a relation between affect and focus of attention, we tested one potential mechanism to explain the social benefits experienced by happy people. Linguistic measures traditionally used to implicitly measure self-focus were adapted to test whether happy people chronically focus more attention on other people and/or social information. Participants (n=247) completed measures of trait affect, a state version of the Private Self-Consciousness scale, and completed a series of open-ended sentences from the Self-Focus Sentence Completion task. Written responses were coded for self-focused, other-focused, and social content using computerized text analysis software (Pennebaker, Francis, & Booth, 2001). We replicated the well-documented relation between negative affect and self-focused attention. Importantly, we also found that happiness was associated with significantly more statements that were about friends, about family members, or social in nature. In contrast, negative affect was not systematically associated with the content of

statements regarding the self or others. This evidence provides initial evidence of increased social attention as a mechanism through which happiness can lead to positive social outcomes.

C102

A CONTENT ANALYSIS OF PRINCIPLES OF INFLUENCE IN MAGAZINE ADVERTISING *Rick Trinkner, Sara Netzke; University of Northern Iowa* – This study documented the use of Cialdini's (2001) techniques for influence in passive media. These techniques (scarcity, authority, liking, social proof, reciprocity, and consistency) are well documented in face-to-face encounters, but the use of them within a more passive media, like magazines, has not been established. We coded 2020 advertisements appearing in five issues each of six widely-circulated magazines: People, Teen People, Time Magazine, GQ, Cosmopolitan, and Cosmo Girl. Each advertisement was coded for the presence of each technique. Inter-rater reliability was .90 or higher for every technique except for scarcity (.80). Liking and social proof were the two most popular techniques, and they appeared in fashion magazines more than non-fashion magazines. Further, social proof was used more in the fashion magazine aimed at women than in the one aimed at men. Contrary to expectations, liking and social proof did not appear more often in teen magazines than their adult counterparts. Authority was used more in Time Magazine and in adult magazines. Authority was not used more often in GQ than Cosmopolitan. There was no difference in reciprocity between across months of the year. Overall, Cialdini's principles of influence were not used as widely in print advertising as expected.

C103

THE RELATIONSHIP BETWEEN SOCIAL COMPARISON ORIENTATION AND ACHIEVEMENT GOALS: DOES DIRECTION OF COMPARISON MATTER? *Dana Litt, Tonya Dodge; The George Washington University* – Social comparison orientation refers to individual differences in the extent to which individuals engage in social comparisons (Gibbons and Buunk, 1999). There are also individual differences with respect to the direction of social comparisons with some individuals showing a stronger preference for downward comparisons and others showing a stronger preference for upward comparisons (Gibbons and Buunk, 1999). These individual differences in social comparison are likely to affect the goals individuals adopt in achievement settings. The purpose of the present study was to examine the relationship between social comparisons and achievement goals. One achievement goal that seems conceptually linked to social comparisons is a performance goal. A performance-approach goal is the goal of appearing competent at a task relative to others. A performance-avoidance goal is the goal of avoiding poor performance relative to others. One-hundred thirty-three undergraduate students completed a questionnaire that assessed social comparison orientation and directionality of social comparison and achievement goal orientation. Results showed a positive relationship between social comparison orientation and both performance-approach and performance-avoidance goals. Upward social comparison preference was positively related to both approach and avoidance goals. Downward social comparison was positively related to performance-approach goals. However, there was no relationship between downward social comparison and performance-avoidance goals. One possible explanation for the lack of a statistically significant relationship is that individuals distance themselves psychologically from people deemed to be worse-off. Results of this study indicate that downward social comparisons may have a unique relationship with performance-avoidance goals that has not yet been explored.

C104

SELF-IMPROVEMENT: EFFECTS OF EGOSYSTEM AND ECOSYSTEM EMOTIONS *Scott Moeller, Jennifer Crocker; University of Michi-*

gan – Two differential motivational orientations for the self, the egosystem and the ecosystem, are associated with distinct emotions about goals (Crocker, Nuer, Olivier & Cohen, under review). In the current study, we hypothesized that emotions corresponding to these two systems would affect adherence to self-improvement goals, such that egosystem feelings about the goal would be associated with less goal progress and ecosystem feelings about the goal would be associated with more goal progress. Participants (N = 65) identified a personal habit or behavior (e.g., “stop procrastinating”) that they wished to change in the first session of a 3-part study, and reported their egosystem (e.g., “afraid”) and ecosystem (e.g., “connected”) feelings about having that particular self-improvement goal. Follow-up sessions were conducted 1 week later and 2 weeks later, where participants reported on their progress, setbacks, and their egosystem (e.g., “powerless”) and ecosystem (e.g., “determined”) feelings about having setbacks. Regression analyses indicated that participants whose self-improvement goal was associated with ecosystem feelings at Time 1 reported more progress and fewer setbacks in achieving their goal at both follow-up sessions (all $ps < .025$). Importantly, ecosystem feelings about setbacks at Time 2 mediated the relation between ecosystem feelings about the goal at Time 1 and progress at both follow-up sessions (Baron & Kenny, 1986). These results suggest that ecosystem feelings are important for achieving important goals, and may exert their influence through how people emotionally construe setbacks. Future studies could experimentally induce these emotions and use a quantitative measure of progress.

C105

AN ON-LINE EXAMINATION OF AWARENESS OF FUTURE-EVENT EXPECTANCY BIASES IN THE DISPOSITIONAL INFERENCE PROCESS *Gina M. Hoover, Gifford Weary; Ohio State University* – Past research (Weary, Reich, & Tobin, 2001) has demonstrated that perceivers’ chronic pessimistic or optimistic future-event expectancies can bias the dispositional inference process, but such biased inferences can be corrected if perceivers possess the necessary cognitive resources. It has been suggested that such inferential corrections are driven by awareness of expectancy-related bias. The current study explored the moderating role of participants’ awareness of their chronic future-event expectancies, the influence of blatant expectancy-correction instructions, and cognitive load on dispositional inferences. It was hypothesized that for both blatant warning and possibly load conditions, the effect of expectancies on target inferences would be moderated by the extremity of expectancies. Perceivers with non-extreme (extreme) chronic expectancies were predicted to be unaware (aware) of the influence of their expectancy biases. Participants watched a video of a child performing a spatial ability task. Concurrently they used a joystick to categorize on-line the success of the child’s performance. Following the tape, they made final target ability inferences. In the blatant warning condition, final ratings were as predicted. However, on-line ratings in the blatant warning and load conditions revealed that optimists were able to correct for the influence of their expectancies, but pessimists were not. For the no warning and no load conditions, there was no relationship between expectancies and inferences. Results suggest that if perceivers are aware of the biasing influence of their expectancies, they can correct the inferences they make.

C106

THE EFFECTS OF RACISM AND SITUATIONAL FACTORS ON PERCEPTIONS OF DISCRIMINATION *Andrew Wefald¹, Tiffany Denton¹, Kevin Loo², Donald Saucier¹; ¹Kansas State University, ²Duke University* – Research shows that aversive racism may emerge in ambiguous situations, such as when job applicants have different qualifications (Dovidio & Gaertner, 2000). We examined how individuals’ levels of racism affected their perceptions of situations with varying degrees of ambiguity regarding discrimination. Specifically, we investigated how participants’ racism levels influenced their beliefs about advantages in

hiring decisions, ratings of job candidates, and beliefs about hiring decisions after being exposed to various situations. Scenarios describing hiring decisions were created where the race of the candidate hired (White or Black) and the degree of discrimination in making the hiring decision (clear, ambiguous, or none) were varied. Participants (N=338) completed questionnaires that assessed their levels of racism, beliefs about advantages in hiring situations, views of the job candidates, and various demographic items. Results indicated that when the White candidate was hired and there was clear discrimination, higher racist participants were more likely to say that Whites do not receive unfair advantages in hiring decisions, felt less warmly towards the Black candidate, and rated the Black candidate lower on various attributes. When the Black candidate was hired and the level of discrimination was ambiguous the same results were found. Results also indicated that lower racist participants generally believed that Whites get unfair advantages in hiring and that race is a factor in hiring decisions more often than higher racist participants did. These results suggest that individuals’ perceptions of discrimination vary as a function of both the elements of the situation and their levels of racism.

C107

STEREOTYPE THREAT AS "DOUBLE DEVALUATION" OF PERSONAL AND SOCIAL IDENTITY *Shen Zhang¹, Toni Schmader¹, Michael Johns²; ¹University of Arizona, ²University of Wyoming* – Claude Steele (1992) originally described stereotype threat as occurring when the personal identity threat that everyone might experience in evaluative situations combines with an added threat to social identity to impair performance. Borrowing from this original conceptualization, we refer to instances in which both sources of identity are "on the line" in an evaluative setting as involving a threat of "double devaluation." However, the "double devaluation" conceptualization of stereotype threat hasn't been directly tested. Abundant evidence reveals the involvement of a heightened sense of one's social identity, but the role of threat to personal identity under situations of threat has not been well-understood. We report two studies testing the hypothesis that personal identity threat is important to the experience of stereotype threat and predicted that stereotype threat might be most severe when one feels the two sources of threat simultaneously. Study 1 manipulated the linkage between women's personal and social identities to their math performance. Consistent with our hypotheses, women performed worse when both their personal and social (gender) identity were linked to their performance rather than when either identity alone were linked to their performance. Study 2 reduced the salience of social and/or personal identity by providing participants a different identity to use as a "mask." As predicted, while men performed similarly with or without different masks, women did not experience stereotype threat on math with a male identity mask that conceals both personal and social identities; a female identity mask did not offer complete protection against stereotype threat.

C108

ARE RELIGIOUS COPING STYLES PROBLEM-FOCUSED OR EMOTION-FOCUSED? *Sabrina Nettles, Robert Hessling; University of Wisconsin, Milwaukee* – People who engage in active, problem-focused coping tend to have higher levels of well-being than people who cope using passive, emotion-focused coping. These findings consistently emerge in the literature (Arthur, 1998). However, the relationship between religious coping styles and well-being is not as consistent (Smith et al., 2003). Research is needed to help understand this inconsistency, and the purpose of the present study was to study how assessments of religious and traditional coping styles correlate with each other. Is turning to God for support emotion-focused or problem-focused coping? Participants were 157 undergraduate and graduate students from a variety of religious backgrounds. Participants completed a questionnaire that included measures of ways of coping (emotion-focused and problem-focused), religious coping (religious activities, seeking help, letting God

solve the problem, and asking God why), religiosity, life satisfaction, stress, and depression. Very few of the correlations between the traditional assessment of coping and religious ways of coping were significant. Asking God why the problem occurred was positively correlated with emotion-focused coping, and surprisingly, seeking religious help was positively correlated with emotion-focused coping. With one exception, the measures of religious coping did not correlate with the measures of well-being. Asking God why the problem occurred was positively correlated with higher levels of stress and depression. The religious coping styles assessed in this study showed no clear pattern of correlation with the traditional assessment of coping. Religion is an important part of many people's lives, and more research is needed to understand how the two relate.

**C109
PROCESSING DISFLUENCY WHEN GENERATING SIMILARITIES BETWEEN RACIAL GROUPS DECREASES TOLERANCE** Daniel

Brickman, Daphna Oyserman; University of Michigan – Programs to improve inter-group dynamics commonly focus on helping people see between-group similarities. Participants might be challenged to work hard to think of many areas of common ground. The assumption behind such activities is that generating between-group commonalities will increase empathy and decrease prejudice. However, research on the availability heuristic indicates that when individuals experience difficulty while attempting to bring information to mind, they are likely to infer that the information is uncommon or untrue. Drawing on this research, we hypothesized that when bringing to mind between-group similarities feels difficult, participants will infer that the groups are dissimilar, leading to more negative attitudes toward the outgroup. Secondly, we hypothesized that this effect would be eliminated if an alternative explanation for the feeling of difficulty were provided. To test these hypotheses, White college students ($N = 107$) were randomly assigned to list few (3) or many (8) ways in which Whites and Blacks are alike and then to receive or not to receive an explanation for why it might have felt difficult to list the specified number of similarities (i.e., having had limited experiences with minority group members in high school). Listing many similarities caused more feelings of difficulty than listing few similarities. As hypothesized, listing many similarities led to decreased support for affirmative action and increased racism (using the modern racism scale) unless participants were given an alternate explanation for their feelings of difficulty. Future directions and implications for programs to improve inter-group dynamics are discussed.

**C110
SOCIOSEXUAL ATTITUDES AND BEHAVIORS: WHY TWO FACTORS ARE BETTER THAN ONE** Gregory Webster^{1,2}, Angela Bryan¹;

¹University of Colorado at Boulder, ²University of Illinois at Urbana-Champaign – Sociosexuality has been described as “individual differences in willingness to engage in uncommitted sexual relations” (Simpson & Gangestad, 1991, p. 870). To measure sociosexuality, Simpson and Gangestad developed the seven-item Sociosexual Orientation Inventory (SOI). Although the SOI contains both attitudinal and behavioral items, they are typically averaged together. The SOI has enjoyed growing popularity and has been cited 100 times through 2005, with 21 citations appearing in 2005 alone. Recently, the purported unidimensionality of the SOI has been criticized (Asendorpf & Penke, 2005; Voracek, 2005), yet no study (of which we are aware) has empirically addressed its possible dual-factor nature. The present study critically examined the dimensionality of the SOI and developed a more diagnostic scoring system for the SOI. Nearly 2,800 undergraduates completed the SOI and measures of narcissism and hostility. A series of confirmatory factor analyses revealed that the fit for a single-factor model was poor ($\chi^2(14)=1,047$, $p<.01$, CFI=.86, RMSEA=.16), whereas, for our dual-factor model, which allowed for separate behavioral and attitudinal

components, the fit was good ($\chi^2(12)=75$, $p<.01$, CFI=.99, RMSEA=.043), and significantly better than the single-factor model (χ^2 -square-difference(2)=972, $p<.01$). The single-factor SOI also masked differential relationships among SOI-attitude, SOI-behavior, and narcissism and hostility. These findings suggested that the SOI may not be a unidimensional measure, and need not be scored as such. Instead, we recommend scoring the SOI as separate behavioral (Items 1-3) and attitudinal (Items 2, 5-7) components; doing so allows researchers to make more diagnostic inferences regarding the relationships between sociosexuality and its many correlates.

**C111
EAVESDROPPING ON SOCIAL LIFE: PREDICTING ACT-FREQUENCIES OF DAILY BEHAVIOR FROM THIN SLICES OF CONVERSATIONS** Stephanie Levitt, Shannon E. Holleran, Matthias R. Mehl;

University of Arizona – Past research has found that people can achieve relatively high levels of accuracy when rating strangers based on very little information. However, methodologically, this research has generally suffered from the lack of objective accuracy criteria. This study built on prior zero-acquaintance research by examining the accuracy of predictions of act-frequencies of daily behaviors based on snippets of spontaneous conversations. In phase one of the data collection, we recorded representative samples of the daily conversations of 78 target participants over a period of 4 days using the Electronically Activated Recorder (EAR). We further collected self- and peer-reports of act-frequencies of daily behaviors (e.g., time spent socializing, listening to music, studying, laughing). In phase two, 110 unacquainted raters listened to five randomly selected 30-sec EAR clips (i.e. 2.5 min) of snippets of the targets' conversations and made predictions of the targets' general behavior. We then compared the accuracy of the self, peers, and the unacquainted raters in predicting the targets' actual, EAR-assessed act-frequencies of daily behaviors. Consistent with prior thin-slice studies, the raters' levels of accuracy across a set of 21 behaviors was moderate ($r = .12$). When comparing the three assessment perspectives, the raters' levels of accuracy emerged as only slightly less accurate to the one of the self ($r = .21$) and peers ($r = .17$). Given that the sound clips provided little categorical information other than the targets' gender, the raters must have been relatively accurate in using the available verbal and paraverbal conversational cues.

**C112
EMOTIONAL PRIMING ENHANCES THE USE OF VISUAL CUES IN SPEECH PERCEPTION** Karen Nicholson, Danielle LeBlanc; Mount Allison University – In face-to-face communication, speech perception is not only an auditory process, but it also relies on visual cues from the face. Recently we found that direct gaze enhances the use of vision in speech perception relative to downward gaze. This enhancement may be due to an increase in attention to the face, due to “arousal” induced by direct gaze. The purpose of this study was to examine whether increasing arousal can enhance the use of vision in speech perception. To do this we used the McGurk effect – an audiovisual illusion in which viewing the face silently articulating an incongruent sound changes the perception of what is actually said (e.g., hear /aba/, see /aga/, perceive /ada/). For half the participants ($N=21$), a negative emotional image from the IAPS was presented for 33 ms before each speech stimulus to implicitly induce arousal. For the other half ($N=24$), a neutral image was presented before each stimulus. Participants completed a mood scale (BRUMS) before and after the speech task. Results showed that participants in the arousing condition were more susceptible to the McGurk illusion -- i.e., vision had a stronger influence on what was heard -- than those participants in the neutral condition. There was a trend for an increase in depression and tension in participants in the arousing condition compared to those in the neutral condition. The results are consistent with the idea that arousal can enhance the use of visual cues in speech perception.

**C113
REGULATORY FOCUS AND SELF-APPRAISAL: PROMOTION/
PREVENTION GOAL FRAMING AFFECTS SELF-EVALUATION
ON POSITIVE/NEGATIVE PERSONALITY TRAITS.** Yuka Ozaki;

The University of Tokyo – Self-appraisal is a crucial component of self-regulation, and it can be readily assumed that there is a strong interplay between self-appraisal and self-regulation processes. The current study investigates whether qualitatively different orientations in self-regulation have different effects on people's self-appraisal. Theoretically based on regulatory focus theory (Higgins, 1997), the current study examined the following hypotheses: 1) people would be more likely to attribute positive traits to the self when they are promotion-focused, compared to when they are prevention-focused, 2) they would be more likely to attribute negative traits to the self when they are prevention-focused, compared to when they are promotion-focused. One-hundred and twenty-eight Japanese students completed a questionnaire in which they received experimental manipulation of regulatory focus (i.e., framing of goals as gains or non-losses), and then evaluated themselves on positively or negatively valenced personality traits. The hypotheses were generally supported, while it is worth noting that the effect of experimental manipulation was asymmetrical regarding the valence of personality traits. In particular, when self-appraising on positive traits, the effect of experimentally manipulated regulatory focus manifested only among chronically promotion-focused participants. In contrast, when self-appraising on negative traits, the experimental manipulation showed a significant effect regardless of the participants' chronic tendency in regulatory focus, presumably due to the prevalence of prevention focus among Japanese participants.

**C114
FOR NEVER WAS A STORY OF MORE WOE THAN THIS OF
JULIET AND HER ROMEO: EXAMINING GENDER DIFFERENCES
IN THE IMPACT OF PEER AND FAMILY DISAPPROVAL OF ONE'S
ROMANTIC RELATIONSHIP.** Christy Cameron, H. Colleen Sinclair;

Mississippi State University – Driscoll and colleagues (1972) argued that parental opposition drives couples closer together, a result they labeled the "Romeo and Juliet" effect. However, subsequent studies have failed to replicate this effect, instead finding that social support is integral to the survival of a romantic relationship (e.g. Johnson & Milardo, 1984; Parks et al., 1983, Sprecher & Felmlee, 1992). In this study, we investigate whether there are gender differences in the influence of social opinion on one's romantic relationship. We argue that women may be more negatively affected by social network opinions than men, in part due to women having a more relational self-construal than men (Cross & Madson, 1997). Few studies directly examine gender differences, but some report that social support proves more important for women than men (e.g. Bryan et al., 2002), while others argue that it may depend upon the source of the opinion (e.g. Milardo & Helms-Erikson, 2000). To examine these potential gender differences, 331 participants completed a survey about the quality of a current or recent relationship, the degree of social disapproval they experienced, and relational-independent self-construal scales. Findings revealed that women facing social disapproval from friends had strained relationships, but the presence of disapproval from parents was connected to higher scores on relationship quality. For men, higher scores on relationship quality and closeness were evident when all sources agreed and either approved or disapproved of the relationship. The implications of these findings regarding the impact of different sources and social network consensus will be addressed.

**C115
EFFECTS OF SELF-CONSTRUAL PRIMING ON BELIEFS ABOUT
HUMAN RIGHTS** Christie Cathey¹, Christopher Panza²; ¹Missouri Southern State University, ²Drury University – Individuals disagree about what constitutes a human right. Some believe that negative rights (i.e., those aimed at protecting individuals from others), such as the right to free

speech, are the only human rights. Others believe that positive rights (i.e., those aimed at providing individuals with basic needs), such as the right to adequate housing, should be included. The authors examined the possibility that one's understanding of human rights depends on his or her way of conceptualizing the self and hypothesized that an independent self-construal would lead to the identification of negative rights with human rights and that an interdependent self-construal would lead to the identification of positive rights with human rights. Eighty-four participants were experimentally primed with either an independent or an interdependent self-construal and then read ten examples of negative rights and ten examples of positive rights. Participants rated the extent to which they believed each example to be a human right. Participants then read examples of violations of both negative and positive rights and rated the extent to which they believed each to be a violation of a human right. Results indicated that priming influenced both beliefs about what constitutes human rights and what constitutes their violation. Unexpected condition by gender interactions showed that male participants primed with an interdependent self-construal were the least likely to identify positive rights with human rights and were the least likely to recognize their violations as human rights violations. Results are discussed in terms of gender differences in baseline levels of interdependence.

**C116
THE ROLE OF RELIGIOUS PREJUDICE IN THE EVALUATION OF
FOREIGN-TRAINED JOB APPLICANTS** Caroline W Bennett-AbuAy-

Yash, Esses M. Victoria; The University of Western Ontario – Many newcomers to North America belong to minority groups and possess foreign credentials. Thus, psychologists have become interested in the link between prejudice toward minority individuals and the evaluation of individuals with foreign credentials (e.g., Esses, Dietz, & Bhardwaj, 2006). In the current research, the effect of religious affiliation of an applicant on the evaluation of his credentials was investigated. In a 2 (Location of training: Canada or Cyprus) x 3 (Religious affiliation: Muslim, Jewish, or Christian) design, participants were asked to evaluate a job applicant for a position in a health-care clinic. Based on the Justification-Suppression Model of prejudice (Crandall & Eshleman, 2003), it was predicted that 'foreign skills' would serve as a justification for the acceptable expression of prejudice. Thus, it was expected that no difference in the evaluations of the Canadian-trained applicants would emerge. In the foreign-trained condition, however, the Muslim applicant was expected to garner the least favourable evaluations followed by the Jewish applicant, with the Christian applicant rated most favourably. Results showed a significant interaction between location of training and religious affiliation. There were no differences in ratings within the Canadian-trained condition, but in the case of foreign training, the Christian applicant was rated more favourably than the Muslim applicant, with Jewish applicant falling in between. The conditions under which foreign skills are an advantage for an applicant or are used to justify prejudice are discussed.

**C117
THE IMPACT OF MEDIA AND EXTRINSIC CONTINGENCY
FOCUS UPON HEALTH-RELATED BEHAVIORS** Todd Williams, Jeff

Schimmel, Joseph Hayes; University of Alberta – Two studies examined the impact of socially idealized body images, represented in advertisements, on individuals with differential extrinsic contingency focus (ECF). In Study 1, females with a high ECF who were exposed to ads for products that included idealized body images (vs. products alone) reduced their food consumption and reported increased intent to purchase healthy foods. Females with a low ECF showed the opposite pattern of increased food consumption and a reduced intention to purchase healthy foods when exposed to ads with idealized body images. Similarly, in Study 2, males with a high ECF who were exposed to ads that included products with idealized body images (vs. products alone) reported an increased

intent to exercise, whereas males with a low ECF showed a reversed pattern of decreased intent to exercise when exposed to ads with idealized body images. The implications of socially idealized body images in advertising media and their relationship to extrinsic contingency focus and health-related behaviors will be discussed.

C118

PRIMING THE UNCONSCIOUS GOAL TO SELF-ACTUALIZE: CAN WE UNKNOWINGLY CAUSE OURSELVES TO BECOME BETTER PEOPLE?

Travis Crone, Denise Beike; University of Arkansas – Previous research has shown that goals such as achievement and speed can be primed unconsciously. The purpose of this study was to show that higher-order abstract goals--in this case, self-actualization-- could be unconsciously primed. In this study, self-actualization is defined as the want or need to become a better person. Fifty-nine college students were randomly assigned to either an unconsciously primed goal to self-actualize or were given no goal. The goal was primed by the presence of words such as develop and grow in a scrambled sentence task. Because self-actualization is a large, abstract concept, a video about prejudice and discrimination was used to focus the attention of the goal to self-actualize on this one area. The participants were surveyed during the initial session as well as a second time three weeks later. The results show that those primed with the unconscious goal to self-actualize reported more concern about becoming a better person during the second session. These results also show that participants primed with the unconscious goal to self-actualize became more concerned about their own level of prejudice during the second session as compared to the initial session. Effects were seen only in the focus area of discrimination as compared to the areas of studying and excessive drinking, showing the importance of the video focusing the attention of the goal.

C119

THE FUNCTIONAL BASIS OF COUNTERFACTUAL THINKING: THE IMPLEMENTATION INTENTION MECHANISM

Rachel Smallman, Neal Roese; University of Illinois Urbana-Champaign – People routinely imagine how their pasts might have been otherwise. Termed counterfactuals, they are mental representations of alternatives to past occurrences, and furnish benchmarks against which actual events are comprehended. Research shows their influence on emotions and decision-making judgments. But why are counterfactual thoughts constructed in the first place? Past research suggests that counterfactuals serve a preparative function - that focusing on how a problem might have been solved helps the individual prepare for future problems by specifying how to bypass them. At the heart of this is the mechanism that links counterfactual thinking to action. Implementation intentions are one such mechanism, but it remains relatively unexplored. The present research investigates the link between counterfactual thinking and implementation intentions. Using a within-subject sequential priming paradigm, negative events were judged in one of three ways: counterfactual, non-counterfactual, or no-judgment baseline, with reaction time (RT) to a subsequent intention statement serving as the dependent variable. Experiment 1 provides initial evidence; counterfactual thinking facilitates implementation intentions compared to both non-counterfactual processing (shallow and deep) and baseline conditions. Experiment 2 reveals the effect to be unidirectional; intentions do not facilitate counterfactual judgment RTs. Experiments 3 rules out a semantic priming alternative; counterfactual thinking does not facilitate responses to semantic associates of target events to a greater extent than non-counterfactual thinking. Taken together, these studies provide evidence of implementation intentions as a mechanism linking counterfactual thinking to action.

C120

BEYOND THE INITIAL CONTACT SETTING: THE GENERALIZATION OF POSITIVE INTERGROUP ATTITUDES

Lisa Molix, B. Ann

Bettencourt; University of Missouri-Columbia – Research has shown that settings which include equal status, pursuit of common goals, acquaintance potential, and authority sanction can improve intergroup attitudes. However, research investigating whether these attitudes generalize beyond the contact setting has yielded equivocal results. The primary aim of the present study was to examine the relationships between optimal intergroup contact with members of invisible and visible stigmatized groups, a post-contact intervention, and immediate and generalized intergroup attitudes. The preliminary results suggest that optimal contact improves intergroup attitudes toward members of groups with invisible stigmas and visible stigmas. In addition, the results suggest that the positive intergroup attitudes developed toward members of stigmatized individuals within an optimal contact experience generalize to different stigmatized groups. Finally, the results also suggest that the post-contact intervention increases the likelihood that the positive intergroup attitudes, developed as a consequence of optimal contact, persist over time

C121

TALL, DARK AND HANDSOME: DOES MEN'S HAIR SERVE AS A SIGNAL OF DESIRED TRAITS?

David Matz, Alyssa Kane, Shannon Ryan; Augsburg College – Evolutionary psychologists suggest that because men and women have faced different adaptive problems related to reproduction and mating, they have evolved different preferences for mates. For example, because women have lesser reproductive potential than men and are predisposed to bear the brunt of childbearing and childrearing responsibilities, they tend to desire mates who possess (or have the potential to possess) the resources necessary to care for an offspring. We tested the possibility that men's hair might serve as a signaling device for traits that are said to be desired by women. Because hair tends to darken as individuals age and because age is routinely associated with the possession of (or ability to acquire) resources, we predicted that males with darker hair would be perceived as possessing higher levels of valued qualities than males with lighter hair. To test our hypothesis, female college students viewed photos of male models whose hair colors had been manipulated to appear black, brown, or blond and then rated each on a number of attributes. Results indicate that models with black and brown hair were perceived as being more attractive, successful, intelligent, and more likely to be economically successful in the future than models with blond hair. The results of our study suggest that men's hair color can serve as a signaling device for some characteristics said to be desired by the opposite sex. These results add to the small body of research that has investigated such a relationship among males.

C122

RAMIFICATIONS OF CONFRONTATION OBSERVATION: DOES WITNESSING OTHERS' PREJUDICE-RELATED CONFRONTATIONS INFLUENCE SUBSEQUENT BEHAVIOR?

Alexander M. Czopp; University of Toledo – Previous research suggests that attempts to curb prejudice through interpersonal confrontations yield positive and negative consequences. Although confronters are often disliked for their efforts, their confrontational message is often successful in decreasing biased responding (Czopp & Monteith, 2006). This research examines how interpersonal confrontations can contribute to prejudice reduction beyond the immediate situation. Specifically, how do neutral, third-party observers react upon witnessing a confrontation, and what factors might influence their reactions? To examine these questions, 154 White participants individually watched one of three videotaped interactions involving two actors telling jokes, one of which was a racial joke. In the apologetic reaction condition, one actor confronted the joke teller who responded contritely. In the hostile reaction condition, the joke teller responded to the confrontation antagonistically. In the control condition, there was no confrontation. Participants then evaluated the joke teller, the confronter, and the jokes. Afterwards, participants interacted with a

confederate who made favorable comments about the jokes and told another racial joke. Participants were given an opportunity to respond, and the confederate later evaluated participants' reactions. Results indicated that the confronted behavior was rated less humorous than when unchallenged, particularly if it yielded an apologetic reaction. The hostile joke teller was rated least favorably, and the confronting actor was rated more favorably than the non-confronting actor. When interacting with the joke-telling confederate, participants acted most comfortable after having watched a hostile confrontation reaction, but were most likely to confront the confederate after having watched the apologetic confrontation reaction.

C123

ACCURACY AND BIAS IN PERCEPTION OF HIV RISK: A DYADIC ANALYSIS Megan A. O'Grady, Kristina Wilson, Jennifer J. Harman; *Colorado State University* – Heterosexual sexual contact is currently the second largest exposure category for HIV/AIDS diagnoses (CDC, 2006). Many of these transmissions occur within the context of intimate relationships (e.g., dating or married) in which partners may have biased perceptions of each other's HIV risk behavior and may inaccurately consider their partner as "safe" (Hammer, Fisher, Fitzgerald, & Fisher, 1996). For example, Kenny (2001) has suggested that partners may tend to view each other as similar to themselves, which may lead to inaccurate perceptions. We hypothesized that partners in heterosexual relationships would inaccurately believe their partner's HIV risk behaviors to be similar to their own. Partners of seventy five couples separately completed an online survey including questions about their own and their partners' past sexual behavior and drug use. An algorithm was created that weighted HIV risk behaviors in terms of risk severity resulting in a total risk score. Using the Actor-Partner Independence Model (APIM; Kashy & Kenny, 2000), bias and accuracy in perception of HIV risk behavior in these couples was assessed. A model including each partner's risk and perception of partner risk indicated that couples were biased and inaccurate in judgments of their partners HIV risk behavior; they assumed that their partner's behavior was similar to their own even when it was not. Results confirmed our hypothesis suggesting that partners in relationships tend to be biased regarding each others behavior, having important implications for HIV prevention interventions.

C124

MECHANISMS UNDERLYING THE RELATIONSHIP BETWEEN LONELINESS AND SOCIAL COGNITION AS REVEALED BY fMRI Catherine J. Norris¹, Howard C. Nusbaum², George Monteleone², Jean Decety², John T. Cacioppo²; ¹University of Wisconsin, Madison, ²University of Chicago – On the surface, lonely young adults are just like everyone else. They participate in the same social activities; engage in similar health behaviors; and are comparable in physical attractiveness, BMI, education, and SES (Cacioppo & Hawkey, 2003). One major difference, however, can be found in their social cognition, particularly how they attend to and remember social information. Individuals who have been socially rejected show greater recall of social information (Gardner, Pickett, & Brewer, 2000); and lonely individuals exhibit heightened incidental memory for social events (Gardner, Pickett, Jefferis, & Knowles, 2005). The current study sought to further examine the mechanisms underlying the relationship between loneliness and social cognition using fMRI. Functional images were collected while participants viewed pictures chosen to vary in their emotional (negative, positive) and social (nonsocial, social) content. Neural activity from two contrasts (negative social - negative nonsocial; positive social - positive nonsocial) was correlated with participants' scores on the UCLA Loneliness scale. For the negative social - nonsocial contrast, lonely individuals showed greater activation in primary visual cortex, indicating greater perceptual processing of negative social scenes; whereas non-lonely individuals showed greater activation of the temporo-parietal junction, an area associated with perspective taking and theory-of-mind reasoning. In

addition, non-lonely individuals exhibited stronger activation of the ventral striatum during the viewing of positive social pictures, indicating they may derive greater emotional reward from pleasant social stimuli. In sum, lonely and non-lonely individuals recruit different neural mechanisms when viewing the same complex stimuli, revealing differences in how they think about other social beings.

C125

JUROR JUDGMENTS ABOUT CONFIDENCE INFLATION: THE ROLE OF ATTRIBUTIONS AND TIME Eric E. Jones¹, Kipling D. Williams¹, Neil Brewer²; ¹Purdue University, ²Flinders University – Many post-identification factors undeservedly increase eyewitness confidence (e.g., Wells & Bradfield, 1998), a problem labeled as confidence inflation. Therefore, Wells et al. (1998) recommended that eyewitnesses provide a confidence statement immediately following their lineup selection. Bradfield and McQuiston (2005) found that jurors adjusted their judgments about a case when evidence of confidence inflation existed. We examined whether attributions that jurors make about confidence inflation can influence their degree of adjustment. Mock jurors read one of three trial transcripts that manipulated the reason a prosecution eyewitness provided for confidence inflation (strategic reasons, memory contamination, or epiphany) or one of two control transcripts. Participants discredited eyewitnesses for confidence inflation seemingly caused by strategic reasons (wanting defendant convicted) or memory contamination (from rehearsing testimony), but not an epiphany regarding the situation (nervousness at time of lineup prevented a "clear head"). These differences did not translate to probability of guilt ratings. Ratings over time show that participants' probability of guilt ratings decreased 3 times more if confidence inflation was attributed to strategic rather than epiphanic reasons. These ratings rebounded towards guilt over time, especially for participants in the strategic condition. These studies yield two important conclusions regarding initial confidence statements as a method for combating confidence inflation: 1) the effectiveness of introducing an initial confidence statement depends on the attributions formed by jurors; and 2) jurors' adjustments may fade over the trial.

C126

SOURCE MATTERS: EXAMINING THE SOCIAL NETWORK INFLUENCE OF FRIENDS AND PARENTS ON DATING CHOICES Ashley Walker, H. Colleen Sinclair, Tiffany Johnson, Crystal Johnson; *Mississippi State University* – The majority of research on social support has illustrated that an individual's friends have a powerful influence on the development of one's romantic relationships (e.g. Furman et al., 1999). What is less clear, however, is the impact of an individual's parents. Some argue that parental support of a relationship is integral (e.g. Lewis, 1973), while others argue it is less important (e.g. Driscoll, et al., 1972). Thus far, all research examining the impact of social network on romantic relationships has been correlational. The present study was conducted to experimentally examine the social influence of peer versus parental approval on dating choice. 90 participants took part in a mock dating game and were told who among three individuals would be a 'good', neutral, and 'bad' match for them. What was varied in this experiment was the source of the information (i.e. mother, friend, or experimenter). After interacting with each scripted confederate via instant messenger, participants were asked to rank their matches, judge their desirability, and set how much time they would like to interact with them for a second set of interactions. Lastly, they were asked to make a final choice of the candidates. Significant differences were found across all dependent variables, such that participants consistently went with whom their friends chose. In the end 70% of participants chose the individual their friend allegedly approved. Little difference was found between parent and experimenter conditions with participants being equally likely to choose either approved of or disapproved of individuals.

C127

REGULATORY FOCUS AND SELF-EVALUATION MAINTENANCE: THE ROLE OF STRATEGIC FIT

Abigail A. Scholer, E. Tory Higgins, Catherine M. O'Connor; Columbia University – Tesser's (1988) self-evaluation maintenance (SEM) model suggests that individuals are motivated to maintain a positive sense of self; when self-evaluation is threatened, individuals will take steps to enhance self-esteem. Prior research has shown that being outperformed by a close other on a dimension important to one's identity can lead individuals to engage in coping behaviors to enhance self-esteem (e.g., Tesser & Smith, 1980). Importantly, self-esteem can be conceptualized not only as a global evaluation of the self, but also as feedback that strategically enables individuals to sustain their optimal motivational orientation. Specifically, regulatory focus theory suggests that high self-esteem would be particularly important for promotion-focused, rather than prevention-focused individuals. High self-esteem provides feedback that sustains eagerness-related motivation (critical for the promotion system), whereas high self-esteem actually disrupts vigilance-related motivation (critical for the prevention system). In an adaptation of previous paradigms by Tesser and colleagues, we found that individuals high in promotion-pride, but not individuals high in prevention pride, showed the typical pattern of SEM results: when outperformed by a close friend on a high relevance task, individuals high in promotion pride gave harder clues to their friends, felt less close to their friends, and were more likely to imagine successful performance on a subsequent round of the task; an opportunity to self-affirm eliminated these coping responses. Thus, as might be expected, SEM predictions were observed only when enhanced self-esteem was a strategic fit with individuals' motivational orientation.

C128

OBJECTIFICATION THEORY EXAMINED: THE ROLE OF SEXUAL ORIENTATION IN THE EXPERIENCE OF NEGATIVE PSYCHOLOGICAL OUTCOMES

Alyssa Dretchen^{1,2}, Rachel W. Kallen³; ¹Purchase College, ²State University of New York, ³Colby College – Objectification theory (Fredrickson & Roberts, 1997) asserts that sexual objectification within the culture leads women to adopt a third-person view of themselves as objects, rather than as whole persons, which in turn leads women to experience negative psychological outcomes. This study extended objectification research by examining the role of sexual orientation. It was predicted that perhaps due to a strong emphasis on appearance within the gay subculture, gay men may exhibit negative psychological experiences similar to heterosexual women. The study also explored whether particular subcultural factors, such as strong group or feminist identity, may act as buffers to self-objectification for lesbian women. Heterosexual, lesbian, and gay participants between the ages of 18 and 42 completed a web-based survey assessing trait self-objectification, objectified body consciousness, sociocultural attitudes toward appearance, feminist and group identity, shame, appearance anxiety, appearance based contingencies of self-worth, and restrained eating behaviors. Results largely supported our predictions such that gay men were very similar to heterosexual women, demonstrating equal or higher levels of objectification, internalization, shame, appearance anxiety, drive for thinness, and appearance based self-esteem. Results indicated no moderation of feminist or group identity on negative outcomes for lesbian women. Rather, lesbian women were not significantly different from heterosexual women on all measures, with the exception of significantly higher scores on measures of appearance anxiety, and subscales of the objectified body consciousness measure (shame and surveillance). Implications of gender and sexual orientation as they relate to future research on objectification theory are discussed.

C129

ROMANTIC RELATIONSHIPS AND ADULT ATTACHMENT: PROVIDING A SECURE BASE FOR EXPLORATION*A. McLeish Martin*

III, W. Steven Rholes; Texas A&M University – The current study is one of only a few in the literature that examines both attachment style, and the current romantic relationship's influence, on exploration. A sample of 152 women and 130 men from Texas A&M University completed a battery of scales related to attachment, exploration and their current romantic relationship. All participants were currently involved in a romantic relationship of at least one month, $M = 16.23$ months. The study found that the anxiety dimension of attachment predicted exploration across a range of scales: Need for Cognition, Big Five Openness, and the author's Attachment Exploration scale. The study then showed that attachment styles were linked to the participants' perceptions of their partner, with regards to exploration. Specifically, avoidant people reported using exploration as a means to distance themselves from their partner. Anxious people reported that they depend on the presence of their partner to explore. Finally, the study presents evidence that the degree to which anxious people feel that they explore only with their partner, mediates the association between anxiety and exploration. These findings highlight the importance of accounting for the current relationship partner in future studies of exploration and attachment.

C130

IMPLEMENTATION INTENTIONS FACILITATE ACCOMPLISHMENT OF NEAR FUTURE (BUT NOT DISTANT FUTURE) GOALS

Karen Z. Naufel, Denise R. Beike; University of Arkansas – Implementation intentions facilitate goal accomplishment by linking the goal to a contextual cue in the environment. When the cue is encountered, the person is reminded to pursue the goal (Gollwitzer, 1999). The present research investigated how implementation intentions affect the motivation to pursue near vs. distant future goals. Because implementation intentions work by linking a goal to a contextual cue in the environment (Gollwitzer, 1999), and because contextual cues are readily available for near future but not distant future events (Liberman & Trope, 1998), it was predicted that implementation intentions would facilitate the accomplishment of near future goals only. Participants were all given the goal to write a letter to a person in need. Half of participants had a due date in the near future, one week; half of participants had a due date in the distant future, one month. Additionally, half of participants formed implementation intentions, or specific plans for how they would write the letter, and half formed irrelevant intentions, how they would eat lunch. The time it took participants to start and finish the letter and their motivation for writing the letter were measured. Consistent with predictions, participants who both had a near future due date and formed implementation intentions started and finished the letter the quickest and were the most motivated to do so. Additionally, some evidence suggests that forming implementation intentions for distant future goals hindered the motivation to complete the goal. The results suggest that due dates may impact the effectiveness of implementation intentions.

C131

MUSIC PREFERENCES AND THEIR RELATIONSHIP TO BEHAVIORS, BELIEFS, AND ATTITUDES TOWARD AGGRESSION

James Deolin, Steven Seidel; Texas A&M University, Corpus Christi – The content of violence within media has significantly increased over the years and has been approached using a diverse empirical research representation. Within this empirical attempt the area of music violence has only been approached through the utilization of randomized experiments and thereby presses the need to explore the alternative empirical methodologies. In the present study, musical preferences were explored in regard to their relationship to behaviors, attitudes, and beliefs toward aggression. Furthermore, the present study attempted to identify differences between responses of two different age groups. The present study was a cross-sectional study, which attempted to identify the relationship between musical preferences and beliefs toward aggression and the relationship between behaviors and attitudes held toward violent

music. The present study collected self-reported data from both an undergraduate and adolescent sample. Participants were required to respond to a music preference questionnaire and the Music Violence Assessment (MVA) and the Normative Beliefs About Aggression measure (NOBAG). Results suggest that there are strong relationships between music preference and attitudes, behaviors, and acceptance of aggression. Results illustrate positive associations between Rap, RB, and Rock music and beliefs toward aggression. Results suggest also that there are negative correlations between Country, Dance, Adult, and Christian preferences and beliefs toward violence. Results also indicate that there are significant differences between the endorsement of aggression by adolescents and undergraduates. In the present study, adolescents reported a less negative attitude toward violence, higher rates of acceptance toward aggression, and reported listening to more violent music.

C132

THE ROLE OF PRIOR CONTACT IN AUTOMATIC SOCIAL TUNING EFFECTS Adam W. Fingerhut¹, Curtis D. Hardin²; ¹University of California, Los Angeles, ²Brooklyn College – Research suggests that individuals will alter their automatic attitudes to align themselves with an interaction partner, a process referred to as automatic social tuning (Lowery, Hardin & Sinclair, 2001). However, there are contextual moderators of this effect (Sinclair, Lowery, Hardin & Colangelo, 2005). The purpose of the research presented here was to examine the potentially important role of prior contact with outgroup members in moderating automatic social tuning effects between individuals and outgroup representatives. Specifically, we investigated whether prior contact with homosexuals would differentially affect heterosexuals' expression of explicit and automatic homophobia after an interaction with either a gay or heterosexual experimenter. Undergraduates (N = 97) completed explicit and automatic attitude measures following a brief encounter with a male experimenter who either revealed that he was gay or heterosexual. Additionally, participants completed measures assessing prior contact and friendships with gay and lesbian individuals. While individuals tuned their explicit attitudes, expressing more positive attitudes toward gays after interacting with a gay versus heterosexual experimenter ($p < .05$), prior contact did not moderate this effect. On the other hand, prior contact did moderate the tuning of automatic attitudes. Specifically, people with no gay friends expressed more negative automatic attitudes towards gays after interacting with a gay versus heterosexual experimenter, whereas those with gay friends did not ($p < .05$). These results add to a growing body of literature demonstrating the flexible nature of social attitudes and the circumstances under which such attitudes shift.

C133

DO REJECTION SENSITIVITY AND PERFORMANCE PREDICT EXTREME REACTIONS TO REJECTION FOR PERFORMING ARTISTS? Julia DiBenigno, Rainer Romero-Canyas, Geraldine Downey; Columbia University – Performing artists encounter rejection at auditions frequently. This study explores the impact of these experiences on musical performers. According to the rejection sensitivity (RS) model, the more investment people make in preventing rejection, the more likely they will be to respond intensely following rejection. In this study, we examined how the quality of singers' performance affects their responses to rejection, and how RS moderates the effect of performance. Previous RS research has not taken into account differences in how what people do to elicit rejection may affect their responses. Participants were recruited to participate in a singing competition. At the audition/study, participants filled out a questionnaire and auditioned before six judges--three musically trained judges who evaluated each performance, and three confederates who gave scripted neutral or rejection feedback. After auditioning, participants completed questionnaires and tasks intended to measure implicit hostility. We tested whether quality of performance

would either mitigate or magnify responses to rejection, and also whether RS moderated these responses. We found that regardless of their RS level, participants who performed poorly aggressed in the study at similar, high levels following rejection. Participants who performed well and were high in RS reacted with the same level of hostility as those who performed poorly in their post-audition responses, while only the low RS, good performers appeared buffered from acting out with hostility after receiving rejection feedback. Neither RS nor quality of performance predicted responses in the neutral condition. Implications for well-being of artists and competitors are discussed.

C134

THE FEIGNED KNOWLEDGE BIAS: CLAIMING TO KNOW WHAT CAN'T POSSIBLY BE KNOWN Inbal Gurari, Michael Strube; Washington University in Saint Louis – Self-report measures are used frequently by researchers, providing the primary means of data collection in the social sciences. Although they are clearly useful, self-reports can lead to faulty conclusions if they fall prey to response biases (e.g., social desirability). A bias that has been largely overlooked is the feigned knowledge bias (FKB), which is the tendency for participants to answer a question even if they do not understand it or lack sufficient knowledge to provide a valid response. We set out to gain a clearer picture of this bias. Our goals were (1) to investigate how often people claim to encompass fabricated personality characteristics (i.e., the FKB), and (2) to determine the perceived valence of unknown questionnaire items. Participants reported the extent to which 85 personality characteristics described them, on a scale from 1 (not at all) to 5 (very much). Embedded among the 85 adjectives were twelve fabricated words (e.g., carlipsical, bondulent). After participants rated the extent to which the characteristics described them, they rated the valence (1 = very negative, 5 = very positive) of the entire set of words. Results revealed that (a) participants often provided valid responses to invalid survey items, (b) participants were more wary of providing fabricated responses when rating themselves on a specific characteristic as opposed to making valence ratings, and (c) unknown words were construed as negative. These findings illustrate the existence of the FKB, and suggest the importance of exploring this bias further with the ultimate goal of attenuating it.

C135

MALLEABILITY OF ATTITUDES, OR MALLEABILITY OF THE IMPLICIT ASSOCIATION TEST? H. Anna Han¹, Russell H. Fazio¹, Michael A. Olson²; ¹The Ohio State University, ²University of Tennessee – Past research has demonstrated that estimates of attitude provided by implicit measures can be malleable, with many situational and contextual factors influencing measured prejudice (Blair, 2002). Such findings have sometimes been interpreted as illustrations of the malleability of attitudes. However, recent evidence has revealed that the IAT is itself susceptible to extrapersonal associations, knowledge that neither forms the basis of the attitude nor is activated automatically in response to the object (Olson & Fazio, 2004). Thus, it is possible that the presumed malleability of attitudes may be due to the influence of extrapersonal associations on the measure, instead of reflecting changes in the attitude itself. Under the guise of a general knowledge test, participants were presented with images of either liked elderly and disliked young or disliked elderly and liked young individuals (Dasgupta & Greenwald, 2001). All participants then completed a traditional age-related IAT or a personalized version. The latter has been shown to be less susceptible to the influence of experimentally-created extrapersonal associations (Han, Olson, & Fazio, 2006). As expected, scores on the traditional IAT, but not the personalized, fluctuated as a function of the images presented. The findings suggest that context effects on the traditional IAT may stem from the activation of extrapersonal associations, while the personalized IAT remains robust and resistant to such influences. This calls into question interpretations of past findings as evidence for the malleability

of attitudes. Many of those results may reflect the malleability of the measure itself, not the malleability of the attitude.

C136**THE EFFECTS OF PERSONALITY ON THE ORGANIZATION OF AUTOBIOGRAPHICAL MEMORY**

Juliana Smith, Matthew Schulkind; Amherst College – Although several lines of evidence demonstrate that autobiographical narratives reflect both the traits and characteristic adaptations of the rememberer (McAdams, 2001), little research has addressed whether personality is related to the overall organization of autobiographical memory. In the current experiment, 30 college students completed an autobiographical fluency task in response to five cue words that were selected to reflect the five traits measured by the NEO PI-R (e.g., ‘imaginative’ for Openness to Experience). After completing the fluency task, the participants rated each memory using the Autobiographical Memory Questionnaire (AMQ; Sheen, Kemp, & Rubin, 2001). If personality influences the overall organization of autobiographical memory, we expected that NEO scores would predict both the number and speed of autobiographical memory retrieval in the fluency task, and the phenomenological properties of the memories reflected in the AMQ. These expectations were confirmed for the Openness trait: high Openness scores were associated with both lots of ‘imaginative’ memories and relatively quick reaction times. Interestingly, high Openness scores were negatively associated with the participants’ belief in the accuracy of their ‘imaginative’ memories, perhaps because the relatively high prevalence of these memories made them easily confusable with one another. Data for the other NEO traits were encouraging, though few significant correlations were observed; a larger sample size might increase the reliability of these findings. Future experimentation will pursue further means for measuring both personality and the organization of autobiographical memory.

C137**SOCIAL REJECTION & POSITIVE MOOD BOOSTING**

Allissa Marquez, Jean Twenge; San Diego State University – Social exclusion is a powerful experience that can have dramatic consequences, including increased aggression, increased self-defeating behavior, and decreased self-control. However, previous research has shown that social rejection does not produce pronounced changes in explicitly reported mood. This study examined the role of emotion regulation as a method of coping with social exclusion, predicting that rejected people will implicitly tune toward positive stimuli to boost their mood. One hundred and seventeen male undergraduates were randomly assigned to be unanimously accepted or rejected by a peer group. Participants then completed eighteen potentially positive word stems, fourteen potentially negative word stems, and several neutral filler word stems. Rejected participants completed more word stems with positive emotion words than accepted participants, $F(1, 115) = 5.58, p < .02$. There were no group differences in negative emotion word stems. The results suggest that rejected people find positive words more cognitively accessible. Narcissism moderated the effect, with narcissists in the rejected condition completing more word stems with positive words, $r(53) = .38, p < .004$; this correlation was unchanged when controlled for self-esteem. Narcissism was not correlated with negative word stem completion by rejected participants nor with positive or negative word stem completion after acceptance; thus, narcissists tune toward positive information only under threat. Supported by NIH/NIGMS SDSU MARC 5 T34 GM08303

C138**TAKING A RISK OR PLAYING IT SAFE: THE ROLE OF PROMOTION AND PREVENTION ORIENTATIONS IN INTERRACIAL INTERACTIONS**

Steven Arthur, Margo Monteith; Purdue University – Using predictions derived from regulatory focus theory (RFT; Higgins, 1997), this study examined how adopting a promotion or prevention focus may influence subsequent decisions on how to engage in interracial

contact. For low-prejudiced individuals, adopting a promotion focus during an interracial interaction was expected to result in more engagement, while adopting a prevention focus was expected to result in less engagement. White participants ($N = 129$) were primed with either their general ideal self-guide (promotion), ought self-guide (prevention), or placed in a control condition. All participants were then led to expect an interaction with a black individual, and asked to generate potential discussion topics and strategies for the upcoming conversation, in addition to completing a measure of affect. Results showed partial support for the hypotheses derived from RFT. Participants given a promotion focus engaged in greater amounts of self-disclosure, while participants given a prevention focus engaged in less self-disclosure. However, ideal priming did not increase the number of race-related discussion topics or strategies generated. The effects of ought priming were moderated by participants’ pre-existing level of prejudice towards blacks. Those with lower levels of prejudice listed fewer race-related strategies than those with higher levels of prejudice, or those receiving no regulatory focus priming. Consistent with past research, prejudice was associated with greater levels of anxiety and less positive affect at the prospect of interracial contact. Results are discussed within the context of recent research on the role of self-regulation during interracial interaction.

C139**CATEGORIZATION AND INDIVIDUATION AFTER A RACIAL INSULT**

Patricia McCord, Eric J. Vanman; Georgia State University – This study examined the effects of racial insult on the propensity to either categorize or individuate outgroup members. Reaction times and self-report measures were employed to gauge both implicit and explicit reactions to an insulting video. White and African American participants watched video interviews of students talking about university life. In one interview a student made a mildly insulting remark about people who shared the participant's race. After participants viewed the video, they then completed the Go/No-Go Association Task (GNAT), and made ratings on a feeling thermometer about the people in the insult video. Participants also completed the Internal Motivation to Control Prejudice Scale (IMS) and the External Motivation to Control Prejudice Scale (EMS), and the Social Distance Scale (SDS). African Americans showed more negative responses to outgroup members than Whites in their explicit ratings on the feeling thermometer, but Whites showed more negative responses to outgroup members than African Americans in their implicit responses on the GNAT. African Americans did not differ from Whites on the IMS, but scored lower than Whites on the EMS, demonstrating a lower external motivation to control their prejudice. Both Whites and African Americans showed more bias toward their own ingroup on the SDS, unless they had high EMS scores. For both White and African American High EMS subgroups, no significant differences were found on the SDS between African American and White participants.

C140**"THE CURIOUS ATTRIBUTIONAL WORLD OF LOW ACADEMIC PERFORMERS"**

Michael Ransom, Greg Preuss, Mark Alicke; Ohio University – Kruger and Dunning (1999) found that individuals who performed poorly on tests assessing their ability to think logically, write grammatically, or spot humorous jokes grossly overestimated their own abilities in those domains. The current research sought to extend these findings to individuals’ predictions of academic performance at two institutions: one that was ranked much higher and one that was ranked much lower than their institution. In a yoked actor-observer design, actors indicated their current G.P.A. and indicated what they thought their G.P.A. would be at school ranked in the top 10 and a school ranked in the 25th percentile. Yoked observers made predictions based on the actor's G.P.A. “A” actors were more likely than “C” actors to recognize that their G.P.A. would be likely to decrease at a more academically rigorous institution. Actor-observer differences were largest for “C”

students. Observers expected “C” actors’ G.P.A. to decrease by 1/3 of a letter grade if the actors attended a top 10 school, and “C” actors expected their G.P.A. to be unaffected by higher academic standards and the presence of extremely intelligent classmates. “C” actors and observers of “C” actors predicted an increase in G.P.A if the actors attended a school in the 25th percentile, but actors predicted a larger increase in G.P.A. than observers did. We argue that C students may lack the metacognitive skills that would enable them to accurately calibrate their academic predictions.

CI41

ACCURATE RECOGNITION OF ANGER AND FEAR EXPRESSIONS: AN EYE-TRACKING STUDY *Nora A. Murphy, Derek M. Isaacowitz; Brandeis University*—Though emotional facial expressions can be accurately recognized, “we know very little about the role of the wise allocation of attention . . . in everyday life” (DePaulo & Friedman, 1998). In particular, not much is known about which facial regions are attended to in accurate emotion judgments. An eye-tracker was used to study attention to facial regions and the recognition of fear and anger. Participants (15 males, 18 females) completed several self-report measures and the DANVA2 (Nowicki & Duke, 1994), which consists of 24 slides featuring posed facial expressions. Participants indicated which of 4 possible emotions was expressed on each slide and participants’ eye position was measured using an ASL EyeTracker, which records the left pupil’s gaze and fixation. Accuracy of perceiving fear and anger was calculated by totaling responses for 4 sad and 4 anger expressions that had been selected to minimize ceiling effects in accuracy performance. Percent fixation time towards eye, mouth, and outside facial regions was calculated across the anger and sad slides. Accuracy in perceiving anger was negatively correlated with attention to the eye region ($r = -.60, p < .01$). Accuracy in perceiving fear expressions was positively correlated with attention to mouth regions ($r = .36, p < .05$). Results are qualified by individual differences in pessimism and gender effects. Such findings suggest that accuracy involves attention to appropriate facial regions, and that errors may be caused by too much attention to the eyes and too little to the mouth for these emotions.

CI42

GENDER CONSCIOUSNESS INFLUENCES PERCEPTIONS OF SEXIST STIMULI AND RESULTING SELF-ESTEEM *Alison Haley Ottenbreit, Charles Stangor; University of Maryland*—Making attributions to discrimination can lead to a variety of potential costs and benefits. Perceiving a situation as sexist may cause a decrease in self-esteem, or it may lead one to view the situation as inappropriate, allowing for self-esteem protection. This study was designed to assess how sexist stimuli influence women. Participants were 91 undergraduate women who had completed a measure of gender consciousness prior to the experiment. They completed a computer task on which they were to press a key, identifying whether pictures appeared on the left or right side of the screen. Every third picture was of an objectified woman. Participants then completed the Rosenberg (1965) self-esteem scale and ratings of how sexist they found the pictures of the women. * Half the participants were warned before completing the computer task that they would see offensive pictures of women. We found that when participants were not warned, the highly gender conscious participants reported lower self-esteem as they found the pictures more sexist. The low gender conscious reported higher self-esteem as they found the pictures more offensive. In contrast, when participants were warned, the high gender conscious reported higher self-esteem as they found the pictures more offensive. The low gender conscious reported lower self-esteem as they found the pictures more offensive. Gender consciousness not only plays a role in perceptions of discrimination, but it also influences how these perceptions affect women’s well-being. When women anticipate sexism, they are able to prepare, and can cope better with the situation.

CI43

MENTAL ORGANIZATION AND MEMORY: GENDER AFFECTS CONFUSION ERRORS FOR CELEBRITY NAMES *Mara Sedlins, Yui-chi Shoda; University of Washington*—How do people mentally organize information? How are principles of organization affected by characteristics of the observer? This research investigates these questions using a methodology combining the n-back memory task (Smith & Jonides, 1998) with multidimensional scaling (MDS; Shepard & Arabie, 1979). Stimuli from three domains were presented in alternating sequence: colors, numbers, and celebrity names. Subjects indicated whether each stimulus was the same as the last one that appeared in its category. Confusion errors for each domain were analyzed using multidimensional scaling. In order to test the validity of this approach, half of the subjects were primed with the concept of gender before the memory task. We hypothesized that subjects primed with gender would be more likely to organize celebrity names based on gender than subjects in the neutral condition. In turn, the gender priming was expected to result in greater confusion errors within each gender (intra-gender) than across genders (inter-gender). The graphs resulting from MDS support this hypothesis. Participants made significantly more intra-gender confusion than inter-gender confusion errors in the gender priming condition, but not in the neutral priming condition. In addition, consistent with literature suggesting that gender is more salient for women than for men (e.g., Fiske, 1993), the average difference between intra- and inter-gender confusion was greater for female than for male subjects. Results suggest that this paradigm reveals psychological information about the ways subjects mentally organize social information and may be a useful non-self-report tool for investigating mental organization in other domains.

CI44

BEYOND ATTITUDE CONSENSUS: THE SOCIAL CONTEXT OF PERSUASION AND RESISTANCE *Victoria DeSensi, Joshua Clarkson, Zakary Tormala; Indiana University*—An extensive body of research has been dedicated to understanding the effects of the social context on people’s attitudes. One prominent finding from this literature is that perceived social consensus—that is, thinking others share one’s attitude—can increase attitude certainty (e.g., Festinger, 1954; Orive, 1988; Visser & Mirabile, 2004). The present research extends prior work on the social context of attitudes by exploring people’s perceptions of their own versus others’ responses to persuasive messages. We hypothesize that people will be more certain of their attitudes following a persuasive message when they perceive that their response to that message (i.e., persuasion or resistance) matches rather than mismatches the responses of others. In two experiments, participants were presented with a persuasive message. They were induced to resist or succumb to this message (Experiment 1) or they were given false feedback that they resisted or succumbed (Experiment 2). Participants then learned that most other people in our studies resisted or succumbed to the message. Participants were most certain of their attitudes when they perceived that their response to the message matched rather than mismatched the responses of others. When people were persuaded (or perceived that they were persuaded), for instance, they were more certain of their attitudes when they believed other people were persuaded rather than resistant. When people resisted the message (or perceived that they resisted), this effect was reversed. These results expand current understandings of social context effects on attitudes and highlight the importance of metacognitive factors in this domain.

CI45

THE INFLUENCE OF TEMPORAL CONTEXT ON IMPLICIT GENDER ASSOCIATIONS *Amanda M. Johnston, Amanda B. Diekmann; Miami University*—Recent research has suggested that implicit associations can be influenced by numerous context effects (Blair, 2002), including mental imagery (Blair, Ma, & Lenton, 2001). Despite numerous studies

examining context effects, very little research has focused on temporal context. However, as the roles of groups are projected to change from the past to the future, group members are projected to possess different characteristics over time (Diekmann & Eagly, 2000). Specifically, the stereotype of women is dynamic, in that women are believed to be increasingly adopting male-stereotypic traits from the past to the future. This study examined how temporal context influences implicit associations by activating dynamic stereotypes through mental imagery. Participants completed a brief imagery task in which they wrote about the average woman of the past, the future, or features of a house (control). Participants then completed an Implicit Association Test, associating male and female names with strong and weak words. As predicted, the significant main effect of imagery condition revealed that imagining women of the past resulted in stronger gender-stereotypic associations. Moreover, this pattern was internally replicated by examining the content of imagery essays (as coded by independent raters). Consistent with social role theory, participants who mentioned more agentic roles had weaker gender-stereotypic associations. In addition, participants who wrote more stereotypic essays had stronger gender-stereotypic implicit associations. This study thus introduces initial evidence that temporal context, like physical or social context, can function as a source of malleability. Future research will further examine moderators of these temporal context effects.

C146

JUST WHOM CAN SPEAK TRUTH TO POWER? PERCEPTIONS OF CHALLENGING AN EXPLOITATIVE MENTORING RELATIONSHIP *Angela Walker¹, Felicia Pratto²; ¹Quinnipiac University, ²University of Connecticut* – Although ostensibly positive, mentoring relationships have the potential to become exploitative when mentors use power to prevent advancement and to extract resources from protégés. As the relationships are also communal, mentors may effectively legitimize and mask exploitation with effusive language; thereby the relationships appear ambiguous, both positive and negative. Previous studies have indicated that the race and gender of the protégé also affect the perception of exploitative relationships. The current study explores perceptions of a protégé's attempt to negotiate an exploitative relationship. Sixty-three participants read a vignette wherein a protégé directly challenged an exploitative mentor's power. Race (Black vs. White) and gender of the protégé were manipulated and perceptions of the protégé's competence, entitlement, self-importance, and deservingness of promotion were measured. Although there were no significant differences regarding entitlement, participants perceived protégés to differ in terms of self-importance. More specifically, participants rated the Black female and White male protégés as more "uppity" than the White female and Black male protégés. Ratings for self-importance also mapped onto perceptions of deservingness of promotion such that the White female protégé was promoted at the highest rate, followed by the Black male protégé, then the White male protégé, and lastly the Black female protégé. Furthermore, whereas promotion rates differed significantly, competence ratings did not. Findings indicate that the reaction to challenging exploitative power is colored by both race and gender of protégés and suggest the need to further scrutinize exploitative mentoring relationships.

C147

THE ROLE OF CHOICE IN INTRINSIC MOTIVATION, EFFORT, TASK PERFORMANCE, AND LEARNING: A RESEARCH SYNTHESIS *Erika A. Patall, Harris Cooper; Duke University* – A meta-analysis of 72 studies containing 83 independent samples examined the effect of choice on intrinsic motivation, task performance, effort, and learning. Sixty-three samples tested the effect of choice on intrinsic motivation and indicated that providing choice enhanced intrinsic motivation ($d = .50$, $p < .001$). Moderators were identified. A stronger effect size existed for (a) willingness to engage in the activity again compared to other measures of

intrinsic motivation including time spent on the activity during a free choice period, selection of the activity during a free choice period, enjoyment/liking, and interest, (b) choices between instructionally-irrelevant options compared to choices between versions, activities, rewards, and instructionally-relevant options, (c) choices that were implied rather than real, (d) general college students compared other types of samples (K-12 students, psychology majors, and non-college student adults), (e) females compared to males, and (f) physical activities compared to other types of activities. Other moderators included publication status, nature of the outcome measure, nature of the control group, setting, and country in which the study was conducted. Forty-four samples indicated choice significantly enhanced performance ($d = .40$, $p < .001$). Twelve samples suggested that providing choice significantly enhanced effort ($d = .19$, $p < .01$). Eleven samples suggested that providing choice significantly enhanced learning ($d = .19$, $p < .01$). Results suggest that while choice always has positive effect on intrinsic motivation, the effect is stronger in some circumstances. In addition, choice appears to influence effort, performance, and learning through its effect on intrinsic motivation.

C148

THE EFFECTS OF INTERRACIAL INTERACTION ON EXECUTIVE FUNCTION AS A FUNCTION OF PREJUDICE, ETHNICITY AND PERCEIVED CONTROL *Kristen Salomon¹, Jason Read²; ¹University of South Florida, ²Cingular Wireless* – Research by Richeson, Shelton and their colleagues has shown that interracial interactions affect performance on executive function tasks for those individuals who hold prejudicial implicit attitudes. Two experiments were conducted to extend these findings. Experiment 1 tested whether these effects occur for African Americans at a small, Southern-US college. Participants included 56 European Americans and 59 African Americans who completed a race-based Implicit Attitudes Test (IAT), engaged in an interracial interaction, and then performed a Stroop task. Race IAT scores were related to Stroop performance in European Americans such that greater anti-Black bias was related to poorer Stroop performance. Race IAT scores were not related to Stroop performance in African Americans, in contrast to prior findings. Experiment 2 tested the hypothesis that perceived control can alleviate these effects, as the stress literature suggests. Participants included 114 European Americans who engaged in the interracial interaction and Stroop protocol. Perceived control was manipulated by asking half of the participants if they would agree to engage in the interaction (all did); whereas the other half of participants were told they would be engaging in the interaction. Participants in the no control condition exhibited the predicted relationship between IAT scores and Stroop performance. However, this relationship was not found among participants in the perceived control condition, suggesting that this manipulation eliminated the effects of an interracial interaction. Geographical differences in the sampling populations may explain the discrepancy of present findings with prior research. Also, findings are discussed with regards to a resource-depletion explanation.

C149

GETTING TO KNOW YOU: TESTING A NEW MODEL OF SOCIAL PERCEPTION *Jennifer Zimmerman, Christine Reyna; DePaul University* – In our study we tested a two-dimensional model of social perception that outlines which information seeking and processing strategies perceivers use depending on their interpersonal goals. We posited that perceivers use different strategies to form impressions of relevant targets depending on whether the relationship with the target is task-oriented or socially-oriented, and whether or not the perceiver was pre-decisional or post-decisional regarding the relationship. Undergraduate psychology students ($N = 194$) were randomly assigned to a socially-oriented (roommates) or task-oriented (lab partners) relationship. Outcome-dependent participants imagined that they would meet a person that they could choose for a partner (pre-decisional) or a

person who was assigned as a partner (post-decisional). A control group thought that they were going to meet someone else's partner. Participants then answered a series of questions pertaining to how long they wanted to spend getting to know a target, which questions would be important to ask a target, and how long they would like to spend discussing different topics. Those in outcome-dependent relationships wanted to invest more time getting to know a target and asked more relationship-relevant questions compared to those in the control group. Outcome-dependent perceivers selectively searched for information that was specific to the goals of the relationship. Socially-oriented perceivers sought more diverse information. Perceivers who were in a pre-decisional state were more likely to seek information in an exploratory, accurate manner. These findings show that motivated perceivers use different impression-formation strategies depending on their goals, expectations, and the type of relationship they anticipate.

C150

AUTONOMY AND CULTURE: PREDICTING WELL-BEING FROM FEELINGS OF AUTONOMY IN DENMARK, SOUTH KOREA, AND THE U.S.

Yuna Ferguson¹, Tim Kasser², Seungmin Jang¹; ¹University of Missouri-Columbia, ²Knox College – Some theorists hold that autonomy is not important or relevant in collectivist cultures, where values and norms promote interdependence and group harmony. In contrast, Self-Determination Theory proposes that autonomy is a universal basic need that predicts a variety of positive outcomes, including psychological well-being, across both individualistic and collectivistic cultures (Ryan & Deci, 2000). The present study contributes to this debate by examining how the life and school satisfaction of 320 adolescents from Denmark, South Korea, and the U.S. relate to their perceived autonomy support from parents and teachers and to their autonomous regulation of school activities. Additionally, we examined whether South Korean students would report less autonomy than Danish and American students, due to differences in their educational and cultural systems. All participants completed surveys measuring perceived autonomy support (from mothers, fathers, and teachers), academic regulation, life satisfaction, and school satisfaction. Structural equation modeling and invariance testing was conducted to compare the relationship among these variables across the three cultures. As hypothesized, autonomy support positively predicted autonomous regulation towards school, life satisfaction, and school satisfaction; autonomous regulation also predicted higher school satisfaction. Importantly, these findings were invariant across the three cultural groups. As predicted, South Korean students also reported less autonomy support and autonomous regulation than did Danish and American students. These findings suggest that the need for autonomy may be present across cultures, even though there are cultural variations in how much autonomy people experience.

C151

AMUSEMENT IMPROVES COPING IN STRESSFUL SITUATIONS

Amanda Dillard, Kevin McCaul, Leah Meredith; North Dakota State University – Although correlational studies have found that sense of humor may inhibit negative affect arising from stressful events (Martin & Lefcourt, 1983), few true experiments have tested this idea. The purpose of these studies was to investigate the effects of amusement and laughter in actual stressful situations. In Study 1, we explored the effects of listening to humorous 1-min. clips before being exposed to a stressor, and in Study 2, we explored the effects of these clips during a stressor. In both studies, participants reported their mood continuously, and we measured skin conductance levels. In Study 1, when participants listened to humorous clips vs. neutral clips before a stressor (noxious noise), their moods became less negative over time during the stressor, $F(2, 48) = 6.78, p < .01$, and immediately after, $F(11, 264) = 3.32, p < .001$. However, the humorous clips failed to lower skin conductance relative to the neutral clips. In Study 2, we found that participants who listened to humorous vs. neutral clips while watching stressful films, experienced less negative

mood, $F(1, 5) = 2.98, p = .01$, and lower skin conductance levels, $F(1, 5) = 2.33, p = .04$. Together, the findings suggest that experiencing amusement before or during a stressful situation can attenuate negative mood that stems from the situation. Also, experiencing amusement while a stressor is occurring can attenuate physiological arousal that stems from the stressor.

C152

POLITICAL ORIENTATION AND SEXUAL PREJUDICE: A TEST OF DOVIDIO AND GAERTNER'S INTEGRATED MODEL

Helen C. Harton, Kimberley Kochurka, Jennifer Bumgarner, Melinda Bullock; University of Northern Iowa – Dovidio and Gaertner's (1998) Integrated Model of Racism suggests that political liberals tend to display aversive racism (Dovidio & Gaertner, 1986), whereas conservatives display modern racism (McConahay, 1986). This model has received support in several studies (e.g., Nail, Harton, & Decker, 2003) examining prejudice toward African Americans. In this study, we extended the predictions of the model to sexual prejudice. Heterosexual college students who self-identified as liberal or conservative chatted over the computer about social issues with a "homosexual" or "heterosexual" male confederate who either agreed or disagreed (randomly assigned) with them. Participants then rated how much they liked and would help the confederate. Consistent with the concept of aversive racism/prejudice, liberals were more willing to help the attitudinally similar homosexual confederate than the heterosexual confederate and than conservatives were; however, liberals were less willing to help the homosexual confederate than conservatives when there was an "excuse" (i.e., when the confederate was attitudinally dissimilar). Liberals' unconscious conflict between a desire to be egalitarian and negative attitudes toward some groups may lead them to overcompensate and rate minorities more favorably than nonminorities, except when they can attribute their negative attitudes to something besides prejudice. Consistent with the concept of modern racism/prejudice, conservatives were less likely to help the attitudinally similar homosexual confederate than the heterosexual one. These results held when controlling for participant age, self-reported attitudes toward homosexuals, and religious fundamentalism. The results provide further support for the Integrated Model and apply it to a new area.

C153

HOW WE TREAT OTHERS: UNDERSTANDING THE ROLE OF PERCEIVED DESERVINGNESS

Irene Cheung¹, James M. Olson¹, Carolyn L. Hafer²; ¹University of Western Ontario, ²Brock University – The social psychology of justice is concerned with what people perceive as fair or unfair and the social consequences that are associated with these perceptions. Some researchers have investigated conditions under which individuals may not consider fairness in their treatment of others (e.g., Opatow, 1993). For example, when a target group or person is excluded from an individual's scope of justice, actions directed at the target may not be influenced by fairness rules that would usually be considered – potentially producing undeserved negative treatment. Typically, however, perceived deservingness is an important determinant of how others are treated (e.g., Hafer & Olson, 2003). The present research examined whether exclusion from the scope of justice and/or perceived deservingness influenced the recommended punishment of another person. Female university students read about a young woman convicted of prostitution, who was described as similar or dissimilar to university students and as beneficial or harmful to society. Results showed that participants recommended harsher sentences when the prostitute was described as dissimilar to university students, and this effect was mediated by the perceived deservingness of the prostitute. Participants also recommended greater punishment when the prostitute was described as harmful to society, but unexpectedly this effect was not mediated by perceived deservingness. The study suggests that negative treatment of others reflects multiple simultaneous motives.

C154

ARE PEOPLE WITH RELATIONSHIP POSSIBLE SELVES INSECURE IN RELATIONSHIPS? *Tiffany Pufahl, Robert Hessling; University of Wisconsin, Milwaukee* – A possible self is an aspect of one's identity that represents hopes and fears concerning an individual's future (Markus & Nurius, 1986), and it plays an important role in guiding present behavior toward achieving a goal. Successful relationships are an important goal for most people, but possible selves have never been studied in the context of relationships. Because possible selves are a powerful motivator, we predicted that the presence of feared and hoped-for relationship possible selves would be associated with insecure attachment in romantic relationships. Participants were college students (N = 419) who completed an online questionnaire for course credit. Participants were asked to list their five most important feared and five most important hoped-for possible selves. Participants then completed the Multiple-Item Measure of Adult Romantic Attachment (Brennan et al., 1998). Participants were categorized into one of four categories of attachment style. Their responses were then coded for the presence of relationship-related possible selves. Results indicated that participants who were categorized as fearful or preoccupied in their attachment style were significantly more likely to report having both feared and hoped-for possible selves related to relationships. Possible selves related to relationships were associated with unhealthy levels of attachment. This study provides insight into how insecure attachment may be reflected in a person's possible selves. This provides insight into both how the process of adult attachment may influence behavior, and it may help guide people who are trying to help those with insecure attachment.

C155

AN EVOLUTIONARY PERSPECTIVE ON MANAGING REPUTATIONS *Don Sharpsteen; University of Missouri at Rolla* – Gossip is a tool for managing reputations. From an evolutionary perspective, the bases for men's and women's reputations should differ, thus the content of gossip, as well as its "gossip-ness", should vary with the sex of the target. In Study 1, and as predicted from evolutionary principles, subjects judged earning potential to be more important to men's reputations and sexual behavior to be more important to women's reputations. In Study 2, subjects read conversations about spending habits or sexual behavior and judged the unnamed target to be male when conversations were about money and female when conversations were about sex. In Study 3, subjects judged conversations about spending habits to be more "gossip-like" when targets were men than when they were women, but judged conversations about sexual behavior to be more gossip-like when about women than when about men. These findings are consistent with each sex's mating-relevant concerns and the proposition that gossip is a medium for "reputation management."

C156

PREDICTING PHYSICAL AND PSYCHOLOGICAL ABUSE IN DATING COUPLES FROM DOMAIN-SPECIFIC SELF-ESTEEM MEASURES *Jonathon LaPaglia¹, Lee Kirkpatrick²; ¹University of Minnesota, Twin Cities, ²The College of William and Mary* – Empirical research on the relationship between self-esteem (SE) and aggression has long yielded inconsistent or null results. However, recent research based on an evolutionary conceptualization of SE as a collection of functionally distinct, domain-specific mechanisms (Kirkpatrick & Ellis, 2000) has shown that different domains of SE are differentially predictive of aggression; for example, self-perceived superiority and social inclusion predict aggression in opposite directions, whereas global SE is unrelated to aggression (Kirkpatrick, Waugh, Valencia, & Webster, 2002). The current study aimed to similarly identify those domains of SE that are predictive of physical and psychological abuse within romantic relationships. Both members of dating couples completed self-report measures of global and several domain-specific SE scales. Participants also completed measures of physical and psychological abuse. Multiple

regression analyses were used to evaluate the differential predictive value of domain-specific versus global SE measures. The results of the current study failed to replicate those of earlier research (Valencia, 2001). While global SE was found to negatively predict psychological abuse for males, none of the domain-specific SE scales were significant predictors. Discussion closes by addressing the various confounds that could have contributed to these null results.

C157**THE EFFECT OF CATEGORIZATION ON JUDGMENT SPEED: SUPPORT FOR AN EGOCENTRIC MODEL OF PROJECTION**

Theresa E. DiDonato, Joachim I. Krueger; Brown University – The present research used response latencies to examine the effect of social categorization on decision making about unknown others. This work builds on the idea that group membership moderates social projection, which is the application of self-information to others. In addition to demonstrating that people preferentially project more to in-groups than to out-groups, this research measured response latencies to explore the self-other mechanism of differential projection. Using E-prime, we randomly categorized 91 Brown University undergraduates into one of four groups, ostensibly based on their responses to an artist-preference and dots-preference task. Participants then indicated their own responses to a series of MMPI-2 statements and personality traits, and estimated the responses of their double in-group, a mixed group, and their double out-group. Our findings show that social categorization influenced response times in an expected fashion. For trait judgments, response latencies increased from self to double in-group, and from double in-group to both the mixed group and double out-group. Statement judgments offered a similar pattern. Together they reveal the increased cognitive complexity of the self-other comparison process from considering categorically-alike others to categorically-unlike others. Correlational analyses showed self-judgment latencies were more strongly associated with double in-group judgment latencies than with mixed or out-group judgment latencies. This offers evidence that the self evaluation process is closely linked to judging the double in-group and is un-related to judging the double out-group. These findings converge to support an egocentric model of projection subject to the influence of social categorization.

C158**THE EFFECTS OF PRIMING TURKISH OR AMERICAN CULTURAL ICONS ON TURKISH STUDENTS' SOCIAL AND POLITICAL ATTITUDES**

Pelin Kesebir, Ying-yi Hong; University of Illinois at Urbana-Champaign – World Values Surveys (Inglehart & Norris, 2003) have shown that respondents from Islamic countries endorse more conservative attitudes toward women, sex, and government (e.g., attitudes towards the role of women in society, divorce, homosexuality, and religious conviction of government officials) than do their counterparts from North America or Western Europe. We hypothesized that these differential attitudes can be activated by the respective cultural icons within individuals who have extensive exposure to Islamic and Western cultures. To test this hypothesis, we conducted a cultural priming study in Turkey, a Muslim-majority country that is both geographically and culturally a bridge between the East and the West. Ninety-one Turkish university students were randomly assigned to one of three conditions, in which they were primed with Turkish cultural symbols, American cultural symbols, or neutral pictures. Subsequently, all participants answered questions from the World Values Survey that assessed social and political attitudes. As predicted, participants in the American priming condition endorsed social and political attitudes in ways more similar to respondents from North America and Western Europe than did participants in the Turkish priming condition. Participants' strength of identification with Turkish culture and their essentialist belief about ethnicity are examined as moderating variables. Implications for reconciling the seemingly conflicting values between Islamic and Western cultures are discussed.

C159**GRACE UNDER FIRE? PERSONALITY, SOCIAL COGNITION, AND THE SUPPRESSION OF PREJUDICE AGAINST STIGMATIZED SOCIAL GROUPS**

Jessica L. Williamson, Jennifer W. Bruce, William G. Graziano; Purdue University—The Big Five personality dimension of agreeableness assesses warmth and the tendency to maintain positive relations with others (John & Srivastava, 1999). Individual differences in agreeableness emerge from effortful control processes developed in childhood and adolescence (Ahadi & Rothbart, 1994; Graziano & Eisenberg, 1997). High agreeable adults thus use more effortful control, suppressing dominant negative emotions such as anger and frustration. Crandall et al. (2002) has shown that social norms are related to the motivation to suppress prejudice. High suppressors express less negativity towards stigmatized social groups, particularly when it is normatively inappropriate to express such prejudice. The goal of the present research is to replicate and extend our previous work on personality and prejudice. We hypothesized the following: (1) agreeableness will be related to the suppression of prejudice against stigmatized groups, specifically groups that are historical targets of prejudice, and (2) cognitive load will affect this relationship. Purdue University students (N = 395) completed measures for agreeableness and the suppression of prejudice. Participants then evaluated their personal attitudes toward 105 social groups during a cognitive load or no load condition. Results support our hypotheses. The significance of these findings and broader implications are discussed in terms of prejudice reduction.

C160**THE PROBLEM OF ENHANCEMENT: WHY DO PEOPLE THINK STEROID USE IS WRONG?**

Izzat Jarudi, Paul Bloom; Yale University—Artificial enhancement has become an important subject of public debate in recent years with the emergence of drug scandals in Olympic and professional sports. What is the source of this moral outrage towards performance-enhancing drugs? If using steroids were legal, would it still be “cheating”? To gain insight into people’s moral intuitions about this subject, a sample of undergraduates and older adults were asked to rank their preferences for 3 individuals as teammates and friends—a person known for natural talent, one known for hard work, and one known for taking a performance-enhancing substance. The results suggest that individuals who take performance-enhancing substances for competitive advantage are judged to be worse teammates, friends, and competitors than those who work hard or exhibit natural talent. Stipulating that the substances are legal, have mild side effects, or occur naturally appears to have no effect on this bias against enhancement. Steroid users were perceived as “cheaters” because they lack the natural talent of other competitors and yet do not compensate for it through virtuous hard work.

C161**EGOIC OVERREACTIONS TO INCONSEQUENTIAL EVENTS**

Ashley Batts Allen, Mark R. Leary; Duke University—People sometimes react strongly to events that have little or no tangible implications for their well-being. For example, people may experience road rage in response to another driver’s mildly annoying behavior, become extremely angry during “friendly” discussions, or react defensively to meaningless criticisms. In a first attempt to study these kinds of overreactions in a laboratory setting, participants were initially told that another individual would decide which of them would complete a boring task. One-half of the participants were then told that, although the other individual believed that his or her decision would determine who would perform the task, in fact the participant would complete the task regardless of the other’s decision (no implication condition). The remaining participants were told that they would have to do whatever their partner decided (implication condition). In all conditions, the other participant ostensibly chose the participant to complete the task and gave

a selfish, justified, random, or no reason for his or her decision. ANOVAs revealed that participants were as angry when the other person’s decision did not determine who would perform the task as when the other’s decision had implications for them. Furthermore, participants in the no implication condition who were given a selfish explanation reported more negative feelings and a greater urge to aggress toward the other person than participants in other conditions, including those for whom the other’s decision had implications. Clearly, participants were reacting to the symbolic meaning of the inconsequential decision rather than to its tangible implications.

C162**HOW NEGLECT FEEDS THE SELF: MECHANISMS OF SELF-PROTECTIVE MEMORY**

Brad Pinter¹, Jeffrey D. Green², Constantine Sedikides³; ¹Pennsylvania State University, Altoona, ²Virginia Commonwealth University, ³University of Southampton—The mnemonic neglect model (Sedikides, Green, & Pinter, 2004) suggests that because negative self-referent information is threatening, people will recall it poorly. Indeed, research has confirmed that subjects better remember positive than negative information when it concerns the self versus another person. It is also clear that while the mnemonic neglect effect is robust (e.g., occurring for subjects with negative self-concepts), it is moderated by a number of factors, including how central to the self, diagnostic and changeable the negative information is. The present two studies evaluated two explanations for the operation of the mnemonic effect—type and depth of information processing. In both experiments subjects read 32 mildly positive behaviors, each with a specific instruction for how subjects were to process the information. In Experiment 1, type of processing was examined using instructions to facilitate assimilative judgments (“WHY DOES THE BEHAVIOR DESCRIBE YOU?”) or contrastive judgments (“WHY DOESN’T THE BEHAVIOR DESCRIBE YOU?”). Results showed significantly greater recall for the assimilation versus the contrast instruction, but no difference on a test of recognition memory. In Experiment 2, depth of processing was examined using instructions to produce strong (“TRY TO REMEMBER”) versus weak (“TRY TO DISMISS”) memory traces. Results showed significantly greater recall and recognition for remember versus dismiss instruction. These results are consistent with the idea that mnemonic neglect may proceed in either of two ways: (1) by subjects contrasting negative information from the self or (2) by subjects actively dismissing negative information.

C163**PROBING THE NEUROBIOLOGY OF ATTACHMENT PROCESSES: OXYTOCIN FACILITATES SOCIAL COGNITION IN AUTISM**

Jennifer Bartz¹, William Chaplin², Ann Phillips¹, Jennifer Sumner¹, Latha Soorya¹, Eudokia Anagnostou¹, Stacey Wasserman¹, Eric Hollander¹; ¹Mount Sinai School of Medicine, ²St. John’s University—Oxytocin, a nine-amino-acid peptide, has been found to be critically involved in social attachments, including mother-infant and adult-adult pair-bond formation. Research with rodents suggests that oxytocin may in part facilitate affiliation through its role in social recognition. This study investigated whether oxytocin is similarly involved in social cognition in humans. Autism presents a unique opportunity to examine the functional link between oxytocin and social cognition because deficits in social functioning and social cognition are a core feature of this disorder. Fifteen adults with autism or Asperger’s disorder participated; each participant served as his/her own control and completed oxytocin and placebo challenges on separate days. Synthetic oxytocin (Pitocin) or placebo was infused intravenously over a 4-hour period. Comprehension of affective speech (happy, indifferent, angry, and sad) in neutral content sentences was tested at baseline and at 30, 60, 120, 180, and 240 minutes over the infusion period. Mixed regression analysis was used to model change in affective speech comprehension over time. Results revealed a significant Time x Treatment x Order interaction, ($z = -2.134$, $p = 0.033$, estimate = -0.170). Affective speech comprehension improved for all

participants from pre- to post-infusion; however, those who received placebo first tended to revert to baseline after the delay, whereas those who received oxytocin first retained the ability to accurately assign emotional significance to speech intonation. These findings are consistent with studies linking oxytocin to social recognition in rodents and suggest that oxytocin may play a role in social information processing in humans.

C164**STEREOTYPING THEMSELVES ALL THE WAY HOME: EFFECTS OF IMPLICIT ASSOCIATIONS ON EXPLICIT EXPECTATIONS** J.

Allegra Smith¹, Bernadette Park¹, Joshua Correll²; ¹University of Colorado at Boulder, ²University of Chicago – A study examined whether implicit associations between women and “home” and men and “work” predict judgments about how the two genders should differentially resolve conflicts between family and work responsibilities. Eighty-nine participants (56 women) completed a sequential priming task where, on average, home objects were categorized faster when primed by a female face, and work objects were categorized faster when primed by a male face, indicating reaction time (RT) bias. Importantly, the extent to which participants demonstrated this implicit bias predicted judgments of whether women, relative to men, should place family over work obligations. The more strongly participants showed this RT bias, the more they indicated a “family priority” preference for female targets and a “work priority” preference for male targets on a subsequent choice task where work and family obligations conflicted, over and above the effects of sexism. Because subject gender effects emerged on the initial sequential priming task, a refined version was developed using all childcare related items for the home objects. Both male female subjects revealed strong and equivalent levels of implicit bias using this refined task. Implications for understanding gender disparities in number and rank in professional fields are discussed.

C165**HOW YOU FEEL ABOUT THEM DEPENDS ON HOW YOU THINK ABOUT YOU: OUTGROUP DIRECTED EMOTION AS A FUNCTION OF INGROUP SALIENCE** Devin Ray¹, Diane Mackie¹, Robert Rydell¹, Eliot Smith²;

¹University of California, Santa Barbara, ²Indiana University – Drawing on Intergroup Emotions Theory (IET; Mackie, Devos & Smith 2000), we predict that the level and type of emotion expressed by a single individual towards a particular outgroup can differ according to which of the individual’s many possible ingroup memberships is salient. Sixty-two participants indicated their emotional reaction to eight different groups twice: once after their membership in the group “Americans” was made salient, and once after their membership in the group “UCSB students” was made salient. Results showed that emotional reactions to 7 of the 8 groups differed according to the manipulation of ingroup salience. These results provide strong support for our prediction by indicating that participants expressed different levels and types of outgroup directed emotion about a variety of groups when their identity as Americans was salient compared to when their identity as UCSB students was salient. Consistent with recent conceptions of prejudice as differentiated emotional reactions to outgroups, this research suggests that a person’s prejudice toward a given group can quantitatively and qualitatively differ according to the context of ingroup salience.

C166**INDIVIDUAL DIFFERENCES IN BELIEFS ABOUT AFFECT AND COGNITION** Tirza E. Shulman¹, Scott H. Hemenover², Adam A

Augustine³; ¹University of Wisconsin: Marinette, ²Western Illinois University, ³Washington University – The extant literature has revealed wide patterns of associations between personality traits and emotional experiences, and the traits of neuroticism and extraversion serve as an organizing framework for these differences. Neuroticism is associated with negative affectivity and decreased affect regulatory success (e.g., Gross & John,

2003; Hemenover & Pytlik Zillig, 2006) while extraversion is associated with positive affectivity (Costa & McCrae, 1992). Although it had long been assumed that people are motivated to maximize positive affect (PA) and minimize negative affect (NA) (Bower et al., 1981), recent work has suggested that individuals may benefit from experiencing trait-consistent affect (e.g., Tamir, 2005). The purpose of this current study was to examine individual differences in beliefs about affect and cognition. Participants (N = 186) watched a video that induced either PA or NA, and then completed questionnaires measuring knowledge and beliefs about affective states and performance on creative and analytical tasks for themselves as well as other people. Neuroticism predicted the belief that higher levels of NA are beneficial for performance for both analytical and creative tasks, while extraversion predicted beliefs about PA. In addition, neuroticism predicted differences between beliefs about the self versus other people. These findings suggest that participants did report different beliefs about the relationships between affect and cognitive performance. This may provide a partial explanation of the mechanisms related to individual differences in affect regulatory motivations.

C167**PSYCHIATRIC LABELING AND PERCEPTIONS OF DANGEROUSNESS: EFFECTS OVER TIME** Eric D. Wesselmann¹, Glenn D. Reeder²,

John B. Pryor², Talia J. Dart², Kimberly Schubert², Tom Woodrick²; ¹Purdue University, ²Illinois State University – Darley and Gross (1983) found that people are unwilling to use certain stereotypes about stigmatized individuals, unless they have an ambiguous behavior to interpret with that information. We investigated how this pattern is affected by time pressure to make evaluations. Pryor et al. (2004) suggest that different patterns can emerge over time when reacting to stigmatized individuals. We were interested in how these patterns applied to judgments about the dangerousness of interacting with someone who is labeled mentally ill. We manipulated the label, the presence of an ambiguous behavior, and response time. Participants saw a video of someone visiting a doctor (either “dentist” or “psychiatrist”). Half the participants saw the person subsequently performing an ambiguous behavior, and the other half did not. Half the participants were assigned to respond to questions about dangerousness quickly (4-s intervals), whereas others were in a self-paced condition. In the self-paced condition, findings replicated Darley and Gross (1983): When no behavior was present, they rated the dental and psychiatric patient as equally dangerous. When an ambiguous behavior accompanied the label, participants rated the psychiatric patient as more dangerous. A different pattern emerged when participants were forced to respond quickly: Participants rated the psychiatric patient as more dangerous, regardless of whether or not they viewed the ambiguous behavior. Results suggest that time pressure is important in determining label effects on perceptions of stigmatized individuals. In particular, when forced to respond quickly, people may be more likely to rely on labels and stereotypes to make evaluations.

C168**SELF- AND PEER-REPORTS OF INTERPERSONAL PROBLEMS ASSOCIATED WITH ACHIEVEMENT MOTIVES** David Conroy; *The*

Pennsylvania State University – Recent work has focused on achievement motives as stable individual differences that predispose individuals to adopt certain self-regulatory strategies in their achievement pursuits (e.g., achievement goals). Despite the important role of interpersonal behavior in socializing these individual differences, little is known about the interpersonal consequences of need for achievement (nAch) or fear of failure (FF). The purpose of this study was to test relations between achievement motives and interpersonal problems reported from two perspectives. Participants (N = 188) from self-selected dyads with at least four months of acquaintance were recruited to complete a battery of questionnaires that included self-reports of achievement motives (Performance Failure Appraisal Inventory, Need Achievement Pride Scale) and interpersonal problems (Inventory of Interpersonal Problems-

Circumplex) as well as peer-reports of their partner's interpersonal problems. Scores for nAch were positively associated with dominance vectors in profiles from self-reports ($r = .21, p < .01$) and peer-reports ($r = .21, p < .01$). Low levels of nAch were specifically associated with more submissive interpersonal problems (i.e., avoidant, nonassertive, exploitable) and these findings were consistent across raters. FF scores were positively associated with profile elevation (indicating interpersonal distress) in self-reports ($r = .38, p < .01$) and peer-reports ($r = .31, p < .01$). Neither motive was significantly associated with love vectors in profiles from self- or peer-reports. These results suggest that appetitive and aversive achievement motives may play a role in regulating social behavior. Further research on the interpersonal impact of different achievement motivation profiles during competence pursuits is warranted.

C169

PSYCHOPHYSIOLOGICAL EVIDENCE OF DISTINCTIONS BETWEEN IMPLICIT AND EXPLICIT CONDOM ATTITUDES.

Sarah Lust, Bruce Bartholow; University of Missouri, Columbia – Although much research has examined relations between condom use attitudes and safe-sex behaviors and links between alcohol use and sex, the relationships between implicit and explicit measures of these constructs remain poorly understood. This study aimed to clarify relations between implicit and explicit attitudes toward condoms and how these attitudes relate to implicit and explicit attitudes about alcohol, using event-related potentials (ERPs) coupled with behavioral and self-report measures. Participants were 28 undergraduates who completed measures of alcohol-related expectancies and explicit condom use attitudes several weeks prior to the experiment. Participants completed a visual oddball task in which images of condoms, alcohol, and erotic alcohol images were infrequent targets shown among more frequent neutral, positive, and negative IAPS images. Explicit condom attitudes were very positive among all subjects. However, condom images presented in a negative context produced a smaller and slower P300 than condom images presented in a neutral or positive context, suggesting that implicit condom evaluations were less positive than explicit condom attitudes. In contrast, P300 to erotic alcohol images and alcohol cues alone indicated positive implicit evaluations, suggesting an evaluative dissociation between attitudes toward condoms and sex or alcohol. These findings point to the utility of using ERPs to augment traditional self-report measures of health-related attitudes.

C170

SITUATION-SPECIFIC CESSATION SELF-EFFICACY: TESTING ITS UNIQUE ABILITY TO PREDICT SITUATION-SPECIFIC SMOKING TEMPTATION AND BEHAVIOR

Nora K. Keenan, Andrew W. Hertel, Austin S. Baldwin, Alexander J. Rothman; University of Minnesota – According to Social Cognitive Theory (Bandura, 1986), people's self-efficacy affects whether they successfully enact a behavior. In the domain of smoking cessation, aggregate cessation self-efficacy, derived from reports of smokers' confidence to abstain across a range of situations (e.g., after a difficult day; with other smokers), significantly predicts future smoking behavior (Baer, Holt, & Lichtenstein, 1986). Although individuals' cessation self-efficacy often varies across different situations, there has been no systematic test of whether smokers' self-efficacy in a particular situation uniquely predicts subsequent temptation to smoke and actual smoking in that situation. The current project aims to explicate the impact of this variation in self-efficacy on smokers' behavior. We propose that situation-specific self-efficacy will uniquely predict smokers' temptation in those situations, which in turn will be associated with choosing to smoke in those situations. Participants were smokers ($N=591$) enrolled in an 8-week smoking cessation program. The present analyses examine the effects of participants' situation-specific cessation self-efficacy (assessed at 4 weeks) on smoking temptation and behavior in those situations two weeks later. Matched self-efficacy, temptation, and

smoking items were grouped into 4 subscales of similar situations: negative affect, addiction, socializing, and alcohol. Controlling for all other cessation self-efficacy items, self-efficacy subscales for negative affect ($p < .0001$), addiction ($p < .0001$), socializing ($p < .0001$), and alcohol ($p < .05$), uniquely predicted later temptation to smoke in those situations. Smokers' feelings of situation-specific temptation were in turn associated with smoking in those situations (all p 's $< .001$). Results are consistent with Social Cognitive Theory, and help refine understanding of behavior change processes.

C171

NARCISSISTIC SUBTYPES AND REJECTION SENSITIVITY: ARE VULNERABLE NARCISSISTS MORE SENSITIVE TO REJECTION THAN GRANDIOSE NARCISSISTS?

Lori Hodges, Virgil Zeigler-Hill; University of Southern Mississippi – Previous research and theory supports the existence of two narcissistic subtypes (e.g., Akhtar & Thomson, 1982; Cooper, 1981, 1998; Kohut, 1971; Wink, 1996). The grandiose subtype is characterized by grandiosity, arrogance, a sense of entitlement, a willingness to exploit others, and envy of others; whereas, the vulnerable subtype harbors hidden grandiose expectations beneath a façade of modesty which results in anxiety, defensiveness, and oversensitivity. Both grandiose and vulnerable narcissists are characterized by difficulties in their interpersonal relationships; however, it is possible that the reasons underlying these interpersonal problems may be different for each subtype. The present study investigates the relationship between narcissistic subtypes and the sensitivity to rejection. We predicted that vulnerable narcissists would be more sensitive to rejection than grandiose narcissists. This prediction is consistent with previous findings which show that vulnerable narcissists base more of their self-esteem on meeting external contingencies (e.g., others' approval and physical appearance) than grandiose narcissists (Pickard, Clark, & Zeigler-Hill, 2006). To examine our hypothesis, data were collected from 138 undergraduate students who participated in return for partial completion of a research requirement. The results of the present study suggest that vulnerable narcissists are more sensitive to rejection than grandiose narcissists. The high levels of rejection sensitivity reported by the vulnerable narcissists may explain their tendency to experience interpersonal difficulties and avoid intimate relationships. Discussion will focus on the implications of rejection sensitivity for vulnerable narcissists.

C172

APPROACH MOTIVATED POSITIVE AFFECT CAUSES ATTENTIONAL NARROWING

Philip Gable, Eddie Harmon-Jones; Texas A&M University – Recently, much work has focused on the cognitive and attentional consequences of positive affect. This work manipulated positive affect that was likely low in approach motivation. These previous studies found that positive affect broadened attention. In contrast, we predicted that positive affect high in approach motivation would narrow attention. Feelings of approach positive affect often occur during goal pursuit. A narrowing of attention may occur in such states, to facilitate goal-directed behavior. Three studies examined the attentional consequences of an approach motivated positive affect state on attention. Participants viewed approach-motivating pictures (in Study 1, attractive desserts; in Study 2, cute animals) and neutral pictures. Participants reported feeling more approach motivation and positive affect while viewing the approach-motivating pictures as compared to the neutral pictures. Consistent with predictions, participants showed more local than global attentional focus after viewing approach-motivating pictures as compared to neutral pictures. Study 3 used a between-subjects design, where affect was manipulated using the attractive dessert pictures and neutral pictures and approach motivation was manipulated through the expectancy to obtain the items. More local than global focus was found for participants who viewed the approach-motivating pictures and had the expectancy to obtain the items as compared to other participant

groups. The results indicate that high approach motivated positive affect causes a narrowing of attentional focus, in contrast to the broadening of attentional focus that has been found with low approach motivated positive affect.

C173

LET'S GET IT WRONG - EMOTIONS AND PERCEIVED EMOTIONS IN THE MAINTENANCE OF UNWANTED RELATIONSHIPS Verena Graupmann¹, Ralph Erber²; ¹University of Sussex, ²DePaul University – Unwanted relationships are bilateral relationships that are being maintained although only one of the partners – the aspiring lover – has a romantic interest in the other, while the other partner – the reluctant lover – maintains the relationship for other reasons (e.g. self enhancement, guilt). Ways of thinking and emotions that had emerged in a previous qualitative study on unwanted relationships were investigated in a questionnaire study (N=226) to further understand the mechanisms that lead to the continuation of such a relationship. Participants evaluated a recent episode of being either an aspiring or reluctant lover in an unwanted relationship. Their own emotions during the episode as well as their perceptions of their counterpart's emotions (i.e. either the reluctant or aspiring lover's emotions) were assessed in the questionnaire, as well as the duration of and the satisfaction with the unwanted relationship experience. Results indicate agreement from both perspectives on the notion that aspiring lovers experience more hope, while reluctant lovers experience more guilt during an unwanted relationship. Aspiring and reluctant lovers reported experiences of positive and negative emotion to equal extents for themselves, however there are differences in the perception of positive and negative emotions in the other person. Furthermore the results show that feelings of responsibility in the reluctant lover and the perception of negative emotion in the aspiring lover are predictors for the duration of the unwanted relationship. An integration of the findings towards understanding the mutual interdependence in and maintenance of unwanted relationships is put forward.

C174

COGNITIVE AND BEHAVIORAL STRATEGIES FOR PROMOTING POSITIVE AFFECT IN EVERYDAY LIFE Kimberly Angelo, Sanjay Srivastava; University of Oregon – The consistent experience of positive affect has been linked to a number of benefits, leading to calls for research on how positive affect is regulated (e.g., Fredrickson, 1998). Past research has focused on the regulation of positive affect in the context of repairing negative affect, while fewer studies have explored the behaviors by which people seek to induce positive feelings directly. We investigated the behavioral and cognitive strategies individuals use to create positive affect, with no reference to repair. A preliminary study accumulated a list of strategies via free responses to the question “how do you create positive emotions?” This list was augmented by strategies described in the affect regulation, coping, and well-being literature to produce a total of 76 items. Participants (N = 271) rated how often they engage in each behavior specifically for the purpose of creating positive emotions, and then completed a battery of questionnaires to measure personality differences, emotional experience, and affect regulation strategies. Principal components analysis revealed seven strategies: social behavior, goal-directed behavior, solitary relaxation, comfort behavior (e.g., buying something), exuberance (e.g., trying something new), and spirituality, as well as avoidance of negative stimuli. These factors related differentially to positive and negative affect scales, savoring tendencies, and emotional creativity, as well as the repair, attention, and clarity dimensions of Salovey et al.'s (1995) Trait Meta-Mood Scale. Positive affect was most closely related to social and goal-directed behavior, while comfort behavior was associated with negative (but not positive) affect.

C175

SCIENTISTS' BIASED PERCEPTIONS OF OTHERS' BELIEFS: THE CASE OF NATURE VS. NURTURE Jennifer Bumgarner, Duoc Nguyen, Helen Harton; University of Northern Iowa – Scientists have long debated over the extent to which nature vs. nurture causes human behavior. It now seems clear that at least most behaviors are caused by both (e.g., see Lyubomirsky, Sheldon, & Schkade, 2005; Miles, Silberg, Pickens, & Eaves, 2005). National polls of the American public show that they too realize this (e.g., US News, 1997). Scientists may still perceive the public to be biased against their views, however, due to a form of the “hostile media phenomenon” (Dursun & Matheson, 2001; Lepper, Ross, & Vallone, 1985). College students and random selected community members rated the extent to which they believed particular behaviors were due to biology and environment. Randomly selected Association for Psychological Science (APS) members rated their own as well as their perceptions of others' beliefs about the causes of behavior. Students and community members attributed mental illness and intelligence more to biological causes, and religious behavior and happiness more to environmental causes, but overall they perceived behaviors to be about equally influenced by both. Not surprisingly, biological psychologists rated behaviors as caused by biological factors to a greater extent than social/cultural psychologists. Both biological and social/cultural psychologists, however, believed that the American public's beliefs leaned toward the “opposite” side, supporting our hypothesis. Scientists may show the same tendency as other humans to perceive others as biased against their beliefs on personally important issues. These incorrect perceptions of others' beliefs may affect scientists' research, teaching style, and approach in presenting their information to others.

C176

CAUSAL UNCERTAINTY, GOAL CONFLICT AND STEREOTYPE USE Jessica Gonzalez, Gifford Weary, H. Anna Han; The Ohio State University – Previous research has demonstrated that individuals chronically high in Causal Uncertainty (CU; i.e., who have uncertain beliefs about their ability to detect and understand causal forces underlying behaviors) are motivated to engage in careful information processing so as to increase their subjective sense of accurate understanding. This processing strategy results in high CU perceivers not stereotyping when making judgments about another's behavior; low CU individuals have no such stereotype-avoidance strategy (Weary, Jacobson, Edwards, & Tobin, 2001). Other research has demonstrated that high CU perceivers' strategy persists in the presence of an incompatible temporary goal, and when cognitive resources are low (Tobin, Weary, Han, & Brunner, 2006). The current study combined these two ideas and investigated whether instructions to avoid making stereotypic judgments would ironically result in stereotype-consistent judgments (c.f., Wegner, 1994) among high and low CU perceivers, and whether availability of cognitive resources played a role. Participants were instructed to avoid bias and read a case involving an academic misbehavior incident; half were under cognitive load. As predicted, high CU participants ironically made stereotype-consistent judgments regardless of load. Low CU individuals were expected to avoid stereotyping when not under load, but they avoided stereotyping in both load conditions. Activation of the avoid bias goal moderated stereotype use. High CU participants who tried to avoid bias stereotyped, whereas those without the goal did not. Low CU participants with the avoid bias goal overcorrected, whereas those without the goal stereotyped. Implications of these results for the underlying process are discussed.

C177

DIFFERENTIATING FEAR OF STRANGER RAPE FROM FEAR OF ACQUAINTANCE RAPE IN THE PREDICTION OF ADOPTING RESTRICTIVE BEHAVIORS TO PREVENT RAPE Ashley Gulden¹, Dorothee Dietrich²; ¹Saint Mary's University of Minnesota, ²Hamline Univer-

sity—Fear of stranger rape is widespread despite evidence that women are more likely to be victimized by acquaintances. Fear of rape may lead to precautionary behaviors such as carrying mace (Gordon & Riger, 1991) or restricting one's behavior in the hope of preventing victimization. The focus of this study is to investigate the degree to which fear of stranger rape, fear of acquaintance rape and anxiety predict whether or not restrictive behaviors are adopted. In an effort to differentiate stranger from acquaintance rape fear, items from an existing rape fear scale were administered along with items generated to assess fear of acquaintance rape. Participants (N = 212) also completed the Beck's Anxiety Scale and items assessing self-imposed behavior restrictions to avoid rape. Principal components factor analysis was used to arrive at items loading on two separate constructs (stranger versus acquaintance rape fear). The final stranger rape scale had 16 items (Cronbach's alpha = .85) and the acquaintance rape fear scale was composed of 8 items (Cronbach's alpha = .70). The average fear of stranger rape and fear of acquaintance rape scores and average general anxiety scores were then used in a logistic regression to determine the degree to which each statistically predicts adopting restrictive behaviors. The forward logistic regression showed that only fear of stranger rape was statistically reliable in distinguishing between those restricting their own behavior from those reporting not restricting behavior with $\chi^2(1) = 50.65, p = .001$, and $\text{Exp}(B) = 5.73$.

C178

DOES FORGIVENESS PROVIDE A SENSE OF CLOSURE? *Denise Beike, Laura Adams; University of Arkansas*—Previous research suggests that forgiveness can be beneficial for health and adjustment. Two studies tested whether forgiveness may also provide a satisfying sense of closure on a hurtful interpersonal experience. In a preliminary study 476 participants indicated the most stressful event they had experienced in the previous 30 days. Among the 110 participants who chose an interpersonal stressor, those who indicated they had forgiven the other for the incident reported a significantly greater degree of closure on the stressor than those who indicated they had not forgiven. In an experimental study 79 participants reported a recent time they had been unfairly hurt by another. They were then randomly assigned to write about their daily activities (control condition), or to write an imaginary letter of forgiveness to the person who had hurt them. Half of the forgiveness letter participants were asked to focus on the benefits of forgiveness for the self and to explicitly state that they intended to forgive the offender (decision-based forgiveness; Baskin & Enright, 2004). The other half were asked to empathize with the offender and to focus on the benefits of forgiveness for the offender (empathy-based forgiveness; McCullough, 2001). Although there were no effects on reported forgiveness for the offense, writing a decision-based letter of forgiveness significantly increased participants' sense of closure on the offense relative to the control condition. The mere intention to forgive may therefore provide a way to move forward after being hurt.

C179

AN INVESTIGATION INTO THE LONGITUDINAL RELIABILITY AND VALIDITY OF THE 10-ITEM PERSONALITY INVENTORY *Amanda Vicary, R. Chris Fraley; University of Illinois at Urbana-Champaign*—The 10-Item Personality Inventory (TIPI) was created to meet the needs of researchers who wanted to assess personality but did not have the luxury of employing more lengthy personality inventories in their surveys. The TIPI attempts to measure the Big Five facets of personality by using only one item to represent each pole of the five dimensions. Although previous research has been conducted to examine the validity and reliability of the TIPI, little longitudinal research exists to address these issues. The objective of this research was to extend the previous research on the TIPI by using a sample of 400 participants who completed the TIPI, along with other personality measures including the Big Five Inventory (BFI), once a week for a year. The convergent and discriminant validity, as well as the test-rest reliability, of the scale was evaluated by comparing the TIPI to the 44-item BFI. Additionally, we correlated the

TIPI and the BFI to a variety of other constructs, including those that assessed health, attachment, depression, and relationship investment and satisfaction. Results indicate that the TIPI reaches adequate levels in validity and reliability when compared to the BFI. Additionally, both the TIPI and the BFI predicted similar patterns of correlations to the above constructs, although the BFI correlations were generally stronger.

C180

TERROR MANAGEMENT AND MUSIC APPRECIATION: A CULTURAL-EXISTENTIAL APPROACH TO STUDYING FRENCH CULTURE *Mike Friedman; University of Clermont-Ferrand, Texas A&M University*—Terror Management Theory (TMT; e.g. Greenberg, Solomon, & Pyszczynski, 1997) posits that culture is a human construction created (in part) to assuage fears about mortality. The present work merges the TMT perspective with a cultural psychological approach (e.g. Shweder, 1990) to studying the French culture. The goal of the current study was to determine whether mortality salience (MS) would increase aesthetic evaluations of cultural artistic products, especially for more conservative persons. Specifically, we examined evaluations of native "variété française" music (French language pop music) vs. American country music among French individuals. Participants (French university students in France) were exposed to a control or MS manipulation, after which they listened to and rated passages from four songs; two French pop songs and two American country songs. Song passages were matched for length, gender of the singers, key (major vs. minor), structure (one verse followed by one chorus), release date, and tempo. French songs contained traditional French instruments (e.g. accordion) while American songs contained traditional American instruments (e.g. fiddle). Following the musical evaluations, participants completed a measure of right-wing authoritarianism (RWA). Based on TMT research detailing more extreme reactions to MS manipulations among conservatives (e.g. Pyszczynski et al., 2006), we hypothesized that MS would increase preference for the French music, especially among more conservative individuals. A condition by RWA interaction revealed precisely this pattern of results. The discussion lays out a cultural-existential approach to understanding "l'exception culturelle française:" French laws that aid and mandate distribution of French artistic cultural products.

C181

THE EFFECTS OF COMMUNICATOR HUMILITY AND ARROGANCE ON PERSUASION *David J. Y. Combs, Richard H. Smith; University of Kentucky*—Research within the Elaboration Likelihood Model (ELM) framework shows that affect can have an important influence on persuasion. Much of this research has focused upon affect that occurs as result of sources unrelated to the persuasion context (i.e. irrelevant affect). This study examined the effects of affect elicited by characteristics of the message source. Undergraduate participants read a newsletter advocating senior comprehensive exams. In addition to varying argument quality and involvement, we elicited variations in affect by altering the persuasive style of the communicator: Either arrogant, humble, or neutral. Our main expectation was that participants in arrogant communicator conditions, because of the anger arrogance would produce, would resist persuasion. We expected this pattern even when involvement was high and argument quality was strong, conditions that usually facilitate persuasion. In contrast, we expected participants in humble and neutral communicator conditions to show the greatest influence when involvement was high and when argument were strong, mediated at least in part by the positive affect generated by the communicator. Results partially supported our expectations. Participants exposed to the arrogant communicator resisted persuasion regardless of involvement and argument quality, and anger played a role in explaining this pattern. However, results for participants exposed to the humble communicator were complex in unanticipated ways. Participants showed surprisingly negative reactions to the humble communicator, leading to a general resistance to persuasion.

C182

THE INFLUENCE OF UNANTICIPATED COMPENSATION ON EXPECTATIONS OF INTERGROUP INTERACTIONS

Robyn Mallett, Timothy Wilson; The University of Virginia – The appropriateness of funding organizations that serve few students, such as the Black Student Association, is questioned by college newspaper editorialists. A White student who anticipates discussing the allocation of funds with a Black student might expect the interaction to be awkward and stressful. However, in order to get along, both students may compensate during the interaction by searching for common ground and engaging in friendly behavior, causing the interaction to go well. We tested whether negative expectations of intergroup contact are, in part, driven by underestimation of the influence of compensation on one's own and a partner's behavior. To test this idea, White ($n = 43$) and Black ($n = 43$) students discussed how the university should split funding either between a predominately Black versus a predominately White organization (race-relevant condition) or between an organization that served few versus many students (non race-relevant condition). Half of the participants (forecasters) were then randomly assigned to predict how they would feel during their upcoming conversation. The other half (experiencers) skipped the forecast, engaged in the conversation, and reported how they felt. For White participants, there was a significant interaction, $F(1, 37) = 4.11, p = .05$. Whites' actual experiences did not differ by condition. Importantly, consistent with a failure to anticipate compensation, their forecasts were more negative in the race-relevant condition than in the non race-relevant condition. Interestingly, Black participants anticipated the positive effects of compensation. Results suggest that drawing Whites' attention to compensation may improve overly negative intergroup expectations.

C183

SEX DIFFERENCES IN PERCEPTIONS OF FEMALE IMAGES AS A FUNCTION OF WAIST-TO-HIPS RATIO

Daniel Rempala¹, Bradley Okdie², David Oberleitner³; ¹University of Hawaii at Manoa, ²University of Alabama, ³Wayne State University – This study examined sex differences in the effect of waist-to-hips ratio (WHR) on perceptions of attractiveness. For women, a WHR of approximately .70 is considered ideal for health and fertility, and previous research has shown that participants perceive images with this WHR as more attractive (Singh, 1993; Singh & Young, 1994; Streeter & McBurney, 2003). A sex difference has yet to be found in perceptions of attractiveness. Thirty-one male and thirty-four female participants examined a series of slides with two images per slide. Each image was a frontal view of a woman in a bathing suit. On each slide, one of the women had a WHR between .70 and .71, while the other image had a WHR of .73 to .74. Previous research has only compared larger increments (e.g., .60 vs. .70 vs. .80). Half of the images came from Men's Interest magazines and half came from Women's Health magazines, the women in both images had comparable Body Mass Indexes, and their faces were not visible. Compared to female participants, male participants found the low WHR images significantly more attractive ($p < .05$). In addition, when asked which of all the images was least healthy, female participants were significantly more likely to choose one of the high WHR images ($p < .10$). Thus, while both sexes might be equally sensitive to incremental changes in WHR, the motivated cognition may be different, with males looking for indicators of attractiveness and females looking for indicators of health.

C184

SHIFTING STANDARDS IN MAKING AND INTERPRETING SUBJECTIVE JUDGMENTS: THE SUBTLE INFLUENCE OF STEREOTYPES

Elizabeth Collins¹, Monica Biernat², Scott Eidelman³; ¹Indiana University, ²University of Kansas, ³University of Maine – Two studies examined how people communicate and interpret impressions of a stereotyped group member, using a one-step serial reproduction chain. We examined how stereotype-relevant judgments about a target were conveyed

through subjective language and then "decoded" by others. We predicted that "Communicators" exposed to objective information (an academic record) about an African American would indicate more positive subjective impressions (through 1 to 7 Likert-type scales and, in Study 2, a free response passage) than would those rating a European American because of stereotype-based shifting standards about academic performance (Biernat & Manis, 1994). We also predicted that those translating subjective information back into objective information ("Interpreters") would also make stereotype-based standard shifts, and therefore estimate the positive subjective terms to mean something less objectively positive for the African American than European American target. Study 1 found the predicted Participant Type (Communicator vs Interpreter) \times Target Race (African American vs European American) interaction, $F(1, 74) = 3.98, p < .05$, particularly when the given objective information was mediocre, $F(1, 74) = 6.12, p < .05$ and thus ambiguous, rather than of high quality, $F < 1$. Study 2 showed the same overall effect, $F(2, 160) = 2.79, p < .07$, but only when participants were motivated to be accurate because they were communicating, $F(2, 160) = 3.83, p < .05$ (not when giving their impressions, $F < 1$). Implications regarding the use and ubiquity of culturally shared stereotypes in communication are discussed.

C185

ON THE FUNCTION OF CONSCIOUSNESS: THE SUBJECTIVE CONSEQUENCES OF PRIMING CONFLICTING ACTIONS.

Ezequiel Morsella, Mikaela Honhonga, John Bargh; Yale University – The interplay between the nonconscious phenomena (e.g., behavioral priming) and subjective phenomena (e.g., urges) associated with self-control remains elusive. For example, why do people subjectively experience some nervous system conflicts but not others? One hypothesis is that people become conscious only of conflicts involving competition for (specifically) skeletal-muscle control, because incompatible skeletomotor inclinations (e.g., to point both left and right, or to eat and not eat) trigger automatic, salient changes in subjective experience. This view stems from a theory proposing that the primary function of consciousness is to integrate conflicting skeletomotor inclinations. However, it has never been demonstrated that systematic changes in subjective experience can be produced merely by activating (priming) action plans that interfere with one another. Moreover, traditional neuroimaging, response time, or self-report methods cannot address the issue. Hence, we developed a paradigm in which participants first introspected conflict-related aspects of cognition during a special, training response-interference task; and then introspected the same "thing" while performing various interference tasks. We demonstrated for the first time that, consistent with theory, stronger subjective effects were associated with interference at the response-selection level than at other levels of processing (e.g., perceptual or semantic levels). Consistent with classic social psychology research, few participants discerned the source of these subjective effects. These findings illuminate aspects of the mystery of consciousness and the role of conflicting intentions in mental strife and failures of self-control.

C186

LOVE AT FIRST SNIFF: TESTOSTERONE AND OLFACTORY CUES OF ATTRACTION

Kelly Gildersleeve, Marc B. Setterlund; Alma College – Recent empirical findings challenge the longstanding assumption that human ovulation is concealed and support the potential role of olfaction in human reproductive behavior. Evidence suggests that some men prefer the scent of fertile women to the scent of women using oral contraceptives and women who are in less fertile phases of the menstrual cycle. Other studies suggest that both human and nonhuman primate males experience a reduction in their olfactory capacity to discriminate between fertile and infertile females when under the influence of testosterone. Additionally, ovulating women demonstrate a preference for men with masculine facial features evincing higher

testosterone and immunocompetence. Forty-nine men rated the pleasantness, sexiness, and intensity of the scent of t-shirts worn for two nights by seven women who were not using oral contraceptives. Photographs of the men's faces were used to measure jaw prominence as an index of facial masculinity. The analysis revealed that the men rated t-shirt odor more positively if the woman was likely to be near ovulation. Men with smaller jaws rated the shirts as more pleasant smelling, but this did not interact with nearness to ovulation. Although the former of these findings supports previous evidence, the latter contradicts our hypothesis that lower-testosterone, less attractively perceived men might have a compensatory advantage of a more discriminative preference for fertile women. The findings of this study raise new questions regarding the relationship between testosterone, olfaction, and human mate selection.

C187

MOTIVATIONAL PRIMACY AMONG THE INDIVIDUAL, RELATIONAL, AND COLLECTIVE SELVES Erin M. O'Mara¹, Lowell Gaertne¹, Heidi A. Wayment²; ¹University of Tennessee, ²Northern Arizona University – Research reveals the motivational primacy of the individual self (i.e., self as unique agent) over the collective self (i.e., self as group member), such that threat and enhancement elicit stronger reactions when directed to the individual than collective self (Gaertner, Sedikides, Vevea, & Iuzzini, 2002). The current research examined the positioning of the relational self (i.e., self as dyadic member) along this motivational hierarchy. Borrowing from research indicating a pervasive tendency to avoid threatening information, we examined whether persons are less willing to consider a threatening event as befalling their individual, relational, or collective self. We maximized the salience of a given self by having participants describe (a) themselves as a unique individual, (b) their most important ingroup, or (c) their most important dyadic relationship. Participants read an essay describing the difficulty suffered by a recent graduate of finding meaningful employment and subsequently wrote how that difficulty could befall (a) themselves (i.e., individual self), (b) another member of their most important ingroup (i.e., collective self), or (c) the partner of their most important dyad. Blind judges coded whether participants described how the event could befall the targeted self. Participants were more likely to describe how the negative event could befall the collective self than either their individual or relational self, and participants were equally unlikely to consider how the event could befall the latter two selves. These data suggest that the individual and relational selves share a similarly privileged motivational status above the collective self.

C188

UNCERTAINTY AND IMPLICIT STEREOTYPING: THE EFFECTS OF CAUSAL UNCERTAINTY INDUCTION AND PERSONAL NEED FOR STRUCTURE ON STEREOTYPE EXPLANATORY BIAS Aaron Wichman, Philip Mazzocco, Gifford Weary; *The Ohio State University* – Recent work (e.g. van den Bos et al., 2005) has shown that feelings of uncertainty can prompt worldview defense. We investigated the relationship between uncertainty and Personal Need for Structure (PNS) in relationship to implicit stereotyping. Previous research shows that PNS is associated with stereotyping, and has suggested that high levels of PNS might predict greater reactivity to structure-interrupting events (Neuberg & Newsom, 1993). Participants in our study were 52 white college participants. After first completing the Personal Need for Structure (PNS) scale, half of the participants were primed to be causally uncertain (Weary & Edwards, 1996). The key dependent measure of black target stereotyping was a variant of Sekaquaptewa et al.'s (2003) stereotype explanatory bias task—a measure of implicit stereotyping. In the control condition (no uncertainty priming), there was no relationship between PNS and implicit stereotyping. However, in the causal uncertainty condition, PNS was positively related to stereotyping. For participants high in PNS, there was significantly more stereotyping in the

causal uncertainty than in the control condition. This work adds to a growing body of literature (c.f. Heine, Proulx, & Vohs, 2006) demonstrating that uncertainty can function as a potent self-threat leading to fluid compensation processes such as implicit stereotyping.

C189

THE EFFECT OF MOTIVATION TO AFFILIATE IN PERCEIVING PHYSICAL HUMAN BEAUTY Jo Sasota¹, Margaret Shih²; ¹The Ohio State University, ²The University of Michigan – Past studies have shown, to reduce dissonance, everyone becomes more attractive as “closing time” nears. In the present studies, we explore how motivation to affiliate also increases ratings of physical attractiveness. We propose that those who have higher motivation for affiliation perceive others to be more physically attractive compared to those who have low motivation for affiliation so that others who may not otherwise possess sufficient levels of beauty may, which could lead to initial contact to them by those motivated to affiliate. We hypothesized that those who score higher on shyness and those who have smaller social networks would manifest higher motivation for affiliation, and thus, be more likely to perceive others as attractive. Male participants (Study 1, n = 85) and female participants (Study 2, n = 66) completed questionnaires assessing shyness and size of social network, and rated the physical attractiveness of either an “unattractive” or “attractive” opposite-sex stimulus. Two conditions were used since the potential to become more attractive varies. In Study 1, males with few friends rated the unattractive female to be significantly more attractive than males with many friends which implies that males extend their social network by being less discriminating on a characteristic they value -- physical beauty. Study 2 found that shy females and females with few friends amplified the beauty of an attractive male stimulus while their counterparts did not which suggests that females may define their social network by quality not quantity.

C190

SUPPRESSION GOALS AND CORRECTION FOR THE BIASING INFLUENCE OF ACCESSIBLE THOUGHTS IN SOCIAL JUDGMENTS Robert D. Mather¹, Darcy A. Reich²; ¹University of Central Oklahoma, ²Texas Tech University – Many studies have shown rebound effects, in which judgments on a second task are congruent with the thought content suppressed in an initial task. However, other research (Mather & Reich, 2006; Newman et al., 1996) has found that participants with sufficient cognitive resources in a second task formed impressions that were incongruent with the thought content they had suppressed in an initial task. These divergent findings may have occurred because participants engaged in effortful correction for the biasing influence of accessible thoughts. Similar effects typically do not occur with concentration goals. We used an instructional manipulation of motivation to test this correction explanation. Participants unscrambled sentences by omitting a word to form either a positive or negative sentence about a person. They received either a negative suppression goal (avoid negative completions), a positive concentration goal (focus on positive completions), or no goal. Participants then watched a video of a child performing a spatial ability task with instructions that either emphasized careful thought and accuracy while judging the child's ability (motivating), or simply asked participants to form an impression of the child's ability (nonmotivating). Participants who pursued a negative suppression goal in the first task judged the child's performance as more successful in the second task than did positive concentration participants, but only in the motivating condition. Findings suggest that effortful correction for the biasing influence of negative accessible thoughts occurred when participants followed suppression goals. The findings have implications for the conditions under which rebound versus correction effects should occur.

C191**CHALLENGE AND CLOSURE: THE STRUCTURE OF EVERYDAY DECISIONS**

Adam D. I. Kramer, Sara D. Hodges; University of Oregon – We present a factor structure that can be used to describe how people characterize everyday decisions, e.g., decisions about whether to accept a date, what to eat for dinner, or where to go on vacation. In three studies (total n=892), participants were asked to retrieve four different decisions from their own experience: important, difficult, and bad decisions, and the most recent decision they had made. Participants briefly described these decisions and then rated them on a wide range of characteristics, such as the decisions' potential for positive outcomes, whether the decisions could be avoided, how much control they perceived over the decisions, and whether the options were similar to each other. Analysis of these characteristics revealed that two primary factors underlie people's perceptions of their decisions: challenge and closure. Challenging decisions are not easy to make, and relevant to the decision-maker. High-closure decisions provide the decision-maker with a sense of closure; they are decisions that are evaluable soon after being made over which people believe they have control. Closure characteristics further split into two separate factors: one regarding qualities of the options (for instance, how much information decision-makers had about their options, or whether a single "right choice" existed), and one regarding qualities of the decision-making process (for instance, whether they felt like they had control over the process, and their satisfaction with the process itself). This same structure replicated across several data sets and additional decision types, providing a framework for comparing decisions across a variety of contexts.

FRIDAY, JANUARY 26, 12:30 - 2:00 PM

Poster Session D

D1

WHY ME?: THE NEGATIVE EFFECTS OF VICTIMIZATION ON PERCEIVED SOCIAL REJECTION

Rebecca Robinson, Amy Waldrip, Lauri Jensen-Campbell; University of Texas at Arlington – Researchers have long argued that all humans have a fundamental need to belong (Baumeister & Leary, 1995). Given the importance of interpersonal relationships, an important empirical question involves how peer victimization influences reactions to social pain. We hypothesized that adults who report experiencing chronic peer victimization will be more sensitive to in vivo ostracism. College students (N = 96) completed questionnaires about themselves, which included the CSEQ that assessed current peer victimization. One week later, participants were randomly assigned to either be included or excluded while playing Cyberball (Williams, Cheung, & Choi, 2000). Participants completed measures of mood, self-esteem, need-to-belong, anxiety, and dread of future interactions. Participants then had a face-to-face 6-minute unstructured dyadic interaction with one of the “other participants” (confederate). The participant then provided their perceptions of the interaction. Using MMR, we found that persons who were excluded reported poorer moods, lower self-esteem, greater need-to-belong, and more anxiety. Victimized females reported feeling worse when excluded than did non-victimized females. Excluded victimized males reported being angrier than did nonvictimized males. When “included”, victimized persons reported lower meaningful existence, less acceptance, and less liking for their partner than did nonvictimized persons. Regardless of condition, victimized persons also reported lower self-esteem, more anxiety, and greater dread of future interactions prior to the dyadic interaction. They also reported feeling more patronized and frustrated than non-victimized participants after the dyadic interaction. Discussion will focus on why chronic victimization may influence reactions to perceived social slights, especially when being supposedly included.

D2

FORGIVENESS AND THE APPRAISAL-COPING PROCESS IN RESPONSE TO RELATIONSHIP CONFLICTS: IMPLICATIONS FOR WELL-BEING

Renate Ysseldyk, Kimberly Matheson, Hymie Anisman; Carleton University – Forgiveness appears to buffer against the negative impacts of relationship stressors; however, the function served by forgiveness may vary for conflicts in an ongoing relationship versus conflicts involving a break-up. The present investigation assessed the appraisal-coping mechanisms that might underlie the relation between forgiveness and depressive affect in these two types of situations. Undergraduate students (35 men, 64 women) completed measures assessing forgiveness, appraisals and coping strategies in response to the transgression, and depressive affect. Regression analyses revealed that forgiveness was associated with lower depressive affect, and this did not vary as a function of whether the relationship was ongoing or had been terminated. However, those who reported a conflict within an ongoing relationship were more forgiving of their partners than those responding to relationship dissolution. Moreover, the relations between forgiveness and coping varied as a function of the individual's role in the break-up; among those who did not initiate their relationship dissolution, withholding forgiveness was associated with appraisals of emotion-approach coping being more effective, and with a greater likelihood of endorsing such a coping strategy. Although the forgiveness and well-being relation appeared to be robust, it seems that the processes associated with forgiveness varied depending on the conflict situation,

and the individual's role in the conflict. In such emotionally-charged situations, those who were especially hurt by their partner's choice to terminate the relationship seemed to be less willing to forgive, which might have enabled emotionally-expressive techniques in an attempt to come to terms with their feelings.

D3

THE PERSON OR THE SITUATION? PREDICTING BEHAVIORS IN AN INTERPERSONAL INTERACTION

Camille Barnes, Sara Lowmaster, Patrick M. Markey; Villanova University – The current study examined the importance of both an individual's general interpersonal style (i.e., personality) and the behavior of an interaction partner (i.e., the interpersonal situation) on the behavior expressed during a dyadic interaction. Thirty-three female dyads (n = 66) completed a measure designed to assess their interpersonal style using the Interpersonal Circumplex (IPC) dimensions of dominance and warmth. Dyads then participated in a 12-minute unstructured videotaped interaction. These videos were then rated by three judges in order to code each interaction partner and each participant's behavior using the IPC dimensions of dominance and warmth. Multiple regression analyses were conducted utilizing one's interpersonal style and their interaction partner's behavior as predictors of one's own warm and dominant behavior. Results suggested that one's behavioral warmth was not predicted by either their interpersonal style or their partner's interpersonal behavior. However, dominant behavior in an interaction was strongly related one's interpersonal style (i.e., dominate individuals tended to act in a dominant manner) and, consistent with the notion of complementarity, was negatively related to their interaction partner's dominant behavior (i.e., a dominate interaction partner encouraged participants to act in a submissive manner and vice-a-versa). Results are discussed in terms of their contribution to research examining influences on behavior in interpersonal situations, as well as complementarity research.

D4

USING MULTI-LEVEL MODELING TO EXAMINE COMPLEMENTARITY

Sara Lowmaster, Lindsay Rice, John Phebus, Patrick M. Markey; Villanova University – The principle of complementarity asserts that one's behavior elicits or constrains, in a probabilistic manner, the behaviors of those with whom he or she interacts. Specifically, this principle asserts that the behaviors of interaction partners tend to complement each other by encouraging individuals to act opposite in terms of dominance and similar in terms of warmth. Therefore, when examining complementarity one is examining behaviors that are nested within individuals who are nested within dyadic interaction. This nesting of behaviors in datasets complicates analyses because the observations are not independent of one another. The current study demonstrates how multi-level modeling (MLM) can be used to examine complementarity. Thirty-three female dyads (i.e., n = 66) were videotaped interacting in an unstructured situation. For each participant, 100 behavioral units were coded in terms of their warmth and dominance by three judges (i.e., a total of 6,600 behavioral units were coded). By using MLM complementarity was examined at the behavioral and individual levels. Results indicated that for both warmth and dominance participants tended to change their behaviors in a complementary manner. Specifically, an interaction partner's warm behavior elicited a partner's warm response and a dominant behavior elicited a submissive response.

D5

RACING TO HELP: BIAS IN HELPING AS A FUNCTION OF EMERGENCY LEVEL AND RACE OF VICTIM

Jonathan Kunstman, Ashby Plant; Florida State University—Recent responses to national and international disasters (e.g., Hurricane Katrina, Indonesian Tsunami) raise questions about biases among White people in helping victims of color (Dyson, 2006). Recent meta-analytic work (Saucier, Miller, & Doucet, 2005) lends further credence to these arguments as it suggests that White people are less likely to help Black victims than White victims and this racial bias increases with the severity of the emergency. The present research aims to directly test, in an experimental study, whether such an interaction between race and emergency level exists and uncover its potential causes. One hundred and sixteen White participants witnessed a Black or White victim fall over on what they believed was closed-circuit TV (actually a videotape). The fall was designed to be either a high or low level emergency. Whether or not participants helped and their speed to help was recorded. Results confirm Saucier and colleagues (2005) findings. As the level of emergency increased, the likelihood of a Black victim receiving help relative to a White victim decreased. Additional analyses revealed that anxiety influenced helping White and Black victims in unique ways. Although high levels of anxiety fueled helping White victims, high levels of anxiety were associated with failure to help Black victims, particularly in the high emergency condition. The current findings indicate that although racial helping biases exist, they are not the simple product of disinterest or malevolence toward the victim but likely reflect the misattribution of anxiety. Implications for interventions are also discussed.

D6

INFLUENCE OF PERSON-FOCUSED, PROCESS-FOCUSED AND NO ATTRIBUTIONAL FEEDBACK ON CHILDREN'S PROSOCIAL BEHAVIOR

Julie C. Dunsmore, Pa Her, Sheena Horsford, Holland Omar, Marie B. Perez-Rivera; Virginia Tech—Research demonstrates that children who receive person-focused feedback about achievement (e.g., praise for intelligence) more often become discouraged and perform worse when facing more difficult tasks, whereas children who receive process-focused feedback (e.g., praise for effort) more often persist and perform better when facing more difficult tasks. Attributional feedback may operate differently for prosocial behavior than for achievement. Indeed, early research examining how types of attributional feedback influence children's prosocial behavior showed no detrimental effects of person-focused feedback (Eisenberg et al., 1987; Grusec & Redler, 1980). We investigated influences of parent-given and experimenter-given feedback on children's prosocial behavior in a 2-year longitudinal study. In Year 1, parents of 42 pre-Kindergarten and 30 3rd grade children (53% girls) rated their likely responses to their child's prosocial and lack of prosocial behavior. In Year 2, children's prosocial behavior was observed before and after experimenter-given person-focused, process-focused, or no attributional feedback. For both age groups, parents' report of no feedback for children's prosocial behavior in Year 1 predicted children's greater prosocial behavior throughout the session in Year 2. For older children, parents' report of no feedback for children's lack of prosocial behavior in Year 1 predicted greater prosocial behavior following experimenter feedback in Year 2. For older children, prosocial behavior decreased following experimenter-given process-focused feedback, remained stable following person-focused feedback, and increased following no feedback. Results corroborate domain-specific effects of person-focused feedback, suggest the importance of absence of adult feedback for children's prosocial behavior, and highlight developmental processes in responses to attributional feedback.

D7

THE EFFECT OF STEREOTYPIC GENDER ROLE EXPECTATIONS ON BLAMING THE VICTIM

Nicole M. Capazza, Ximena B. Arriaga;

Purdue University—Previous research has shown that women generally are expected to act in a communal manner – showing warmth and caring and not acting aggressively. We examined perceptions of women who were victims of intimate partner aggression, varying whether their actions were consistent or run counter to stereotypes about women. We hypothesized that women who act in counterstereotypic ways are more likely to be perceived negatively and blamed for their partner's aggression. 359 participants were randomly assigned to read one version of a married couple's conflict. The versions varied in three between-subjects variables: the perpetrator's level of psychological abuse (absent, low, high), the victim's level of psychological abuse (absent or low), and the victim's occupation (housewife, lawyer, none). Participants then rated each couple member's behavior in terms of acceptability, negativity, blameworthiness, as well as each couple member's competence and warmth. As might be expected, the victim's behavior was rated as more unexpected when she was portrayed in counterstereotypic ways (when she was a lawyer or was aggressive). As hypothesized, the victim's behavior was also perceived to be more unacceptable, negative, and blameworthy when she was portrayed in counterstereotypic ways. Consistent with shifts in expectations for certain types of women (Fiske et al., 2002), the lawyer victim was rated as more competent but less warm than the housewife victim. These findings provide novel evidence that people are more likely to blame the victim when her behavior is unexpected and does not conform to stereotypic expectations.

D8

NOT ALL CONSERVATIVES ARE STUPID: ANOTHER LOOK AT POLITICAL SOPHISTICATION

Vani Murugesan; University of California, Los Angeles—Previous research in political psychology has presented conflicting results on the relationship between ideology and political sophistication. Sidanius's (1988) Context Theory suggests a U-shaped relationship, with the most sophisticated at the far right and far left. Central to this argument is the idea that radicals are confronted by a majority that disagrees with them, which leads to further information searches to bolster their opinions. Tetlock's (1986) Value Pluralism Theory makes the opposite prediction, finding the most sophisticated to be political moderates. According to this theory, moderates have the greatest number of values in conflict, and must engage in the sort of complex trade-off reasoning indicative of sophistication. This study is an attempt to reconcile these opposing views. College students were surveyed on their general and specific ideologies, and given both a political knowledge and prediction test. Intolerance of Ambiguity and Need for Cognition were also given for convergent validity. A U-shaped pattern was found in the relationship between ideology and constraint (as measured by alpha reliability), with the most radical subjects having the highest constraint. The same relationship is found between ideology and Tolerance of Ambiguity. However, the results of the knowledge and prediction test were inconclusive, potentially because of the constraint of a psychology subject pool which over-represents above-average students and liberals. A current follow-up study is expanding this research to a more diverse population and will explore how reliance on affect in making political opinions increases as sophistication decreases.

D9

FLEXIBILITY IN AUTOMATIC SOCIAL EVALUATION: INDUCED MOTIVATIONAL STATES SHIFT AUTOMATIC INTERGROUP CATEGORIZATIONS AND EVALUATIONS

Jay J. Van Bavel¹, Dominic J. Packer¹, Ashley S. Waggoner¹, William A. Cunningham²;
¹University of Toronto, ²The Ohio State University—Existing models of prejudice posit that attitudes toward group members are automatically activated in accordance with early categorical processing. We explored whether putatively stable automatic racial categorizations and biases could be motivationally modulated. In study one, we used electroencephalography (EEG) to assess automatic racial categorization

processes during different motivational states. White participants pushed or pulled a joystick while viewing Black and White faces to induce an avoidant or approach-related motivational state, respectively. We found a relative difference during early categorical processing (~100 ms). When pushing away, participants had a smaller P100 (and larger N170) waveform to Black than White faces. When pulling toward, participants showed no differences between Black and White faces. These data suggest that participants automatically categorized racial ingroup and outgroup faces differently during avoidant, but not approach-related motivational states. In study two, we used an evaluative priming technique to assess the motivational effects of group membership on automatic evaluations. Participants learned about two mixed-race groups, and those in the experimental (but not control) condition were also assigned to one of the groups. Replicating previous research, control participants automatically preferred White to Black faces. In contrast, experimental participants automatically preferred ingroup to outgroup faces, and showed significantly reduced automatic racial biases. These data suggest that automatic intergroup evaluations can be shifted in line with motivationally-relevant categorizations (e.g., current group membership), and away from contextually irrelevant racial distinctions. Taken together, these studies demonstrate the flexibility of automatic intergroup categorizations and evaluations.

D10

GENDER AND THE USE OF IDENTITY SHIFT TO COMBAT STEREOTYPE THREAT Elizabeth Hoyt¹, Suzanne Thompson²; ¹Yale University Child Study Center, ²Pomona College – This study explores the use of an adaptive defense mechanism to decrease gender gaps in standardized test performance by coping with stereotype threat—the tendency to be influenced by negative stereotypes about one’s social category (Steele, 1997). It is hypothesized that women may be under-utilizing Identity Shift as a defense mechanism when given upward in-group comparisons about an area of self-esteem for which they are less stable. Identity shift allows individuals to change focus from their inter-personal performance comparison to a more favorable inter-group performance comparison. Past evidence has shown that these effects are strongest for people low on stability of self-esteem. A 2x2x2 experiment on college students tested the independent variables of gender, stability of self-esteem, and in-group comparison (upward/downward) for a GRE-like test, against the dependent variable of academic self-esteem. In all conditions, participants were given false-feedback that they had received 75% correct on the test and were given a favorable downward comparison of that performance compared to the out-group (national sample of college students). Results showed that there was a significant interaction between gender and the upward comparison condition among low stability students. The low stability women scored lower on academic self-concept in the upward comparison condition than in the downward comparison condition, but low-stability men scored higher in the upward in-group condition than in the downward condition. Results are consistent with the hypothesis that when given upward in-group comparisons, men tend to shift to the favorable out-group comparison to maintain their self-esteem more than women.

D11

FROM SOCIAL TALK TO SOCIAL STRUCTURE: HOW DISSEMINATING EMOTIONS WITH EVERYDAY SOCIAL TALK STRUCTURES SOCIAL RELATIONSHIPS Kim Peters, Yoshihisa Kashima; University of Melbourne – Sharing stories about the individuals and groups in our social environment is everyone’s favourite pastime. We argue that this seemingly trivial social talk is not a waste of time: there is evidence that social talk disseminates emotions between people (Peters & Kashima, 2006), providing fertile ground for emotion sharing – where narrators and their audiences realise that they share an emotional response to the target of the social talk. In three studies, we seek to demonstrate that this emotion sharing can structure social relationships.

Using questionnaire measures, Studies 1 and 2 show that audiences are sensitive to the similarity of their own and the narrator’s emotional responses to the social talk (in other words, to the presence of emotion sharing), and that they feel more bonded with narrators who share their emotions (although some emotions, e.g., admiration, facilitate bonding more than others, e.g., anger, fear or disgust). Further, the kind of emotion aroused by the social talk mobilises the audience to emotionally-appropriate target-directed action, particularly in instances of emotion sharing. This suggests that emotion sharing may mobilise group action. Study 3 provides a behavioural replication of these findings: in a two-player one-shot trust game, audiences were especially likely to trust narrators who shared their emotions, and more likely to trust the targets of admiration social talk (particularly in instances of emotion sharing). Together these studies show that social talk, by facilitating emotion sharing, is able to strengthen bonds between narrators and their audiences, and mobilise them to target-directed group action.

D12

DOUBLE JEOPARDY ? DISTINCTION BY LAY PEOPLE CONCERNING SOCIAL AND LEGAL SANCTIONS IN A CRIMINAL CASE. Koichi Hioki¹, Minoru Karasawa²; ¹Kobe University, ²Nagoya University – The present study investigated the relationship between social sanctions (SS; e.g., blame, displacement) and legal sanctions (LS; e.g., paying penalty, imprisonment). Specifically, we examined how a group is evaluated when it imposes an internal SS on its member engaging in an illegal conduct. According to an economist assumption, social norms are sustained by SS and LS, and LS is assumed to supplement the lessening function of SS (Posner, 1997). Indeed, in trial systems of certain cultures (e.g., Japan) a penalty can be commuted when SS are already imposed. There is no empirical evidence, however, that lay people of law agree with the commutation by imposing SS. Ninety-six undergraduate students participated in our study and read scenarios depicting a criminal case of a corporate employee. Half of them judged a scenario of a socially sanctioned defendant (e.g., disciplinary layoff) and the other half judged a defendant who was not socially sanctioned. Participants were asked to rate (1) the amount of statutory penalty to the defendant, (2) the adequacy of SS that the company imposed, (3) the willingness to buy a product of the company. Results showed that the socially sanctioned defendant was rated as deserving less LS than the defendant without SS. The willingness to buy a product was positively correlated with perceived adequacy of the imposed SS. These results suggest that even lay people of law understands economic significance of SS and LS. Relationships among evaluations of a company and perceived intentionality and responsibility are discussed.

D13

THE MODERATING EFFECT OF MOOD REGULATION ON THE RELATIONSHIP BETWEEN MOOD AND STEREOTYPE RELIANCE Matthew Hunsinger, Linda Isbell; University of Massachusetts – Prior research demonstrates that happy individuals exhibit greater stereotype reliance compared to sad individuals. The current study explored mood regulation as a moderating variable for this relationship. The frequency with which participants regulate their mood was measured and used to create an independent variable. Participants underwent a mood induction procedure and then completed an impression formation task that involved reading about a stranger named Carol and providing evaluative and personality judgments. Stereotype reliance was measured by a higher favorability rating for Carol when she had a career associated with extraversion (saleswoman) versus introversion (librarian). Preliminary analyses revealed an interaction effect approaching significance between target profession, mood regulation, and mood. Simple effect analyses revealed one marginally significant difference – low mood regulators in the happy mood condition rated Carol more favorably when she was a saleswoman compared to when she was a librarian. This pattern of results

demonstrates a replication of the standard mood effect for low mood regulators and elimination for high mood regulators. These results suggest that individuals who frequently engage in mood regulation may not use their mood as information when engaging in unrelated tasks. The authors speculate that the mood effect was eliminated because high mood regulators may be more inclined to investigate the reasons for their affective states.

**D14
GETTING IN TOUCH WITH ONE'S FEMININE SIDE MOTIVATES
NONPREJUDICED PERSONAL STANDARDS** Jennifer J. Ratcliff,

Keith D. Markman, Stephanie Orbon, G. Daniel Lassiter; Ohio University – Research has uncovered robust gender differences in attitudes toward gay men, with females expressing less prejudice than males (Herek, 2003). Recent correlational evidence suggests that these gender differences are partially mediated by females' greater internal motivation to respond without prejudice (IM), and this greater IM derives, in part, from females' stronger endorsement of a feminine self-concept (Ratcliff, Lassiter, Markman, & Snyder, 2006). The purpose of the present research was to extend this work by demonstrating that regardless of gender, viewing the self as more feminine would lead to corresponding increases in IM. To this end, male and female participants completed scrambled sentences that either primed femininity or served as controls and then completed measures of endorsement of femininity as true of the self (femininity self-ascriptions) and IM toward gay men (IMS-G; Ratcliff et al., 2006). Consistent with predictions, those primed with femininity scored higher on both the IMS-G and the femininity self-ascription measure than did controls. Additionally, the relationship between priming condition and IMS-G was mediated by femininity scores. These results are the first to demonstrate a causal link between femininity self-ascriptions and increases in internalized egalitarian standards, and suggest that entrenched gender-role norms that prohibit boys from "acting like girls" may importantly contribute to their lower levels of IM. In sum, it is suggested that "getting in touch with one's feminine side" can have beneficial consequences.

**D15
NEW YEAR RESOLUTION SETTING AND PRE-NEW YEAR
RESPONSES: THE ROLE OF PSYCHOLOGICAL TEMPORAL
DISTANCE** Anne E. Wilson, W. Q. Elaine Perunovic; Wilfrid Laurier University

– Most people can identify domains where they would ideally like to be better than they are (Higgins, 1987). In North America, the New Year is one of the culturally agreed-upon times when many people resolve to implement their self-improvement goals. Research examining resolution outcomes has focused primarily on outcomes after the New Year's Day (e.g., Norcross, Mrykalo, & Blagys, 2002). Individuals, however, often set their resolutions days or weeks before New Year's Day. What implications do anticipated resolutions have for resolvers' behaviors prior to the New Year? We propose that the subject temporal distance of the resolution's starting date could play an important role in determining resolvers' pre-New Year responses. Subjective temporal distance refers to how close or distant a time point feels psychologically, regardless of its actual calendar time (Ross & Wilson, 2002). In the second week of December, we randomly assigned participants to focus either on the New Year as the specific onset time for implementing their resolution to eat healthier or on plans to eat healthier tied to no specific starting time. Consistent with our predictions, when the New Year felt psychologically closer, resolvers reported greater motivation to eat healthy prior to the New Year and expressed more guilt imagining holiday overeating. Psychological distance from the New Year did not predict non-resolvers' responses. The findings extend previous research on goal pursuit efforts as a function of goal proximity, and demonstrate of the role of psychological proximity of goal implementation in goal pursuit motivation.

**D16
THE INFLUENCE OF SUCCESS AND FAILURE ON ACTION
IDENTIFICATION IN THE ABSENCE OF PUBLIC DISCLOSURE**

Nicole McNichols, Jason Plaks, Yuichi Shoda; University of Washington – According to action identification theory, people identify behavior in varied ways, ranging from low level identities, which stress how an action is mechanically performed, to high level identities, which stress the action's purpose or meaning. Previous studies suggest that success vs. failure in a task determines the level at which people publicly identify their actions to others (Vallacher, Wegner and Frederick, 1987). Although this is consistent with the hypothesis that low level identification minimizes the experience of failure whereas high level identification enhances the experience of success, a direct test of this requires demonstrating the effect even in the absence of public disclosure. Fifty-three participants completed a "Relationship Style Test" and were told their interpersonal relationship skills were either in the 96th (success condition) or 26th (failure condition) percentile. Subjects then identified the test experience on a 10-point scale from Vallacher and Wegner's (1989) Behavior Identification Form (BIF). Results showed that success and failure in fact determined participants' private identifications of action ($r = -.60, p < .001$). Specifically, subjects in the success condition identified their behavior at a higher level ("Revealing what I am like"), whereas participants in the failure condition identified their behavior at a lower level ("Answering questions"). The effect was replicated in a similar task where 45 subjects completed a "General Knowledge Test" and received success or failure feedback. These findings provide more direct evidence that action identification may serve as a coping mechanism for failure and as a self enhancement tool that capitalizes on success.

**D17
CULTURE AND SELF-CONCEPT CONSISTENCY: STABILITY OF
SELF-VIEW IMPORTANCE AND SELF-ENHANCEMENT ACROSS
AND WITHIN RELATIONSHIP CONTEXTS** Tammy English, Serena

Chen; University of California, Berkeley – The present studies extend prior research on cross-cultural differences in self-concept consistency by examining the consistency of multiple dimensions of the self, and by doing so both across and within specific contexts (e.g., relationships), rather than focusing solely on consistency of self-descriptions across contexts. The overriding hypothesis was that Asian-Americans would show less consistency than European-Americans across relationship contexts, but comparably high consistency within specific contexts over time (i.e., if-then consistency). In Study 1, Asian-Americans indeed showed less consistency than European-Americans in their self-descriptions (i.e., attribute ratings of the self) across relationship contexts. However, Study 2 revealed that both ethnic groups' self-descriptions showed high and comparable levels of if-then consistency. Parallel effects emerged in Studies 3 and 4, which examined the consistency of two motivational facets of the self—namely, self-view importance and self-enhancement—across and within relationship contexts. Specifically, from one relationship context to the next, Asian-Americans showed less consistency than European-Americans in their ratings of the importance attached to different self-views and their standing on different attributes relative to others (i.e., better-than-average effect). However, the two groups showed similar levels of if-then consistency for these two self-facets. Finally, dialectical self-encoding partially mediated the cross-cultural difference in consistency across contexts. Overall, the results demonstrate both the robustness and boundaries of cross-cultural differences in self-concept consistency, and highlight the importance of examining consistency both across and within contexts. Implications for authenticity and well-being are discussed.

**D18
CULTURE AND STEREOTYPE COMMUNICATION: ARE THERE
CULTURAL DIFFERENCES IN COMMUNICATION STYLE?** Victo-

ria Wai Lan Yeung, Yoshi Kashima; *The University of Melbourne, Australia* – Are there any cultural differences in the communication of stereotype-relevant information? Hall (1951) suggested that people from different cultures may exhibit different communicative styles, so that people from individualistic cultures may stress the transmission of direct, accurate and unambiguous information, whereas people from collectivistic cultures, which emphasize harmonious relationships, may stress the transmission of implicitly shared information. Past research has shown that communicators with a motivation to be accurate will communicate more stereotype-inconsistent (SI) information (Ruscher & Duval, 1998), and communicators with a motivation to establish social bonds will communicate more stereotype-consistent (SC) information (Clark & Kashima, 2005). Therefore, we expected that accuracy-motivated Westerners would communicate more SI information, while relational-motivated Easterners would communicate more SC information. In the current studies, Australians of European and Asian origin were asked to reproduce a story about a fictitious individual who performed SC and SI behaviors. Consistent with the predictions, European-Australians reproduced more SI information, and Asian-Australians reproduced more SC information (Study 1). This effect was more robust when participants were allowed to interact with their communication partner before doing the reproduction task (Study 2). When participants were explicitly instructed to communicate as accurately as possible (Study 3) or to communicate so as to establish a good relationship with their partner (Study 4), the cultural differences in communication disappeared. This suggests that implicit motivational differences (i.e., to be accurate for European-Australians and to establish bonding for Asian-Australians) are responsible for the cultural differences.

D19

THE EFFECTS OF SUPPORT HISTORY, RELATIONSHIP TYPE, AND RELATIONSHIP QUALITY ON LIKELY FUTURE SUPPORT SEEKING *Maija Reblin, Jonathan Butner; University of Utah* – Within the social support literature, reciprocation is an important factor in the willingness to seek support. However, an evolutionary perspective presents a conflicting view when dealing with familial ties in that expectation of reciprocation is not necessary to seek social support based on the desire to propagate similar genes. In order to integrate the literatures, we teased these factors apart by priming reciprocation or nonreciprocation within both sibling and friend relationships to determine different types of future help seeking behavior (appraisal, belonging, tangible, esteem) using undergraduate participants. Analysis of results showed an interaction between helping history and relationship type for total support, consistent with expectations. People were more likely to ask for help from friends when they had previously helped that friend in the past (i.e. calling in a return favor), while the reverse was true for siblings; when people had not previously helped their sibling, they were more likely to go to that person for support. Further, the different types of support show different profiles which may further explain the roles of friends versus siblings. Quality of relationship (ie levels of positivity and negativity within the relationship) also plays a role in willingness to seek different types of support.

D20

MIXED (RE)VIEWS: MULTIRACIALS (RE)DEFINING THE CONCEPT OF RACE *Katherine Aumer-Ryan¹, Norm Li¹, Elaine Hatfield²; ¹University of Texas at Austin, ²University of Hawai'i at Manoa* – Multiracials are growing in number in the US and many are choosing to define themselves in new and different ways (Root, 2002). The 2000 Census allowed multiracials to select more than one race for their racial identity, and some may argue (e.g., Holmes, 1997) provided a more accurate picture of the growing number of multiracials in the US. Many multiracials have come to embrace their various racial backgrounds and have created neologisms (Kamiya, 1997) which challenge the validity of preexisting racial categories. In addition, many multiracial individuals

experience a type of a “chameleon” effect, where their racial identity is dependent on their social environment (Miville, Constantine, Baysden, & So-Lloyd, 2005). Considering these unique experiences, it is hypothesized that multiracial individuals would conceive of race as a more social-constructivist phenomenon than their monoracial peers. Using survey data and a RACE measure (specifically designed to measure one’s preference for a biological or social concept of race) a sample of 360 students (120 multiracial, 240 monoracial) demonstrated that multiracials do have a more social-constructivist concept of race, while their monoracial peers accept a more biological concept of race. Some differences amongst multiracials and monoracials are noted, depending on the type of race or racial mix. Possible consequences of having these diverging concepts of race are discussed.

D21

IMPLICIT AND EXPLICIT SELF-STEREOTYPING IN SALARY NEGOTIATIONS *Una Gustafsson, Fredrik Björklund; Lund university* – Research indicates that women make lower wage bids than men in salary negotiations (Kray, Thompson & Galinsky, 2001; Säve-Söderbergh, 2003). The present study examined the self-concepts and gender stereotyping of 122 students of economics by explicit measures and the Implicit Association Test (IAT; Greenwald, McGhee & Schwartz, 1998) before a salary negotiation that was either presented as diagnostic or non-diagnostic of genuine negotiating ability. No sex-differences were predicted in the self-concept or the behavior in the non-diagnostic negotiation, but in the diagnostic negotiation the women were predicted to self-stereotype with the female stereotype “caring” and behave more caringly and less assertively. The negotiators’ initial salary request was used as a measure of assertive behavior and the subsequent request, after being asked to consider the strained economy of the employer, was used as a measure of caring behavior. Extending previous findings (Kray et al., 2001) the results confirmed that the women described themselves as more “caring” and behaved more caringly than the men in the diagnostic negotiation, but that there were no sex-differences in explicit self-concept or caring behavior in the non-diagnostic negotiation. Further, there were only signs of implicit self-stereotyping for the women in the diagnostic condition, as was predicted. There were no sex-differences in self-reported assertiveness but contrary to the prediction; the women behaved less assertively than the men in both conditions. The results of the study suggest the possibility of a mediating role of implicit and explicit self-stereotyping for behavior in salary negotiations, that needs further investigating.

D22

EFFECTS OF MOTIVATIONAL ORIENTATION ON PROCESSES AND OUTCOMES IN VIRTUAL TEAMS *Stefan N. Melchior, Friedemann W. Nerdinger; University of Rostock* – This study examined the effects of motivational orientation on processes and outcomes in virtual teams. Two types of teams were created on the basis of social motives, proself and prosocial. Team members’ motivational orientation was manipulated as a between-groups variable by written instructions. Four hundred twenty-three business students solved a three-issue, three-person-team negotiation task via computer-mediated, text-based communication. All computer-mediated sessions were recorded and the transcripts were coded. The content analysis followed interaction process analysis. A post-task questionnaire assessed perceived competition and cooperation, intra-group conflicts (task, relationship, and process), conflict management (integrating, dominating, compromising, obliging, and avoiding), cohesiveness (task and social) and trust between team members, as well as perceived abilities of team members. Additionally, team members’ satisfaction, willingness to cooperate in future, perceived media richness, and team negotiation performance were surveyed as outcomes. The manipulation check provided evidence that the proself and prosocial motive manipulation was successful. As predicted, prosocial teams exchanged more information and less opinion, and

showed less negative social-emotional reactions (as a percentage of their communication) than proself teams did. Post-task questionnaire results indicated that prosocially motivated teams report less competition and higher cooperation, less intra-group conflict, more integrating and less dominating behavior, and higher cohesiveness and trust between team members than egoistically motivated teams. Regarding outcomes, all teams reached agreement. However, prosocial teams achieved more integrative agreement than did the proself teams. In addition, cooperative teams showed higher satisfaction, willingness to cooperate in future, and perceived media richness.

D23

EVALUATING EVE: VISCERAL STATES INFLUENCE THE EVALUATION OF IMPULSIVE BEHAVIOR Loran Nordgren, Joop van der Pligt, Frenk van Harreveld; *University of Amsterdam* – Impulsive behavior has traditionally been, and continues to be, a common source of stigma. Eve was condemned for eating the forbidden fruit. And today, beliefs about drug addicts, problem gamblers, and alcoholics are overwhelmingly negative (Crandall, 1994). We argue that the reason people often stigmatize impulsive behavior is because they fail to appreciate the influence visceral impulses have on behavior. Because people tend to underestimate the motivational force of cravings for sex, drugs, food, etc., they are prone to stigmatize those who act on these impulses. In line with this reasoning, in four studies we found that participants who were in a cold state (e.g., not hungry) made less favorable evaluations of a related impulsive behavior (impulsive eating) than participants who were in a hot state (hungry). This “empathy gap” effect was tested using three different visceral states—fatigue, hunger, and sexual arousal—and was found both when participants evaluated the impulsive behavior of others (Studies 1 & 2) and when they evaluated their own past behavior (Study 3). Moreover, Study 4 revealed that the effect is state specific: hungry people, for example, only evaluated hunger-driven impulses, and not other forms of impulse, more favorably. Taken together, the present studies improve our understanding of the process by which people evaluate impulsive behavior—and help to explain why it is that impulsive behavior is so often viewed contemptuously.

D24

THE CONTRIBUTION OF ATTACHMENT SECURITY TO THE ABILITY TO DECODE FACIAL EXPRESSIONS OF EMOTIONS Mario Mikulincer, Oz Guterma; *Bar-Ilan University* – One of the major aspects of emotional intelligence and social adjustment is the ability to perceive emotions in others. In our research, we adopted attachment theory as a valuable conceptual framework for understanding individual variations in this ability. Specifically, we examined the contributions of dispositional attachment orientations and the experimental activation of the sense of attachment security to performance in the Japanese and Caucasians Facial Expressions of Emotion test (JACFEE) – a reliable and valid measure of the ability to decode facial expressions of emotions. During the first session of the study, 121 Israeli undergraduates completed the Experience in Close Relationships (ECR) scale tapping attachment avoidance and anxiety and a questionnaire in which participants provided the name of a person who acts as a security-enhancing attachment figure. At the second session, participants completed the JACFEE. Half of the participants were subliminally primed (for 20 msec) with the name of their security provider. The other half were primed with a neutral name. Findings indicate that whereas the security priming led to better performance in the JACFEE than neutral priming, dispositional attachment avoidance was negatively associated with accuracy in decoding facial expressions of emotions. The effects of attachment anxiety were moderated by security priming: Whereas more attachment-anxious participants were less accurate in decoding facial expressions of emotions in neutral priming condition, this effect was not significant in the security priming condition. These findings emphasize

the crucial importance of attachment security for the ability to decode facial expressions of emotions.

D25

ANGRY = BLACK OR ANGRY = OUTGROUP? Yarrow Dunham, Mahzarin Banaji; *Harvard University* – Hugenberg & Bodenhausen (2004) demonstrated a tendency to categorize racially ambiguous angry faces as Black more often than White. Dunham & Banaji (2006) showed that this ‘Angry = Black’ effect is present in young children and demonstrated its invariance between ages 3 and adulthood, arguing that this effect is therefore unlikely to stem from protracted social learning. In this study, we sought more direct evidence of the extent to which the Angry = Black effect reflects the use of a particular learned stereotype versus a more general negative = outgroup effect. If reflective of a learned stereotype associated with Black Americans, the result should not extend to categorizations involving outgroups unassociated with the “angry” stereotype (e.g. Asians). On the other hand, if the Angry = Black effect is an instantiation of a more general Angry = Outgroup effect, it should be observed even in Asian-White comparisons. 70 adult White Americans performed racial categorizations (“is this face White or Asian?”) of White-Asian ambiguous faces, presented in angry and happy expressions. We found an Angry = Outgroup effect that was as strong in this White-Asian comparison as it had been in the Black-White comparison. That is, participants categorized more angry than happy racially ambiguous faces as Asian, confirming that this bias represents a generalized form of outgroup negativity rather than the internalization of a specific social stereotype.

D26

ATTACHMENT AND HUMOR: EXAMINING THE CONTRIBUTION OF ATTACHMENT SECURITY TO THE PROTECTIVE FUNCTION OF HUMOR IN STRESSFUL SITUATIONS Dar Sarel, Mario Mikulincer; *Bar-Ilan University* – According to the Attachment theory, attachment security facilitates reliance on constructive ways of coping with stress. In our study, we examined the contribution of dispositional attachment orientations and the experimental activation of attachment security to the ability to use and benefit from humor during stressful situations. In the first session of the study, 152 Israeli undergraduates completed the Experience in Close Relationships scale tapping attachment avoidance and anxiety and a questionnaire in which participants provided the name of a security provider. In the second session, participants were told that they need to prepare and deliver a speech on a political issue in front of a video camera. While preparing the speech, half of the participants was asked to think that they are giving the speech to the person they nominated as a security provider (security priming). The other half were asked to think about a mere acquaintance. In each priming group, half of the participants watched a humorous film before giving the speech and the remaining watched a documentary film. External coders rated expressive reactions during the film and speech performance. Attachment avoidance was associated with less expression of positive emotions during the humorous film. Moreover, whereas non-avoidant participants’ speech performance was improved after a humorous film, the performance of highly avoidant participants was not affected by the film. Findings also indicated that security priming increased overt expression of positive emotions while watching the humorous film and improved speech performance among participants scoring high on attachment anxiety or avoidance.

D27

CONTROLLED VERSUS IMPULSIVE BEHAVIOR: DIFFERENTIAL PREDICTIVE VALIDITIES OF EXPLICITLY AND IMPLICITLY MEASURED ATTITUDES Malte Frieze¹, Wilhelm Hofmann², Michaela Wänke¹; ¹*University of Basel, Switzerland*, ²*University of Koblenz-Landau, Germany* – Recent theories in Social Psychology suggest that explicitly measured attitudes are particularly valuable for the prediction of

deliberate, controlled behavior. In contrast, implicitly measured attitudes are assumed to be more important for the prediction of less controlled, more impulsive behavior (e.g., Strack & Deutsch, 2004). In two studies we tested this double-dissociation hypothesis. We used a variant of the Implicit Association Test as an implicit measure of attitudes (IAT, Greenwald et al., 1998) and questionnaires as explicit measures. In Study 1, participants were put under low vs. high cognitive load while performing a choice task between chocolates and fruits. As expected, explicitly measured attitudes were more important predictors of attitudes for behavior under low cognitive load. The opposite was true for implicitly measured attitudes. In Study 2 participants engaged in a product test of potato chips after either being depleted or not depleted of self-regulatory resources (Muraven & Baumeister, 2000). Amount eaten served as the dependent variable. Again, explicitly measured attitudes were more important predictors for controlled behavior while implicitly measured attitudes were more successful in predicting eating behavior under depleted self-regulatory strength. Thus, we found evidence for the predicted double-dissociation pattern with two different operationalizations of controlled vs. impulsive behavior and two different behavioral measures. Moreover, we showed that one and the same behavior can sometimes be better predicted with implicit attitude measures and sometimes with explicit attitude measures, depending on situational circumstances.

D28

COMPARATIVE STUDY ON SELF-CONCEPT, MENTAL HEALTH AND ACADEMIC ACHIEVEMENT BETWEEN THE JUNIOR HIGH SCHOOL STUDENTS CAME FROM DIVORCED SINGLE-PARENTS AND INTACT FAMILIES

Chang Su, Michaela Hynie; York University – This study was to examine the differences of self-concept, mental health & academic achievement between the junior high school students from divorced families and intact families, and the relationship among each dimension of self-concepts, each factors of mental health and their academic achievement. 299 students from divorced families and 280 students from intact families in China were measured by Song- Hattie Self-concept Scale and SCL-90 Scale, their performance of Chinese and mathematics was chosen as their academic achievement. MANOVA data analysis methods revealed that their self-concepts from divorced families were significant lower than those from intact families. The total self-concept, academic, ability, achievement and family self-concept of the students from divorced families were more inferior to those from intact families. Among the divorced families, the academic and achievement self-concept of the male students were significantly more inferior to those of the female students, the physical self-concept of male students was more superior to female students. Their mental health from divorced families was more inferior to those from intact family, the total agony level, somatization, hostility, psychoticism of the male students from divorced families were significantly higher than those from intact family. Additionally, the divorced time had significant influence on their mental health. Their academic achievement from divorced families was lower than those from intact families. Of the students from divorced families, there was inter-control and inter-influence relation between self-concept and mental health, significantly correlation between self-concept and academic achievement, but no correlation between mental health and academic achievement.

D29

THE EFFECTS OF INTERNET BEHAVIORS ON SOCIABILITY AND AGGRESSION: ON THE BASIS OF THE BEHAVIORS ON THE INTERNET TRIADIC SCALE (BITS)

Kei Fuji, Fujio Yoshida; University of Tsukuba – The effects of Internet behaviors on sociability and aggression in real life were investigated in a Web and pencil and paper based study. It was hypothesized that the effects of Internet use differ depending on the type of Internet behavior. Based on ACE model (Young, Cooper, Griffiths-Shelley, O'Mara, & Buchanan, 2000), it was

assumed that Internet behaviors consist of three aspects: self-expression, interaction with others, and the balance between online and offline activities. Internet-application users in Japan (395 weblog users, 206 chat users, and 162 online-game users) were asked to answer questionnaires that included the Behaviors on the Internet Triadic Scale (BITS; Fuji, Shiraishi, Yoshida, & Yukawa, 2006), as well as scales that measured sociability and aggression in real life. Factor analysis of BITS indicated that three factors were extracted from any aspects. First, "self-idealization", "self-disclosure", and "self-reflection" were extracted from self-expression. Second, "feeling of belongingness", "broadening relations", and "flaming" were extracted from interaction with others. Finally, "immersive use", "addictive use", and "rest from daily hassles" were extracted from the balance between online and offline activities. Path analysis showed that self-reflection on weblogs and the feeling of belongingness during online-games promoted sociability in real life. By contrast, regardless the type of application, maladaptive Internet behaviors such as flaming, immersive use and addictive use decreased sociability and increased aggression in real life. These results supported the hypothesis and suggested that it is essential to consider both behaviors and applications for understanding the effects of Internet use deeply.

D30

NAME LETTER BRANDING MOTIVATES IMPULSIVE APPROACH BEHAVIOR

Rob Holland, Gijs Bijlstra, Maaikje Jongenelen, Annemarie Wennekers, Raymond Smeets, Ad van Knippenberg; Radboud University Nijmegen/Behavioural Science Institute – In the present experiment we explored whether self-related symbols like name letters could serve as implicit motivators for approach behavior. Although the name letter effect -- the overpreference of name letters above non name letters -- has been well established, the behavioral implications of the positive affect associated with name letters have as yet received only scarce theoretical and experimental attention. Some studies have shown that name letters may influence decision making by biasing the reflections that are made during the decision process. The present experiment aimed to show that name letters may automatically influence ongoing behaviors without reflections. Participants were asked to drink a beverage which brand name either started with name letters or without name letters. Results indicated that participants in the name letter condition drank more of the beverage than those in the non name letter control condition. The results suggest that self-relevant symbols may function as unconscious motivators for approach behavior. The data suggest that implicit egotism effects can influence behavior much more directly than is assumed in previous studies.

D31

WOMEN IN DETENTION: A STUDY OF SOCIAL SUPPORT, SELF CONTROL, PERCEPTION OF CROWDING AND LIFE ATTITUDE

Neeti Rana; EMPI Business School, New Delhi – The study was conducted on women in detention to investigate role of social support in environmental perception and attitude towards life. The sample was collected from various district jails of the state of Uttar Pradesh, India (N=300). ANOVA by 2x2x2 factorial design with repeated measures and unequal cell entries, Neuman-Keuls test, Chi-square analysis and extensive interviews of the subjects were done. The levels of three factors were Social Support: Low vs. High; Type of prisoners: Under-trial vs. Convict; Age: Elderly vs. Young. Results showed that elderly under-trial women prisoners with no social support had lowest self control, highest perception of crowding, and maximum negative attitude towards life. The young convicts with social support had highest self control, lowest perception of crowding and maximum positive attitude towards life. It has been found that a great number of prisons do not have the desired effects for a good integration. This is particularly the result of the isolation of the prisoner, the split with the family, the friends and society but also of the lack of training of the prison staff. The paper discusses

critical issues such as: prospects of death & dying, health status, fights & assaults, religious beliefs & practices, rehabilitation programmes, social stigma, anticipated post release problems & social reintegration of Indian female prisoners. It is concluded that women in detention have special needs and steps should be taken to ameliorate pains of imprisonment, while preparing them for subsequent release and reintegration into society.

**D32
GROUP AND SELF-SERVING BIASES IN COUNTERFACTUAL THINKING**

Sean M. McCrea; University of Konstanz – Despite the robustness of self and group-serving biases in attribution, there has been limited evidence for these effects in counterfactual thinking. The present studies tested whether, following a negative outcome, individuals counterfactualize external factors relatively more than internal factors when they are identified with the target (i.e., ingroup members or the self) than when they are not. However, these effects should only apply to external factors that are in some way disadvantageous to the target and could have led to the negative outcome. In Study 1, individuals high or low in identification with the German soccer team read a scenario in which either Germany (ingroup) or Mexico (outgroup) loses an important game and generated counterfactuals. The predicted three-way interaction of Identification \times Team \times Counterfactual category was significant, $F(2,180)=6.39$, $p<.01$. Only high identified participants reading about the ingroup generated more thoughts about disadvantageous external factors than internal factors, and they generated the fewest advantageous external thoughts. Thus, evidence of group-serving bias was observed. In Study 2, individuals either played a “wheel of fortune” game in which they could win prizes, or they watched the wheel spin of a previous participant who was either similar or dissimilar to them. Following a negative outcome, individuals generated fewer internal (but the same number of disadvantageous external) counterfactuals for the self than for the other players, and this effect tended to be stronger when the other was dissimilar to the self, planned contrast $t(1,80)=2.02$, $p<.05$. Thus, evidence of self-serving bias was also observed.

**D33
THE MOOD-CREATIVITY LINK RECONSIDERED: A META-ANALYSIS OF 30 YEARS OF RESEARCH**

Matthijs Baas, Carsten De Dreu, Bernard Nijstad; University of Amsterdam – That positive affect stimulates creative performance is widely accepted in social, cognitive, and organizational psychology (e.g., Ashby, Isen, & Turken, 1999). Research however, indicates that positive moods not always promote creativity and that negative moods can foster creative performance as well. Furthermore, close inspection shows that many studies compare happy with sad mood states and thus confound hedonic tone with activation (e.g., Feldman Barrett & Russell, 1998). To determine whether, when, and why positive and negative moods influence various aspects of creative performance, we performed a meta-analysis in which we looked at effects of mood states (both induced and measured) in terms of hedonic tone and level of activation. We decomposed creativity into fluency (number of ideas), flexibility (capacity to switch approaches), originality (pursuit of uncommon lines of thought), insight tasks (creative problem solving tasks with one correct solution), and creativity performance (a composite category including creativity ratings for poems and stories). In total, we retrieved 68 references. We extended earlier findings by showing that component of creativity is an important moderator. We also found that positive moods relate to more creativity than neutral moods; non-significant effect sizes emerged for the negative-neutral contrast and the positive-negative contrast. In addition, high-activated positive moods promoted creativity in the positive-neutral contrast, whereas high-activated negative moods decreased creative performance (mainly flexibility) in the negative-neutral contrast. Future experiments should encompass negative active, and passive positive mood states to fully

address the question whether it is level of activation or hedonic tone that fosters creativity.

**D34
WHEN “THEY” HELP MORE THAN “US”: THE IMPACT OF INGROUP AND OUTGROUP OPINIONS ON SELF-VIEWS, PERFORMANCE AND PROTEST**

Sezgin Cihangir, Manuela Barreto, Naomi Ellemers; Leiden University – We examined how targets of subtle discrimination are influenced by the opinion of ingroup or outgroup members who are supposedly subjected to the same procedure. In two studies we found that when the situation is ambiguous, information from others who indicated discrimination increased the perception of discrimination. While this could be expected to have beneficial effects on self-views, relative to a situation where the cause of the negative outcome is ambiguous, we expected the effect of social influence on self-views to be moderated by the source of influence (ingroup/outgroup), since the source of influence relates differently to the self. In particular, we expected that outgroup members claiming discriminatory treatment would have a beneficial effect on self-views by helping reduce ambiguity and discounting individual responsibility for a negative outcome. However, we did not expect the same to happen with an ingroup source. Because claims of discriminatory treatment generally are evaluated negatively (Kaiser & Miller, 2001), and given that negative behavior is more strongly rejected when displayed by an ingroup member - presumably because it is highly threatening to the self (Marques, Yzerbyt, & Leyens, 1988), we expected ingroup members who claim discriminatory treatment to have a negative impact on self-views. Both studies confirmed these predictions. Participants were least inclined to self-stereotype and self-handicap when outgroup members (not ingroup members) indicated that discriminatory treatment had taken place. Study 2 additionally revealed that when outgroup members indicate discrimination this has the most beneficial consequences for participants’ task performance, and for protest behavior.

**D35
FACES, FLOWERS AND FOOTBALL BOOTS: FACE VERSUS OBJECT DISTRACTER INTERFERENCE.**

Joanne L. Brebner, C. Neil Macrae; University of Aberdeen – Everyday experience highlights how easily our attention can be captured by irrelevant stimuli. There is a limit to the amount of information that can be attended to simultaneously, however, and it has been established that the extent to which irrelevant stimuli are processed depends on the perceptual load of the task in hand. Faces are undoubtedly of great importance during social interaction, providing perceivers with information regarding sex, race, age, identity, emotion and eye gaze. Due to this increased social significance, it has been argued that faces are more likely to capture visual attention than non-face objects, and may in fact be processed regardless of capacity limits. To further explore this issue, the current investigation examined whether sex cues from faces and from stereotypical masculine and feminine objects interfered with a target task involving sex-classification of forenames. The results revealed that perceivers’ extracted sex cues from both one and two face distracters, but only from one non-face object. These results suggest that the two classes of stimuli are subject to different capacity limits, with faces being more effective at capturing visual attention than non-face objects.

**D36
“IT’S GREEK TO ME!” EMOTIONAL AND BEHAVIORAL RESPONSES TO LINGUISTIC OSTRACISM IN WORK GROUPS**

Orly Dotan¹, Kristin L. Sommer¹, Yeogeniya Granovskaya², Yonata Rubin¹; ¹Baruch College, CUNY, ²Fordham University – One of the challenges of linguistic diversity is that people often do not understand the language spoken by those around them. We call this “linguistic ostracism” (LO). We conducted two experiments to examine the emotional and behavioral consequences of LO in workgroups. Borrowing from the social ostracism

literature (e.g., Williams, 2001), we predicted that targets of linguistic ostracism (compared to inclusion, or LI) would report negative emotions. In Study 1, participants imagined being linguistically ostracized or included by bilingual coworkers. Targets of LO reported feeling more rejected, angry, and dislike of their coworkers than targets of LI. Study 2 was an elaborate laboratory experiment in which participants were linguistically ostracized or included by confederates during a group work task. Participants then performed a creativity task and either expected to be evaluated individually or to reconvene with their groups and be evaluated collectively. Targets were predicted to perform better in the collective condition following LO to the extent that group affiliation was important to them. Indeed, targets high in social self-efficacy performed better than those low in social self-efficacy following LO but not LI. This interaction emerged only for the collective task, suggesting that those who feel efficacious in their social abilities respond to LO by working harder to reaffiliate with their groups. Also, participants high in rejection sensitivity generated ideas higher in aggressive content, but only following LO. Findings are discussed in light of the larger social ostracism literature as well as for their implications for multilingual teams.

D37

A MOTIVATIONAL PERSPECTIVE ON THE EMPATHY-OUT-GROUP ATTITUDE RELATIONSHIP *Mark Tarrant; Keele University, UK* – Three studies are presented which assessed the relationship between experiencing empathy and intergroup attitudes. In studies 1 and 2 (total N = 1130), participants responded to scenarios in which a member of an ethnic minority out-group described their experiences of discrimination perpetrated by a member of the in-group. In Study 3 (N = 1171), participants reported their attitudes towards a variety of socially stigmatised outgroups. Across all studies, empathising with members of the outgroup was found to be associated with more positive attitudes of the outgroup. However, it was found in Study 2 that empathy was experienced most strongly amongst participants who were only weakly identified with the in-group: high identifiers, in contrast, reported lowest levels of empathy and reported the least positive attitudes towards the outgroup. Consistent with this motivational account, Study 3 demonstrated that empathy was experienced most strongly, and attitudes were most positive, for outgroups which did not present a threat to the overall positivity of the ingroup and which were perceived by participants as being socially protected from prejudice. The findings are discussed in terms of their implications for interventions aimed at improving intergroup relations through empathy initiatives.

D38

HOW TO ADD PEPPER TO MINT: ATTRACTIVENESS AND GAZE INCREASE WANTING OF ASSOCIATED OBJECTS *Madeline Strick, Rob Holland, Ad van Knippenberg; Radboud University Nijmegen* – Direct gaze can be a powerful signal of another person's attentional engagement and social interest. Accordingly, brain research shows that observing attractive faces can activate neural reward centres only when these faces display direct gaze, as opposed to averted gaze. Also, the reward value of direct gaze does not apply to unattractive faces. We hypothesized that the desirability of objects can change as a consequence of repeatedly associating them with human faces. More specifically, we expected the desirability of objects to increase only by associating them with attractive faces with direct gaze, not with attractive faces with averted gaze, nor with unattractive faces. In the acquisition phase, pictures of peppermint brands were repeatedly presented next to images of either attractive or unattractive female faces, that either displayed direct or averted gaze. An affective priming task showed a more positive automatic evaluation of brands that were paired with attractive faces with direct gaze than averted gaze. This gaze effect was not found for brands that were paired with unattractive faces. Furthermore, participants' self reported desire for each brand of peppermints matched

the affective priming data. These findings indicate that not merely 'liking' manipulations (attractiveness), but only 'wanting' manipulations (attractiveness and gaze) can change the desirability of neutral objects.

D39

ONE FOR ALL: PSYCHOLOGICAL DIFFERENCES BETWEEN ACTING AS GROUP REPRESENTATIVE AND AS INDIVIDUAL *Christopher Reinders Folmer, Paul Van Lange; Vrije Universiteit Amsterdam* – On September 15, 2004, representatives of the league organizers and the players' association of the American National Hockey League (NHL) failed to reach agreement about a new collective bargaining agreement. As a consequence, the season was cancelled, the first time that a major professional sports league in North America cancelled a complete season due to a labor dispute. Both parties had assigned representatives to advance their interests, yet the interaction between these representatives had resulted in the worst possible outcome for either party. How could this have happened? Research in social psychology does not provide a clear answer. Although representatives star in group interactions and conflicts around the globe, in social psychology they have received only limited attention. In particular, how representing a group affects people's social motivations, social beliefs and decisions is poorly understood. We conducted three experiments to investigate this hiatus. Reasoning from the Discontinuity Effect (Insko & Schopler, 1998), we propose that, compared with individuals and group members, the motives of fear and greed are magnified among representatives. We argue that representatives may therefore be particularly susceptible to cycles of noncooperation, and may be particularly vulnerable to the detrimental effects of misunderstanding. In three experiments, we found support for these hypotheses. These results suggest that conducting a group interaction through representatives may have detrimental rather than beneficial consequences for the group.

D40

A MULTITRAIT-MULTIMETHOD STUDY OF SEX-RELATED IMPLICIT AND EXPLICIT ATTITUDES *David B. Portnoy, Natalie D. Smoak, Demis E. Glasford, Kerry L. Marsh; University of Connecticut* – Despite increasing scrutiny of the validity of implicit measures and the growing literature on the distinction between implicit and explicit attitudes, few studies have examined both. The present study examined the relatedness of two conceptually similar attitude objects (i.e., sex and condoms), and further demonstrated that implicit and explicit attitudes are related but distinct concepts. This study was a 4 (Method: Implicit Association Test (IAT), associative priming, explicit attitude thermometer, semantic differential) X 2 (Attitude Object: sex, condoms) within-subjects multitrait-multimethod design (N= 128). Consistent with past research, explicit attitudes toward both condoms and sex were positive. In addition, relations between the two explicit measures were highly positively correlated both within and between attitude objects. However, the IAT indices were negatively correlated across attitude objects such that the more participants implicitly favored sex the less they favored condoms. Convergent validity was only found for explicit measures; discriminant validity was adequate overall. A factor analysis revealed four factors explaining 76% of the variance: explicit attitudes about sex, explicit attitudes about condoms plus two heteromethod-heterotrait factors. These results suggested that while explicit measures of the same attitude were related, implicit measures were not, despite good discriminant validity of the measures. The factors containing the priming and IAT measures of different attitude objects showed that while there was some explicit relation between condoms and sex, there is a stronger implicit relation. This study provides further evidence that even with conceptually related concepts, implicit and explicit attitudes are distinct.

D41**TERROR MANAGEMENT AND STEREOTYPING: WHY DO PEOPLE STEREOTYPE WHEN MORTALITY IS SALIENT?**

Lennart Renkema¹, Diederik Stapel², Marcus Maringer¹, Nico Van Yperen¹; ¹University of Groningen, ²Tilburg University – Why do people stereotype more when they think about their own death? Our goal is to answer this question by investigating the motivational processes underlying the effects of mortality salience on stereotyping. We argue and demonstrate that mortality salience may activate both a comprehension and an enhancement-goal. Enhancement-goals are activated mainly in situations where intergroup competition or conflict is salient. If this is not the case, then mortality salience will lead to a comprehension-goal. We differentiate between comprehension and enhancement-goals by looking at the valence of stereotyping effects. We hypothesize that when mortality salience activates an enhancement-goal, negative stereotyping effects occur mainly. However, when mortality salience activates a comprehension-goal, then positive as well as negative stereotyping effects are likely to occur. We test our hypotheses in a series of four experiments using a variety of experimental techniques. Throughout the first three studies we show that in general mortality salience activates a comprehension-goal, and thus lead to positive and negative stereotyping. However, in Study 4 we show that a comprehension goal may be dominated by an enhancement-goal if a competitive outgroup is present. This will then result in negative, but not positive stereotyping. The results of these experiments support our hypotheses, and might learn us more about the goals driving Terror Management effects in general.

D42**THE EFFECTS OF PRIMING OF HETEROSEXUAL ROMANTIC RELATIONSHIPS ON WOMEN'S ATTITUDES TOWARD TRADITIONAL WOMEN AND NONTRADITIONAL WOMEN**

Makoto Numazaki¹, Kumiko Takabayashi², Yoichi Amano¹; ¹Tokyo Metropolitan University, ²Hitotsubashi University – It is proposed that not only conflict or competition but also cooperation or interdependence increases stereotype application and prejudice (e.g., Glick & Fiske, 2001). Based on this proposition, we'd like to argue that interdependent relationships let both men and women accept gender stereotypes and sexism. In this study, we tried to demonstrate that sexual interdependence would promote gender stereotype application and sexism on the side of women. Two experiments examined the effects of priming of heterosexual romantic relationships on women's attitudes toward traditional women and nontraditional women. We hypothesized that female participants primed with romantic relationships would be more favorable to traditional women and less favorable to nontraditional women and that this tendency would be stronger for traditional participants than for egalitarian participants. Female participants, who had completed Scale of Egalitarian Sex Roles Attitudes (SESRA) in advance, were instructed to memorize either a list of words with or without romantic-relationships-related words (e.g., marriage, lovers, 　propose). Then, participants read a profile of a traditional woman or a nontraditional woman and rated the target on several dimensions. In two experiments, regression analyses on likeability as a co-worker revealed a significant priming x target x SESRA interaction effect. Only traditional participants became more favorable to the traditional target and less favorable to the nontraditional target, when they were primed with romantic-relationships. These results suggest that traditional women are likely to show sexual prejudice when romantic-relationship-related concepts are activated.

D43**IMAGINING INTERGROUP CONTACT AND THE PROJECTION OF POSITIVITY**

Sofia Stathi, Richard J. Crisp; University of Birmingham, UK – Three studies investigated the effects of positive intergroup contact on social projection and intergroup bias. Based on research on mental imagery techniques that has demonstrated that imagining an event has

similar characteristics to the real experience regarding the motivational, emotional and neurological responses (Blair, Ma & Lenton, 2001; Garcia, Weaver, Moskowitz & Darley, 2002) the contact experience was manipulated experimentally. Furthermore, based on Self-anchoring theory (Cadinu & Rothbart, 1996), we investigated whether describing the self versus the outgroup first had an effect on the levels of projected positive attributes. Study 1 (UK) examined the relations between British and International students and it was found that the higher levels of projection and lower levels of bias occurred following the imagined positive contact condition and when participants described the self before the outgroup. Study 2 (Mexico) partially replicated these results in a different social and cultural setting. Study 3 (UK) investigated the moderating role of national identification on the contact-projection relationship in the context of Anglo-French relations. It was found that when imagining contact with the outgroup, and describing the self first, there was increased projection for low identifiers, but not for people who were highly committed to their group. The results are discussed in the context of Contact models of bias-reduction and Social Projection Theory (Robbins & Krueger, 2005; Clement & Krueger, 2002).

D44**THE BIG FIVE ASPECT SCALES: A NEW INSTRUMENT ASSESSING TEN INTERMEDIATE-LEVEL TRAITS**

Colin G. DeYoung¹, Lena C. Quilty², Jordan B. Peterson³; ¹Yale University, ²University of Waterloo, ³University of Toronto – A behavior-genetic study has demonstrated that two genetically-based factors underlie the shared variance of the six facet scales that make up each of the "Big Five" personality domains in the NEO Personality Inventory - Revised (Jang et al., 2002). In the Eugene-Springfield community sample (ESCS; N=481), we found similar factors in factor analyses of a larger number of facets, assessed by the 75 facet scales from the NEO PI-R (Costa & McCrae, 1992) and the Abridged Big Five Circumplex (Goldberg, 1999). These findings indicate the presence of two distinct (but correlated) factors, or aspects, within each Big Five domain, representing an intermediate level of personality structure between facets and domains. By correlating factor scores from the ESCS with the International Personality Item Pool (Goldberg, 1999), we constructed a 100-item measure of these ten aspects of the Big Five, which we named the Big Five Aspect Scales (BFAS) and validated in a second sample (N=480). Convergent validity with standard Big Five measures was excellent, as were internal and test-retest reliabilities. We demonstrated discriminant validity for the two aspects within each Big Five domain, by using them to predict interpersonal behaviors, cognitive abilities (fluid and crystallized IQ and divergent thinking), and sensitivity to reward and punishment. The BFAS provides a measure of the Big Five, broken down into ten traits (Enthusiasm, Assertiveness, Compassion, Politeness, Industriousness, Orderliness, Withdrawal, Volatility, Openness, and Intellect), which are more parsimonious than the facets but more specific than the domains, and which appear to have distinct genetic substrates.

D45**SOCIAL MOTIVATION MODERATES RESPONSE TIMES IN AN EMOTIONAL STROOP TASK**

Sid Tsai, Elliot Berkman, Shelly Gable; UCLA – Despite a growing body of research on approach and avoidance motivation, few studies have investigated these effects in a social context. The present research tests whether social approach-avoidance motives modulate attention to emotion in others. It is predicted that scores on a new measure of social approach and avoidance motivation will be associated with response times in an emotional Stroop task. Participants in this task are presented with pictures of emotional faces that are tinted red, blue, yellow, green, or orange, and asked to name the color of the tint as quickly as possible. Following the Stroop paradigm, it is assumed that response times will be slowed with increasing attention to the emotional content of the pictures (i.e. a distraction effect). Higher social approach is expected to predict increased attention to positive stimuli and decreased

attention to negative stimuli, whereas higher social avoidance is expected to predict the opposite. Results confirm these hypotheses. Social approach was related to slower responses to positive emotions (e.g. happiness) and faster responses to negative emotions (e.g. sadness), and social avoidance was related to faster responses to positive emotions and slower responses to negative emotions. Furthermore, the novel measure of social motivation predicted response times over and above more general existing measures of motivation. These data provide support for a theory of approach-avoidance motivation specific to the social domain as well as further validation for the instrument used to measure social motives.

D46

CULTURE AND SELF-EVALUATION: AN IDIOGRAPHIC APPROACH Jennifer Wang, Jenna Jung-Youn Lee, Yuichi Shoda, Janxin Liu; *University of Washington* – Previous studies of culture and self have averaged self-evaluations across situations for each individual, and across individuals for each cultural group. For example, some evidence suggests that (1) East Asians and Asian Americans are more self-critical than European Americans (Heine, Kitayama, & Lehman, 2001), and that (2) East Asians balance such self-criticism by having a dialectical construal of the self (Spencer-Rodgers, Srivastava, & Peng, 2001). In these studies, differences between cultural groups are highlighted. However, understanding individual differences within cultural groups also contributes important knowledge about the distribution of cultural differences. In the following study, we examine intra-individual variability in self-evaluation responses across situations within the theoretical framework of psychological dialecticism. Thirty-six Asian American and 23 European American college students evaluated 40 success and 40 failure situations (Kitayama, Markus, Matsumoto, & Norasakkunkit, 1997) presented on a computer. Using two unipolar scales, participants rated how positively and how negatively they would feel about themselves in each situation. As hypothesized, individuals varied in their positive and negative self evaluations, and the relationship between positive and negative self-evaluations remained stable across time. Overall group differences in self-evaluation were not found between Asian Americans and European Americans when examining dialecticism and other acculturation variables. Together, these findings recognize the role of situations and individual differences and offer a more comprehensive approach to examining cultural differences.

D47

THE PERSONOLOGY OF COLLEGE DRINKING: BIG FIVE FACETS, SENSATION SEEKING, AND ALCOHOL USE IN FIRST YEAR COLLEGE STUDENTS Kimberly Assad, Brent Donnellan; *Michigan State University* – Alcohol use and abuse is a major problem facing universities. For example, Hingson et al. (2002) estimated that 1,400 college students suffered from alcohol-related fatalities in 1998. We extended previous research on the personology of substance use (e.g., Walton & Roberts, 2004) by examining the Big Five facet correlates of college drinking. We also investigated whether or not sensation seeking, an individual difference frequently implicated in college drinking (e.g., Baer, 2002), had incremental validity above and beyond the Big Five. We examined these questions using samples drawn from the entire population of first year students at a large Midwestern university. Study 1 was conducted in Fall 2005 (N = 431; 63.34% women) whereas Study 2 was conducted in Spring 2006 (N = 468; 62.82% women). Morality, Altruism, Cooperation, Dutifulness, Achievement Striving, Cautiousness, Anxiety, Self-Consciousness, and Artistic Interest were negatively correlated with drinking (rs ranged from -.10 to -.24), whereas Friendliness, Gregariousness, Excitement Seeking, Immoderation and Sensation Seeking were positively correlated with drinking (rs ranged .18 to .42). (Similar results were obtained using non-parametric correlations). We found evidence that Sensation Seeking had incremental validity above the Big Five facets in Study 1 but not in Study 2. All told, these results

suggest that the Big Five facets provided reasonably good coverage of the individual differences relevant for understanding college drinking and provide a relatively nuanced portrait of the college student who is more likely to misuse alcohol.

D48

DO REVERSIBLE VERSUS IRREVERSIBLE DECISIONS ELICIT DIFFERENT PROCESSING MODES? Ulrike Rangel, Herbert Bless; *University of Mannheim, Germany* – Substantial research has demonstrated that irreversible but not preliminary decisions elicit biased information search after decisions are made (e.g. Frey & Rosch, 1984) resulting in a post-decisional spreading-apart of attractiveness of choice alternatives (e.g. Gilbert & Ebert, 2002). Rather than focussing on the post-decisional processes, the present research investigates the impact of reversibility versus irreversibility prior to the decision. We argue that reversible decisions elicit a peripheral information processing mode prior to choice which in turn decreases the influence of argument strength on attitudes and decisions. In contrast, irreversible decisions elicit central information processing of decision and in turn increase the impact of argument quality. In two studies participants were provided with information about two decision alternatives which were supported by either weak or strong arguments. Participants' decisions were framed either as reversible or irreversible (i.e. they could or could not reverse the decision later in the study). In addition it was experimentally manipulated whether the decision was associated with potentially self-relevant consequences. The results (consistent across several stimulus replications) demonstrate an impact of argument strength when the decision was framed as irreversible but not when the decision was framed as reversible. Importantly, this effect was restricted to situations with self-relevant consequences. Further supporting the assumption that reversibility versus irreversibility elicited different processing modes we observed irreversible decisions required significantly more time than reversible decisions. The discussion relates the obtained findings to prior research on the reversibility of decisions and to dual-process models of attitude/decision formation.

D49

DECISION-MAKING PROCESSES UNDERLYING CONVERSATIONAL INHIBITION Miho Hatanaka; *Rissho University* – Conversational inhibition is refraining from talking during a conversation (Hatanaka, 2003). It is an important concept in the constructs of reticence and shyness (e.g. Crozier, 2001; Phillips, 1997). This study examined the thoughts that arise in the process of deciding whether or not to speak during a conversation, and has proposed decision-making processes that underlie conversational inhibition. In Study 1, typical situations in which people tended to refrain from speaking were identified. In Study 2, 382 participants were asked to describe their thought while deciding whether to speak or not in these situations. The results of factor analysis indicated that such thoughts were composed of four factors: Consideration of appropriateness, Anticipation of negative results, Escape from relationships, and Lack of communication skills. Partial Ordered Scalogram Analysis and Analysis of Variance were conducted to examine the structure of the different combinations of these four types of thoughts, as well as the relationships between the thoughts and individual characteristics, respectively. The results suggested that the evaluation of the appropriateness of own behavior resulting in inhibition or no inhibition depends on the type of thoughts that arise during decision-making. Based on these results, the decision-making processes underlying conversational inhibition are discussed.

D50

PROMOTION FOCUS, PREVENTION FOCUS, REGULATORY FIT, AND SUBJECTIVE WELL-BEING. Svenja K Schattka, Herbert Bless,

Rainer Greifeneder; *University of Mannheim* – Previous research revealed a strong relationship between regulatory focus (Higgins, 1997) and subjective well-being. Chronic promotion focus was associated with high levels of well-being whereas chronic prevention focus was associated with low levels of well-being (Schattka & Bless, 2006). To further explore the nature of this relationship, we conducted a series of experimental studies. In study 1, mood – as proxy for subjective well-being – was manipulated and participants' chronic regulatory focus was measured. We then assessed participants' preference for promotion goals and prevention goals. The study revealed the expected interaction effect between mood and chronic regulatory focus: When put in a positive mood, promotion focus participants reported a strong preference for promotion goals while prevention focus participants reported a strong preference for prevention goals. When put in a negative mood, participants in a promotion focus did not differ from participants with a chronic promotion focus. These results are in line with previous research on mood and processing; and contradict the hypothesis that individuals in a positive mood generally construct their goals as promotion goals. In study 2, we primed situational regulatory focus, measured chronic regulatory focus and then assessed the participants' level of well-being. The results show that individuals with high chronic promotion focus and people with high chronic prevention focus are best off when the situational demands fit to their respective chronic regulatory orientation. Implications of these findings are discussed with respect to research on subjective well-being and on regulatory focus theory.

D51

EMOTION CONGRUENT BIAS FOR EMOTION WORDS Mark Rotteveel¹, Chantal den Daas¹, Eric-jan Wagenmakers¹, Rene Zeelenberg²; ¹*University of Amsterdam*, ²*Erasmus University Rotterdam* – Recent studies have shown that emotionally significant stimuli are often better identified than neutral stimuli in neutral conditions. It is now clear that these results are probably due to enhanced perceptual processing and not to bias favoring the identification of emotionally significant words (Zeelenberg, Wagenmakers & Rotteveel, *Psychological Science*, 2006). The present study manipulated to examine the effect of emotion on the perception of emotion (congruent and incongruent with the induction) and neutral words. Three induction techniques were used additionally (movie fragment, music and visual imagery) between participants that proved to be effective in a manipulation check. A two-alternative forced-choice perceptual identification task was used again to disentangle the effects of bias and enhanced processing. The finding that emotionally significant targets had a perceptual advantage over neutral stimuli was replicated but interestingly, also an interaction between foil and emotion was obtained. Identification performance deteriorated when the foil was congruent with emotion, whereas in neutral conditions no effect of the foil was obtained. Participants were biased in choosing the foil congruently with their mood. This effect was, moreover, more pronounced for participants that were more open for emotional contagion.

D52

THE DARK SIDE OF COGNITIVE REAPPRAISAL: EMOTION REGULATION STRATEGIES AND EMOTIONAL ABUSE Christine Chang-Schneider, Jane Richards; *University of Texas at Austin* – Past research has suggested that, in general, cognitive reappraisal – a form of cognitive change that involves construing a potentially upsetting situation in a way that decreases its emotional impact – is a particularly healthy emotion regulation strategy to employ (John & Gross, 2004). However, taken in the context of an unhealthy or emotionally abusive relationship, cognitive reappraisal may not be such an adaptive strategy. Indeed, if a woman is frequently “trying to look on the bright side” of a negative or hurtful interaction with her partner, then she may be less likely to leave the relationship. We designed this study to test whether cognitive reappraisal in the face of negative partner interaction might help to

perpetuate unhealthy relationships. One hundred forty-seven women completed psychological aggression scale items of the Revised Conflict Tactics Scale (CTS2; Straus et al., 1996), as well as various measures of coping and emotion regulation styles. The results provide evidence that women who are in high-abuse relationships tend to be more willing to make more cognitive reappraisals that excuse the hurtful, negative aspects of their partners' personality, whereas women in low-abuse relationships do not. Furthermore, when looking at only women in high-abuse relationships, we find a significant positive correlation between relationship satisfaction and use of the “Positive reinterpretation and growth” coping style, as measured by the COPE (Carber, Scheier & Weintraub, 1989). Implications are that women in highly abusive relationships feel more satisfied the more they reappraise, and therefore stay in these unhealthy relationships longer.

D53

TIMING IS EVERYTHING: TEMPORAL CONSTRUAL IN IMPRESSION MANAGEMENT Seth Carter¹, Lawrence Sanna²; ¹*High Point University*, ²*University of North Carolina at Chapel Hill* – Temporal processes affect many interpersonal phenomena (Sanna & Chang, 2006). Two experiments examined the role of time in the use and effectiveness of impression management. Based on temporal construal theory (Trope & Liberman, 2003), we predicted that people will use indirect self-presentation more in the distant versus near future. The opposite pattern was predicted for direct self-presentation. In both experiments, people construed indirect self-presentation tactics more broadly and at a higher level than direct self-presentation tactics. Experiment 1 demonstrated this by asking participants to list statements that they would make in a job interview occurring either immediately (near future) or in three months (distant future). Experiment 2 conceptually reversed the effect by manipulating self-presentation tactics and measuring subjective temporal construal. Participants were asked to consider using indirect versus direct self-presentation tactics while imagining a future job interview (holding actual time constant). Results from both experiments were as predicted. In Experiment 1, participants used more indirect statements in the distant than near future, but more direct statements in the near than distant future. In Experiment 2, reversing this effect, participants using indirect self-presentation tactics perceived the forthcoming job interview as temporally more distant, and construed it at a higher level, than those using direct self-presentation tactics. Taken together, these two experiments demonstrated that temporal construal can govern the use of specific types of impression management tactics, and that timing may be everything. Future research possibilities are discussed.

D54

DIFFERENTIAL PERCEPTIONS OF IN-GROUPS AND OUT-GROUPS: THE INTRACTABLE NATURE OF IN-GROUP PERCEPTION. Hazel Willis; *University of Gloucestershire, UK* – To alleviate negative perceptions of the out-group, intergroup relations research has focussed on changing perceptions of out-groups to be more positive, variable and accurate. This research tradition has revealed that perceptions of the out-group can be moderated resulting in, more positive, variable and accurate perceptions of the out-group, however, change only moderates, rather than rendering equivalent, in-group and out-group perceptions. In Study 1, 67 participants provided evaluations of in-groups and out-groups from which analyses of bias, perceived variability and accuracy were made. In-groups were perceived as more positive and more variable than out-groups. Perceptions of out-groups in terms of bias and variability were more inaccurate than for in-groups, however, significant inaccuracies in in-group perceptions were also found. In Study 2, 93 participants were asked to generate information about in-groups and out-groups at either the sub-group or the group level. Significantly more role behaviours were generated for the out-groups than in-groups but when asked to generate sub-groups for the out-group, descriptors moved toward individualized descriptions.

Conversely, more individualized information was generated for the in-group, but when asked to generate group level information heterogeneity persisted. Implications of the results and suggestions for further research are discussed.

D55**CONSCIOUS IMPLEMENTATION INTENTIONS REDUCE AUTOMATIC STEREOTYPING AND REDUCE ATTENTIONAL BIAS TOWARD STEREOTYPE-CONGRUENT OBJECTS.**

Brandon Stewart¹, B. Keith Payne²; ¹Ohio State University, ²University of North Carolina, Chapel Hill—There is increasing acceptance that automatic stereotyping can be moderated by context. There, however, is increasingly mixed evidence demonstrating that people are able to intentionally control automatic stereotyping (Blair, 2002). The goal of the current research was to investigate types of conscious strategies that may help people control automatic stereotyping. Our previous research using process dissociation procedures has demonstrated that conscious implementation intentions (e.g., when I see a Black face, I will think “safe”) do reduce automatic stereotyping (Stewart & Payne, 2006). However, there remains a question about how the implementation intentions reduce automatic stereotyping (i.e., by shifting participants attention away from the Black faces or by reducing attentional bias toward stereotype-congruent objects). In this experiment, participants were primed with either an African American or a Caucasian face, and then were shown two objects (gun and phone) that were replaced by one grey dot that was located where one of the objects had been; participants were to indicate the location of the grey dot. Half the participants formed a counterstereotypical implementation intention to think “safe” when they saw Black faces. Control participants received an implementation intention to think “quick”. Results showed that participants in the control condition showed attentional bias toward prime-congruent objects, while participants with the counterstereotypical intention showed a reduction in this attentional bias. This finding suggests that counterstereotypical implementation intentions reduced attentional bias instead of distracting participants from the race of the faces.

D56**THE EMOTIONAL IMPLICATIONS OF ACTING EXTRAVERTED: DOES IT DEPEND ON DISPOSITION?**

Deanna C. Whelan, John M. Zelenski; Carleton University—Research has found that acting extraverted is associated with an increase in positive affect, regardless of stable disposition. This study manipulated extraverted behavior in replication of Fleeson, Malanos, and Achille (2002). More extensive measures of mood (based on the entire affect circumplex) were utilized to determine if there are emotional costs to acting extraverted, and if these costs are contingent on disposition (e.g., introverts may also experience negative emotions from acting extraverted). A measure of dispositional extraversion was obtained through mass-testing. During a separate session, participants (N = 124) were randomly assigned to one of three experimental conditions (act extraverted, act introverted or a control condition). Group discussions (three participants) were conducted with each condition being represented. We replicated Fleeson, et al., (2002) in that acting extraverted was associated with an increase in activated positive affect regardless of disposition. However, the control condition and the acting extraverted condition did not differ with respect to self-reported positive affect. This allows for a re-interpretation of the results; the positive affect may be due to the social situation more than the specific instructions to act extraverted. For pleasant emotions, experimental manipulation of extraverted behavior and disposition interacted. That is, dispositional introverts reported higher levels of pleasant emotions when acting introverted whereas the reverse held true for dispositional extraverts. Behaving in accordance with one’s own disposition appears to be more enjoyable and thus, the “acting extraverted” manipulation may have limitations for long-term happiness gains among introverts.

D57**THE WORD OF A BLACK MAN: THE INFLUENCE OF CHARACTER WITNESS AND DEFENDANT RACE ON JUROR DECISION MAKING**

Evelyn Maeder, Jennifer Hunt, Laura Olinger; University of Nebraska-Lincoln—Including character evidence in a criminal trial may harm rather than benefit a defendant (Hunt & Budesheim, 2004). Although a character witness only may testify about the general positive characteristics of the defendant, the prosecutor may address specific negative information during cross-examination. Because specific and negative information is more influential than general and positive information (e.g., Borgida & Nisbett, 1977; Lupfer, Weeks, & Dupuis, 2000), the risk of introducing specific, negative information about the defendant outweighs any benefit that the character witness might provide. The current research examined the impact of character witness and defendant race on juror decision-making. Jurors are more likely to convict and assign harsher sentences when a defendant is Black than White (e.g., Sommers & Ellsworth, 2000). Further, jurors may find White witnesses more credible than Black witnesses and differentially evaluate evidence if a defendant is Black than White (Sargent & Bradfield, 2004). Thus, the impact of character evidence may depend on the race of the witness and defendant. Participants read a mock trial involving assault and robbery, which included character evidence. The race of the character witness and defendant were manipulated (Black, White). Results replicated findings about the negative impact of cross-examination on guilt judgments, but also indicated that jurors were influenced more when a character witness was White than Black. A path analysis showed that race affected likeability of both the defendant and character witness, which in turn predicted verdicts. Thus, race interacts with evaluations of character evidence, leading to bias in juror decision-making.

D58**AVOIDING I CONTACT: WHEN SUBJECTIVE OVERLAP POSES A NEGATIVE PROSPECT**

Anson Long, Elizabeth Pintel; The Pennsylvania State University—Previous research demonstrates the positive interpersonal effects of I-sharing (i.e., sharing subjective experiences; Pintel et al., 2006). Here we examined people’s desire to I-share as a function of their feelings toward the target and whether they were in an experiential or a rational mindset (Epstein, 1994). Participants came to the lab individually and interacted with an ostensible partner. We manipulated mindset via a writing task, and liking via a compliment or insult from the ostensible partner. Then we gave participants an opportunity to distance themselves from the target subjectively and objectively. For the subjective distancing task, after learning that their partner had been assigned to eat a banana, participants rated their desire to eat a banana and an orange. For the objective distancing task, participants rated their personality characteristics while viewing their ostensible partner’s ratings (e.g., Schimmel et al., 2000). We observed evidence of subjective distancing, but not objective distancing. For the subjective distancing measure, whereas participants who liked their partner showed no preference for one fruit over the other, participants who disliked their partner preferred the orange – the fruit their partner was not eating – to the banana. An experiential mindset enhanced this effect, such that participants who disliked their partner and had received the experiential prime showed a pronounced preference for the orange. In contrast, neither liking nor mindset affected objective distancing from the target. Thus, it appears that liking for the target and experiential/rational mindset influence people’s willingness to share subjective experiences – to I-share.

D59**COLLEGE STUDENTS AND MOTIVATION: HOW GOALS AND AUTONOMY RELATE TO MOTIVATIONAL OUTCOMES**

Annette Kaufman, Tonya Dodge; The George Washington University—The purpose of the current study was to examine how achievement goals and autonomy

influence specific outcomes related to motivation in an academic setting. Specifically, the study investigated the effects of performance-approach goals, performance-avoidance goals, mastery goals and autonomy on three dependent variables: value/usefulness of the course, relatedness to the professor and final grade in a course. This is the first study to examine the relationship of goals with value/usefulness and relatedness. Participants were 222 undergraduate students (90 males) enrolled in introductory psychology classes. Students completed a questionnaire containing measures of the variables of interest. Course grades were obtained at the end of the semester. Linear regression analyses showed a statistically significant effect of mastery goals and autonomy on relatedness such that higher scores were associated with greater relatedness. A similar pattern emerged for value/usefulness. Neither performance-approach nor performance-avoidance goals were significantly associated with relatedness or value/usefulness. Grade was predicted by performance-approach and performance-avoidance goals such that higher approach goals were associated with higher grades and higher avoidance goals were associated with lower grades. Neither autonomy nor mastery goals predicted grade. Results of this study suggest that students with higher mastery goals and autonomy may feel more related to their professor and view the course as more valuable and useful than those with lower mastery goals and autonomy. However, it appears that mastery goals and autonomy have no effect on course grade. Alternatively, scores on performance-approach and performance-avoidance goals were predictive of grade in a course.

D60

DOUBLE JEOPARDY? THE CATEGORIZATION AND STEREOTYPING OF BLACK WOMEN *Amanda K. Sesko, Monica Biernat; University of Kansas* – The present study investigated the double jeopardy hypothesis by examining how Black women are categorized by Whites (i.e., by their gender and/or race). Participants heard a conversation of Black and White female and males and were asked to correctly identify each statement said with the right target person (“Who said What” paradigm). The number of within category and between category errors served as dependent measures of group categorization (either by race and/gender). Replicating past studies, participants were more likely to make within-race/within-gender errors than any other type. Of particular interest, female participants were more likely to confuse Black males with Black females than to confuse White males with White females. They were also more likely to confuse Black females with White males than they were to confuse their own group—White females—with Black males. This may suggest White females categorize Black females as a separate gender category than their own, increasing Black female error rates. Finally, men, but not women, were more likely to make between-race/within-gender errors for Black targets than White targets. Black women were particularly likely to be confused with men, showing evidence that their gender categorization is not as straightforward as a White women’s gender membership.

D61

WHICH KINDS OF SITUATIONS? A NEW APPROACH FOR INVESTIGATING THE NATURE OF INDIVIDUAL DIFFERENCES IN STRESS VULNERABILITY *Nicole Wilson, Yuichi Shoda; University of Washington* – Individuals may differ stably and meaningfully in the situations to which they are exposed and in the situations they find stressful (Mischel & Shoda, 1995). In this study, participants (N = 140) completed three individual difference measures and indicated the frequency (i.e., exposure) with which each of 145 stressors was encountered and the extent to which each event was stressful (i.e., reactivity). Stressors were coded according to categories used by Bolger and Schilling (1991), and for the potential for social rejection. Results indicated that rejection sensitivity (RS) was related to such theoretically relevant situations as reactivity to potential rejection ($r = .28, p < .01$) and arguments with others ($r = .26, p < .05$), but not other types of situations

(e.g., financial stressors). Neuroticism was related to reactivity to potential rejection ($r = .31, p < .01$), arguments with partner ($r = .33, p < .001$) and overloads in work and school ($r = .51, p < .001$), but not other types of situations. Thus, RS is characterized by specific reactivity to rejection or conflict. Neuroticism is characterized by reactivity to a broader range of situations, especially overloads at work and school. Analysis of the exposure data similarly suggests the presence of meaningful individual differences in the social ecology that individuals inhabit as a function of neuroticism and RS. These results provide evidence for the utility of posing a new question about the nature of individual differences: Can individual differences be characterized in terms of the kinds of situations to which individuals are most exposed and are most vulnerable?

D62

WHAT’S MORE IMPORTANT – BEING “REAL” OR SOCIALLY SAVVY? EXAMINING AUTHENTICITY AND SELF-PRESENTATION *Beth Pontari¹, Lauren Pryor²; ¹Furman University, ²University of Georgia* – Research shows that authenticity, defined as the “unobstructed operation of core aspects of self” (e.g., Kernis & Goldman, 2004), relates to positive mental health. Effective self-presentation, or controlling one’s actions to convey desirable impressions, can at times contradict authenticity but also relates to well-being (e.g., Leary, 1999). We hypothesized that feeling authentic is partially a product of feeling socially comfortable. Specifically, we tested if (1) individual differences in social skills and (2) manipulated social validation relate to feelings of authenticity. 310 people completed self-report measures including authenticity, social anxiety, and extraversion. Extraversion and social anxiety uniquely predicted authenticity, even when controlling for self-esteem, neuroticism, or self-concept clarity. In a follow-up experiment, 70 female undergraduates, either very introverted or extraverted, played either an introverted or extraverted role on video, thus requiring them to express themselves either authentically or not. Upon completion of the video, participants received social feedback from the experimenter. Supporting the importance of effective self-presentation, a main effect of feedback revealed that participants reported feeling more authentic following social acceptance versus rejection feedback. Supporting authenticity, extraverts and introverts reported feeling more authentic when they played roles congruent with their personality. However, for the introverted role, extraverts and introverts reported similar levels of authenticity. Therefore, even when playing a role that should feel inauthentic, extraverts felt equally authentic as introverts playing an authentic role. Because extraverts tend to be more socially skilled, this supports the notion that feeling authentic may closely relate to feelings of social comfort.

D63

AFFECTIVE RESPONSES TO DISCONFIRMATION OF EXPECTANCIES: RESOLVING A PARADOX *Marret K. Noordewier, Diederik A. Stapel; Tilburg University* – Expectancies are beliefs about a future state of affairs which help us to structure our world. How people may respond to disconfirmation of expectancies can be paradoxical. On the one hand, people generally like predictability, consistency, and structure. When reality is incongruent to what is expected, people may experience dissonance and thus negative affect. On the other hand, however, when reality is incongruent to what is expected, but positive (because the expectancy was negative), it is unclear what will happen. The incongruity may feel uncomfortable, the outcome may feel good. The question is thus, what will happen if a negative expectancy (“Paul is unfriendly”) is disconfirmed with a positive outcome (Paul is friendly)? When will people focus on the (confirmed or disconfirmed) expectancy and when on the (positive or negative) outcome? In two experiments we argue and show that it depends on the extent to which people are expectancy-focused and are thus troubled when having to deal with expectancy-disconfirmation. Dealing with disconfirmed expectancies

takes time, which depletes processing resources. When resources are depleted, people focus on the incongruity rather than on the outcome. When resources are available, however, people's focus may shift away from the expectancy and become more outcome-focused. By depleting processing resources with a cognitive load manipulation (experiment 1), we confirmed these hypotheses. Furthermore, we show that trouble dealing with incongruities depends on one's need for structure (experiment 2). People with high need for structure are more expectancy-focused and people with low need for structure are more outcome-focused.

D64

COLLECTIVE ANGST: CONCERN FOR THE FUTURE VITALITY OF THE INGROUP AND ITS EFFECT ON INGROUP PROTECTIVE BEHAVIORS *David McVicar, Michael Wohl; Carleton University* – It is now well known that descendants of historical victimization can experience similar emotional vulnerabilities as those who experienced the victimization directly. Carried forward, we argue that historical victimization can similarly influence emotional reactions about the future. It was hypothesized that appraising the historical victimization as demonstrating group vulnerability should lead group members to feel anxious about the future vitality of the ingroup. Such collective angst should then encourage ingroup protective responses (e.g., desire to raise their children with the values and traditions of the ingroup; being an active member of the group). To test this hypothesis, North American Jews (N=104) completed measures that assessed the extent to which they believe that the Jewish people are vulnerable to Holocaust-type events, feelings of collective angst, and ingroup protective behaviors. As predicted, perceived vulnerability was positively related to the desire to engage in ingroup protective behaviors. This effect, however, was mediated by the extent to which participants felt collective angst. That is, perceived vulnerability led to ingroup protective behaviours via collective angst. It was also found that the more collective angst Jewish people felt the less likely they were to forgive contemporary Germans for the actions of their ancestors. The neglect of future-oriented intergroup emotions such as collective angst in the intergroup literature as well as implications for intra- and intergroup relations are discussed.

D65

USING FACIAL EMG AND SKIN CONDUCTANCE RESPONSE TO DETECT DETERMINANTS OF THE FRAMING EFFECT *Emily Stark, Alex Rothman, Ed Bernat, Christopher Patrick; University of Minnesota, Twin Cities* – Although the principle that people are risk-averse when making decisions involving potential gains but risk-seeking when considering potential losses has been supported (Tversky & Kahneman, 1981), processes underlying the framing effect are not well-understood. Affective responses to decisions may predict choice; participants may choose options that are evaluated more positively (or less negatively). Facial EMG (express positive/negative affect) and skin conductance response (SCR; general affect/arousal) measures can assess people's responses to scenarios without disrupting choice processes. The current study is the first to use these tools to measure responses to framed decision scenarios. We expected participants to show greater positive responses to gain-framed than loss-framed options, and that these responses would predict choice. 26 participants read eight scenarios with gain- or loss-framed options presented between-subjects. Facial EMG was measured using electrodes placed on the corrugator and zygomatic muscles. SCR was measured on a subset of participants (N=14) using electrodes placed on their non-dominant hand. Contrary to predictions, facial EMG did not differentiate between participants who read gain- or loss-framed options nor did it discriminate between participants who preferred certain or uncertain options in either frame. SCR, however, did predict choice ($p < .04$); participants with greater general arousal preferred uncertain options, regardless of frame. Physiological measurements give insight into ongoing reactions to

decision scenarios. Intriguingly, general affect/arousal as measured by SCR plays a role in predicting choice, whereas higher-level expressive affect as measured by EMGs does not. This study represents a new way of measuring responses to framed decision scenarios and understanding choices.

D66

FORGIVENESS AND PSYCHOLOGICAL ADJUSTMENT FOLLOWING INTERPERSONAL TRANSGRESSIONS: A LONGITUDINAL ANALYSIS *Ulrich Orth, Matthias Berking, Nadine Walker, Laurenz Meier, Hansjörg Znoj; University of Berne* – Forgiveness is often assumed to be an adaptive factor in psychological adjustment following interpersonal transgressions. However, there is a need for longitudinal studies. We conducted a web-based study with four repeated assessments to investigate the relation between the forgiveness process and adjustment process. The sample consisted of 275 individuals from the general population who had experienced an interpersonal transgression within the last six months committed by a relationship partner, family member, friend, or colleague. Forgiveness was assessed with the Transgression-Related Interpersonal Motivations Inventory (McCullough et al., 1998), and adjustment was assessed with scales measuring depression, rumination, and psychological closure. The statistical analyses were conducted using structural equation modeling. First, univariate growth curve analyses showed that there was substantial variability in intraindividual change in forgiveness and adjustment. Second, multivariate growth curve analyses revealed that intraindividual change in forgiveness and adjustment was strongly correlated. Third, however, cross-lagged panel analyses indicated that the potential causal effects between the processes were virtually zero, even when controlling for random and nonrandom measurement error and effects of common factors. Taken together, the results show that the processes of forgiveness and adjustment are strongly correlated following interpersonal transgressions, but the results do not suggest that forgiveness has a causal effect on adjustment. The findings indicate that third variables, e.g., emotion regulation and social support, might account for the relation between forgiveness and adjustment.

D67

INTEREST AND PERFORMANCE: EXAMINING INTEREST THEORY THROUGH CORRELATIONAL, LABORATORY, AND RANDOMIZED INTERVENTION STUDIES. *Chris Hulleman, Olga Godes, Bryan Hendricks, Judith Harackiewicz; University of Wisconsin-Madison* – Interest is a state of “being engaged, engrossed, or entirely taken up with some activity (Dewey, 1913, p. 17).” Prior research (Schiefele, 1998) has demonstrated that topic interest has been associated with enhanced performance on learning tasks (e.g., comprehension, free recall, problem solving) as well as future academic choices such as course enrollment and college major (Harackiewicz et al, 2002). The four-phase model of interest development proposes that finding value in an activity will lead to subsequent interest in activities (Hidi & Renninger, in press). Three studies are presented that demonstrate the role of utility value (usefulness) in interest development and performance. Study 1 is a survey study that demonstrates the association between utility value, interest, and performance. Study 2 is a laboratory study that establishes a causal connection between utility value and interest on a math task. The utility value intervention consisted of participants writing about the relevance of the activity in their lives. Study 3 is a randomized trial in a college classroom that tested the utility intervention in an actual classroom. The results indicated that the utility intervention enhanced the amount of utility value and interest that students found in the math activity (Study 2) and in a psychology course (Study 3). This enhanced utility value in turn predicted performance on the math task (Study 2) and final course grades (Study 3). In addition, perceptions of utility value mediated the direct effect of the intervention on interest. Implications for theory and educational practice are discussed.

D68

ABILITY AND EFFORT PRAISE AND PUNISHMENT AND THEIR RELATION TO PERFORMANCE AND WORK-RELATED ATTITUDES

Steve Seidel, Amy Ehle; Texas A&M University-Corpus Christi – Praising one's efforts rather than praising ability has been found to increase one's motivation and resistance to the devastating effects of failure (Mueller & Dweck, 1998). Similarly, learning-goal orientations have been linked to increased motivation and positive affect associated with performing complex tasks (Steele-Johnson, Beauregard, Hoover, & Schmidt, 2000) and have been associated with satisfaction and increased performance (Van Yperen & Janssen, 2002). In the present study, 282 employee participants completed a survey designed to measure one's learning and performance goal orientation, self-efficacy, effort, work motivation, work satisfaction, and degree to which they received effort and ability praise and punishment from their supervisors. Learning goal orientations were associated with higher effort, motivation, and self-efficacy, while performance goal orientations were only associated with higher self-efficacy and higher effort (and less so than learning goal orientations). Both ability and effort praise were associated with higher satisfaction, motivation, effort, and self-efficacy. Most interestingly, however, was that effort praise was better than ability praise at predicting higher motivation, effort, and self-efficacy scores, while ability punishment was a better predictor of lower motivation, effort, and self-efficacy scores.

D69

YOU TRAITOR: ANGER AND FORGIVENESS WHEN AN INGROUP MEMBER FORGES AN ALLIANCE WITH THE OUTGROUP

April L. McGrath, Michael J. A. Wohl; Carleton University – We investigated the reaction of group members when there is a traitor in the ranks. Unlike earlier work on the black sheep effect (Marques, Yzerbyt, & Leyens, 1988), in this research the ingroup member not only behaved badly, but ostracized a member of their own group in favor of an outgroup member. A sample of Canadian students (N=35) engaged in a cyber game of catch with, ostensibly, a fellow Canadian and an American. Shortly after the game began, the participant was excluded and thus was relegated to watching the other Canadian and the American only throw the ball to each other. In line with expectations, the fellow ingroup member was forgiven less than the outgroup member. This difference in forgiveness was predicted by level of reported anger. Specifically, the more angry the participant became due to being socially ostracized, the greater the difference in willingness to forgive the ingroup versus the outgroup member. Additionally, when, ostensibly, given the opportunity to engage in a similar follow-up task with either player, participants were significantly more likely to choose the outgroup member than their fellow ingroup member. The results are discussed in terms of their implications for the black sheep effect and understanding psychological reactions to traitors.

D70

NEED FOR CLOSURE AND THE APPEAL OF GROUPS WITH IMPERMEABLE GROUP BOUNDARIES

Mark Dechesne, Arie Kruglanski; University of Maryland – The present contribution reports a set of studies examining the interactive of epistemic motivation in the form of the need for closure and structural features of group in the form of im/permeability of group boundaries in predicting group affiliation. Study 1 showed that greater dispositional need for closure was associated with greater identification with and greater liking of a group with impermeable relative to permeable group boundaries. Study 2 replicated this finding using a situational manipulation of the need for closure. Study 3 demonstrated the same effect across a variety of groups, and also showed that high but not low need for closure participants used an order of mentioning groups along a permeability/impermeability dimension, suggesting that among high need for closure individuals, im/permeability is a dimension taken into consideration when opting for a

group. The relevance of the present findings for a recent lay epistemic account of group processes, and for the understanding of group affiliation, will be highlighted.

D71

IS IMPLICIT SELF-ESTEEM REALLY IMPLICIT? THE CASE OF THE NAME-LETTER EFFECT

Zlatan Krizan; University of Iowa – A common implicit measure of self-esteem is the Name-Letter Test, where respondents' gut-based evaluations of their initials (disguised among other symbols) are taken to reflect self-esteem. However, what features of such measurement outcomes are implicit cannot be established a priori and needs to be examined empirically. To this end, introductory psychology students responded to the standard Name-Letter Test, were asked about their thoughts during the task, and were then probed with increasing levels of specificity about whether they have noticed any connection between themselves and the letters they rated. About a third of respondents spontaneously mentioned self-related features of letters, and when further prompted that some letters might have special significance, more than 40% of respondents indicated recognizing their initials. When directly asked whether they recognized their initials during the task, more than 80% agreed. Contrary to prior assumptions regarding the name-letter task, these findings indicate that a substantial proportion of respondents recognize that they are rating a self-relevant stimulus. Moreover, respondents who were aware of the letters' personal significance (as indicated in their free responses) provided significantly higher ratings of those letters. Critically, when the transparency of the task was experimentally manipulated, respondents who were explicitly told that they will be rating their initials provided higher ratings than respondents who were given standard instructions. Taken together, these findings indicate that recognizing the self-association of name-letters contributes to the name-letter effect, and call for a finer examination of various implicit qualities indirect measures are assumed to possess.

D72

THE INFLUENCE OF ROMANTIC MEDIA ON RELATIONSHIP EXPECTATIONS

Aimee Edison, Nancy Rhodes; The University of Alabama – Although many social psychology textbooks claim that the media influences our perceptions and expectations for close relationships, there is little research that validates this claim, or explains the processes through which this might occur. The present research investigates how media use affects romantic relationship expectations through the mechanism of construct accessibility. In a study using survey methodology and reaction time tasks, with 140 psychology students, we found that attitudes toward romantic constructs are more easily retrieved for participants who use more romantic media ($t[136]=3.001, p<.005, \eta^2=.025$). In addition, we found that those who use more romantic-genre media expect to be married/engaged at a younger age ($r=-.192, N=121, p<.05$). Previous research has found that romantic-genre media use is correlated with idealistic expectations of romantic relationships (Segrin & Nabi, 2002), such that participants expect their romantic partners to be perfect, very romantic and self-sacrificing. Although a direct link between romantic-genre media use and idealistic expectations of romantic relationships has not been found, this relationship is moderated by fantasy rumination ($t[133]=2.035, p<.05, \eta^2=.167$). Fantasy rumination describes how much participants think about romance and romantic situations. When both romantic-genre media use and fantasy rumination are high, participants are likely to have over-idealistic expectations for romantic relationships. If fantasy rumination is low, expectations are more realistic. This suggests that both viewing constructs and elaborating extensively on those constructs may be required for those constructs to influence expectations, and suggests that the media does indeed influence our relationship expectations.

D73**EVEN FAILURE HAS A SILVER LINING: GROWTH BELIEF AS A BUFFER OF THE RELATIONSHIP BETWEEN SELF-PRESENTATION FAILURE AND SINGLES' WELL-BEING**

Amber L. Bush, Helen Lee Lin, C. Raymond Knee; University of Houston – Research suggests that individuals experience increased well-being when they perceive that they have been successful in a variety of prior tasks, including presenting oneself to others (Sharp & Getz, 1996). The current study examined individual differences in the association between past experience with presenting oneself to potential romantic partners and current well-being. Belief in romantic growth emphasizes the benefits of overcoming challenges and obstacles, rather than relying merely on favorable circumstances and fate (Knee, 1998). Prior experiences of presenting oneself to potential partners may take on different meanings, depending on one's growth beliefs. For instance, poor past performance may not be linked to decreased well-being if one believes such "failures" can be overcome. Therefore, it was hypothesized that perceptions of past failures when presenting oneself to potential romantic partners would be associated with both lower self-esteem and higher anxiety, primarily when lower in growth belief. Forty-four single individuals completed measures of perceived past performance when presenting oneself to potential romantic partners, growth belief, current self-esteem, and current anxiety. As hypothesized, a significant interaction showed that those who perceived they were relatively unsuccessful in the past when presenting themselves to potential partners reported lower self-esteem and higher anxiety, primarily when one was lower (relative to higher) in growth belief. Therefore, growth belief appears to buffer the extent to which perceived past performance relates to current well-being. Believing that setbacks are essential to relationship success minimizes the negative implications that perceptions of past self-presentation failure may otherwise have for current well-being.

D74**A STRANGER'S COLD SHOULDER MAKES THE HEART GROW FONDER: HOW INCIDENTAL LACK OF MIMICRY ENHANCES ONE'S CLOSE RELATIONSHIP EVALUATION.**

Marina Kouzakova, Johan Karremans, Ad van Knippenberg; Radboud University Nijmegen – Lack of mimicry in interpersonal interactions may be implicitly construed as social rejection, which activates a need to belong. Subsequent evaluations of one's current personal relationships are predicted to be enhanced in order to compensate for the experienced rejection in the interaction. In line with predictions experiment 1 shows that not being mimicked by an alleged other participant (confederate) in a 5 minute interaction leads to feeling more close to one's current personal relationship (spouse, partner) and to evaluate that relationship as more strong and secure than after both being mimicked and after no interaction at all. Experiment 2 replicated these findings in a more general manner, showing the impact of non-mimicry on a variety of close relationships. Experiment 2 demonstrates a substantial increase of personal relationship evaluation after a short interaction in non-mimicry condition compared to the same measures taken before the interaction, while being imitated by the interaction partner does not lead to a shift in personal relationship evaluations. No effects of mood or sex difference are found in both experiments. Together the studies reveal that the absence of mimicry even in a short interaction with a perfect stranger may lead to upgrading one's longstanding personal relationships.

D75**ATTITUDE CONSTRUCTION AND THE SLEEPER EFFECT**

G. Tarcan Kumkale¹, Dolores Albarracín²; ¹Koc University, Istanbul, Turkey, ²University of Florida, Gainesville – In accounting for the sleeper effect, most theories of persuasion focus on the relative accessibility of the arguments and the source attributes. Thus, recalling the arguments better than the noncredible message source should facilitate the sleeper effect; similarly, when a credible source presents weak arguments, recalling

source attributes better than the arguments should facilitate the effect. However, what is missing from this account is that, arguments and the source attributes are not the only inputs that people consider in making a delayed judgment. It is also possible that people can base their delayed attitudes on their immediate reactions formed at the time of message exposure. Thus, it is necessary to consider the accessibility of these immediate reactions as well. When delayed attitudes are based solely on these immediate reactions, attitude stability rather than a sleeper effect should prevail regardless of the accessibility of the arguments and the source attributes. Thus, forming well-established attitudes at the time of exposure should impede the likelihood of observing the effect by way of constraining attitude construction. In three experiments, we tested this hypothesis by manipulating the relative accessibility of potential inputs to delayed judgments and generated both types of sleeper effects as well as decays and stability. As expected, conditions conducive to attitude construction facilitated the sleeper effect (i.e., not forming well-established reactions during message exposure). In conclusion, recalling attitude-relevant information imperfectly (e.g., forgetting the discounting cue) should bring about a sleeper effect only if people construct a new judgment based on this information.

D76**IMPACT OF PROVIDERS' DISCOMFORT AND FEELINGS OF EFFICACY ON SUPPORT PROVISION**

Katrina Steers-Wentzell¹, William McKenna²; ¹Bethany College, ²University of Pittsburgh – It appears that the decision to provide social support to someone in need rests upon several factors. The current study examines how a potential support provider's feelings of discomfort with the situation and efficacy in providing support impact a variety of support outcomes. One-hundred fifty-eight undergraduate women observed another female describe an emotional event. They then spent five minutes interacting with the supposedly distressed confederate. After this interaction, participants completed a series of questionnaires measuring their levels of discomfort and efficacy, and a number of support measures. Additionally, the videotaped interactions were coded for the presence of supportive behaviors. Regression analyses demonstrate that participants' levels of discomfort predicted a variety of support outcomes including willingness to return for another session with the confederate ($b = -2.56, p = .002$), willingness to have future interactions ($b = -.205, p = .013$), participant self-ratings of supportiveness ($b = -.366, p = .000$), confederates' ratings of supportiveness ($b = -.234, p = .005$), coders' ratings of supportiveness ($b = -.213, p = .000$), supportive non-verbal behavior ($b = -.252, p = .000$), and the number of disclosures made ($b = -.288, p = .001$), as well as a trend toward the number of comforting statements made ($b = -.152, p = .062$). Participants' feelings of efficacy mediated most, but not all, of these relationships. Participants' feelings of efficacy also predicted some support measures that feelings of discomfort did not predict. A broader model of support based upon these findings is suggested.

D77**ON THE STRUCTURE OF APPRAISAL**

Benjamin Smallheer, Leslie D. Kirby, Craig A. Smith; Vanderbilt University – In 1988, in an early study of appraisal-emotion relations, Ellsworth and Smith noted the existence of seemingly systematic associations among appraisal dimensions that had previously been depicted as orthogonal, and suggested that these associations deserved further study. We follow up on that suggestion using a data set that combines data from 21 separate studies conducted over that past 20 years, involving a total of 1557 independent observations, and using three major methodologies -- the assessment appraisals associated with: 1) ongoing "live" experiences, 2) retrospectively remembered past experiences, and 3) imagery-based responses to hypothetical scenarios. Using these data, the intercorrelations among the six appraisal components emphasized in the 1990 model of Smith & Lazarus (motivational relevance, motivational congruence, accountability, problem-focused coping potential, emotion-

focused coping potential, and future expectancy) are examined. Across studies and methods, a number of stable, replicable relations were observed. For instance, although primary appraisals of motivational relevance (hypothesized to determine emotional intensity) were largely independent of all other appraisal components (all mean r s < .15), primary appraisals of motivational congruence (closely related to valence) were reliably correlated with several other appraisal components, especially problem-focused coping potential (average r = .55) and future expectations (average r = .53). Beyond these global relations, the intercorrelations among the appraisal components associated with pleasant vs. unpleasant experiences are also compared. The constraints on the appraisal process that the observed relations represent, and the potential reasons for such constraints, are discussed.

D78

PRIMING AN IDENTITY CAN LEAD TO GROUP-LEVEL EMOTIONS Charles Seger¹, Eliot Smith¹, Diane Mackie²; ¹Indiana University, ²University of California, Santa Barbara – Intergroup Emotions Theory (Mackie, Devos, & Smith, 2000; Smith, 1993) holds that intergroup emotions are experienced by individuals when they identify with a social group; these emotions make the group part of the psychological self. Previous research (Seger, Smith, & Mackie, 2005) showed the emotions that people feel when thinking about a particular in-group tend to converge toward an average or prototypical profile of emotions for that group. Individuals highly identified with their in-group are more likely to converge in this manner. The previous study instructed people to rate their emotions for various in-groups, but we predict that priming a group identity should lead to the same kind of group-based emotion convergence. In the present study (N=84), individuals first rated their current level of thirteen emotions. Participants then completed a writing task designed to activate their respective identities as an Indiana University student and as an American (ordering was counterbalanced). In-group identification was assessed before each prime. Following each prime, individuals re-rated their current emotions. As predicted, there were reliable differences between the profile of emotions reported initially and emotions reported following each prime. Emotions following the IU prime differed from emotions following the American prime. The emotions that people reported following each in-group prime converged toward a prototypical profile of emotions for that group. This study provides strong evidence that even subtle activation of an identity can lead to changes in emotion in the direction of a socially shared profile of group emotions. Implications and future directions are discussed.

D79

THE IMPORTANCE OF CULTURAL IDENTITY CLARITY FOR FEELINGS ABOUT THE SELF AND THE OTHER: AN EXPERIMENTAL INVESTIGATION Esther Usborne, Marina Milyavskaya, Donald M. Taylor; McGill University – Complementing field research among severely disadvantaged cultural groups, an experimental analogue was used to investigate the importance of cultural identity clarity. The concept of cultural individualism/collectivism provided an established array of cultural norms that were used to assign participants to one of three identity conditions. Participants were asked to take on a clear cultural identity that matched their predisposition (individualistic or collectivistic), a clear cultural identity that conflicted with their predisposition, or an unclear cultural identity in which no clear cultural norms or guidelines were provided. Participants were required to apply their assigned identities while engaging in an online group conversation, a forum through which identities are often created or altered. Participants in the clear condition reported experiencing more feelings of positivity/success and liking for other members of their discussion group than did participants in the conflict and unclear conditions. Participants in the conflict condition reported experiencing more intellectual taxation than those in the clear condition. Furthermore, a content analysis of the online conversations revealed that participants in the unclear condition

used more words indicating negation, negative emotion, and anger, and fewer words indicating optimism and achievement than did participants in the clear and conflict conditions. Cultural identity clarity was related to positive feelings about the self and others, intellectual taxation, and to the actual expression of thoughts and emotions, thereby emphasizing the importance of cultural identity clarity for the self and the experience of one's social world.

D80**THE PROOF IS IN THE MEASUREMENT: THE USE OF A MIRROR-IMAGE TECHNIQUE TO ASSESS DOUBLE STANDARDS** Kathleen

Fortune, Gerry Sande; University of Manitoba – Two studies examined the efficacy of a “mirror-image” technique to assess double standards in attitudes toward appropriate behaviors and roles for women and men. Existing measures, such as the Attitudes Toward Women Scale (Spence & Helmreich, 1972) assess attitudes toward women and men within individual items. For example, “Sons in a family should be given more encouragement to go to college than daughters.” The “mirror-image” technique involves two identical scales containing items which measure attitudes toward women and men separately. Thus, one version of the scale contains an item about the importance of daughters going to college and the other version contains a parallel item about the importance of sons going to college. The scale items were qualitatively sorted into 5 domains (violent behavior, public behavior, parenting responsibilities, career opportunities, and sexual behavior). In the “mirror-image” time delay condition, the two versions of the scale were administered with an 8 week time delay. This technique minimizes transparency and social desirability concerns and allows for the expression of double standards in two directions, as opposed to unidirectional biases. The time delayed assessment revealed pro-female double standards on the part of female and male participants. In contrast, a second sample of participants completed both versions of the scale in a simultaneous format where each item is paired back-to-back with its counterpart. This technique increases transparency and social desirability concerns. The simultaneous assessment revealed attenuated pro-female double standards, which focuses attention on the critical impact of measurement technique in detecting true attitudes.

D81**EMBODIED CONTACT: INTERPERSONAL TOUCH REDUCES IMPLICIT PREJUDICE.** Elise Percy Hall, Charles R. Seger, Eliot R. Smith;

Indiana University, Bloomington – Although the influence of interpersonal touch on compliance and helping has been established since the 1980s, the effect of touch on implicit attitudes has not previously been investigated. Also not previously tested is the hypothesis that the effects of touch influence attitudes not only toward the toucher but toward the toucher's group as well, a notion implied by Intergroup Contact Theory (Allport, 1954) and supported by research findings such as the extended contact effect of Wright et al. (1997). We examined the effect of touch by an outgroup member on implicit and explicit attitudes toward the toucher and the toucher's group. On the basis of the previous research described, we anticipated that touch would lead to more favorable attitudes. Participants (N = 76) were either touched or not touched by an African American female experimenter. Implicit attitudes toward the experimenter and toward various groups were then assessed through an evaluative priming measure. Additionally, participants rated their similarity to the experimenter, completed the Symbolic Racism Scale, and indicated explicit attitudes toward the experimenter, various groups, and themselves through feeling thermometers. Touched participants were expected to demonstrate more positive implicit attitudes toward the experimenter and toward other African Americans. Results indicated that implicit (but not explicit) attitudes toward African Americans in general, and toward African American females in particular, were more positive among the participants who were touched than those who were

not. Therefore, interpersonal touch may be a means of reducing prejudice toward certain groups.

D82**POWERFUL WOMEN AND MALE SUBORDINATES: ATTITUDES TOWARD MEN WHO WORK FOR WOMEN**

Corinne Moss-Racusin, Lonnie Sarnell, Victoria Brescoll; Yale University—Previous research has demonstrated that individuals often encounter strong interpersonal disapproval when they violate prescriptive gender stereotypes (ideas about how men and women should behave). However, little work has focused on the extension of backlash to those associated with stereotype violators. This study sought to investigate the effects of working for a successful woman on male subordinates' perceived professional status, likeability, and positive evaluations. A total of 100 participants took part in an experimental study investigating perceptions of male employees of female and male bosses. Participants read a brief description of a male employee who had either a male or female boss and worked in either a male sex-typed job or a female sex-typed job. Participants then rated the target employee on scales measuring likeability, status conferral, positive professional evaluations, and projected salary allocation. Consistent with our predictions, results indicated that male subordinates received the least favorable ratings when paired with a counter-stereotypical female boss in a male gender-typed job. These findings held true for both male and female participants, regardless of self-reported political orientation. The results were taken to support the idea that people express disapproval toward those who violate gender norms, and may extend this interpersonal disapproval toward those affiliated with them.

D83**PREDICTING FEELINGS OF IMPOSTORISM OF HIGHLY SUCCESSFUL AND LESS SUCCESSFUL MEN AND WOMEN**

Dorothee Dietrich; Hamline University—This study investigates the prediction of feelings of impostorism among male and female college students varying in terms of academic performance and merit. The impostor phenomenon (Clance, 1985) refers to feelings of inadequacy, fraudulence and incompetence by highly successful individuals. Previous research shows mixed results regarding gender differences with some studies showing women exhibiting higher impostor scores than men (e.g., Lapp-Rincker, 2004) and in other studies men scoring higher than women (e.g., Topping & Kimmel, 1985). The purpose of this study is to determine the degree to which gender and academic performance contribute to impostor scores among highly successful individuals (receiving scholarships based on academic merit) compared to individuals not receiving scholarships. Participants (N=116) completed the 20-item impostor scale (Clance, 1985) and items assessing academic performance and receipt of various kinds of scholarships. Reliability of the Clance Impostor Scale was high with Cronbach's alpha of .88. ANOVA showed that participants receiving highly prestigious scholarships reported significantly lower feelings of impostorism than participants receiving less prestigious scholarships or participants not receiving any scholarships [$F(2, 115) = 3.87, p = .02$]. In addition, men exhibited significantly lower feelings of impostorism than women [$F(1, 115) = 11.59, p = .001$]. Multiple regression analysis revealed that gender was the most significant predictor of feelings of impostorism [$R^2 = .09; F(1, 101) = 10.22, p = .002$], followed by GPA which contributed an additional 4% to the accounted variance of impostor scores [$R^2 = .13; F(2, 101) = 7.50, p = .001$].

D84**SELF-DETERMINATION AS A MODERATOR OF THE RELATIONSHIP BETWEEN IMPLICIT & EXPLICIT SELF-ESTEEM**

Ryan E. O'Loughlin, Miron Zuckerman; University of Rochester—Concordant implicit and explicit self-esteem has been shown to be linked to positive outcomes, such as decreased self-serving responding (Kernis, Abend, Goldman, Shrira, Paradise, & Hampton, 2005) and decreased compensatory self-enhancement (Bosson, Brown, Zeigler-Hill, & Swann,

2003). Past research (Thrash & Elliot, 2002; Brown & Ryan, 2004) has investigated the role of self-determination phenomena (Deci & Ryan, 1985) in the concordance of implicit and explicit phenomena (motives and affect, respectively). The current studies attempted to determine if concordance between implicit and explicit self-esteem could be predicted by people's level of self-determination. It was hypothesized that those who exhibited greater self-determination would show greater concordance between their implicit and explicit self-esteem. In Study 1, participants completed trait measures of implicit self-esteem, explicit self-esteem, and the self-determination scale (SDS; Sheldon & Deci, 1996). There was a low correlation between implicit and explicit self-esteem. It was also found that, for women, higher scores on the SDS were related to greater concordance between the implicit and explicit self-esteem. However, the SDS was not related to concordance for men. In Study 2, there was a low correlation between state implicit and explicit self-esteem. Unlike Study 1, greater self-determination was related to greater concordance of implicit and explicit self-esteem for both men and women. These studies support the hypothesis that a greater sense of self-determination is related to increased concordance between implicit and explicit self-esteem. Ideas for future research are presented.

D85**GET ACTIVE (BUT GET SNACKING)! UNDESIRABLE EFFECTS OF GENERAL ACTION GOALS ON DIET AND EXERCISE**

Josh Leeper, Dolores Albarracín; University of Florida—Recent experiments have revealed that exposure to very general action goal primes ("go," "active") increases the expression of subsequent behaviors. Specifically, the general action goal can generalize to many different behaviors, including folding paper and clicking a mouse (Albarracín et al., 2006). In this work, we hypothesized that general action goals will increase the expression of both wanted behaviors such as exercising as well as unwanted behaviors such as eating. The effect of action and inaction goal priming on both diet and exercise behaviors was investigated using a word completion paradigm containing the primes, followed for the opportunity to consume a food and exercise while in the lab. The results revealed that participants who were primed with action goals ate more of a prepared snack and exercised more than participants primed with an inaction goal. This finding suggests that vague action goals can be counterproductive for promoting weight loss, and campaigns suggesting that individuals "get active" should include more specific behavioral goals.

D86**THE EFFECT OF GROUP COMPOSITION AND TASK STRUCTURE ON TACIT COORDINATION IN SMALL GROUPS**

Edwin R. Shriver, Garold L. Stasser; Miami University—The benefits of diversity for group coordination are contingent on the type of task. Diversity may benefit groups when they are working on a task in which their members need to distribute their efforts across different subtasks, but diversity may hinder performance when everyone needs to focus on a single aspect of the task. Three-person groups were given false feedback about how each group member individually performed on a verbal test. This feedback either suggested that the group members were similar or diverse in terms of their performance. Groups then completed another verbal task involving 10 trials of a word recall task with three subtasks that varied in difficulty. Group interaction was computer-mediated, and there was no direct communication among group members. After each trial, groups were given feedback to indicate how well they had coordinated on the previous trial. The results showed that there was a significant interaction such that similar groups coordinated more efficiently than diverse groups when the task required coordinating by focusing on a single aspect of the task, and vice versa when the task required a division of labor across each of the three subtasks. There was also a main effect such that groups were able to develop better coordination strategies over time through both experience and the use of the trial feedback. The results are discussed in terms of the usefulness of

team diversity for enabling groups to develop shared mental representations for how to coordinate.

D87

BELIEFS ABOUT THE ETIOLOGY OF HOMOSEXUALITY AND SEXUAL PREJUDICE

Sara Smith, Amber Axelson, Donald Saucier; Kansas State University—Sexual prejudice is prevalent in contemporary society; gay men and lesbians face widespread discrimination due to their sexual orientation (Herek, 2000). Research has examined several factors associated with sexual prejudice, including traditional gender role attitudes (Whitley & Ægisdóttir, 2000) and religion (Wilkinson, 2004). However, little work has examined the effects of individuals' beliefs about the etiology of homosexuality on sexual prejudice. The purpose of this study was to examine the relationships between these etiology beliefs and attitudes toward gay-relevant legislation. We created scales to assess individuals' beliefs about the etiology of homosexuality and their attitudes toward gay-relevant legislation. The etiology scales measured individuals' beliefs that homosexuality was a product of nature or nurture, while the legislation measures assessed their attitudes toward legislation such as gay marriage and occupational restrictions for gays. Participants (N = 181) completed these measures along with measures of sexual prejudice (i.e., ATGL, HATH), and social desirability. Results indicated that individuals' etiology beliefs predicted both their levels of sexual prejudice and their attitudes toward gay-relevant legislation. Specifically, greater beliefs that homosexuality is a product of innate causes were associated with attitudes that supported legislation that promoted gay rights. Greater beliefs that homosexuality is a product of environmental causes were associated with attitudes that opposed legislation that promoted gay rights. Further analysis showed that sexual prejudice mediated the relationships between etiology beliefs and attitudes toward gay-relevant legislation, suggesting that individuals' beliefs about the etiology of homosexuality may inform the understanding of the foundations of sexual prejudice and discrimination.

D88

MOTIVATIONAL IMPACT ON THE QUALITY, NOT THE QUANTITY, OF MEMORY: ACHIEVEMENT GOALS AND REMEMBER-KNOW JUDGMENTS.

Kou Murayama; Tokyo Institute of Technology—In the memory literature, motivation has long been regarded as something that determines the quantity of memory: Motivation affects amount of memory recollection. However, the qualitative aspects of motivational effects on memory have been largely ignored. Given the recently proposed distinction between remembering and knowing (Gardiner, 1988), both of which are the qualitative states of memory retrieval, the present study examined the effects of achievement goals on the remember-know judgments. In Experiment 1, participants (n=68) were assigned to either a mastery goal condition or a performance goal condition. They received a list of 60 words manipulated to be encoded at either shallow or deep levels of processing. An unexpected recognition test followed where participants classified their responses according to Gardiner's remember-know procedure. Results showed that, although achievement goals do not affect overall recognition performance, participants in the performance goal condition produced more remember responses while participants in the mastery goal condition produced more know responses at deep-processing levels. Experiment 2 (n=95) investigated how delay affects these patterns of results. Participants were tested immediately after the memory task and after one-week delay. Immediate recognition test replicated the results from Experiment 1. However, in the delayed recognition test, the effects of achievement goals were reversed. While overall recognition performance did not differ between two conditions, participants in the mastery goal condition produced more remember responses at deep-processing levels. Implications are discussed in terms of the differential functions of the mastery and performance goals with regard to the memory process.

D89

EXPLORING CULTURAL DIFFERENCES IN INTERPERSONAL REJECTION AND AGGRESSION

Christopher Garris¹, Hiroshi Oikawa², Ohbuchi Ken-ichi², Monica Harris¹; ¹University of Kentucky, ²Tohoku University—Interpersonal rejection hurts. Research has linked rejection to several negative effects, ranging from depleted human needs to aggression. However, this work is almost entirely based upon Western samples. The current study explored cultural differences in reactions to interpersonal rejection and aggression by recruiting 55 Japanese participants from Tohoku University and 134 American participants from the University of Kentucky. Participants were led to believe they were either accepted or rejected by two other participants for an upcoming study, and then given the chance to blast either them or a new third party with unpleasant noise. They also reported their prosocial intentions toward the other participants and levels of human needs (belongingness, self-esteem, control, and meaningful existence). Results showed that rejected individuals reported feeling less accepted, experiencing less positive affect and more depressed affect, and they scored lower on all four human needs than accepted individuals across cultures. However, accepted participants reported more prosocial intentions than rejected individuals. Japanese participants reported less acceptance, less positive affect, less belongingness, self-esteem, and meaningful existence, more negative affect and depressive affect. There were no differences between cultures or rejection condition for aggression. However, individuals reporting a history of rejection by peers acted more aggressively overall. Implications for current theory and future research will be discussed.

D90

EVALUATING DIFFERENCES BETWEEN CROSS-DIMENSION AND WITHIN-DIMENSION AMBIVALENCE: ASSESSING RESPONSE LATENCY FOLLOWING A PRIMING MANIPULATION

Sandra R. Marques, Tara K. MacDonald, Leandre R. Fabrigar; Queen's University—Two types of ambivalence can be characterized: cross-dimension (evaluating one dimension of an attitude object positively and another dimension negatively), and within-dimension (evaluating an attitude object positively and negatively along the same dimension). We hypothesized that following a manipulation priming either the positive or negative dimension, those with cross-dimension ambivalence would experience attitude polarization (and thus respond more quickly when subsequently reporting their attitude) because the primed dimension would become more salient than the other dimension. In contrast, we expected that individuals with within-dimension ambivalence would not polarize following a prime, because the prime would activate both the positive and negative evaluations along the same dimension. Participants read an essay ostensibly written by another participant, in which she described herself using words that would elicit cross-dimension ambivalence (e.g., positive traits relevant to warmth, negative traits relevant to competence) or within-dimension ambivalence (e.g., positive and negative traits relevant to warmth). Next, participants were randomly assigned to either a repeated expression condition (prime), where they answered five questions about either the positive or negative component of their attitude or to a control condition. Finally, participants reported their overall attitude toward the fictitious individual and their response latencies were recorded. Results indicated an ambivalence type by prime interaction, such that among those assigned to the cross-dimension ambivalence condition, the prime group responded to the attitude items more quickly than the control group. In contrast, among those assigned to the within-dimension ambivalence condition, response latency did not vary as a function of prime condition.

D91

BELIEF IN HUMAN KINDS VERSUS BELIEF IN INHERENT CHARACTER: WHICH TYPE OF ESSENTIALISM IS ASSOCIATED WITH PREJUDICE?

Michael Andreychik, Michael Gill; Lehigh University—Recently, scholars have begun to examine the possibility that essentialism of social groups—a belief that social groups are bound together by “deep” properties—is linked to negative intergroup attitudes. Attempts to document such links have met with mixed success however. Some scholars have found that essentialistic beliefs are associated with prejudice (Keller, 2005), whereas others have found puzzling and inconsistent patterns (e.g., Haslam, Rothschild, and Ernst, 2000). We propose that relations between essentialism and prejudice will become clearer once a distinction is made between two types of essentialistic beliefs. The distinction is between a belief in social groups as human kinds, which involves the notion that membership in a social group—typically defined in terms of physicality—is linked to an underlying property, versus a belief in social groups as possessing inherent character, which involves the notion that the behaviors, cognitions, and emotions of a group grow out of an underlying property. We expect that prejudice will be most strongly associated with this latter type of essentialism. In two correlational studies testing our hypothesis in the context of both gender and racial attitudes, scores on an “Essentialism of Inherent Character” Scale were significantly related to prejudice such that those endorsing biological explanations for gender- or race-linked behavior, cognition, and emotion showed higher levels of prejudice. In contrast, scores on an “Essentialism of Physical Attributes” Scale showed no relation to prejudice. It thus appears that essentialism does beget prejudice, but only if it is essentialism of inherent character.

D92

THE POLARIZING EFFECTS OF GOOD FEELINGS AND BAD THOUGHTS: AFFECTIVE AND COGNITIVE RUMINATIONS DIFFERENTIALLY AFFECT LIKED AND DISLIKED ENTITIES

Tay Hack, Donal Carlston; Purdue University—Previous research suggests that many evaluations include both affective (i.e., feelings) and cognitive (i.e., beliefs) components. Moreover, there is evidence to suggest that these two components are separate and distinguishable from each other, and are related to overall evaluations, and to behavior. Studies investigating affective and cognitive attitude components have found behavioral differences when participants focus on their feelings compared to when participants focus on their beliefs. Although many interesting findings have been reported, little attention has been given to the possibility that these components might differentially affect impressions of people, objects, and groups. The present research used a focus manipulation to investigate the impact of affect and cognitions on existing impressions of social and nonsocial objects, exploring valence of impressions as a potential moderator. Participants generated names of both liked and disliked people, inanimate objects, and social groups, rating overall attitudes toward each item. After focusing their feelings (i.e., affect) or their thoughts (i.e., cognitions) toward each item, participants re-rated their overall attitude. Across two studies, results revealed that when participants focused their feelings (but not their thoughts) on liked items, the items were re-rated as more likeable. On the other hand, when participants focused their thoughts (but not their feelings) on disliked items, the items were re-rated as more dislikeable. These results suggest that affect focus increases polarization of liked items, whereas cognitive focus increases polarization of disliked items, which may reflect a felt need to cognitively justify negative, but not positive, attitudes.

D93

IMPLICIT RACE BIAS AND GENDER: THE SUBORDINATE MALE TARGET HYPOTHESIS REVISITED

Arnold K. Ho, Jim Sidanius, Sarah Gross, Stephanie Sawlit; Harvard University—In contrast to the double jeopardy hypothesis, which predicts that female ethnic minorities suffer from both sexism and racism, social dominance theory’s subordinate

male target hypothesis (SMTH) uses evolutionary reasoning to posit that males are the primary targets of race-based discrimination. Social dominance theorists have primarily relied on survey and archival evidence to argue that men are the primary targets of racial discrimination across several domains, including the labor market, the educational system, and the criminal justice system (Sidanius and Pratto, 1999). Using the Implicit Association Test (IAT) to assess racial bias, the current study provides experimental evidence in support of SMTH. Results indicate that when female faces rather than male faces are used for the IAT, significantly less anti-black bias is exhibited. Furthermore, a significant interaction was revealed, such that participants high in social dominance orientation (SDO) were found to show more anti-black bias when the target was male, while low SDO participants did not vary in bias as a function of target sex. Thus, the current results provide experimental evidence in support of SMTH, while identifying an important correlate of the IAT race-bias effect.

D94

SELECTIVE EXPOSURE TO HEALTH PROMOTION INTERVENTIONS: AN UNOBTRUSIVE OBSERVATION OF PARTICIPATION IN HIV PREVENTION PROGRAMS

Allison Eari¹, Dolores Albarracín¹, Marta R. Durantini¹, Laura R. Glasman², Joann B. Gunnoe³, Josh Leeper¹, Justin H. Levitt¹; ¹University of Florida, ²Medical College of Wisconsin, ³Alachua County Health Department—Little research has systematically addressed factors that influence participation in behavioral-change programs. This deficiency is striking because as a whole, structured, standardized intervention programs tested in research trials are poor predictors of success in a community-wide effort (Lauby, Kotranski, Feighan, & Collier, 1996). A fruitful model to study participation in behavioral-change programs is to examine selective exposure as a function of motivation and behavioral skills. Selective exposure originated with dissonance theory and postulates that people are more likely to read information that is congruent with their current evaluations rather than incongruent with their current evaluations (Festinger, 1957). Two field experiments with clients of the Alachua County (Florida) Health Department addressed this issue by investigating the relation between motivation and behavioral skills (see Fisher & Fisher, 1992) and selective exposure to health promotion program components. Participation was unobtrusively recorded with respect to reading brochures, watching a video, and participating in a counseling session. Study 1 revealed strong selective exposure effects for the counseling session, but inverse effects for the brochure. Study 2 indicated that differential relations between motivation and behavioral skills and exposure to the brochures versus counseling are mediated by differences in expectations about the content of the strategy as useful, necessary, and able to facilitate condom use. Thus, expectations about the content of health promotion program components guided exposure decisions. Results are discussed in the context of prior research in the areas of behavior change and selective exposure, as well as practical implications for health promotion intervention design.

D95

WEAPONS MISIDENTIFICATION: CAN A RACIALLY STEREOTYPIC PATTERN OF ERRORS BE ELIMINATED?

Michael Sargent; Bates College—In multiple experiments, Payne (e.g., Payne, 2001) has asked participants to categorize target objects—handguns and hand tools—immediately following primes—Black and White faces. These studies have consistently documented a tendency for participants to misclassify tools as weapons more often following Black faces than White faces. Greater misclassification of weapons as tools following Black faces was not observed. This Prime Race X Target Object interaction effect on error rates is consistent with the operation of stereotypes that associate “Black” more strongly with threat, criminality, and/or weapons than “White.” The purpose of the present experiments was to test for moderators of Payne’s effect. Experiment 1 was designed to determine if

using famous, well-liked Black and White exemplars (e.g., Denzel Washington, George Clooney) would attenuate Payne's effect, relative to the use of strangers. Experiment 2 was designed to determine if using exemplars in counterstereotypical roles (e.g., Black doctors, White mugshots) would attenuate the effect. The data from Experiment 1 indicated that Payne's pattern of stereotypic errors was just as pronounced with famous, well-liked exemplars as with strangers. Thus, exemplar type made no difference in that case. In Experiment 2, by contrast, counterstereotypicality did moderate Payne's effect: Payne's Prime Race X Target Object interaction was replicated with stereotypic exemplars (e.g., Black mugshots and White doctors), but no interaction was obtained with counterstereotypic exemplars. It appears that role information can attenuate—and even eliminate—the influence of racial stereotypes on object identification.

D96

MAKING MEMORABLE CHOICES: THE ROLE OF EXECUTIVE CONTROL IN THE SELF-CHOICE EFFECT *Ryan Caskey, Brandon Schmeichel; Texas A&M*—One fundamental function of the self is to make choices, or to deliberate among possible responses and purposefully commit to one of them. Two studies examined the role of the self in making choices memorable. Past research suggested a self-choice effect in memory, such that people remembered the choices they made better than other information. The present research tested the hypothesis that the self-choice effect stems from the self's capacity for executive control. Some choices are difficult to make, such as when the choice is unfamiliar or the alternatives are equally desirable. Other choices are relatively easy to make, invoke little or no response conflict, and can be made on the basis of habit or established preferences. Only choices that require the self to resolve competing response tendencies (i.e., to exert executive control) should produce a self-choice effect in memory. Study 1 found a larger self-choice effect in memory when subjects chose between two similar (competing) response alternatives, relative to choosing between two dissimilar (non-competing) alternatives. In Study 2, subjects again showed better memory when making choices that required them to resolve conflicting response tendencies. Subjects were expected to choose positive words from a list to include in a story-writing task; however some subjects were told that choosing negative words would make the writing task easier. The response conflict created by the experimenter's suggestion to choose negative words boosted subsequent memory for all the words, consistent with the idea that choices that require executive control are especially memorable.

D97

AN EXPLORATION OF HOW TRIOS, THE UNIVERSAL CONTEXT OF RACISM AND RACIAL IDENTITY INFLUENCE RACIAL SENSITIVITY FOR AFRICAN AMERICANS *Santiba Campbell, James Jones; University of Delaware*—Recent research on prejudice and discrimination has focused more attention on the targets of discrimination. We propose two critical variables, TRIOS, a measure of psychocultural coping with racism (Jones, 2003), and the universal context of racism, the degree to which racism is accessible and salient as explanations for negative experiences (UCRS). This study examined how TRIOS, UCRS and racial identity influenced the degree to which African Americans were sensitive to the subtle and overt aspects of racism in a range of race-relevant real world events. African-American college students completed a measure of racial identity (Multidimensional Inventory of Black Identity (Seller et al., 1997), TRIOS, UCRS and judged the degree to which 15 racially sensitive events were racist, intentionally harmful and led to bad feelings for the target. TRIOS and UCRS scores were correlated with all three components of racial sensitivity. The Private regard subscale of MIBI played a critical mediating role. Those who were highly TRIOSic had more private regard and thus were more racially sensitive. This study begins to utilize the significance of TRIOS as a life view as it relates to racial understanding and the importance of

one's racial identity. How a person views their group does affect their feelings and situational interpretations of events relating to their ingroup. This begins to lead to an understanding of the coping used in daily interactions of African American. How is well-being maintained if a high level of cultural respect may lead to increased sensitivity?

D98

LABOR, DELIVERY, AND EARLY PARENTHOOD: AN ATTACHMENT THEORY PERSPECTIVE *Carol L. Wilson¹, W. Steven Rholes², Jeffrey A. Simpson³, Sisi Tran³; ¹Franklin & Marshall College, ²Texas A&M University, ³University of Minnesota - Twin Cities Campus*—According to attachment theory, having a baby is a powerful experience that should activate the attachment system and elicit attachment needs and motives (Bowlby, 1988). Yet little is known about how attachment orientations may influence new parents' experiences in the initial moments and days of becoming a parent. The goals in the current study were twofold: to examine (1) linkages between attachment orientations and first-time parents' perceptions of and reactions to one another during labor and delivery, and (2) how attachment orientations may influence new parents' perceptions of their newborn. One hundred eighty-eight heterosexual couples expecting their first child completed measures assessing attachment orientations and prenatal perceptions approximately 6 weeks prior to childbirth. Measures assessing perceptions of support during labor and delivery and closeness to the new baby were completed at 2 weeks postpartum. Consistent with expectations, attachment anxiety predicted women's perceptions of support received from men during labor and delivery whereas avoidance predicted men's perceptions of support provision. Men's avoidance also predicted more negative attributions for their partners' behaviors during labor and delivery. Both highly anxious women and men reported greater prenatal jealousy of their babies relative to less anxious individuals. Finally, more avoidant women reported significantly less closeness to their newborns. These results support basic attachment theory predictions as well as provide insight into how several new constructs (i.e. jealousy of and closeness to the baby; men's attributions of partner behaviors) are linked to attachment orientations in the initial stages of the transition to parenthood.

D99

COMING TO TERMS WITH SEPARATION AND LOSS: BIOPSYCHOSOCIAL CORRELATES OF ADAPTATION *David Sbarra, Rita Law; University of Arizona*—To better understand the mechanisms connecting social disruption experiences with health outcomes, this poster examines autonomic nervous system (ANS) response patterns following either a recent romantic breakup (BU) or a parental divorce (PD) in young adulthood. Relatively little is known about how individuals recover from these events, and an integrative account of the factors promoting adjustment to social disruptions remains to be developed. In this study, participants completed a loss-specific mental activation task while equipped with physiological measurement instruments; the task asked them to mentally recall their relationship history and breakup or the end of their parents' marriage and the separation of their family. The primary ANS outcomes include skin conductance, heart rate (HR), and heart rate variability (indexed by respiratory sinus arrhythmia, RSA); physiological reactivity (from a resting baseline) was examined as a function of self-reported adjustment and linguistic indicators of individuals' narrative discourse during the activation task (using Pennebaker's LIWC system). Within the BU sample (n = 64), gender moderated the RSA effect across tasks: Males demonstrated significant increases in RSA from baseline, whereas females evidenced significant decreases in RSA from baseline. Additionally, a significant three-way interaction emerged for HR across tasks, indicating that HR changes depended on both gender and level of self-reported emotional distress. In the PD sample (n = 35), greater linguistic expressions of anger and more parental blame were associated

with increases in RSA from baseline. The results are discussed in terms of their contribution to understanding mechanisms of adaptation to social loss experiences.

D100

ACCULTURATION AND BODY IMAGE IN AFRICAN, NATIVE, AND CAUCASIAN AMERICANS FEMALES *Lisha Clarke¹, Denise Martz¹, Shilpa Pai², Doris Bazzini¹*; ¹*Appalachian State University*, ²*University of North Carolina at Pembroke* – Previous research has examined differences in body image and eating-disordered behaviors between ethnic groups, but has largely ignored the potential influence of acculturation. One-hundred-and-five females across African- (AA), Native- (NA), and Caucasian-American (CA) ethnic groups completed the Multigroup Ethnic Identity Measure (MEIM), Sociocultural Attitudes Towards Appearance Scale (SATAQ), Contour Drawing Rating Scale (CDRS), and the Eating Disorders Inventory-II (EDI-II). Caucasians were expected to exhibit poorer body image and more eating-disordered behavior compared to the other groups. Furthermore, higher acculturation levels were expected to predict body image and eating problems. Group comparisons found no differences on the EDI-II, $F(2, 102) = 1.19$, $p = .309$ or CDRS, $F(2, 102) = .074$, $p = .929$, but there were differences between CAs and AAs on the SATAQ Internalization factor, $p = .002$. A hierarchical regression found that only the SATAQ Internalization factor predicted the CDRS, $F(1, 101) = 13.25$, $p = .00$, total $R^2 = .123$. Similarly, the SATAQ Internalization influenced EDI-II scores, $F(1, 101) = 38.95$, $p = .00$, total $R^2 = .281$. Thus, in contrast to the hypothesized, acculturation did not relate to body image or eating-disordered behaviors. Instead, internalization of sociocultural norms concerning body image (SATAQ) was the only variable on which AAs and CAs differed, and the only predictor of body image or eating problems across groups. Unlike the MEIM, which is likely too broad in scope, the SATAQ appears to be a more direct measure of the type of acculturation that would influence eating-disordered behaviors and attitudes.

D101

REVERSE PRIMING AS A RESULT OF SELF-FOCUS AND STIMULUS EXTREMITY *Kristy L. Boyce, Carolin J. Showers*; *University of Oklahoma* – The purpose of the current experiment was to examine the implications of altering the affective priming paradigm developed by Fazio, Sanbonmatsu, Powell, and Kardes (1986). Fazio et al. (1986) illustrated that participants evaluate target words more quickly when first primed with a word of the same valence. The current authors hypothesized that using self-descriptive adjectives as stimuli and asking participants to focus on the self would result in reverse priming, in which trials containing stimuli of incongruent valence are facilitated compared to congruent trials. Participants were randomly assigned to focus on the self or other students while completing two variations on the traditional affective priming task, namely an “evaluative task” and “describes me task.” The stimuli were potentially self-descriptive positive and negative adjectives. In the evaluative task, participants saw prime and target adjectives and responded to whether the target word was good or bad, while in the describes me task participants were shown prime and target adjectives and responded to whether or not the target described them (or other students). In addition, stimuli with both an extreme and moderate valence were used. A significant pattern of reverse priming was found in the describes me task when participants focused on the self and stimuli had an extreme valence, $F(1, 16) = 6.05$, $p < .05$. A trend towards reverse priming was also found in the evaluative task when participants focused on the self, $F(1, 90) = 2.96$, $p < .10$. No affective priming was found in the experiment.

D102

MEDIATION OR MODERATION? THE ROLE OF ATTACHMENT AND SOCIAL SUPPORT IN LINKING CHILDHOOD SEXUAL

ABUSE WITH PSYCHOLOGICAL FUNCTIONING AMONG FEMALE COLLEGE STUDENTS. *Jeffery Aspelmeier¹, Susan Wiese², Ann Elliott¹*; ¹*Radford University*, ²*Florida Atlantic University* – Confusion has arisen in the childhood sexual abuse (CSA) literature as to whether attachment mediates or moderates the relationship between CSA and its outcomes. Structural equation models were used to test mediation and moderation models differentially linking attachment, social support, CSA, and psychological functioning. Self-report assessments were obtained from 264 female undergraduate students for the following measures: Experiences in Close Relationships (Brennan, Clark, & Shaver, 1998), Inventory of Parent and Peer Attachment (Armsden & Greenberg, 2001), College Student Social Support Scale (McGrath, Gutierrez, & Valadez, 2000), CSA (Finkelhor, 1998), Trauma Symptoms Inventory (Briere, 1995), and Symptoms Checklist 90-R (Derogatis & Lazarus, 1994). Sexually abusive experiences prior to age 16 were reported by 31.8% of the respondents. Mediation and moderation analyses seem to reflect the hierarchical nature of mental representations of attachment relationships suggested by attachment researchers operating from a social cognitive perspective (e.g., Shaver & Mikulincer, 2002). General relationship representations strongly mediated the relationship between CSA and its outcomes. Alternatively, Specific relationship representations moderated the link between CSA and its outcomes. More simply, abuse experiences influence how individuals generally view relationships, but do not necessarily influence how individuals think of any specific relationship. Also, the degree to which individuals maintain attachment security in specific relationships buffers against the negative outcomes of CSA. The present study offers a clear conceptual framework that organizes previous investigations of CSA and attachment, may serve to guide future research, and begins to provide insight as to the role of social cognitive processing for CSA outcomes.

D103

REGULATORY FOCUS AND HEALTH BEHAVIOR: TESTING HOW BEHAVIORS CAN EVOKE A PREVENTION OR PROMOTION MINDSET *Jhon Wlaschin, Roger Bartels, Alexander Rothman*; *University of Minnesota* – There is a critical need to improve our understanding of the factors that regulate people’s health practices (Rothman et al., in press). We propose that the function of a health behavior is an important factor in determining the strategies people rely on to regulate their behavior. Specifically, behaviors that serve to promote health evoke a promotion-focused mindset, whereas behaviors designed to detect illness evoke a prevention-focused mindset. Across two studies we provide evidence that thinking about different types of health behaviors has a systematic affect on people’s self-regulatory tendencies. In study one, participants ($n = 141$) described their thoughts and feelings about exercise or cholesterol screening. Consistent with predictions, participants used significantly more promotion focused statements to describe exercise (e.g., “I exercise because I want to”), whereas they used significantly more prevention focused statements to describe cholesterol screening (e.g. “I get tested because I ought to”; $p < .01$). In study two, we demonstrated that differences in how people think about a single behavior can predict whether they adopt a prevention- or promotion-focused mindset. Participants ($n = 212$) completed a survey about dental visits. We were able to distinguish people who construe a dental visit as a health-promoting behavior from those who construe it as an illness-detecting behavior and demonstrated that these construals predicted the adoption of a promotion- or prevention-focus mindset, respectively. The regulatory mindset evoked by these behaviors may have important implications for the effectiveness of interventions designed to promote health.

D104

MULTIPLE ROLES FOR SOURCE CREDIBILITY IN NUMERICAL ANCHORING *Kevin Blankenship¹, Duane Wegener¹, Richard Petty², Brian Detweiler-Bedell³*; ¹*Purdue University*, ²*The Ohio State University*, ³*Lewis and*

Clark College – Wegener, Petty, Detweiler-Bedell, and Jarvis (2001) posited an attitude change perspective on anchoring that organizes previous anchoring effects and leads to new predictions. For example, attitude change theories suggest that source credibility can affect persuasion in multiple ways, depending on one's motivation and ability to think carefully. Similar to attitude change, credibility may influence anchored estimates by serving as a simple cue to anchor validity when participants are not able to think carefully about their response, but may bias thoughts in response to the anchors when participants are able to think carefully. 129 undergraduates participated in the 2(Anchor) X 2(Credibility) X 2(Distraction) mixed design. Across items, participants received high or low anchors from sources that varied in credibility (e.g., a mountain-climbing club vs. a group of migrant workers estimating North America's tallest mountain). Half of participants were asked to monitor and report the number of vowels spoken in a string of letters during the anchoring task (i.e., high distraction), whereas half did not (i.e., low distraction). Participants reported their estimates and thoughts about each target. Anchoring effects were greater when the source was credible rather than noncredible across both levels of distraction (p 's < .03). However, participants' thoughts mediated the credibility effect on anchoring under low distraction (Sobel $z = 2.06$), but thoughts did not mediate the credibility effect on anchoring under high distraction. These results provide further support for a multi-process view of anchoring, much like the ones that exist in the attitude change domain.

D105

MOTIVATED JUDGMENTS: GROUP IDENTITY, ISSUE INVOLVEMENT, AND ATTRIBUTIONS ABOUT SIMILAR AND DISSIMILAR ATTITUDE TARGETS *Jamie S. Hughes^{1,2}, Kate Nash¹, Glenn D. Reeder¹; ¹Illinois State University, ²New Mexico State University* – The tendency to attribute negative motives and denigrate the knowledge acquisition of people with dissimilar attitudes is widespread (Ross & Ward, 1996). Much of the research on this attributional bias has investigated the cognitive mechanisms that underlie it. The current study extends this research by examining motivational mechanisms such as issue involvement and group identity. In a series of studies, Reeder, Pryor, Wohl, and Griswell (2005) found that people who were highly involved in various attitudinal issues were more likely to make biased attributions than individuals who were not highly involved. For example, people who believed that abortion is a very important issue were particularly likely to denigrate the motives of others who disagreed with their opinion. We sought to replicate and extend these findings by investigating the relative importance of issue involvement and group identification. In particular, do feelings of group identity mediate the relationship between issue involvement and biased attribution? To investigate this question, we asked 189 participants to judge people who either supported or opposed two controversial issues (gay marriage and abortion rights). They also completed an issue involvement measure and an adapted group identity scale. As predicted, individuals who were highly involved in an issue and who were highly identified with an attitudinal group were more likely to make biased attributions. More importantly, group identity partially mediated the relationship between issue involvement and attributional bias. Discussion centers on the importance of motivational mechanisms for a complete understanding of biased attributions.

D106

HOW PERCEIVED SHAME AND GUILT IN A TRANSGRESSOR AFFECT FORGIVENESS *Jannine Lasaleta, C. Ward Struthers, Alexander G. Santelli, Michaela Hynie, Careen Khoury; York University* – Past literature suggests that after an interpersonal transgression, a transgressor's experience of guilt leads to reparative behaviors (e.g., apologizing) that facilitate the forgiveness process (Tangney, 1996). However, the function of shame in the forgiveness process has been debated. Some research suggests that shame is detrimental to the forgiveness process; individuals

experiencing shame following a transgression may engage in maladaptive behaviors (e.g., externalizing blame) detrimental to forgiveness (Tangney, 1996). Other research suggests that shame is adaptive; transgressors experiencing shame may engage in appeasement behaviors, which increase affiliative tendencies in others (Keltner & Haidt, 2001). The present research investigated whether perceived shame or guilt in a transgressor influenced a victim's propensity to forgive. Sixty-two undergraduates experienced a staged transgression during class. Under the guise of a university rivalry study, a confederate posing as a student from a rival university asked participants to read a passage they would later be quizzed on. The confederate left the room but failed to return to administer the quiz, leaving the students waiting. Later, participants completed a questionnaire assessing their forgiveness and perceptions of the transgressor's feelings of shame versus guilt. Perceived guilt was positively correlated with forgiveness, and with impressions of the transgressor. The effect of guilt was significantly and fully mediated by impressions. Those who perceived the transgressor as feeling guilty thought he was more trustworthy and honest. Perceived shame and guilt may therefore reflect impressions of a transgressor's character, and in turn these impressions may influence a victim's propensity to forgive.

D107

THE EXISTENTIAL BASIS OF SELF-ESTEEM: THREATENING SELF-ESTEEM INCREASES DEATH THOUGHT ACCESSIBILITY.

Joseph Hayes, Jeff Schimmel, Todd Williams; University of Alberta – Although most social psychologists agree that humans have a basic need for self-esteem, there is little consensus as to why we have such a need. The present research investigates this issue from the perspective of terror management theory (TMT). According to TMT, the need for self-esteem ultimately stems from the knowledge of our mortality. Recent TMT research on death thought accessibility suggests that if a psychological structure, such as cultural worldviews or self-esteem, provides protection from thoughts of death, then threatening that structure should increase the accessibility of death thoughts. The present study tested this idea by threatening self-esteem, and thereafter measuring death-thought accessibility using a lexical decision task. Response latencies were obtained to death, negative, and neutral words. Results indicate that participants who received negative self-esteem feedback responded faster to death related words than negative or neutral words, while those who received positive or neutral feedback did not. Discussion focuses on theoretical implications with regard to both TMT, and self-esteem research more generally.

D108

NEGATIVE GOSSIP AS A RESPONSE TO SOCIAL REJECTION

Sarah Wert¹, Peter Salovey²; ¹University of Colorado, ²Yale University – In three experiments we tested the assumption that one important function of gossip is to help maintain individuals' positive perceptions of their own social standing. The first two experiments found that when people feel socially rejected, they are especially likely to gossip negatively, but the second experiment found that this tendency could be reversed if people were self-affirmed. The third experiment found that, among people who felt socially rejected, people who gossip negatively feel closer to their gossip partner than people who gossip positively.

D109

THE CAUSAL LINK BETWEEN IMPLICIT THEORIES OF RELATIONSHIPS AND PERCEPTIONS OF CONFLICT

Christine Lomore, Ashley Cavanaugh; St. Francis Xavier University – Soulmate theorists believe that there are few people with whom they can have satisfying relationships, whereas work-it-out theorists believe that with effort, satisfying relationships can be cultivated with a number of people. The goal of this study was to examine the causal influence of implicit theories on conflict perceptions. Sixty dating participants were randomly assigned to read bogus magazine articles promoting soulmate or work-it-

out theory as satisfaction enhancing. Participants then wrote paragraphs recalling either major or minor conflicts with their partners. Results revealed that those primed with work-it-out theory who recalled a major conflict reported less certainty that they would remain with their partners in the future ($M = 6.03$) than those in the minor condition ($M = 8.45$). In contrast, soulmate theorists reported equally high certainty that they would remain with their partners, in both the minor ($M = 6.54$) and major ($M = 7.82$) conditions. Moreover, participants primed with work-it-out theory in the major conflict condition reported lower feelings of perceived regard, and less constructive coping behavior than minor conflict participants. Soulmate primed participants reported high perceived regard regardless of conflict condition; however, major conflict participants reported using more denial coping than minor conflict participants. We conclude that work-it-out theory may allow individuals to see negative implications of conflict. In situations of serious conflict this may hinder their desire to “work out” their relationship problems. In contrast, although soulmate theorists may actively avoid thinking about relationship problems, this may enable them to maintain satisfaction despite conflict.

D110

HOW WE UNDERSTAND OTHER'S EMOTION?: EMOTIONAL INFERENCE STYLE IN THE UNITED STATES AND JAPAN

Yukiko Uchida¹, Hazel Markus², Sarah Townsend³; ¹Koshien University, ²Stanford University, ³University of California, Santa Barbara – In order to explore how the emotion inference process differ between North American and Japanese culture, we had Japanese and American freely describe the typical reactions of the athlete after the Olympic final race (Study 1). Results showed that Americans listed up more emotional expressions, such as “I feel pride” or “I am very excited” than Japanese, who were more likely to mention the person’s modest behavior or interpersonal relationships. In study 2, we asked participants to describe the target person with two types of emotional inference style. First one was ‘objective condition’, in which participants were asked to describe the athlete in each category from the third person’s point of view. The other one was ‘perspective taking condition’, in which participants described the person from the first person’s point of view. First of all, when we asked about the target person’s emotional state directly, American inferred more emotional states of the target than Japanese. Moreover, in that task, objective condition induced more emotional words than perspective taking style. However, Japanese perspective taking condition induced more emotional words than Americans in the task that was not asking about the target person’s emotion directly. It showed that in American tend to use other’s objectively same as the other information such as personal attributes or abilities. In contrast, Japanese tend to infer and use other’s emotional state in order to understand other person’s situation or relationships holistically. Study 3 confirmed that idea from the analysis of the content analysis of the interview.

D111

COLLECTIVE VS. PERSONAL TRAUMA AMONG SOMALI REFUGEES TO CANADA: THE ROLE OF SOCIAL SUPPORT RESOURCES IN RELATION TO FUNCTIONAL AND PSYCHOLOGICAL WELL-BEING

Kimberly Matheson, Iman Ofleh, Hymie Anisman; Carleton University – Asylum-seeking refugees from war-torn countries may be particularly prone to psychological symptoms and acculturation distress emanating from the severe pre-migratory traumas typically experienced. It was the goal of the present study to evaluate characteristics of the pre- and post-migratory experiences of Somali refugees to Canada that might be implicated in functional and psychological well-being. We also assessed the social support (and unsupport) resources derived from the ethnic community (ingroup) and host society (outgroup) that might serve to protect against negative outcomes. Somali refugee immigrants ($N=170$) completed self-report measures assessing trauma experiences (collective vs. personal) and

acculturation stressors (family conflicts, loss of status, discrimination), social support resources, cultural adaptation, and psychological symptoms (trauma symptoms, depression). Regression analyses indicated that collective trauma experiences (e.g., civil warfare) were not linked to psychological symptoms; instead, collective trauma rendered refugee immigrants more sensitive to acculturation stressors and adaptation difficulties. Further, support resources did not mediate these effects. Personal trauma experiences (e.g., assault from a familiar other) were, in contrast, associated with increased vulnerability to psychological symptoms and adaptation difficulties, and these relations were mediated by the more frequent unsupportive interactions with ingroup and outgroup members that these individuals encountered. These findings suggest social support processes, and in particular unsupportive interactions were more pertinent in exacerbating psychological symptoms following personal, rather than collective, trauma. Supplementary qualitative data indicated that refugee immigrants had developed a shared understanding of their collective experiences that may have protected against psychological symptoms, but limited functional adaptation.

D112

THE DEVELOPMENT OF EVALUATIVE PROCESSING IN CHILDREN

Amanda Kesek¹, William A. Cunningham², Philip David Zelazo¹; ¹University of Toronto, ²The Ohio State University – Evaluation is crucial for navigation through the world. Currently, little is known about how evaluation develops. In this study, 8-, 10- and 12-year-old children, and adults, were presented with novel stimuli resembling vitamins. Each vitamin was associated with two equiprobable outcomes, one positive and one negative, and children were instructed to accept or reject each vitamin to maximize a running health score. Vitamin color, which varied systematically, could be used to determine whether the value of the positive outcome was large enough to outweigh the risk of the negative outcome. Children then performed the task again, with the reward contingencies reversed. Half the children were told the new rules, whereas the other half were simply told to ‘learn these vitamins’. All participants were able to learn the reward contingencies in the initial task; however, when not explicitly told the new rules, only 12-year-olds and adults were able to switch successfully. Results suggest that children are able to learn complex associations and use them to guide evaluation and decision-making, but it is only with development that children can flexibly and rapidly update learned associations based on trial-by-trial feedback. Younger children benefit from the provision of explicit rules, suggesting that what develops may be the tendency spontaneously to formulate such rules on the basis of feedback. We also explored how children process and integrate positive and negative information, including ambivalent information (i.e. stimuli with a large positive outcome and a large negative outcome), and the developmental trajectory of the negativity bias.

D113

SELF-DISCREPANCIES, NEUROTICISM AND DISTRESS

Louise Wasylkiw¹, Leandre Fabrigar², Adam Reid¹, Jillian MacNeil¹; ¹Mount Allison University, Sackville, New Brunswick, ²Queen's University at Kingston, Ontario – Self-discrepancy theory (E. T. Higgins, 1987) posits that when the actual self is incongruent with a self-guide, there are predictable emotional consequences. Two studies highlight that the consequences of holding different types of inconsistent beliefs is not limited to transient emotional states but relate to neuroticism, a stable dimension of personality that is synonymous with psychological health. Using a sample of undergraduates ($N = 218$), Study 1 showed that high scores on neuroticism positively related to larger self-discrepancies as well as to the accessibility of those discrepancies, as indexed by ratings. Moreover, different types of self-discrepancies related to the specific traits comprising Neuroticism. For example, ought discrepancies were more strongly related to self-consciousness than ideal discrepancies were. In

Study 2, 127 undergraduates completed measures of neuroticism, self-discrepancies, and distress. Using a different measure of self-discrepancies, the results confirmed the relationship between neuroticism and self-discrepancies. Two weeks later, participants were randomly assigned to receive fictitious feedback. In the discrepant feedback condition, participants were told that they were incongruent with their ideal self-guide ($n = 26$), and in the non-discrepant feedback condition, participants were told that they were congruent with their ideal self-guide ($n = 26$), and in the no feedback condition ($n = 29$), participants were not given any information. Analyses showed that discrepant feedback increased distress but did not alter neuroticism scores. Additionally, neuroticism was shown to mediate the relationship between self-discrepancies and some measures of distress.

D114

METAPHOR AND PERSUASIVE COMMUNICATION: THE ROLE OF COGNITIVE COHERENCE

Nathaniel D. Krumdiak, Azadeh Aalai, Randall A. Renstrom, Victor C. Ottati; Loyola University Chicago—Metaphors are common elements in persuasive communication, yet the specific role they play remains somewhat unclear. The current research sought to examine the influence of the underlying cognitive coherence shared by metaphors and literal arguments (i.e., the degree to which metaphors “fit” with subsequently presented literal arguments) on the evaluation of a communication topic. Two competing hypotheses were tested by manipulating the cognitive congruence between metaphors and literal statements contained within a persuasive communication (i.e., metaphors “fit” literal arguments, metaphors did “not fit” literal arguments, and a control condition). Hypothesis 1 theorized that coherence enhances the perceived strength of literal arguments contained in a communication. As a consequence, those who carefully consider the merits of the literal arguments (i.e., individuals with high cognitive ability) should evaluate the communication topic more favorably in the “fit” than “not fit” condition. Hypothesis 2 theorized that coherence merely functions as a peripheral cue that activates a cognitive shortcut (i.e., “organized presentations are correct”). Accordingly, individuals reliant on such cognitive shortcuts (i.e., individuals with low cognitive ability) would more favorably evaluate the communication topic in the “fit” than “not fit” condition. Results supported Hypothesis 2. Analyses revealed a significant interaction between “metaphor fit” and “cognitive ability” ($F=3.613, p=.028$). Specifically, individuals with low cognitive ability evaluated the communication topic significantly more favorably when metaphors semantically fit the accompanying literal arguments than either when metaphors did not fit or when literal arguments were presented alone. Participants with high cognitive ability did not exhibit significant differences across conditions.

D115

IT'S ALL A MATTER OF WHERE YOU STAND: COUNTERFACTUAL VALUES AND OUTCOME SATISFACTION

Karim Kassam¹, Carey Morewedge², Daniel Gilbert¹; ¹Harvard University, ²Princeton University—Satisfaction with outcomes is known to be affected not only by the value of that outcome, but also by its counterfactuals—possible alternative events. How counterfactuals’ value influences satisfaction, however, has yet to be disentangled. Counterfactual alternatives may affect satisfaction because one naturally compares an outcome’s value to the value of its alternatives (e.g., “I could have won \$10 more”), or because one naturally considers an outcomes’ position relative to its alternatives (e.g., “I could have won more”). We conducted an experiment ($N = 286$) that tested these two possibilities. Participants were asked to imagine winning one of four monetary prizes (ranked either the 2nd highest or 2nd lowest). The dollar value of the prize won was held constant while the other three values were varied parametrically. We found that the relative position (i.e., the rank of the prize won) significantly influenced ratings of happiness, whereas the absolute value of the largest prize, the smallest prize, and the set had no effect. The

results suggest that counterfactuals’ relative position rather than absolute value determines how they influence one’s satisfaction with outcomes.

D116

CREATING SOCIAL SUPPORT: ANTICIPATED ISOLATION INCREASES SPIRITUAL BELIEF

Adam Waytz, Nicholas Epley; University of Chicago—The need to establish and maintain harmonious connections with others leads individuals to selectively attend to social information and to seek social opportunities in their environments. So powerful is this drive that, in the absence of opportunities to establish connections with other humans, individuals should seek social support in non-humans. Spiritual agents are one class of non-humans commonly seen as a source of social support, and prior research has shown that the drive to maintain social connectedness with others is related to increased spiritual belief and personal attachment to God. The current study was conducted to determine the extent to which a causal relationship exists between sociality motivation and spiritual belief. Participants were induced to feel socially excluded or included by being informed that—based ostensibly on their scores on a personality test—they would experience either continual social exclusion or continual social inclusion throughout life (cf. Twenge, Baumeister, Tice, Stucke, 2001). Subsequent to receiving this feedback, participants rated the extent to which they believed in God, ghosts, angels, the devil, miracles, and curses. Participants made to anticipate social exclusion, compared to those made to anticipate social inclusion, reported an increased belief in God and an increased composite belief in all spiritual agents listed, when controlling for pre-existing spiritual belief. These findings suggest that expecting a bleak social future, as opposed to anticipating a life of fulfilling social relationships, can increase the tendency to affirm the existence of God and other spiritual stimuli, as potential alternate sources of social support.

D117

DO PEOPLE ANTICIPATE BRACING FOR BAD NEWS AND WHAT REASONS DO THEY OFFER FOR BRACING?

Meredith Terry¹, James Shepperd²; ¹Alfred University, ²University of Florida—People shift from optimistic expectations, bracing for possible bad news, as the moment of truth draws near. Can people anticipate this shift and when made aware of the shift, what explanations do they offer? In Study 1, participants imagined that they met 10 people and indicated how they thought the people might evaluate them. Participants were assigned to one of three conditions: In condition 1, participants imagined they would not receive evaluative feedback. In condition 2, participants imagined they would receive evaluative feedback. In condition 3, participants provided responses twice: while imagining that they would not receive feedback, and again while imagining that they would receive feedback. Expecting (condition 2) vs. not expecting feedback (condition 1) had no effect on expectations. In addition, participants in condition 3 showed no change in expectations across feedback conditions. In short, participants seemed unable to anticipate shifting expectations in response to impending feedback. Study 2 explored people’s awareness that they shift their expectations and the reasons they provide for the shift. Participants twice predicted their performance evaluation for a just completed interview: when expecting no evaluative feedback (Time 1), and just prior to receiving surprise evaluative feedback (Time 2). Participants also recalled their Time 1 predictions at Time 2. The reasons participants provided for lowering their predictions included avoiding disappointment and feeling Time 1 predictions were overly optimistic. In summary, although people can explain after the fact why they shifted their predictions, they appear unable to anticipate bracing in advance.

D118

EMOTION LANGUAGE SUPPORTS THE PERCEPTION OF EMOTION

Maria Gendron¹, Kristen Lindquist¹, Lisa Feldman Barrett¹, Lawrence

Barsalou²; ¹Boston College, ²Emory University – Scientists are becoming increasingly aware that language has the potential to influence the way we see and think about the world. In the present study, we examined the link between emotion language and emotion perception using a repetition priming paradigm. Repetition priming is the tendency to respond faster to a stimulus once it has been seen before. We examined whether interfering with the accessibility of emotion words (like “anger”) made it more difficult to construct a visual percept of an emotional behavior, thereby interfering with repetition priming for that emotional behavior. Participants (N = 60) first completed a study phase where they viewed faces depicting sad, disgust, fear and anger behaviors. Next, participants completed a test phase in which an emotion word was primed (repeated 3 times) or satiated (repeated 30 times) prior to brief presentation of one of the previously studied faces. Participants were then asked to indicate in a forced-choice task which of two perceptually similar faces they had previously studied. As expected, participants were slower to make explicit judgments as to whether they had seen a face before or not following emotion word satiation (as compared to priming), $F(1, 59) = 11.94, p < .001, \eta^2 = .168$. This finding provides the first evidence that interfering with emotion language slows perceptual judgments of emotional face stimuli (i.e., judgments that had nothing to do with emotion). The implications of this finding for a linguistically relative view of emotion are discussed.

D119

MODERATING EFFECTS OF SOCIAL INFORMATION AND SELF-RELEVANCE ON AUTOMATIC GENDER STEREOTYPING

Jaihyun Park, Jennie Migliore, Jessica Ritchie, Cheng Wong; Baruch College-CUNY – The present study has examined the moderating effects of social information and self-relevance on automatic gender stereotyping. Conceptually replicating the results from Dasgupta and Asgari (2004), this study had undergraduate participants exposed to counterstereotypic information (i.e. female leaders in business and politics) and measured automatic gender stereotyping by the IAT. Consistent with the results in Dasgupta and Asgari (2004), undergraduate participants who were initially exposed to counterstereotypic information showed significantly less amount of automatic gender stereotyping. Interestingly, the other group of participants, composed of real directing managers from companies in a northeastern metropolitan area, showed the opposite pattern. The participants (predominantly male), when exposed to examples of successful female leaders, demonstrated even greater amount of gender stereotyping as measured by the IAT. These findings suggest that exposure to counterstereotypic information may vary as a function of self-relevance.

D120

IT'S ALL ABOUT THE DESIRE TO BE A "GOOD GROUP MEMBER": A NORMATIVE MODEL OF INTERGROUP RELATIONS

R. Matthew Montoya, Todd L. Pittinsky; Harvard University – We test a model of intergroup relations to explain the positivity or negativity of intergroup dynamics. We argue -- consistent with Social Identity Theory (Tajfel & Turner, 1979) -- that at the core of intergroup relations is a group member's self-esteem. However, we argue that this self-esteem is maintained and heightened primarily via intragroup processes, rather than the intergroup processes posited by social identity theory. Study 1 (N = 90), a 3 (group norms: cooperative, competitive, control) x 2 (meet group members: yes, no) experiment, revealed that participants' self-esteem covaried with their adherence to group norms: those who adhered to group norms and anticipated meeting group members afterward experienced greater boosts in self-esteem than other participants. In short, we demonstrated that self-esteem was maintained by a group member being “a good group member.” Study 2 (N = 130) tested the notion that positive intergroup relations are difficult to attain when two loyal groups interact because decategorization and trust is difficult to achieve. However, according to the proposed model, loyalty

will increase the salience of the in-group-favoring norm, which should result in more attraction between two loyal and cooperative groups. A 3 (group relations: cooperative, competitive, control) x 2 (loyalty: high, low) interaction revealed that loyalty resulted in more attraction when relations were positive. In sum, we demonstrate (a) that personal self-esteem can be influenced strongly by norm adherence, and (b) crucial intergroup factors are those that predict the ability of the outgroup to facilitate the outcomes of the in-group.

D121

PERCEIVING THE MOTIVES FOR OBEDIENCE TO AUTHORITY: THE CASE FOR SYMPATHETIC OBSERVERS

Andrew Monroe, Glenn Reeder, Shaun Craven, Heather Handwerker; Illinois State University – Stanley Milgram's (1974) famous experiments on obedience demonstrated the power of the social situation and its ability to compel individuals to commit harmful acts against another. Research concerning how perceivers view those who obey authority is especially relevant following the events at Abu Ghraib and the subsequent trial. Previous research on perceptions of Milgram's “Teachers” suggests that naïve perceivers tend to believe these individuals are “evil” (Bierbrauer, 1979; Miller, Gillen, Schenker, & Radlove, 1974; Safer, 1980). However, no work to date has explicitly examined possible motives attributed to persons who deliver harmful shocks or the role these perceived motives play in making trait attributions about the teachers. Three studies were conducted to explore naïve perceptions of a target person who was instructed to administer painful shocks to another participant. Studies 1 and 2 investigated the motives and traits attributed to obedient and disobedient targets, while Study 3 examined the role of available situational information on perceptions of obedient targets. Results show that while participants do not condone or excuse the shocking behavior, they are sensitive to the situational forces acting on the teachers (i.e. the experimenter's prods to continue). Thus, participants refrained from attributing sadistic or evil motives to the target person; rather, participants viewed the obedient individuals as moral weaklings who lacked the “spine” to break free of the experimenter's demands. Furthermore, the availability of situational information plays an important role in mitigation of negative inferences.

D122

STAKING SELF-ESTEEM WHERE IT COUNTS: RELATIONSHIP-SPECIFIC CONTINGENCIES OF SELF-WORTH

E. J. Horberg, Serena Chen; University of California, Berkeley – Contingencies of Self-Worth theory (CSW theory; Crocker & Wolfe, 2001) posits that state self-esteem and affect fluctuate based on performance in domains in which individuals stake their self-esteem (e.g., academics, appearances). These contingency domains are thought to be stable aspects of the self. However, research and theory on the relational self (Chen et al., 2006) suggest that the self-concept shifts across interpersonal contexts. Across two experiments, we integrate these theories by demonstrating that when a significant relationship is made salient, individuals desiring closeness to the significant other shift to stake their self-esteem on expectations that the significant other holds for them. In Study 1, participants reported their CSWs before and after being subliminally primed with either their father or a control relationship (“mailman”). They later rated their fathers' expectations for them in six different CSW domains and how close they wanted to be to him. Results showed that when subliminally primed with “father,” participants desiring closeness to him became increasingly contingent on domains in which their father cared that they perform well. In Study 2, individuals with fathers who cared that they succeed over others were recruited. Participants were subliminally primed with “father” or “mailman,” then told that they either out-performed or under-performed other test-takers on a test. Compared to “mailman” controls, participants primed with “father” experienced higher self-esteem and affect after out-performing others and lower self-esteem and affect after under-performing, but only when closeness to

father was desired. Implications of shifting CSWs for relationship maintenance are discussed.

D123

META-BASES AND INTEREST IN AFFECTIVE OR COGNITIVE INFORMATION Ya Hui Michelle See¹, Richard E. Petty¹, Leandre R. Fabrigar²; ¹The Ohio State University, ²Queen's University – Past research has examined the structural bases of people's attitudes such as whether they are based mostly on affect or cognition (e.g., Crites, Fabrigar, & Petty, 1994). Research on introspection (e.g. Wilson, Dunn, Bybee, Hyman & Rotondo, 1984) suggests that people sometimes do not have accurate access to the bases of their attitudes. We agree that people's perception of their attitudinal bases may not correspond with their objective attitudinal bases. However, we propose that perceptions of one's attitudinal bases are consequential. That is, perceptions of whether one's attitude is predominantly driven by affect or cognition (i.e. meta-bases), regardless of its relationship with whether one's attitude is actually based on affect or cognition (i.e. structural bases) is predicted to have an impact on information seeking. We present three studies that show meta-bases predict interest in affective or cognitive information. In Study 1, meta-bases predicted participants' use of the affect-cognition dimension (but not another irrelevant dimension) of movies to rank the movies to view. In Study 2, meta-bases but not structural bases predicted the relative amount of time participants spent on reading cognitive versus affective information. In Study 3, a different operationalization of meta-bases was used. In addition, meta-bases were distinguished from structural bases, Need for Affect and Need for Cognition, in its prediction of use of the affect-cognition dimension in preferences for books to read. Therefore, we conclude that besides structural bases, it is important to consider meta-bases of attitudes.

D124

WHEN DO THEY AND WHEN DO WE ALL LOOK THE SAME TO ME? UNDERSTANDING HETEROGENEITY AND HOMOGENEITY EFFECTS Joshua Ackerman, Jenessa Shapiro, Steven Neuberg, Douglas Kenrick; Arizona State University – People often find it easy to remember specific individuals from their in-group and difficult to remember specific individuals from ethnic out-groups – the out-group homogeneity effect. Yet, recent research (Ackerman et al., 2006) demonstrates that these findings may fail to emerge, and may even be reversed when individuals view angry members of out-groups stereotypically associated with physical threat (e.g., Black male faces). Here, we present two recognition memory studies designed to test the functional specificity of the out-group heterogeneity effect. In Study 1, as anticipated, we found that people failed to remember angry members of out-groups heuristically associated with non-physical threat (e.g., Asians) as well as they did members of their in-group. In Study 2, we found that emotional cues signaling a lack of physical threat—smiling faces—led to homogeneity in both in-group and out-group (Black) targets. Further, the presence of smiling faces depressed memory even for neutrally-expressive faces from these groups. These results help clarify the specificity of out-group homogeneity and heterogeneity biases, as well as reveal the utility of functional analyses for predicting and interpreting basic person perception processes. We discuss the implications of our findings for a functional approach to social cognition.

D125

EXAMINING "FAT TALK" EXPERIMENTALLY IN A FEMALE DYAD: DO WOMEN FEEL PRESSURED TO SELF-DEROGATE ABOUT BODY IMAGE? Katheryn Tucker, Denise Martz, Lisa Curtin, Doris Bazzini; Appalachian State University – "Fat talk" is a term used to describe the conversations of women regarding the topic of body dissatisfaction. Ethnographic and descriptive research designs provide support for the occurrence of fat talk; however, no experimental research exists regarding whether women feel social pressure to derogate about

their bodies when another woman has done so. Furthermore, little research has examined whether a woman will be judged unfavorably if she violates the norm of discontent about body satisfaction. This study paired female participants (n = 88) in a 'getting acquainted' exercise with a female confederate who described her body in either a self-derogating, self-accepting, or self-aggrandizing manner in response to the question, "How do you feel about your body?". Contrary to hypotheses, results of the one-way ANOVA revealed that participants' social judgments of the confederate's likeability did not vary as a function of the confederate's body presentational style, $F(2, 85) = .66, p = .52, \eta^2 = .02$. However, as predicted, participants did model their own personal body ratings after the body presentational style of the confederate, $F(2, 85) = 9.66, p = .00, \eta^2 = 0.19$. The results also indicated that other participant variables, such as body esteem, had a significant impact on the way participants rated their bodies after the interview. Therefore, the confederate's fat talk, along with the participant's body esteem, predicted how women subsequently self-presented within this female dyad.

D126

IS MEASUREMENT RELIABILITY DRIVEN BY SCHEMATIC KNOWLEDGE?: AN INVESTIGATION OF SOCIAL-COGNITIVE STRUCTURES THAT CONTRIBUTE TO TEST-RETEST STABILITY Tracy L. Caldwell, Daniel Cervone; University of Illinois at Chicago – In measurement, reliability typically describes the property of a measure. Yet one could investigate it as a property of individuals, asking about social-cognitive structures that cause test responses to be reliable across time. Reliability could be schema-driven; if a given question taps into an individual's stable schematic knowledge, then responses should be consistent across time. To test this, individuals described schematic strengths that helped them refrain from smoking and rated on a scale of 5.00 to -5.00 how much those strengths would help or hinder their ability to refrain from smoking in each of 20 situations. Ratings of 0.00 indicated that the strength was irrelevant in that situation; ratings whose absolute values were higher than 0.00 indicated that the situations were increasingly more relevant. On three occasions, participants rated – yes or no – whether they could refrain from smoking in each of the same 20 situations. If self-schemas drive dynamic appraisals, in schema-relevant situations people should make positive (negative) appraisals consistently (i.e., responses should display greater test-retest reliability). This prediction was supported. Those circumstances in which yes and no appraisals were reliable across assessment sessions were situations judged by participants to be those in which self-schematic attributes were a help ($M = .80$) and hindrance ($M = -.30$) respectively, with ratings differing significantly. When yes and no response were inconsistent across assessment sessions, ratings of relevance to self-schemas across yes versus no responses did not differ ($M = .41; M = .38$). These data suggest that reliability is explained by highly accessible, enduring personal knowledge.

D127

REGULATING ROMANTIC LOVE: STRATEGIES, SUCCESS, AND INDIVIDUAL DIFFERENCES Bianca Acevedo¹, James Gross², Arthur Aron¹; ¹State University of New York at Stony Brook, ²Stanford University – Researchers have made great advances in understanding romantic love and emotion regulation, yet little is known about the regulation of romantic love. This study investigates the strategies used to up-regulate and down-regulate romantic love, their associations with successful regulation, and individual difference variables. Utilizing narrative and self-report measures, participants (N=116) were asked to describe a time when they tried to either up-regulate or down-regulate romantic love. Narratives were content-analyzed using an inductive approach where all responses were listed and then grouped into smaller categories. They were then compared with Gross' (in press) emotion regulation strategies and eight categories emerged: actions, avoidance, concentration, denial, distraction, reappraisal, response modulation, and self-talk. The

categories were found to be coded reliably and agreement between coder-rated and self-rated success was high. Independent coders rated whether reference was made to eight different regulatory strategies and the individual's success. Of interest were the 97 accounts from participants that had tried to regulate romantic love. Strategies most frequently mentioned were concentration (31%) and actions (69%) for increasing romantic love; and avoidance (30%) and actions (51%) for decreasing romantic love. Self-rated and coder-rated success and their associations with strategies and individual difference variables were analyzed separately and combined. Findings suggest that utilizing concentration is negatively associated with successful up and down regulation of romantic love. Further, having an anxious attachment style is negatively correlated with successfully decreasing romantic love. Other major findings and their implications are discussed as well as alternate explanations.

D128

PERCEPTIONS OF CHEATERS: DOES SUCCESS MATTER? *Joshua Feinberg; Saint Peter's College* – When it comes to cheating in sports, fans have reacted with outrage in some cases of players caught cheating and with indifference in other cases (for identical offenses). The present study examines the link between perception of cheaters and performance. Several studies have focused on perceptions of others who cheat in the classroom (e.g., Davis et al., 1992; Wrybeck & Witley, 1999). The present study will focus on perceptions of fictitious baseball players. It was hypothesized that players who cheat will be viewed more negatively and participants' ratings will be particularly more negative for cheaters whose performance improves. Participants ($n = 141$) completed a packet that contained a description of a fictitious baseball player and several questionnaire items. The player profile varied on 2 dimensions: whether the player had used steroids and whether their performance had increased or remained the same. Several 3 (cheat: used steroids, suspected, hard work) \times 2 (performance: increase, constant) ANOVAs were conducted on the questionnaire items. Participants' perceptions were consistently more negative towards the steroid users, $ps < .05$. There were several significant interactions in which the player who used steroids and also showed increased performance received particularly negative ratings, $ps < .05$). Finally, participants gave a longer suspension to the player with increased performance. As a society it is important that we discourage cheating, whether at sports or inside the classroom. While not surprising, cheaters are viewed more negatively than non-cheaters, but it may be the cheaters that are successful that draws our indignation.

D129

PERCEPTIONS OF MALE AND FEMALE POWER-SEEKERS *Ann E. Hoover, Stephanie A. Goodwin; Purdue University* – As women gain power across society, they are often subject to backlash. We investigated perceptions of men and women seeking or avoiding power. Drawing upon prior research (Rudman & Fairchild, 2004), we hypothesized that both counterstereotypic females (seeking power) and males (avoiding power) would be the targets of backlash. Perceivers in team captain roles ($N = 81$) received information regarding the power motivations (gain, avoid) of 4 (2 male, 2 female) subordinate team members. Participants rated each target on future performance and potential threat to power. Results suggest that only the power-avoiding male was subject to backlash. Participants expected the power-avoiding male to perform the worst in an upcoming competition ($M = 4.96$) compared to other targets ($M_s > 5.36$), $F(1,79) = 3.90$, $p = .05$. Not surprisingly, participants perceived power-seeking targets ($M = 4.39$) to be more of a threat to their own high power position than power-avoiding targets ($M = 3.11$), $F(1,79) = 22.29$, $p < .001$. Importantly, this effect was qualified by a significant Target Gender \times Power Motive interaction, $F(1,79) = 6.36$, $p = .01$. Participants perceived the power-avoiding male as the least threatening target. The power-seeking male ($M = 4.56$) was seen as equally threatening as the power-seeking female ($M = 4.21$) while the power

avoiding male ($M = 2.85$) was seen as less threatening than the power avoiding female ($M = 3.36$). This gender asymmetry suggests it may be more acceptable for women to seek power than for men to avoid it.

D130

BLAMING THE VICTIM: EXAMINING PERCEPTIONS OF DATE RAPE USING THE CULPABLE CONTROL MODEL OF BLAME *Brian Pauwels; Doane College* – This study examined perceptions of date rape within the framework of the culpable control model of blame (Alicke, 2000). Thirty men and 57 women read a vignette depicting a man and a woman interacting on a date which ended in a coercive sexual encounter. They then completed several Likert scales assessing their perceptions of the incident. Of primary interest were measures assessing participants' perceptions of the victim's personal control over the encounter, affective evaluations of the victim (e.g., like vs. dislike), and victim blame. Participants also completed measures of Social Dominance Orientation (Pratto, et al., 1994) and Ambivalent Sexism (Glick & Fiske, 1996) to determine if previous research linking these constructs to rape victim blame could be replicated. Consistent with Alicke's (2000) model, several aspects of the victim's personal control (e.g., intention, foreseeability, causal role) were correlated with victim blame. Also consistent with the model, affective evaluations of the victim were associated with victim blame. However, in contrast to the model, process control (the degree to which the victim had control over events that occurred earlier in the date, prior to the sexual encounter) was not associated with victim blame. Regarding the individual difference measures, Social Dominance Orientation did not predict victim blame, and only the Benevolent Sexism dimension of Ambivalent Sexism was associated with victim blame. Discussion focuses on conceptual and methodological issues for studying rape perceptions within the context of the culpable control model and other general theories of blame.

D131

EFFECTS OF ONGOING AND SHORT-TERM INTERACTION ON ATTITUDES TOWARD GAY MEN *Aaron Van Reenen, Kristi Lemm; Western Washington University* – The relationship between intergroup contact and prejudice toward gay men was explored in a sample of 29 male and 59 female college students. Ongoing contact was assessed using a questionnaire; short-term contact was manipulated by having participants interact with a confederate who was identified as gay or heterosexual. Following the interaction, participants completed explicit attitude measures and an IAT that assessed the relative strength of association between gay/straight and good/bad. We predicted that both ongoing and short-term contact would be associated with more favorable attitudes. Although participants' explicit attitudes were generally favorable, their implicit attitudes were strongly negative. Men showed significantly more negative explicit attitudes than women, but men and women did not differ in their implicit attitude. As predicted, 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 measure as well as the explicit attitude measures. Our prediction about short-term contact was not supported as there were no significant differences in implicit or explicit attitude between participants who interacted with an ostensibly gay confederate versus those who interacted with a straight confederate. A manipulation check indicated that the manipulation of confederate sexual orientation may have been too subtle. It may also be the case that a brief interaction with a gay man is not sufficient to effect change in attitude although ongoing interactions with gay people are clearly associated with more favorable attitudes.

D132

WAIT FOR IT! THE DIFFERENTIAL SENSITIVITY OF A GENERAL ACTION GOAL TO SUBORDINATE GOAL TRAJECTORIES *Kath-*

leen McCulloch, Dolores Albarracín; University of Florida—General action goals are higher-level goals that facilitate specific task engagement. However, would any action fulfill this goal? To be adaptive, a general action goal should act in accord with lower-level goals and not simply generate random behaviors. Hence, in two studies we tested a) whether the completion of a subordinate goal deactivates an action goal, b) at which point in the subordinate goal's trajectory does deactivation begin, and c) if the length of the subordinate goal's trajectory affects deactivation. In Study 1, participants were subliminally primed with words relating to action (e.g., "doing"). Then, half of the participants explored an information grid and made a decision, and half were only exposed to the grid. Next, all participants engaged in a lexical decision task using action words. Results showed that action goal participants who engaged in the decision task had slower response times to action words than participants who did not make a decision. In Study 2, the length of the subordinate goal was varied by assigning the number of information pieces to read (9 or 27) before making a decision. This goal was interrupted at varying points (e.g., 3 or 6 pieces). Participants with an action goal, as opposed to no goal, exhibited differential sensitivity to goal length. Interruption had less impact on response times in the long goal and more impact with each increment in the short goal. Thus, the action goal is fulfilled upon completion of a subordinate goal and it is sensitive to trajectory length.

D133
WHAT MOTIVATES "ME" VS. "US"? LAY THEORIES OF MOTIVATION DIFFER AS A FUNCTION OF SELF-CONSTRUAL Kristy K. Dean; California State University, San Bernardino—The current studies

propose and provide support for distinct lay theories of motivation—perceptions that affect and enjoyment vs. social standards of performance are the principal motivators of behavior—and their differential endorsement as a function of the relative independence or interdependence of the self. This prediction originates from prior research demonstrating that individualistic cultures and individuals with salient independent self-construals employ internal, affective states to guide judgments and behaviors, whereas collectivistic cultures and individuals with salient interdependent self-construals more readily employ external, social standards (Oishi & Diener, 2001; Ybarra & Trafimow, 1998). As such, it was predicted that a similar pattern of emphasis on task enjoyment vs. acceptable performance should emerge for those with chronic independent vs. interdependent self-construals, respectively, during a goal pursuit situation. In Study 1, independent and interdependent individuals completed a shape generation task and reported the extent to which enjoyment vs. performance concerns played a role in their decision to disengage from the task. As predicted, enjoyment concerns guided task disengagement more strongly for independent vs. interdependent individuals, whereas performance concerns guided the disengagement decisions of interdependent vs. independent individuals. In Study 2, participants' concerns for task enjoyment vs. performance were similarly manifested in causal explanations for their decisions to disengage from a leisure activity—a childhood hobby. Discussion will center on self-construal as a driving force behind cross-cultural differences in motivation as well as future research exploring the effects of these distinct lay theories on goal achievement.

D134
ALLOPHILIA IN THE CLASSROOM: DISTINCT PEDAGOGICAL ANTECEDENTS OF INTERGROUP PREJUDICE AND ALLOPHILIA Laura M. Bacon, Todd L. Pittinsky, R. Matthew Montoya; Harvard University—Initiatives toward reducing intergroup conflict often aim to resolve prejudice by generating tolerance and acceptance between groups. Our research investigated the potential causes of increased positive intergroup relations (i.e., *allophilia*) versus the causes of reductions in negative intergroup relations (i.e., *discrimination*,

prejudice). Over a five-month school-based prejudice-reduction curriculum, we tracked teachers' classroom techniques and the resulting changes in students' interethnic attitudes. We evaluated high school students (N = 131) in eight states and 21 school systems enrolled in a class with a prejudice reduction curriculum (the experimental group) and those not enrolled in a class with a prejudice reduction curriculum (the matched control group). Pre-semester, monthly assessments, and post-semester questionnaires assessed the students' evaluation of minorities in general, as well as several intragroup and intergroup processes (e.g., categorization, ingroup loyalty, intergroup trust). We found that (a) two key factors to intergroup relations, namely intergroup trust and ingroup loyalty, were uniquely responsible for enhancing *allophilia*, but not for reducing prejudice, (b) intragroup factors, such as parental or institutional support for positive intergroup relations, not only predicted the amount of prejudice, but also predicted differences between affective evaluation and behavioral reaction toward members of a minority group, and (c) several intergroup factors, such as intergroup trust or common superordinate identity, inhibited reductions in prejudice and enhancements in *allophilia*. This research, unlike that which aims to identify processes of negative prejudice, uniquely assesses those processes that precede and predict the development of liking for outgroups.

D135
WITH GOD ON OUR SIDE: EGOCENTRIC BIASES ARE STRONGER INTUITING GOD'S BELIEFS THAN OTHER HUMANS' BELIEFS. Benjamin Converse, Nicholas Epley; University of Chicago—

People commonly make inferences about others' beliefs and attitudes. These inferences are often, albeit not always, egocentrically biased such that people tend to assume that others hold attitudes and beliefs that are relatively similar to their own. This research investigated the magnitude of these egocentric biases across different targets of judgment. In particular, this research investigated the magnitude of egocentric biases when evaluating religious agents (namely God) compared to other human targets. In two experiments, participants reported their own beliefs on social and moral issues (e.g., affirmative action, legalization of marijuana) and then estimated God's beliefs on these issues as well as other humans' beliefs—namely, the average person's beliefs, known individuals with unknown beliefs (e.g., Bill Gates, Barry Bonds), and known individuals with known beliefs (e.g., George W. Bush). In the first experiment, participants' own beliefs correlated more highly with estimates of God's beliefs than with any of the other human targets. In the second experiment, subtly manipulating people's own beliefs had a similar influence on people's estimates of God's beliefs, but did not have a similar influence on estimates of any of the other human targets. Taken together, these two experiments suggest that people utilize their own beliefs more strongly when estimating God's beliefs than when estimating other humans' beliefs. We believe this occurs due to the inherent greater ambiguity of religious agents compared to other human agents, and this ambiguity enables people to see in God's beliefs what they either expect or hope to see.

D136
MATURE AND IMMATURE FACIAL FEATURES INFLUENCE THE RECOGNITION OF ANGRY AND FEARFUL FACIAL EXPRESSIONS Donald Sacco, Kurt Hugenberg; Miami University—The current

research extends previous theory suggesting that fear and anger coevolved to mimic babyish and mature faces (Marsh, Adams, & Kleck, 2005). Across two studies, we hypothesized that facial maturity (small eyes) facilitates the recognition of dominant expressions (anger), while facial immaturity (large eyes) facilitates the recognition of submissive expressions (fear). In Study 1, participants categorized angry and fearful faces according to expression, as quickly as possible. Target eye size was manipulated within-subjects, such that each target was manipulated to be more mature (15% smaller eyes) and more immature (15% larger

eyes). As predicted, 3(eye size) × 2(target expression) ANOVAs yielded significant interactions for both speed, $F(1,46)=13.52$, $p<.001$, and accuracy, $F(1,46)=27.38$, $p<.001$, such that congruence between maturity and expression (small eyes-anger and large eyes-fear) facilitated recognition speed and accuracy, whereas incongruence (smaller eyes-fear and larger eyes-anger) inhibited responses. In Study 2, participants categorized a series of morphed angry/fear expression continua, that varied on facial maturity (large eyes vs. small eyes), as either angry or fearful as quickly as possible. As predicted, a 2(eye size) × 11(morph level) ANOVA yielded a significant interaction between target eye size and expression morph level, $F(1,50)=2.034$, $p=.028$, such that ambiguous expressions (40%, 50%, 60% morphs) with immature faces (larger eyes) were more often categorized as fearful while ambiguous expressions with mature faces (smaller eyes) were more often categorized as angry. Taken together, these studies indicate that facial maturity and immaturity enhance the social communication of anger and fear, respectively.

D137

IMPACT OF GROUP MEMBERSHIP SALIENCE ON IMMEDIATE AND GENERALIZED CONCERNS REGARDING EVALUATION IN INTERETHNIC INTERACTION

Yumiko Sakamoto, Jacquie D Vorauer; University of Manitoba – Evaluative concerns can have a variety of negative cognitive, affective, and behavioral effects, particularly in the context of intergroup interaction. The current study examined the impact of group membership salience during a positive interethnic interaction on both immediate and generalized concerns regarding evaluation by outgroup members. It was hypothesized that lower levels of group membership salience would be beneficial in reducing evaluative concerns during the interaction whereas higher levels of salience would be beneficial in facilitating generalization, which was assessed in terms of more positive expected evaluations from other outgroup members. Forty-six White and forty-six Chinese Canadian participants were randomly assigned to one of three experimental conditions involving a high or low salience interethnic interaction or a high salience intraethnic interaction (control condition). Results indicated that even though salience did not influence participants' evaluative concerns during interethnic interaction, it did have an effect on generalized concerns, but only for Chinese participants. Specifically, Chinese participants' general beliefs about how they were viewed by Whites were most positive in the high salience interethnic interaction condition, whereas there was no such pattern for White participants. These different results for White and Chinese participants might have been due to group membership differences generally being more salient to White than Chinese participants in the interethnic interaction conditions. Overall, the beneficial effects of positive interethnic interaction on expected evaluations were stronger than the effects on participants' own views of outgroup members.

D138

THE INFLUENCE OF EXPECTED GENDER-BASED OUTCOMES ON SELF-ENHANCEMENT AND SELF-ASSESSMENT MOTIVES IN WOMEN'S TASK PREFERENCES

Katherine Spencer, Jessi Smith; Montana State University – A self-enhancement motive predicts that a task is preferred if the outcome is likely positive, whereas a self-assessment motive predicts that a task is preferred if it is diagnostic, regardless of outcome. In two studies we tested whether and how information about expected outcome, transmitted via stereotype threat, influences task preference. In Study 1, 35 women read about three novel tasks: one describing men as outperforming women, another describing equal gender performance, and a third with no gender information. Participants were then randomly assigned to one task description before completing a task preference survey. Results found that women who anticipated working on the men-outperform-women task expected it to be interesting and worthwhile and set performance-approach goals (all

p 's < .05). In Study 2, 46 women were randomly assigned to only one of the gender task descriptions and actually completed an achievement task before rating their task preferences. Results found that women assigned to the men-outperform-women task description found the task to be very uninteresting and not worthwhile and reported more performance-avoidance goals (all p 's < .05). Taken together, we suggest that when faced with negative gender-based expectations, women may approach a novel task with a self-assessment motivate as evidenced by performance-approach goals and greater anticipated task interest. Yet, when the task experience does not go well (via stereotype threat) the self-enhancement motive comes online resulting in performance-avoidance goals and lower task interest.

D139

ACCESSIBILITY OF CATEGORY INFORMATION IN AUTOMATIC SOCIAL BEHAVIOR PARADIGMS: EVIDENCE CONSISTENT WITH THE MOTIVATED PREPARATION TO INTERACT ACCOUNT.

Joseph Cesario¹, Jason Plaks², E. Tory Higgins³; ¹Michigan State University, ²University of Washington, Seattle, ³Columbia University – The present study tested predictions derived from the motivated preparation to interact account of automatic social behavior concerning the accessibility of primed social categories in typical priming paradigms. This account proposes that automatic behavior following category priming is the result of Ps' preparing to interact with primed category members, in contrast to perception-behavior accounts which propose that behavior is the direct result of activation of traits associated with the category. In this study we tested whether the accessibility of a primed social category follows a time course more characteristic of goal-related constructs or of semantically-primed constructs. Specifically, it is known that the accessibility of goal-related constructs are inhibited following goal completion. If priming social categories activates a goal to interact with the category, as we propose, then the accessibility of the category should be inhibited after an interaction with the primed target. If priming of social categories is devoid of motivational influence, as perception-behavior accounts propose, then the accessibility of the category should increase following an interaction with the primed target. Ps performed a task designed to prime subliminally either the category elderly or a control. Ps then either interacted with the elderly (symbolically by writing about such an interaction) or did not interact (by writing about their morning routine). A lexical decision task then measured the accessibility of the category elderly. The pattern of cell means was consistent with a motivated account, including evidence of post-goal-fulfillment inhibition.

D140

CROWD PERCEPTION: THE INTERPLAY OF ENTITATIVITY, RACE, AND EMOTIONS

Sara A. Crump, David L. Hamilton; UC Santa Barbara – An abundance of research in social psychology has focused on perceptions of groups, yet little research has examined how individuals, such as police officers, perceive crowds. The goal of the current study is to examine the extent to which factors such as the racial composition of the crowd and the emotions seen on the crowd members' faces influence the perception that a crowd is a meaningful, entitative unit; a crowd that is capable of coordinated and potentially aggressive action. In this study, participants saw pictures of different crowds in which the expressions on three of nine target faces was varied (angry, happy, sad, or neutral). In addition, the race of the target faces (Black or White) was varied between participants. After viewing each crowd picture, participants made entitativity ratings and rated the extent to which the crowd as a whole shared various emotions. The results, among other things, showed that crowds comprised of angry Black individuals were rated as more entitative than crowds containing angry White individuals. In contrast, neutral White 'crowds' were perceived as more entitative than neutral Black 'crowds'. In addition, the emotions displayed by the three target faces were thought to be shared by the entire crowd. These findings

suggest that race and emotions influence crowd entitativity, and that each factor may have important implications for how the police perceive crowds.

D141

ME, MYSELF AND I: THE EFFECTS OF SELF IN SOCIAL COGNITION.

Kim van Bussel, David Turk, Neil Macrae; University of Aberdeen – Numerous studies have shown that information encoded in relation to self is better remembered than information encoded in relation to others. This is referred to as the self-reference effect (SRE). To date, SRE research has tended to focus on explicit encoding paradigms where participants are asked to judge whether a trait adjective describes self or a familiar other person (e.g. Am I happy?). These findings have led to claims that the self is a special cognitive entity (Rogers et al., 1977) supported by a distinct neural architecture (Kelley et al., 2002). However, centuries of deliberation and theorizing about the self and its cognitive function suggest that self guides cognition in a decidedly implicit, unobtrusive manner (James, 1890; Neisser, 1988). We therefore attempted to explore the self-reference effect in memory for items that were incidentally associated with self and other. In this experiment, participants were tested in pairs and were presented with pictures of unfamiliar faces. They were given the context of coaching a sports team, pictures were either assigned to the participants' own team or to the other participants' team. Memory performance was assessed by conducting a surprise recognition test for the faces shown at encoding together with new foils. The results showed that faces assigned to one's own team are better remembered than faces assigned to the other participants' team. This demonstrates that even under implicit encoding conditions the SRE persists. This finding is discussed in terms of the SRE and social cognitive functioning.

D142

SELF-FOCUSED COLLECTIVE GUILT VERSUS OTHER-FOCUSED SYMPATHY: FINDING A COMMON GROUND

Julie Caouette, Devon Proudfoot, Donald M. Taylor; McGill University – A debate surrounds the extent to which collective guilt or sympathy is most likely to bring genuine concern by advantaged group members for the welfare of disadvantaged groups (Powell, Branscombe & Schmitt, 2005; Iyer, Leach & Crosby, 2003). Iyer et al. argue that guilt is a poor motivator because of its emphasis on self-blame, whereas sympathy is concerned with the welfare of others and therefore more conducive to promoting social equality. The goal of the present experiment was to further investigate the distinction between self-focused guilt versus other-focused sympathy. In past research a focus on the self (producing guilt) and a focus on the other (producing sympathy) have been pitted against each other. We hypothesized that framing inequality simultaneously in terms of self privileges and other disadvantages would be more effective in motivating group equality. We experimentally manipulated different framings of discrimination focused on (1) the self (Canadians' privileges), (2) the other (Aboriginal peoples' disadvantages), or (3) both the self and the other (counterbalanced). We then measured levels of collective guilt, sympathy and support for group equality. Our results replicated past findings where self-focus predicted guilt, and other-focus predicted sympathy. Furthermore, our simultaneous condition focusing on self and other led to significantly higher levels of both collective guilt and sympathy. But more importantly, the highest level of support for group equality was found in the condition focusing simultaneously on self and other, in contrast to the significantly lower levels found in the conditions focusing on self alone or other alone.

D143

TAMIL TIGERS: GROUP JUSTIFICATION IN POLITICAL VIOLENCE

Michael King, Lavanya Sampasivam, Donald M Taylor; McGill University – To an outsider, acts of violence between majority and minority groups seem unacceptable. However, in the midst of violent conflict, people tend to approve ingroup militant actions while condemning the

outgroup's violent actions. This study examined if "group justification", where members endorse the interests of their own group over the legitimacy of the social system (Jost & Burgess, 2000), can account for this bias. To explore this hypothesis, we examined the collective narrative of Tamil immigrants, who left their homeland of Sri Lanka, a country stricken by conflict between the pro-Sinhalese Government and the Liberation Tigers of Tamil Eelam (L.T.T.E.), a pro-Tamil military and political organization. Ten participants with ties to the L.T.T.E. were recruited and asked to narrate the story of their people, structuring their narrative as "chapters" corresponding to important periods in Sri Lanka's history. This collective narrative methodology is thought to be an unbiased method to view a group's inner mechanics (Salomon, 2004). Participants also completed a questionnaire designed to investigate attributions and system justification. Across all narratives, incidences of violent acts were identified and coded. Results showed that participants provided significantly more justifications for ingroup initiated violence as compared to outgroup initiated violence. Questionnaire items indicated that participants' support for violence increases as perceptions of system "fairness" decreases. Also, they attributed more internal violent characteristics to outgroup than ingroup members. These results are consistent with legitimacy theorists' claim that a decrease in system justification leads to increased group justification (Jost, Burgess, & Mosso, 2001).

D144

THE EFFECTS OF TRAIT GRATITUDE AND EMOTION ON VENGEFULNESS, PREDICTIONS OF FUTURE LIFE EVENTS, AND INTERPERSONAL RELATIONSHIPS: WHY TRAITS AND STATES MATTER

Jannay Morrow, Michele Tugade; Vassar College – Psychologists conceptualize gratitude as a trait and an emotion. Research shows that gratitude is associated with a host of beneficial outcomes, but much of the existing research focuses on trait gratitude rather than examining how emotional states contribute to outcomes for grateful and ungrateful individuals. We investigated the effects of trait gratitude and emotion on interpersonal forgiveness, predictions of life events, and evaluations of interpersonal relationships. We also tested whether trait gratitude is distinguishable from positive affectivity and resiliency. Participants who differed on trait gratitude were induced into a grateful, happy, angry, or neutral emotional state. Participants indicated how forgiving/vengeful they would be after a friend disparaged them. Those high (vs. low) in trait gratitude were less vengeful. A trait gratitude X emotion interaction demonstrated that when angry, participants high in trait gratitude were less vengeful than were those low in this trait. No other significant differences emerged. Moreover, high trait grateful individuals reported higher likelihood ratings for positive future events and lower ones for negative events. A trait X emotion interaction showed that when happy, those high (vs. low) in trait gratitude rated positive future events as more likely and negative events as less likely. No other significant differences emerged. Finally, trait grateful participants viewed positive events as more controllable and their personal relationships as more positive. All effects remained significant when covarying out trait levels of positive affectivity and resiliency. We discuss the limitations and affordances of the design and place the findings in larger a theoretical context.

D145

THROUGH THE LENS OF THE PAST? HISTORICAL VICTIMIZATION AND ACKNOWLEDGED EXPERIENCES OF ETHNOPOLITICAL VIOLENCE AS PREDICTORS OF SUPPORT FOR AFFIRMATIVE ACTION AMONG WHITES

Johanna K. Vollhardt; University of Massachusetts at Amherst – Previous research on individual factors that influence Whites' attitudes towards Affirmative Action include effects of gender, education, ideology, or symbolic racism. Research on the effects of personal experiences with intergroup violence (e.g. discrimination) on Affirmative Action has been limited to ethnic minority groups. However, many Whites in the U.S. are members of

groups that have experienced (ethno-)political violence in the past (e.g. Armenians, Jews), or even recently (e.g. Eastern Europeans). The present study examines the hypothesis that these experiences influence Whites' attitudes towards Affirmative Action and increase support for policies that benefit currently disadvantaged groups. 229 White undergraduate students at the University of Massachusetts, Amherst participated in an online survey study. They completed measures of attitudes towards Affirmative Action, several control variables, and items assessing personal and family experiences of ethnopolitical violence. A principal component analysis of these items yielded four factors (collective experiences, proximal experiences, and family narratives of political violence, as well as acknowledgment of groups' fate) that were entered in a stepwise multiple regression. Controlling for gender and symbolic racism, family narratives of political violence emerged as a positive predictor of support for Affirmative Action. Effects of proximal experiences of political violence were moderated by perceived acknowledgment of groups' fate: Among those who had been directly affected by political violence, higher societal acknowledgment predicted increased support for Affirmative Action. In sum, the study provides support for the hypothesis that past group-based victimization can increase prosocial attitudes among White Americans towards currently disadvantaged groups.

D146**ARE NATIVE AMERICANS LESS AMERICAN THAN EUROPEAN AMERICANS? DISCREPANCIES BETWEEN IMPLICIT AND EXPLICIT ASSOCIATIONS**

Thierry Devos¹, Brian Nosek², ¹San Diego State University, ²University of Virginia – Previous research indicates that ethnic groups differ in the extent to which they are psychologically granted the American identity (Devos & Banaji, 2005). For the first time, we examined to what extent the concept “American” is implicitly and explicitly associated with Native Americans and European Americans. A large sample of Internet users (N = 33560) completed an Implicit Association Test (Greenwald, McGhee, & Schwartz, 1998) assessing the direction and the strength of associations between the attributes “American” and “foreign” and the groups “Native Americans” and “European Americans.” Stimuli were images of natural landmarks (e.g., Grand Canyon vs. Mt Everest) or names of locations (e.g., Seattle vs. Oslo) for the attribute dimension and head and shoulder historical photographs of individuals for the ethnic groups. Before or after the IAT, participants indicated to what extent the two groups were, in their mind, identified with America and all things American. Overall, a dissociation between mean levels of explicit and implicit responses emerged such that Native Americans were explicitly regarded to be more American than European Americans, but the implicit measure showed the reverse pattern. A stronger implicit association between the concept “American” and European Americans than Native Americans was displayed by all ethnic groups, except by respondents who were American Indians or Alaskan Natives. These findings suggest that the propensity to implicitly equate American with European American is not reducible to the timing of arrival or length of immersion of this group in America.

D147**TOO CONTRARY FOR COMFORT? WHEN IN-GROUP MEMBERS DISPLAY POSITIVE BUT PROTOTYPICALLY OUT-GROUP BEHAVIOR.**

Benjamin Saunders, Linda Skitka; University of Illinois at Chicago – The purpose of the present study is to explore how people react to in- versus out-group members as a function of whether they act in a manner consistent or inconsistent with normative group behavior. Based on predictions derived from self-verification and optimal distinctiveness theory, we predicted that in-group members displaying positive behavior inconsistent with in-group norms would be seen as less likeable and prototypical than in-group members displaying negative, but normative in-group behavior. To test this hypothesis, participants (N = 79) completed an analytic task that ostensibly predicted future life success,

and received false feedback that the test identified whether they are one of two types: “I” or “Q” reasoners. After receiving positive information about characteristics of their group (e.g., they tend to be loyal friends), participants learned that their group tends to significantly under-perform on analytic tasks relative to the other group. Participants then rated five targets who varied in group membership (in- v. out-group), the strategy they used to complete an analytical task (in- v. out-group), and their outcome (success v. failure). Results indicated that participants identified less with an in-group member who used the out-group strategy and achieved a positive outcome than an in-group member who used the in-group strategy and achieved a negative outcome. One implication of this finding is that in-group members may derogate or even exclude fellow in-group members for demonstrating positive but prototypically out-group behaviors.

D148**COGNITIVE LOAD, TRIGGER SALIENCE, AND THE FACILITATION OF TRIGGERED DISPLACED AGGRESSION**

Eduardo Vasquez; Gettysburg College – Researchers hypothesize that a state of limited cognitive processing capacity increases aggression by impacting the processing of cues and cognitions involved in a provoking situation. In the context of the triggered displaced aggression paradigm, a 2 (salience of triggering event high/low) x 2 (cognitive load at trigger: yes/no) x 2 (cognitive load at aggression: yes/no) between subjects study tested this hypothesis. Results showed that inducing cognitive load on previously provoked participants while they received a triggering provocation augmented aggression towards the target only when the trigger was highly salient. Affective reactions to the trigger partially mediated this effect. Contrary to expectation, however, inducing cognitive load while participants aggressed against their target did not affect aggression levels. This is the first study to demonstrate the interaction between cognitive load and provocation salience as a moderator of aggression.

D149**IT'S NOT ABOUT HOW I ACT, BUT WHO I REALLY AM: TRUE SELF-CONCEPT CLARITY AND MEANING IN LIFE**

Rebecca Schlegel, Joshua Hicks; University of Missouri, Columbia – Carl Rogers' notion of the true self has largely been ignored in psychological research. Roger's characterized the true self as an innate, inner conception of the self that is not necessarily expressed in social settings. He referred to those traits expressed in social settings as the actual self. Despite the lack of research on the true self, it has been suggested that knowing your true self or “who you really are” leads to the experience of meaning in life. Two studies were conducted to examine the relationship between true self-concept clarity and the experience of meaning in life. Both studies used a common “me/not me” reaction time task to test whether true self concept clarity or actual self concept clarity lead to increased meaning in life. In study 1, it was found that only true self-concept clarity was positively associated with meaning in life. Study 2 replicated this finding and additionally showed that only true self-concept clarity moderated the effect of a known source of meaning (psychological need satisfaction); such that individuals high in true self-concept clarity experienced high levels of meaning in life regardless of their level of psychological need satisfaction. Implications for knowing “who you are” vs. “what you do” are discussed.

D150**THE ROLE OF PERCEIVED ENTITATIVITY IN THE PREDICTION OF EXPLICIT AND IMPLICIT ISLAMOPHOBIA**

Anna-Kaisa Newheiser^{1,2}, Nicole Tausch¹, Miles Hewstone¹; ¹University of Oxford, ²Yale University – Research on entitativity (the degree to which social targets are perceived to possess unity and coherence) has suggested that perceived entitativity mediates the relationship between stereotyping and predictors of stereotyping (e.g., Rodgers, Hamilton, & Sherman,

2003). However, the reverse model, where stereotyping mediates the relationship between the predictors and perceived entitativity, has not been tested. Testing the original conception of the role of entitativity together with the reverse model was the primary aim of the present study, which focused on prejudice instead of stereotyping. Quantity and quality of contact with Muslims and social dominance orientation (SDO) were employed as predictors, and both explicit and implicit Islamophobia were measured, indexing implicit Islamophobia with the Implicit Association Test. Structural equation modeling was used to examine 1) a model where contact quantity and quality and SDO predicted perceived entitativity, which then predicted explicit and implicit Islamophobia, and 2) an alternative model where contact quantity and quality and SDO predicted explicit and implicit Islamophobia, which then predicted perceived entitativity. The alternative model achieved better fit on all four fit indices employed, with significant paths from contact quantity to implicit Islamophobia, contact quality to explicit Islamophobia, SDO to explicit Islamophobia, and explicit Islamophobia to perceived entitativity. The results thus provide evidence that, in relation to prejudice, entitativity is better conceptualized as an outcome variable than as a mediator. Future research should test this model with stereotyping in the mediating role.

D151

THE EFFECT OF EARLY VERSUS LATE ACQUAINTANCESHIP ON PERSONALITY JUDGMENT ACCURACY Heather Reimer, David Funder; *University of California, Riverside* – The effect of acquaintanceship length on the accuracy of personality judgment has been well documented; as the amount of time a judge spends with a target increases, the more accurately the judge can assess the target's personality. However, the length of time individuals spend together may not be the only factor contributing to this effect. The current study assesses the degree to which the quality of information available to the judge can affect the accuracy of personality judgment (holding constant the quantity of time spent interacting). 216 judges, 36 targets, two acquaintances and a professional clinician per target used the California Adult QSet to assess the targets' personalities. The hypothesis was supported that judges make more accurate personality judgments when they watched targets later in an interaction as compared to earlier in the same interaction. These results seem to unconfound two separate aspects of the traditional acquaintanceship effect, indicating that when you interact with someone may be as important as how long.

D152

GOING TO GRACELAND: SOCIAL IDENTITY OR CELEBRITY WORSHIP? Michael P. Sullivan¹, Anre Venter², W. Isaac Harper¹; ¹Belmont University, ²University of Notre Dame – In 2005, 28 years after his death, an estimated 600,000 people visited Elvis Presley's former home, Graceland. The current study examines this behavior in light of 2 distinct explanations previously explored in psychological research: social identity and celebrity worship. A total of 88 individuals (54 women, 34 men) visiting restaurants and gift shops adjacent to Graceland voluntarily completed brief questionnaires. All respondents indicated their reasons for visiting Graceland and completed the Inclusion-of-Other-in-Self (IOS) scale to indicate their perceived "connectedness" to Elvis Presley. Additionally, approximately half of the respondents completed 8 social comparisons in reference to "Elvis Presley" whereas the other half compared themselves to "Elvis fans (others at Graceland)". Analyses showed that people cited both social and Elvis-specific reasons equally often in explaining their own behavior. Similarly, IOS scores revealed a wide range of perceived self-connection to Elvis Presley. These findings suggest social identity and group membership as sufficient reasons for visiting Graceland. Interestingly, individuals who compared themselves to Elvis Presley rated themselves to be more similar to him than did individuals comparing themselves to other fans at Graceland. This finding suggests that individuals identify themselves to be more like

the celebrity, Elvis, than to other visitors, a viable and salient social group. The relative strengths of evidence for celebrity worship and social motivations is compared.

D153

REGULATORY FIT FROM STEREOTYPE THREAT: ENHANCING WOMEN'S LEADERSHIP ASPIRATIONS Anke Goerzig; *University of Mannheim* – A series of studies investigates the impact of regulatory fit (RF) on women's leadership aspirations. A RF occurs when an outcome is presented in gain frames under promotion focus and in loss frames under prevention focus. Combining research on regulatory focus and research on stereotype threat (ST) it is argued that RF may result from ST (loss frame) under a prevention focus and from the absence of ST (gain frame) under a promotion focus. In line with previous research it is proposed that RF a) enhances motivation (Study 1&2) and b) creates a "feeling right" experience that increases the persuasiveness of external stimuli (Study 3). In all three experiments RF was operationalized as experiencing stereotype threat when under a prevention focus or, respectively, experiencing the absence of stereotype threat when under a promotion focus. Further, women's aspirations to engage in a leadership role were assessed. In Study 1 and 2 it was shown that women's motivation to occupy a leadership role was enhanced in the RF conditions compared to women in the nonfit conditions. Study 3 demonstrated that a stimulus (i.e., a role model) was more persuasive under RF. Women experiencing RF compared to women in the nonfit conditions were more persuaded by role models, showing more interest in a leadership role when confronted with a positive model and less interest when confronted with a negative model. These studies show that stereotype threat can elicit regulatory fit, which in turn affects women's leadership aspirations.

D154

DEVELOPING A MEASURE OF FRIENDSHIP CONTINGENT SELF-ESTEEM M. Janelle Cambron, Linda K. Acitelli, Lynne Steinberg; *University of Houston* – Although self-worth contingent on approval from others has been found to be an antecedent to depression, self-esteem that is specifically dependent on the perceived quality of relationships (as opposed to approval from others in general) may be more important in predicting depressive symptoms. Indeed, some researchers argue that depression-prone individuals are overly dependent on the acceptance and love of significant others as a basis of their self-worth. A measure of self-esteem contingent on romantic relationships currently exists, but there is no measure of self-esteem dependent on one's friendships. The purpose of this study was to develop a measure of friendship contingent self-esteem (FCSE) and examine its relationship with depressive symptoms. 329 University of Houston undergraduates (261 women and 64 men) completed the FCSE and other measures to obtain evidence of convergent and divergent validity. The FCSE shows high internal consistency (Cronbach's alpha was .92), and inter-item correlations among the 8 items ranged from .46 to .74. The FCSE was moderately correlated with other contingent self-esteem measures, including the approval from others subscale of the Contingencies of Self-Worth scale. Both FCSE and peer approval correlated with depressive symptoms in women. However, when entered simultaneously in a regression equation, only FCSE was a significant predictor of depressive symptoms. Neither FCSE nor peer approval were associated with depressive symptoms in men. In addition to supporting the validity of the FCSE, findings are discussed in the context of the development of gender differences in depression.

D155

CLEAR FEELINGS ARE COOL FEELINGS: THE ROLE OF EMOTIONAL CLARITY IN ANGER REGULATION Benjamin Wilkowski, Michael Robinson, Scott Ode; *North Dakota State University* – People differ remarkably in the perceived clarity of their emotions. It has been

suggested that emotionally clear individuals should be better able to identify the presence of an undesirable affective state, which in turn encourages them to more frequently down-regulate these undesirable states. We conducted a two-study multi-method investigation to determine whether this theory adequately characterizes the down-regulation of anger and antisocial affect. Study 1 assessed individual differences in emotional clarity, anger control, and trait anger using appropriate self-report instruments. As hypothesized, there was a strong positive relationship between emotional clarity and anger control, suggesting that clarity is an important prerequisite of anger control. Moreover, there was evidence that these anger control attempts were successful, in that anger control mediated the relationship between clarity and subsequent decreases in trait anger. Study 2 took a different approach to studying down-regulation by examining whether emotionally clear individuals down-regulate the influence of an aggressive prime on subsequent evaluations. In addition, Study 2 manipulated cognitive load with the goal of determining whether clarity-linked down-regulation processes rely on limited capacity resources. As hypothesized, individuals high in emotional clarity were less affected by antisocial primes, but only in a condition in which they had sufficient cognitive resources available. Two studies, using drastically different methodologies, therefore converged on the same conclusion, and provided evidence that a clear ability to perceive and understand one's emotions serves to promote the down-regulation of unwanted forms of antisocial affect.

D156
RECIPROCAL ASSOCIATIONS BETWEEN CHILDREN'S GENDER ATYPICAL BEHAVIOR AND PEER VICTIMIZATION Elizabeth

Ewing-Lee, Wendy Troop-Gordon; North Dakota State University—Children who exhibit gender atypical behavior often elicit negative responses from their peers (Fagot, 1977). These negative responses are hypothesized to be salient socializing mechanisms through which children learn to engage more exclusively in behaviors considered normative for their sex (Ruble & Martin, 1998). However, little empirical work has been conducted examining the longitudinal, and possibly reciprocal, associations between social maladjustment and children's gender atypical behavior. Accordingly, the primary objectives of the current study were to examine whether: (a) gender atypicality predicts increases in peer victimization after controlling for known correlates of peer harassment and (b) peer victimization is related to decreases in children's engagement in gender atypical behaviors. Data from 365 3rd- and 4th-grade children (170 boys; 195 girls) were collected during the Fall and Spring of one school year. For boys, teacher-reported gender atypicality in the Fall was predictive of self-reported peer victimization in the Spring even after controlling for Fall reports of peer victimization, peer acceptance, and behavioral risks for harassment. In contrast for girls, gender atypicality was related to a decrease in peer-reported victimization. Moreover, for boys, self-reported victimization in the Fall predicted decreases in gender atypical behavior. These findings suggest that, for boys, a pattern develops in which gender atypical behavior leads to increased peer harassment which, in turn, results in boys engaging in less gender atypical behavior over time. That a similar pattern did not emerge for girls is consistent with previous findings showing that children are more accepting of girls' cross-gendered behaviors.

D157
EMPATHY MODERATES THE EFFECTS OF GRATITUDE INDUCTIONS Elizabeth McIntosh, Anthony H. Ahrens; American University—Gratitude frequently involves appreciating others' actions. Thus empathy, key to appreciating others' actions, may influence the experience of gratitude. This study examined whether empathy moderates the effects of gratitude inductions. One hundred-sixty university students completed measures of empathy, mindfulness, trait gratitude, and social desirability. They were randomly assigned to a

neutral task, a gratitude listing task, in which they wrote about events for which they were grateful, or a mindfulness gratitude task, which partly involved more vivid focus upon the events for which participants were grateful. Finally, participants completed measures of their state positive and negative emotions. Participants in the gratitude conditions reported more positive emotion than did those in the neutral condition. However, there was an interaction such that among those low in empathy, more positive emotion was reported in the mindfulness gratitude group than the gratitude list group. This pattern did not appear among those high in empathy. There was no difference between conditions on overall negative emotion. However, exploratory analysis revealed a pattern for anger that matched the pattern for positive emotions. Those in the gratitude conditions were marginally less angry than those in the neutral condition. Among participants low in empathy, those in the mindfulness gratitude condition reported less anger than did those in the gratitude listing group. Taken together, this suggests that gratitude induction will differ for those high and low in empathy. A more mindful approach to induction might be beneficial for those low in empathy.

D158
AN EXAMINATION OF THE ROLE OF AWARENESS IN THE PRODUCTION OF ANCHORING EFFECTS Sean Moore, Norman Brown;

University of Alberta—Prominent theories of judgmental anchoring (e.g., Strack & Mussweiler, 1997; Mussweiler, 2005) suggest that anchoring is the result of relatively automatic or unconscious processes. In contrast, cognitive theories of estimation (e.g., Brown, 2002; Brown & Siegler, 1995) suggest people use a mix of conscious, deliberative strategies along with more automatic decision heuristics when making such judgments. The purpose of the present studies was to examine the extent to which participants deliberately incorporate numerical anchors into their judgments. From an automatic process standpoint, participants should report little awareness of the influence of anchors or their reports about anchor influences should not correspond with actual judgmental outcomes (i.e., Nisbett & Wilson, 1977). From a more deliberative estimation standpoint, people should be aware of an anchor's influence and these reports of anchor influence should correspond with the magnitude of anchor assimilation observed in their judgments. Two studies compared these perspectives. In both studies, participants were exposed to numerical anchors in the context of comparison questions and then made absolute judgments. Next, participants were asked to indicate how much they thought the provided anchor had influenced their judgments and rated the perceived magnitude of this influence. Results indicated anchoring effects in participants' judgments (i.e., judgments were assimilated toward the presented values). In addition, consistent with a more deliberative view of anchoring, participants' reports of anchor influences mediated the obtained anchoring effects. Implications of these results for theories of social judgment are discussed.

D159
SYSTEM JUSTIFICATION OF RELATIONSHIPS: DEFENDING THE IDEOLOGY OF MARRIAGE AND COMMITTED RELATIONSHIPS Martin V. Day, Aaron C. Kay, John G. Holmes;

University of Waterloo—What do people think will be their committed relationship fate? Western society has an uncontested belief system that 1) a committed relationship is the one truly important relationship, and 2) almost all people want to marry or seriously couple (DePaulo & Morris, 2005). The present study investigated the extent to which this ideology affects people's views on relationships. Participants (N=84) read and evaluated brief research vignettes ostensibly for a psychology textbook. Marriage and committed relationships were either presented as stable in society (affirm condition) or declining (threat condition). Additionally, committed relationships were construed as either being highly related (or unrelated) to people's happiness. The critical dependent variable was the extent to which participants valued committed relationships. Unsurprisingly, participants who were told relationships were related to

happiness bolstered their views of committed relationships as an institution more than those in the unrelated condition. What is more surprising was that participants in the relationship threat condition supported the value of committed relationships more than those in the relationship affirm condition. Why do people who are told that singlehood is on the rise paradoxically give the greatest support for committed relationships? Contrary to popular belief, participants' desire to form a lasting committed relationship matched the above pattern of results. When told relationships are declining, participants wanted to experience a committed relationship even more than when relationships were affirmed, and thus congruently bolstered their beliefs about committed relationships in general. These findings are discussed within a system justification framework applied to relationships.

D160

THE ROLE OF TRAIT PRESTIGE AND CONNECTIONS IN SHAPING GROUP-LEVEL DRINKING AND SEX ATTITUDES: A SOCIAL NETWORK EXPERIMENT *Jerry Cullum, Nick Schwab; University of Wyoming*—Both source traits and social network qualities influence attitudes and norm perceptions (e.g., Petty & Wegner, 1998; Visser & Mirabile, 2004); however these 2 factors have seldom been investigated simultaneously. The present experiment investigated the roles of prestige and network status in shaping group attitudes amongst college students. 127 freshmen college students discussed drinking and sexual attitudes with a confederate within 3 or 5 person social networks. The confederate either introduced himself as a senior (high trait status) or as a freshmen (low trait status). In half the conditions the confederate was allowed to discuss his attitudes with the entire network (centrally located within the network) or with only half the network (peripherally located within the network). After discussion, participants indicated their attitudes toward drinking and sex and these were transformed into 42 group-level attitudes for analysis. There was a significant main effect for network status such that the confederate was more influential in shaping group attitudes when centrally located than when peripherally located within the network. There was no main effect for trait status, despite participants' perceiving seniors to be more knowledgeable and likeable. However, a simple main effect for trait status was found within the centrally located condition; a well-connected senior was more influential than a well-connected freshmen peer. This finding holds implications for social influence and persuasion research, suggesting that with respect to group norms/attitudes, the role of source status is contingent upon structural qualities of the network. Future social network research is proposed.

D161

THE UCLA BODY PROJECT I: PREDICTORS OF BODY SATISFACTION AND APPEARANCE SURVEILLANCE AMONG 2206 WHITE, ASIAN, AND HISPANIC MEN AND WOMEN *Johanna M. Jarcho¹, David A. Fredrick¹, Gordon B. Forbes², Andrea Niles¹; ¹UCLA, ²Millikin University*—There has been little research on body satisfaction among ethnic minorities and men. Using the framework of Objectification Theory, we examined predictors of body satisfaction among 2206 White, Asian, and Hispanic men and women. Contrary to most research, White participants reported higher satisfaction than minority participants. Compared to men, women reported greater appearance surveillance ($d = .48$) and lower body satisfaction ($d = .37$). The association between BMI and body satisfaction was moderated by gender – the association was linear for women and parabolic for men. Women were less satisfied than men across most of the weight span ($d_s = .55 - .97$; BMI = 21.00–29.99), but among underweight individuals, men were less satisfied ($d = -.61$). Overall, surveillance was only weakly associated with body satisfaction for men ($r = -.17$) and women ($r = -.18$), but this association was stronger for heavier and minority women ($r_s = -.20$ to $-.50$). Results suggest the thin ideal for women and powerful ideal for men contribute to gender differences in body satisfaction.

D162

CAN STIGMATIZED TARGETS USE RECATEGORIZATION AS A STRATEGY TO COMBAT DISCRIMINATION? *Jeff Stone, Toni Schmader, Lazarewicz Adam; University of Arizona*—The current research addresses an important question about prejudice reduction: What can a stigmatized individual do to reduce prejudice, stereotyping and discrimination during a one-on-one interaction? According to our Target Empowerment Model (TEM), whereas blatant prejudice reduction strategies like confrontation may backfire when used by a stigmatized target, subtle strategies like recategorization may bypass the defenses of biased individuals. As a result, stigmatized targets can use subtle strategies as effectively as non-stigmatized sources to reduce the various biases held by an interaction partner. We tested a stigmatized target's use of recategorization by having 40 high and 34 low sexually prejudiced heterosexual males conduct a job interview ostensibly with a gay and a straight male job applicant. To induce recategorization, the gay or straight candidate's job statement made reference to a common fate, teamwork, and he frequently used the pronoun "we." In the control condition, the applicants did not emphasize common fate or teamwork and they frequently used the pronoun "I." Participants then interviewed and evaluated each applicant individually before making a hiring decision. A Sexual Prejudice X Recategorization interaction showed that whereas high prejudice participants were not influenced by the recategorization strategy, low prejudice participants were more likely to hire the gay target after he used the recategorization strategy, which was partially mediated by increased self-other overlap and more favorable attitudes toward the gay applicant. The discussion focuses on factors that may be critical for reducing bias in highly prejudiced individuals when targets are empowered with strategies for prejudice reduction.

D163

PREJUDICE AND ACCURACY IN INTERPERSONAL PERCEPTION: IS THERE REALLY A "NEGATIVE" SIDE TO BEING INTERPERSONALLY SENSITIVE? *Susan Andrzejewski¹, Judith Hall¹, Elizabeth Salib, Nicholas Rule²; ¹Northeastern University, ²Tufts University*—Allport and Kramer (1945) were the first of several researchers to document the finding that individuals with more anti-Semitic attitudes were better able to discern whether a photograph was of a Jewish or a non-Jewish face than individuals with less anti-Semitic attitudes. This finding lies in direct contrast to the well established finding that the ability to detect certain characteristics about another person from minimal nonverbal cues is generally associated with positive psychological characteristics. Today's social climate is very different from the social climate of when these original studies were done and the present studies looked at whether or not the same phenomenon would be found today. In six studies, we utilized similar variations of a group identification task that consisted of an equal number of target individuals (Jewish, Arab, Latino, African-American, or homosexual) and non-target individuals (persons from other social groups) who were presented in photographs or short vocal clips. In contrast to earlier research, there was an inverse relation between the amount of prejudice towards a given group and accuracy at the minority identification task. While the strength of the relation between accuracy and prejudice for each minority group was not always statistically significant, we did find a general trend that the less prejudiced an individual was, the more accurate they were at an identification task. When the results are looked at in aggregate we find a significant inverse relation between prejudice and accuracy (weighted mean $r = -0.11$, combined $Z = -2.28$, combined $p < .01$).

D164

DIFFERENT CULTURAL THEMES IN CULTURAL THINKING AND ATTITUDES TO FOOD AND PLEASURE IN FRENCH AND AMERICANS *Abigail Rosenstein¹, Paul Rozin², Claude Fischler³; ¹University of Toronto, ²University of Pennsylvania, ³C. N. R. S., Paris, France*—Previous evidence shows that the French and the Americans differ in their

attitudes toward food and eating. It now becomes important to quantify and isolate the fundamental cultural differences that are associated with these distinctive attitudes and behaviors. This study has created measures for three potential areas of difference between French and Americans, which extend across many domains of life: desire for variety, quantity vs. quality tradeoffs, and preferences for comforts vs. joys. Brief questionnaires were distributed to a random sample of adults waiting at the main train stations in Philadelphia, PA, United States (N = 307) and Paris, France (N = 294). Two-way ANOVAS for gender by country were done on each of three composite measures for the three themes being studied (with predicted more American feature listed first): high vs. low variety, quantity vs. quality most important, comforts vs. joys most important. Comforts refer to things that make life easier (like air conditioning) and joys refer to things that make life interesting (like going to concerts, meeting with friends). Analyses revealed no significant gender differences. However, as hypothesized we found significant main effects of country on all three factors. The French prefer less variety ($p < .001$), prefer quality over quantity ($p < .01$), and are more joy oriented ($p < .001$) than the Americans. These findings suggest that there are key cultural differences between the French and the Americans that may account for the differences in attitudes toward food and pleasure and may influence rates of obesity and heart disease.

D165

A MOTIVATIONAL APPROACH TO CONFRONTING BEHAVIOR: THE ROLE OF IMPLICIT THEORIES OF PERSONALITY.

Aneeta Rattan, Carol S. Dweck; Stanford University – What makes people able to confront prejudice when they encounter it? The present research investigates the role of implicit theories of personality in people's predictions of their confronting behavior. We hypothesized that entity theorists (those who believe that personality is stable and that people cannot change) would be less likely to confront than would incremental theorists, who believe that personality is malleable and that people can change. 120 female and ethnic minority students responded to an array of measures after reading a scenario, set either at a university or a workplace, in which a male made a blatantly prejudiced comment against their groups. We found support our hypothesis. Incremental theorists were significantly more likely to indicate that they would confront the prejudiced statement than were entity theorists. Incremental theorists were also significantly more likely to believe that their reaction would have a deterrent effect on the speaker. Additionally, in the work setting, entity theorists were more likely to indicate that they 'would not dignify the comment with a response,' indicating a considered (or rationalized) decision against confronting. These differences in participants' predictions of their confronting behavior are interesting given the widely regarded insensitivity of the measure. Future studies will examine whether implicit theories of personality play a significant role in motivating confronting behavior within a more realistic setting.

D166

DETRIMENTAL EFFECTS OF A SUGGESTION OF SEXISM ON INSTRUCTOR PERFORMANCE: EVIDENCE FOR BEHAVIORAL CONFIRMATION.

Kate Pickett, Glenn Adams, Donna Garcia; University of Kansas – Previous research has documented that the suggestion about sexism of a male instructor harms women's experience of an instruction situation, producing decreased comfort, impaired test performance, and downgraded ratings of instructor competence (Adams, Garcia, Purdie-Vaughns, & Steele, in press). The purpose of the present study was to investigate explanations for the last of these effects. One explanation involves cognitive confirmation. According to this account, instructor performance is roughly identical for all women, but the suggestion of sexism biases women's perceptions of instructor performance. The other explanation for downgraded ratings of instructor competence involves a behavioral confirmation process. According to this account, the suggestion of sexism, mediated through responses of the female

participant, structures the interaction in ways that elicit instructor underperformance. Women (n = 30) reported to the lab for a logic test tutorial. Before the tutorial, half of the women (suggestion condition) heard from a confederate of the experimenters that the instructor "seemed sexist". The remaining women (control condition) heard no such statement. After this manipulation, the male instructor conducted a tutorial for GRE-type logic puzzles while a live observer (who, like the instructor, was unaware of participant's assignment to condition) rated the interaction on indicators of rapport and instructor performance. Results revealed evidence for a behavior confirmation effect. Despite being unaware of participants' assignment to condition, the observer rated instructor performance and instructor-student rapport to be significantly lower in interactions where the suggestion was present than interactions from which it was absent.

D167

THE EFFECT OF REJECTION SENSITIVITY AND STATUS ON SPEECH ACCOMMODATION AND LIKING IN CONVERSATIONAL DYADS

Lauren J. Aguilar¹, Geraldine Downey¹, Robert M. Krauss¹, Jennifer Pardo²; ¹Columbia University, ²Barnard College – We were interested in the effects of status and rejection sensitivity (RS) on speech accommodation, a type of verbal mimicry. Those who are highly rejection-sensitive anxiously expect and readily perceive interpersonal rejection, and are vigilant for cues of rejection in the interpersonal environment. Participants High (HiRS) and Low (LoRS) in RS performed a dyadic task in either the high-status role (Giver) or the low-status role (Receiver). We recorded speech during the pre-task, during the interactive task, and post-task. In order to assess speech accommodation, new participants made perceptual ratings of similarity across the comparative speech samples. There were two main speech accommodation effects. 1) The Givers accommodated to Receivers' speech and 2) HiRS participants accommodated their speech significantly more than LoRS participants. There was also an interaction of status and RS. In concordant RS dyads (HiRS/HiRS or LoRS/LoRS), both partners accommodated their speech and the Givers always accommodated more than Receivers. However, in discordant RS dyads (HiRS/LoRS or LoRS/HiRS) the HiRS individuals accommodated their speech towards that of their partner despite role. Those who accommodated their speech were liked more by their partner than those who did not. These findings suggest that status and one's sensitivity to interpersonal rejection affect the automatic tendency for talkers to align their speech patterns. Furthermore, this non-conscious form of accommodation affects liking between talkers.

D168

LET'S GO DIRECTLY TO JAIL: PARTICIPANT SELF-SELECTION AND CRUELTY IN THE STANFORD PRISON EXPERIMENT

Thomas Carnahan¹, Sam McFarland²; ¹Personnel Board of Jefferson County, Birmingham, Alabama, ²Western Kentucky University – We investigated whether participant self-selection may have led to the cruelty in the famous Stanford Prison Experiment (SPE). Students were recruited for "a psychological study of prison life," using a virtually identical newspaper ad as used in the SPE, or for "a psychological study," the same ad minus the words "of prison life." Volunteers completed measures of five abuse-related traits (aggressiveness, authoritarianism, Machiavellianism, narcissism, and social dominance) and of two traits inversely related to abusiveness (empathy and altruism). As predicted, volunteers for the "prison life" study were significantly higher than "psychological study" volunteers on all abuse-related traits and significantly lower on empathy and altruism. A role-playing study tested whether self-presentation may have produced these differences (e.g., "prison life" volunteers may have presented themselves as aggressive, dominant, etc.). Students were shown one of the ads and asked to complete the scales "as you would if you were applying for this study." The two role-playing groups did not differ on any trait, offering no support for a self-presentation

interpretation. These results suggest that a person-situation interaction may better explain the SPE results than does the usual strict situationist interpretation, that powerful social situations can induce normal young men to behave inhumanely. Rather, individuals selectively volunteer for situations that fit their dispositions, and the situations then intensify disposition-related behaviors. Finally, this analysis helps explain the abusiveness of American military guards at Abu Ghraib Prison, several of whom had prior records of abusiveness and had volunteered to serve as Abu Ghraib guards.

D169

TMI-THE COST OF REVEALING WEIGHT LOSS PROGRAM PARTICIPATION FOR OVERWEIGHT WOMEN: THE RELATIONSHIP BETWEEN AGREEABLENESS AND PREJUDICE

Jennifer Weishe Bruce, William G Graziano; Purdue University – The present study investigated the relationship between agreeableness and prejudice by varying information presented about overweight female targets. Participants were randomly assigned to an information condition; no information, smoking cessation program (SCP), or weight loss program (WLP). Participants in the experimental conditions were told the target recently enrolled in a SCP or a WLP. First, participants were shown the photograph and information ostensibly of their partner. Next, participants provided evaluative ratings of their partner. We hypothesized that targets in the WLP would be evaluated less favorably than targets in the SCP or no information conditions. In addition, based on our own previous research we expected agreeableness differences to emerge. We expected high agreeable participants to use the WLP information as a justification to respond negatively to the overweight target. The results supported our hypotheses. Agreeableness was related to partner evaluations. Among low agreeable participants no effect for the information condition emerged. For high agreeable participants the information condition influenced partner evaluations. Targets presented with WLP information were evaluated less favorably than targets presented with SCP and no information. A control condition was also included to compare the evaluations of typical and overweight no information targets, as predicted overweight targets were evaluated less favorably than typical weight targets. For overweight women revealing certain information may lead to social costs. The results suggest that low agreeable individuals are uniformly negative regardless of individuating information. Although generally prosocial, high agreeable individuals do respond with prejudice, but only when given adequate justification.

D170

THE COMPLEXITIES OF GOAL PURSUIT: SELF-COMPLEXITY MODERATES SELF-REGULATION

Christina Brown, Allen McConnell; Miami University – The current studies examined how the organization of people's self-concept, specifically their self-complexity, determines the method of self-regulation used when facing a self-discrepancy. Participants completed a measure of self-complexity (greater self-complexity reflects people with more multiple selves that have relatively independent attributes among them) before entering a self-regulation situation. Specifically, participants were told that they had performed poorly on a test of verbal ability and that they would have an opportunity to practice before taking a subsequent test. We were interested in participants' practice effort on this second test following the negative feedback. We found that when faced with this self-discrepancy (i.e., poor performance on an important ability), individuals with lower self-complexity were more eager to escape the situation (i.e., self-regulation by reducing self-awareness, presumably because failure was especially aversive for those lower in self-complexity) whereas those with greater self-complexity were more likely to increase their effort on the second test (i.e., self-regulation by redoubling their efforts). In the second study, the perceived effectiveness of practice was manipulated. When participants believed practice could improve their performance, those with lower self-complexity practiced more. In contrast, when practice was purportedly

ineffective, participants with lower self-complexity practiced less (as in Study 1). These results suggest that the intense affect experienced by people with low self-complexity leads them to self-regulate more; however, the nature of that self-regulation takes very different forms depending on how the value of effort is perceived.

D171

CONFRONTING KATRINA: SOCIOCULTURALLY DIVERGENT MODELS OF AGENCY SHAPE RESPONSES TO DISASTER

MarYam Hamedani¹, Nicole Stephens¹, Hilary Bergsieker², Hazel Rose Markus¹; ¹Stanford University, ²Princeton University – In the aftermath of Hurricane Katrina, reporters and observers of the tragedy repeatedly asked why so many people stayed in the disaster areas instead of evacuating. Many concluded that something was wrong with those who did not evacuate. The prevailing implicit assumption of many journalists and observers was that any responsible person—making informed choices and acting to control the situation—would leave before the hurricane hit. This understanding of how to act reflects a particular model of agency: implicit ideas about how to be a normatively appropriate person (e.g., Markus & Kitayama, 2003). Coping with and responding to a disaster requires understanding how these models operate for people in different social class contexts. To illuminate these models we used a semi-structured interview that allowed participants to discuss their responses to the hurricane. We interviewed 80 Katrina survivors, contrasting the perspectives of those who stayed and those who fled prior to the disaster. The interviews included a series of questions designed to capture participants' models of agency. We found that the behavioral explanations given by people who stayed and people who evacuated reflected divergent models of agency. Those who evacuated were relatively more likely to draw upon a model of agency prevalent in middle class contexts, one that emphasizes independence, choice, and control. In contrast, those who stayed were more likely to explain their behavior in terms of a model of agency prevalent in working class contexts, one that emphasizes interdependence, enduring hardship, and making the best of difficult circumstances.

D172

MAYBE MOTHER DOES KNOW BEST: WHEN OTHERS PREDICT OUR FUTURE HAPPINESS BETTER THAN WE CAN

Lara Aknin, Noah Forrin, Elizabeth Dunn, Jeremy Biesanz; University of British Columbia – When asked to predict their own future happiness, most people may place a great deal of weight on the positivity or negativity of the future situation, while largely neglecting their own dispositional happiness. Research on actor-observer differences (e.g., Jones & Nisbett, 1972) suggests that people may place relatively greater weight on dispositional information, however, when making affective forecasts for someone else. To examine this hypothesis, we asked participants to make affective forecasts for either themselves or for someone else regarding multiple hypothetical events (Study 1), an actual sporting event (Study 2) and a spectator event (Study 3). Participants also rated their actual emotional experiences in Study 3, allowing us to examine whether forecasts made for by the self or the other were closer to actual experiences. As hypothesized, participants in all three studies focused almost exclusively on situational information when making affective forecasts for themselves, while taking both dispositional and situational information into account when making forecasts for someone else. As a result, participants exhibited a stronger impact bias when making forecasts for themselves versus someone else. Taken together, these findings tentatively suggest that other people may make more balanced affective forecasts for us than we would for ourselves because others remember to take into account our own stable, dispositional happiness levels in predicting our future happiness.

D173**REACTIONS TO DEVIATIONS IN THE IMPLEMENTATION OF DECISION-MAKING POLICIES**

Celia Gonzalez, Tom Tyler; New York University – Much of the research exploring effects of procedural fairness focuses on reactions to either official (formally sanctioned by an organization or institution) decision-making policies or procedures, or to the manner in which decision-making procedures are enacted by an individual decision-maker. But the decision-making procedures applied by decision-makers often deviate from the official procedures that are supposed to be used in those contexts. How do people who may be affected by the decision react to deviations in the implementation of official policies for decision-making? Two experiments examined this issue. The first study assessed preferences for ways that an official policy could be implemented. Relative to decision-making procedures that deviated slightly or substantially from official policy, participants strongly preferred the use of decision-making procedures that followed official policies exactly. The second study examined reactions to the use of decision-making procedures that were more fair than, less fair than, or identical to, the procedures put forth in official policy. Decisions that were made in ways that deviated from official policy were viewed less favorably than were decisions resulting from procedures that adhered to official policy. This was the case even when the deviation was viewed as more fair by others who were unaware of the official policy. Why might this be? Results indicate that deviations in the implementation of official decision-making policies undermine trust in decision-makers, and this sense of distrust contributes to negative reactions under these circumstances. This research highlights the context dependent nature of perceptions of, and reactions to, procedural fairness.

D174**AGREEABLENESS AS SELF-REGULATION: ITS ROLE IN MODERATING NEUROTICISM-RELATED DEPRESSION**

Scott Ode, Michael Robinson, Benjamin Wilkowski; North Dakota State University – Important theoretical models of agreeableness relate it to the ability to down-regulate negative emotion (Ahadi & Rothbart, 1994). Usually such models emphasize the interpersonal origins and benefits of such agreeableness-linked down-regulation. Agreeableness may also play an important role in moderating other outcomes linked to negative emotionality. This idea follows from developmental frameworks in which effortful control (linked to agreeableness) often interacts with negative emotionality (linked to neuroticism) in predicting successful functioning (Eisenberg, Fabes, Guthrie, & Reiser, 2000). However, interactive effects of this type are poorly documented in relation to the five-factor model. We therefore conducted three studies. The first two studies examined whether agreeableness moderates the typically sizable relation between neuroticism and depressive symptoms. Both studies found support for this prediction, in that the highest levels of depression were particular to individuals high in neuroticism and low in agreeableness. The third study helps explain the interaction, focusing on tendencies toward negative perseveration as measured by an affective priming task. As hypothesized, neuroticism and agreeableness interacted to predict perseveration such that the highest tendencies toward negative perseveration were particular to individuals high in neuroticism and low in agreeableness. As perseveration on negative thoughts is thought to give rise to depression (Beck, 1967), the third study provides a process-oriented explanation for the interactive results of the first two studies. Overall, the results validate the view of agreeableness as self-regulation, while additionally linking it to protection against depression.

D175**AUTOMATIC IDENTIFICATION WITH SOCIAL CATEGORIES FOLLOWING REJECTION THREAT IN SECURE AND DEFENSIVE HIGH SELF-ESTEEM INDIVIDUALS**

So-jin Kang, Nikki Harleen Mann, Kerry Kawakami; York University – The goal of the present research was to examine automatic identification with social categories following

rejection threat in secure high self-esteem (HSE) individuals who are characterized as having high implicit and high explicit self-esteem and defensive HSE individuals who are characterized as having high explicit, but low implicit, self-esteem. Specifically, participants in this study completed measures of implicit and explicit self-esteem in an initial testing session before being randomly assigned to receive either future rejection or future misfortune (control) feedback based on a bogus personality test. Following this feedback, participants were primed with either East Asian or Euro-Canadian with a categorization task and then were required to complete an Implicit Association Test (IAT) that measured the speed with which they associated the self with East Asian and Euro-Canadian categories. The results related to the IAT revealed that secure HSE participants following rejection feedback assimilated to primed social categories by associating the self faster with East Asian following East Asian priming and by associating the self faster with Euro-Canadian following Euro-Canadian priming. In contrast, defensive HSE participants following rejection feedback contrasted away from the primed category by associating the self slower with Euro-Canadian following Euro-Canadian priming and by associating the self slower with East Asian following East Asian priming. In summary, the present findings indicate that rejection threat facilitates automatic identification with salient social categories, but only among individuals with secure HSE. Implications for individual differences in developing and sustaining adaptive social bonds are considered.

D176**SELF'S ROLE IN HELPING THE PARTNER HELP THE SELF**

Madoka Kumashiro; University of Hamburg – Research on the Michelangelo phenomenon (Drigotas et al., 1998) has shown that partner affirmation, or close partners behaving toward the self in a manner congruent with the self's ideal, facilitates movement toward the self's ideal. However, some close partners bring out the best in each other, whereas others bring out the worst. Research to date has focused on partner's behaviors in facilitating or impeding self's personal growth, but what is not clear is the role that the self plays in this process. The self should play a large role in their own personal growth by engaging in behaviors that motivate partners to act in a responsive, affirming manner. In the current research, I propose a cyclical model in which positive self behaviors (e.g., being open, appreciative, and considerate) encourage partners to act in a responsive, affirming manner. In turn, perceiving responsiveness from the partner's affirming behavior promotes both personal growth and promotes increases in positive self behaviors toward the partner. In the current study, 187 couples engaged in a six minute video-taped conversation about one of the partner's important ideal oriented goals. Findings using self, partner, and observer report of the conversation show support for the proposed model. A follow-up questionnaire administered 18 months later shows that trained coders' observations of both the self's and partner's behaviors during the short conversation continued to have positive associations with the follow-up self and partner behaviors. Broader implications of the present research in understanding important partner dynamics for central self processes are discussed.

D177**EFFECTS OF IMPLICIT ATTITUDE AWARENESS ON MOCK JUROR DECISION MAKING**

Randall Adams, Scott Akalis, Mahzarin Banaji, Todd Pittinsky; Harvard University – An experiment was conducted to examine the effect of completing the Race Implicit Association (IAT) Test on decisions in a Mock Juror Exercise. Participants completed a Coke-Pepsi IAT (control) or the Race IAT and received actual feedback about their associative preference before viewing a video featuring the real trial of a black man accused of a crime. Participants were asked to imagine themselves as jurors in the trial and to deliver a verdict. Completing the Race IAT did make participants less punitive than participants in the control condition. First, the content of the IAT (race vs.

soft drink) rather than the test itself shaped perceptions of validity. Those who took the Coke-Pepsi IAT were more likely to trust the validity of the IAT as a measure of preference compared to those who took the Race IAT. Second, knowledge of implicit bias may be spontaneously used to shape one's subsequent behavior. Those whose test revealed a White preference and believed the IAT score to be a valid measure of implicit bias were less likely to find the defendant guilty.

D178**AN EXPERIMENTAL TEST OF THE ACCUMULATION OF PERCEPTUAL BIASES ACROSS PERCEIVERS.**

Jennifer Willard, Ashley Buller, Stephanie Madon; Iowa State University – This research examined whether participants' inaccurate expectations would result in perceptual biases and whether these biases would accumulate across perceivers. Trios of same-sex participants (N = 107), each consisting of two perceivers and one target, were randomly assigned to either a no hostile, a single hostile, or a double hostile expectation condition. These conditions manipulated perceivers' expectations of targets (i.e., no expectation versus the expectation that the target was hostile) and the similarity of their expectations (i.e., similar versus dissimilar). Each trio participated in an interaction in which perceivers asked targets questions. Perceivers' questions were selected from a larger pool of questions that were designed to elicit either a non-hostile or hostile response. After the interaction, targets' mood and perceivers' impressions of targets were assessed. Results were consistent with a hypothesis confirmation process. Perceivers given a hostile expectation asked more hostile questions than perceivers given no hostile expectation. Although targets did not confirm perceivers' expectations by reporting a hostile mood, perceivers rated the targets more negatively when given a hostile expectation compared to those given no hostile expectation, indicating that a perceptual bias occurred. Moreover, perceivers' impressions of targets were more negative as the number of perceivers holding a hostile expectation increased, indicating that perceptual biases were accumulating across perceivers. The tendency for perceivers to believe their expectations have been confirmed even when they have not been, may have important implications for individuals who have multiple inaccurate expectations held about them.

D179**WRITE TO LIFE: BORROWING A PERSPECTIVE TAKING EXERCISE FROM FICTION WRITERS**

Sara D. Hodges, Michael W. Myers; University of Oregon – Fiction writers who write about the same character over an extended period of time frequently have the sense that taking their characters' perspective is effortless and that their characters "come to life" (Taylor, Hodges, & Kohanyi, 2003). We sought to create this phenomenon in randomly selected college students. At Time 1, participants (n = 39) created and wrote an essay about an imaginary character. Over the course of a week, participants in the two experimental conditions either wrote emails TO the character over the course of a week, or wrote as if the emails were FROM the character. In the control condition, participants were instructed to write "blog" style emails about how their day had gone. A week later, at Time 2, participants once again wrote essays about their imaginary character, which, like the Time 1 essays, were coded by research assistants using Green and Brock (2000)'s "transportation" scale. This scale taps the extent to which a narrative engrosses the reader, in terms of cognitive, affective, and imagery involvement. Consistent with hypotheses, controlling for Time 1 transportation, participants in the experimental conditions wrote Time 2 essays that were more involving and engaging. We discuss parallels between the writing exercise and possible strategies that people use to take the perspective of "real" (and not just fictional) others.

D180**THE EFFECT OF PERCEPTUAL FLUENCY ON PSYCHOLOGICAL DISTANCE**

Rotem Alony, Nira Liberman; Tel-Aviv University, Israel – Construal Level Theory (CLT) proposes that psychological distance (i.e., the distance of a situation from direct experience of reality) is associated with using more abstract mental representations (i.e., construal level). More specifically, moving to a higher level of construal will result in distancing yourself from the situation and vice versa - distance will produce a higher level of construal. The experience of fluency in perception is known to affect various aspects of perception of the stimulus, and to give rise to a variety of inferences about the stimulus. For example, experience of mental effort due to lack of perceptual fluency in reading a text may give rise to such diverse inferences as lack of intelligence on part of the author, lack of conceptual coherence in the text etc. It is also well documented that experiencing difficulty while performing an action reduces level of construal of the action and its context. We examined how creating disfluency in text reading would affect perceived psychological distance of related entities. We manipulated fluency by removing the title (e.g., "donating blood") of a description of a complicated series of behaviors and motives, and asked participants to estimate when and where a related action would take place (temporal distance, spatial distance), as well as how formally they would address a person related to the action (as a measure of social distance). We found a reduced perception of psychological distances with disfluent texts as compared to fluent text.

D181**CAN YOU PICK A TERRORIST FROM A LINEUP? THE SYNDROME PERSPECTIVE IN PERCEPTIONS OF THE PERPETRATORS OF MASS VIOLENCE**

Barbara Larsen¹, Derrick Wirtz, PhD²; ¹University of Nevada, Reno, ²Northern Arizona University – Movies, television and popular media portray the perpetrators of terrorism, genocide and mass violence as monstrous, socially deviant, morally bankrupt, and – most importantly – different from the rest of us in obvious ways. Yet this view of perpetrators as possessing some identifiable set of psychological characteristics, known as the syndrome perspective, has received little scientific support (Kruglanski & Fishman, 2006). Instead, the consensus of research to date is that no set of psychological characteristics adequately capture the heterogeneity present in the perpetrators of such crimes (Horgan, 2005). The current research examines whether the lay public exhibits a syndrome perspective and attempts to identify its psychological underpinnings. Participants were presented with vignettes describing a target low versus high in authoritarianism, adherence to societal norms, and obedience to authority. Next, participants rated the likelihood that the target would participate in acts of mass violence. Despite an absence of scientific evidence linking any of the three characteristics varied across targets to the propensity to commit such crimes, participants judged the target high in each trait as significantly less likely to become a perpetrator, consistent with a syndrome perspective. Further, while participants indicated greater surprise when the target high in each trait committed a hypothetical act of terrorism, they reported feeling safer when they could attribute the act to the target low in each trait, suggesting the belief that perpetrators fit an identifiable profile affords a psychological sense of safety.

D182**UPWARD SELF-REVISION**

Patrick Carroll, Robert Arkin; The Ohio State University – Two studies (N=150) tested three hypotheses to explain how and why people adopt new possible selves (e.g., becoming a psychologist) in response to social encouragement. A career advisor presented participants with a fictitious masters program in business psychology as a career possibility and then presented some participants with the favorable feedback that their GPA exceeded the minimum requirement. Next, the advisor did or did not specify that favorable feedback into the prospect of a desired possible self as more likely than

the countervailing undesired self in this career domain. Whereas past research suggests that people only abandon existing possible selves in response to fully specified threats, the results supported the first hypothesis that people will invest commitment in new possible selves even in response to unspecified encouragement. Although unspecified encouragement increased mental commitment (intention to apply), however, the results supported the second hypothesis that people would only translate mental commitment (reported intention to apply) into behavioral commitment (submitting an application) to new possible selves in response to fully specified encouragement. Finally, whereas past research suggests that changes in self-doubt, anxiety, and expectations mediate the effect of social threats on declines in commitment to existing possible selves, results supported the third hypothesis that the effect of social encouragement on elevations in commitment to new possible selves was primarily direct and only partially mediated by changes in confidence.

D183

CULTURE AND LAY THEORIES OF CHANGE: DIFFERENCES IN THE SITUATIONS THAT ATTRACT INTEREST AND INSTIGATE A SEARCH FOR A CAUSE

Roy Spina, Li-Jun Ji; Queen's University – People seek causal explanations when their expectations are violated (Hastie, 1984). These expectations may differ across cultural groups due to differences in their lay theories. Ji et al. (2001) found that North Americans have linear, whereas Chinese have nonlinear, lay theories of change. Furthermore, Nisbett et al. (2001) demonstrated that North Americans attend to focal information more than East Asians do, whereas East Asians attend to peripheral information more than North Americans do. Therefore, information that attracts attention and instigates a search for a causal explanation in one culture may not have the same effect in another. In the present study, Canadians and Chinese read about a swimmer who either experienced a linear or nonlinear performance record over time. Participants then read a list of items, allegedly handwritten by the swimmer that described either focal information explicitly related to the cause of the swimmer's performance, or peripheral information explicitly related to the causes of other aspects of the swimmer's life. Finally, participants were told they would meet the swimmer to further discuss the five items that most interested them. Canadians tend to focus on focal information and thus should show more interest than Chinese do in focal information explicitly related to the swimmer's performance. This pattern of results was found ($p < .001$). Furthermore, Canadians expect linear change over time and thus should be more likely to seek causally-related information when they encounter nonlinear change, compared with Chinese. This pattern of results was found, however the interaction did not reach significance.

D184

COMPETING MODELS OF CONTINGENCY OF SELF-WORTH AND DEPRESSION IN ADOLESCENCE: A LONGITUDINAL STUDY

Philippe Adams, John R. Z. Abela; McGill University – Contingent self-worth (CSW) has been proposed to act as a vulnerability factor to depression (Sargent, Crocker, & Luhtanen, 2006). This is consistent with past research suggesting that "If...Then" contingencies of self-worth predict depressive outcomes in adults (Kuiper & Olinger, 1986). Different conceptualizations of CSW have been proposed in relation to depression. One conceptualization suggests that overall levels of CSW predict increases in depressive symptoms following negative events. A second conceptualization proposes that self-worth contingent on external sources (e.g. others' approval) should predict increases in depressive symptoms following negative events. A third conceptualization proposes that while external contingencies are likely to act as a vulnerability factor to depression, their impact is buffered by internal contingencies of self-worth (e.g. virtue). Therefore this approach suggests that a ratio of external to internal contingencies will predict depressive outcomes. A final conceptualization, termed "the weakest link approach" proposes

that individuals are as vulnerable to depression as their most contingent domain of self-worth. The current study tested these competing conceptualizations in a sample of 276 early adolescents. Measures of CSW, self-esteem, and depressive symptoms were completed in the laboratory, and levels of depressive symptoms and negative events were assessed in phone interviews three months later. Hierarchical regression analyses suggest that adolescents' weakest link interacts with negative events to predict increases in depressive symptoms. No other conceptualization of CSW emerged as a significant predictor. Moreover, the weakest link conceptualization showed a unique effect when controlling for the other conceptualizations.

D185

ADDING TO THE SELF: EXPANSION OF THE SELF-CONCEPT AFTER PERSPECTIVE TAKING

Michael W. Myers, Sara D. Hodges; University of Oregon – Research suggests that the act of taking the perspective of another person leads to a cognitive "merging" of one's own self representation with that of the other person. The current study sought to explore whether changes in self-representations contribute to this merging. We directly examined whether or not one's self-concept is expanded (i.e., takes on new characteristics) due to the act of perspective taking. Male and female college participants ($n = 32$) first described themselves during a pretest using an adjective checklist. Several weeks later, participants read a brief description of a female target. Half were instructed to take the perspective of that person by imagining that person's day, while the other half (control) were instructed to write down verbatim the description they just read. Participants completed several measures of self-other overlap, including Aron et al.'s (1992) Including Other in Self (IOS) scale, as well as the adjective checklist from the pretest for a second time. Compared to those in the control condition, participants given perspective-taking instructions used a greater number of new negative and neutral (but not positive) adjectives to describe themselves on the adjective checklist at Time 2. Interestingly, scores on the IOS scale did not mediate this effect, suggesting that self-expansion and self-other overlap may be distinct outcomes that stem from perspective taking.

D186

INTERGROUP CONTACT AND THE ROLE OF ATTRIBUTIONS FOR OUT-GROUP ATTITUDES IN POLITICAL GROUPS.

Jason Popan, Jared Kenworthy, Melisa Holowics; University of Texas at Arlington – Recent developments in research driven by intergroup contact theory (Allport, 1954) emphasize the importance of mediational processes, and demonstrate that contact effects can extend beyond racial and ethnic groups (see Pettigrew & Tropp, 2006). Despite the widespread presence of antagonistic ideological groups, the effectiveness of contact in reducing antipathy and dislike between such groups, and the processes whereby this might occur, has rarely been examined. Two cross-sectional surveys addressed the hypothesis that people's attributions for outgroup ideological positions will mediate the relationship between contact and reduced prejudice. In Study 1, a British sample ($N = 85$) completed an online questionnaire about their perceptions of, and attributions for, their political (conservative or liberal) out-group's belief system. The results replicated findings that there are three types of attribution which people will use to explain their own and others' attitudes: emotionality, externality, and rationality (see Kenworthy & Miller, 2002). Furthermore, Study 1 supported the idea that the relationship between contact and out-group attitudes is mediated by externality and rationality attributions. In Study 2, an American sample ($N = 150$) completed a questionnaire asking them explicitly about a contact situation with out-group members and the degree to which their attributions arose from the contact experience itself. Further support was found for the role of attributed rationality to the out-group's ideology as a mediator of the relationship between contact and reduced antipathy. Implications for relations between ideological groups and for future experimental research are discussed.

D187**STIGMA CONSCIOUSNESS, ETHNIC IDENTITY, AND CULTURAL MISTRUST PREDICT PERCEIVED STEREOTYPE THREAT**

Devin L. Wallace, Bryan D. Edwards; Auburn University—A myriad of research has examined the detrimental effects of stereotype threat on achievement for stigmatized groups. More recent studies have investigated how individual differences influence the experience of stereotype threat. For example, stigma consciousness has been found to accentuate stereotype threat effects (Brown & Pinel, 2003; Brown & Lee, 2005). Similarly, heightened racial identity has been found to strengthen these effects (Schmader, 2000). To date, no research has examined the impact of these variables on perceptions of stereotype threat. As such, the goals of this study were to use a set of individual difference variables to predict African Americans' perceived stereotype threat on a test of mental ability. Data were collected from 63 African American college students. Participants completed measures of stigma consciousness, racial identity (public and private regard scales), and cultural mistrust. Finally, participants responded to items that assessed their individual perception of stereotype threat. All items were scored on a 5-point scale anchored by 1 = strongly disagree and 5 = strongly agree. A multiple regression analysis revealed that the set of predictors significantly predicted perceived stereotype threat ($R^2 = .16$, $F(4,56) = 2.7$, $p < .045$). Stigma consciousness was positively related to perceived stereotype threat ($t = 3.02$, $p < .01$), whereas racial identity-private regard ($t = -2.32$, $p < .03$) and cultural mistrust ($t = -1.75$, $p = .086$) negatively predicted perceived stereotype threat. Future work will investigate how individual differences interact to influence how stereotype threat is experienced by individuals with social stigmas.

D188**SOCIAL AND PERSONALITY CORRELATES OF BICULTURAL IDENTITY INTEGRATION: VALIDATIONAL EVIDENCE FOR THE BIIS-2**

Que-Lam Huynh, Verónica Benet-Martínez; University of California at Riverside—The goal of the current study was to improve the measurement and understanding of Bicultural Identity Integration (BII), an individual difference construct that captures variations in the structure and experience of biculturalism (Benet-Martínez & Haritatos, 2005). In previous studies, BII has been linked to important social and personality variables, such as acculturation stress and Big Five personality, in several large samples of various American ethnic groups. In this study, we replicated and extended these previous findings on BII using a new measure of the construct, the Bicultural Identity Integration Scale-Version 2 (BIIS-2). Preliminary analyses using data from bicultural college students ($N = 255$) indicated that the BIIS-2 has acceptable internal consistency reliability, test-retest stability, and convergent and discriminant validity. Specifically, the two subscales of the BIIS-2 (harmony vs. conflict and blendedness vs. separation) had Cronbach's alphas of .93 and .78, respectively. Five- to 10-day ($M = 6.83$, $SD = 1.02$) test-retest stability with a subset of the sample ($n = 78$) was high for both subscales of the BIIS-2 (harmony vs. conflict: $r = .77$; and blendedness vs. separation: $r = .84$). In addition, the two subscales of the BIIS-2 were correlated to different aspects of acculturation stress, other acculturation variables, the Big Five traits, and psychological adjustment in expected ways (convergent validity), and they were unrelated to ethnic identity as expected (discriminant validity). These findings lend further support for the construct validity of BII and add to our understanding of the social and personality correlates of the bicultural experience.

D189**ARE BANANAS MORE YELLOW? THE SPECIAL STATUS OF COLOR PROCESSING IN HIGH IMPULSIVE INDIVIDUALS**

Assaf Kron, Asher Cohen, Yacov Schul; The Hebrew University of Jerusalem—Impulsivity is an important personality trait and is implicated in a variety of behavioral impairments (e.g., ADHD). It is widely assumed that impulsiveness is associated with impaired response inhibition at the

cognitive level. We take a different direction and hypothesize that color processing of visual information has a special status for impulsive individuals. That is, impulsive individuals emphasize color information during visual processing to a greater extent than non impulsive individuals. To test this hypothesis we examined interference in two cognitive tasks involving color; object naming and the classical Stroop task. In the object-naming task participants named familiar objects that either appeared in their typical color (e.g., yellow banana) or in an incongruent color (red banana). In the Stroop task participants named print colors of words denoting colors that could be congruent (the word RED printed in red) or incongruent (RED printed in blue). Note that in the first task color distracters may interfere with shapes of targets whereas in the Stroop task word content may interfere with color targets. To assess impulsivity, all participants were administered the Barratt Impulsiveness Scale (Patton & Barratt, 1995). If color has a special status for high impulsive individuals they should show more interference in the object naming task and less interference in the Stroop task. In accord with our hypothesis there was a positive correlation between impulsivity and color interference in the object naming task and a negative correlation between impulsivity and the Stroop effect.

D190**REGULATORY FOCUS AND REACTIONS TO RELATIONSHIP THREAT**

Justin V. Cavallo, Grainne M. Fitzsimons, John G. Holmes; University of Waterloo—When confronted with an acute threat to their romantic relationship, high self-esteem (HSEs) and low self-esteem (LSEs) people differ in their reaction. People with high self-esteem actually draw closer to their romantic partners when they are feeling vulnerable in an attempt to affirm their relationship. In contrast, low self-esteem people respond to such threats by distancing themselves from their partners and thus minimize the potential hurt of impending rejection (Murray et al., 2002, 2003). The present study sought to investigate the possibility that these observed effects may reflect differences in general regulatory focus (Higgins, 1997) and therefore may extend beyond relational cognition to more general domains. Following a manipulation of threat that emphasized the precarious nature of romantic relationships, participants indicated their willingness to endorse a risky but lucrative course of action over a safe but relatively unrewarding course of action in a number of hypothetical scenarios and then completed a measure of regulatory focus. Results revealed that when met with the threat, HSEs were less averse to risk than LSEs. As well, HSEs and LSEs differed in their promotion goal strength (i.e., focus on approaching positive outcomes) when faced with the threat whereas their prevention goal strength (i.e., focus on avoiding negative outcomes) was unaffected by the manipulation. It appears that differential regulatory focus among HSEs and LSEs induced by a relationship threat influences goal activation in other, more general, domains.

D191**CONFRONTATIONAL AND PREVENTATIVE POLICY RESPONSES TO TERRORISM: ANGER WANTS A FIGHT AND FEAR WANTS "THEM" TO GO AWAY**

G. Scott Morgan¹, Linda J. Skitka¹, Christopher W. Bauman², Nicholas P. Aramovich¹; ¹University of Illinois at Chicago, ²Northwestern University—This study used a nationally representative sample ($N = 550$) to explore the roles of anger and fear in predicting public policy preferences after the September 11, 2001 terrorist attacks. Building on intergroup emotion, appraisal tendency, and value protection theories, this study explored relative support for a military response (a confrontational policy) and for the deportation of various groups symbolically associated with the attacks (a defensive policy), and whether support for these policies, as well as ideological differences in policy preference, were mediated through anger, fear, or both. Participants completed measures of post-attack anger and fear within two-weeks after 9/11, and measures of Right-Wing-Authoritarianism (RWA), political orientation, support for expanding the war on terrorism

beyond Afghanistan, and for the deportation of various groups about four months later. Results indicated that anger but not fear predicted support for expansion of the war, and fear but not anger predicted support for deportation. Political orientation was weakly or not correlated with affective reactions and policy preferences, but RWA was strongly associated with both. RWA had a direct and indirect effect through anger on support for war, and a direct and indirect effect through fear on support for deportation. As RWA increased, so too did anger and fear, as well as support for war and deportation, respectively. Theoretical and practical implications of these findings will be discussed.

D192

YOU ARE HOW YOU RELATE: STATUS AND COMPETITION BIAS INTERPERSONAL PERCEPTIONS

Ann Marie T. Russell, Susan T. Fiske; Princeton University – Structural features of interpersonal relationships, particularly status and competition, can cause people to (dis)respect and (dis)like each other, even though they think they are reacting to other person's personality. To test this, we manipulated perceived structural relationships between students and a fictitious partner from another school. Participants viewed biographical information about their interaction "partner" with whom they would later play in an online game. The target's attributes were constant across conditions except for parental occupation, which was manipulated to denote the target's status, either high or low. In a 2x2 between-subjects design, participants were randomly assigned to evaluate a target from a high- or low-status socioeconomic background and expected to play a game that would be either competitive or non-competitive. In support of our hypotheses, even though the target's attributes were held constant, structural features differentiated perceptions of the target's warmth and competence. High-status targets were viewed as more competent and thus more worthy of respect than low-status targets. Moreover, targets evaluated under competitive circumstances were viewed as significantly less warm, less likeable, and less appealing as a friend than targets evaluated in the non-competitive condition. These findings extend the predictor principles of the stereotype content model (SCM) from the group to the interpersonal level. Namely, it demonstrates that, as is the case in intergroup perception, status and competition predict perceptions of individual others in the interpersonal domains of competence and warmth respectively, adding to the potential universality of these dimensions.

FRIDAY, JANUARY 26, 6:15 - 7:45 PM

Poster Session E

E1

EXPLICIT AND IMPLICIT CHARACTERIZATIONS OF NATIONAL IDENTITY: THE ROLE OF ETHNICITY IN WHO IS “CANADIAN”

Antoinette H. Semanya, Stephen C. Wright Simon Fraser University, Burnaby, British Columbia, Canada – The ways that individuals characterize the identity of their nations have important implications for individual and group life. Recent work by Devos and Banaji (2005) demonstrated that individuals' explicit characterizations of “American” included minority group members, but that implicit measures of the automatic association between “American” and minority groups were weaker than the association between “American” and White. The current research examines this issue in a social context in which the characterization of the national identity is promoted as explicitly multiethnic – Canada. In other words, do individuals living in Canada characterize “Canadian” as including both ethnic majority and minority groups? Two studies were conducted to examine this issue. In Study One participants completed measures assessing: perceived features of Canadian identity, the inclusion of various ethnic groups in the category Canadian, and attitudes toward multiculturalism. Results showed that participants perceived both ethnic majorities and minorities as Canadian and held positive attitudes toward multiculturalism. In Study Two participants completed an IAT (modified from Devos & Banaji, 2005) assessing the automatic association between “Canadian” and ethnic majority and minority groups, along with explicit measures of multiculturalism attitudes. Our major results showed that in contrast to purely explicit measures, individuals were more likely to automatically associate “Canadian” with the ethnic majority (White), than they were with ethnic minorities (e.g. Black). The implications of these studies for understanding the construal of large superordinate categories such as national identities, the effectiveness of messages attempting to promote them, and the implications for intergroup relations are discussed.

E2

SUITS VERSUS SWEATS: THE INFLUENCE OF CLOTHING TYPE ON DECISIONS TO SHOOT

Kimberly Kahn, Paul Davies; University of California, Los Angeles – “Shooting bias” describes the real world phenomenon in which race affects perceptions of danger and decisions to shoot. A “shoot/ don't shoot” videogame empirically shows that participants mistakenly shoot unarmed Blacks more often than unarmed Whites, and mistakenly do not shoot armed Whites more often than armed Blacks (Correll, Park, Judd & Wittenbrink, 2002). Previous research has demonstrated that safety cues in the environment (e.g. safe neighborhoods) can alleviate shooting bias by creating a safe context in which Black targets are now viewed as “safe” and responded to like White targets (Kahn & Davies, under review). A similar potential moderator of shooting bias that carries safety connotations is the clothing worn by targets. The current experiment examined the influence of “safe” clothing by creating a new shooting bias videogame that altered the targets' outfits (i.e., “sweats” vs. “suits”). Fifty participants confirmed that armed Black targets dressed in suits were viewed as “safe” and treated identically to armed White targets in suits. The “suit” condition eliminated the basic shooting bias effect found for Black and White targets in the “sweats” condition by overcoming the stereotypic associations of Black targets with threat. The suit may have lead people to cognitively subtype the Black targets as “Black businessmen,” a positive Black subtype, and treat them differently than other “criminal Blacks” (Devine & Baker, 1991). By revealing the previously unexamined

influence of clothing type, this experiment redefines the shooting bias effect along with its implications for policing behavior.

E3

WHAT TYPE OF AN AUTHORITARIAN WOULD OPPOSE ABORTION UNDER TRAUMATIC CIRCUMSTANCES? SDO VS. RWA

Danny Osborne, Paul Davies, David O. Sears; University of California, Los Angeles – Over 30 years have passed since the ruling in Roe vs. Wade (1973) was delivered, yet abortion continues to be at the forefront of social and political debates. Despite the public attention devoted to this issue, little is known about the personality variables associated with support for (or opposition to) abortion. Some argue that opposition to abortion is a manifestation of patriarchal domination. As such, support for group-based hierarchy (e.g., Social Dominance Orientation [SDO]; Sidanius & Pratto, 1999) should be related to abortion attitudes. An alternative possibility is that some individuals feel abortion violates traditional values. Moreover, abortion opponents may seek to punish the authority-sanctioned deviant (i.e., the pregnant woman) by forcing her to give birth. This scenario suggests that Right-Wing Authoritarianism (see Altemeyer, 1998) is driving opposition to abortion. We sought to test these competing hypotheses by having participants fill out the SDO and RWA scales, followed by a questionnaire assessing their support for elective (e.g., the mother wants an abortion regardless of the reason) and traumatic (e.g., the mother became pregnant as a result of rape) abortion. Regression analyses indicated that RWA was consistently (and negatively) related to support for elective and traumatic abortion. These relationships held after controlling for the self-reported political conservatism and religiosity of the participant. Social Dominance Orientation was unrelated to attitudes toward abortion. These findings suggest that opposition to abortion may not necessarily be a reflection of social domination, but rather, a general punitive attitude toward socially-sanctioned deviants.

E4

EXPLORING THE GENDER(ED) DIVIDE: ATTITUDES TOWARD TRANSGENDER PEOPLE IN A NATIONAL PROBABILITY SAMPLE OF US ADULTS

Aaron T. Norton, Gregory M. Herek; University of California, Davis – Social psychologists have gained important insights into gender-related attitudes by using conceptual models that dichotomize men and women. This approach, however, has largely ignored the emergence of transgender people as a visible social group. Because transgender individuals challenge widely-held assumptions about gender, studying attitudes toward them may provide a better understanding of prejudice based on gender. Alternatively, as a consequence of the linkage in popular discourse of transgender people with lesbians, gay men, and bisexuals (e.g., through the “LGBT” acronym), attitudes toward the transgendered may be more closely related to sexual prejudice. The present study explored attitudes toward transgender people and assessed whether they are explained mainly by traditional gender role attitudes or sexual prejudice, using data from the first survey to assess attitudes toward transgender people in a national probability sample of US adults (N = 2281). Feeling thermometer scores (possible range = 0-100) revealed that attitudes toward transgender people were fairly negative (M = 32.0, CI = 30.2 - 33.8). They were significantly lower than thermometer ratings of gay men, lesbians, and bisexual women. Attitudes differed significantly by respondent gender, educational level, geographic region, religiosity, and political ideology.

In regression analyses, negative attitudes toward transgender people were predicted by traditional gender role attitudes, anti-egalitarianism, authoritarianism, and the belief that society is changing too rapidly. However, these variables were no longer significant predictors when sexual prejudice was included in the equation. The findings are discussed in terms of linkages between social constructions of gender and sexuality.

**E5
DECONSTRUCTING THE MORTALITY SALIENCE MANIPULATION: EMOTIONAL VERSUS CULTURAL PROCESSING** *Chris J. Burgin, Leonard L. Marin; University of Georgia*

Mortality salience has traditionally been manipulated by having participants describe the feelings they associate with their death and what they think will happen to them after they die. The feeling component may enhance emotion-based processing (inward attention), whereas the afterlife component may enhance outward processing based on cultural knowledge (religion). Thus, different effects might be obtained depending on which component is more salient. To test this hypothesis, we isolated the components. We had participants (N = 79) either describe their death-related feelings (emotion), describe what they believe happens after they die (culture), or describe what happens when they watch television (neutral). Then, we gave participants a picture of a fireman and asked them to rate the extent to which this fireman fit the fireman stereotype. Participants also rated their liking for the fireman. The more participants believe the fireman fits the (positive) fireman stereotype, the more they should like him. This should be true, though, only if participants include the stereotype in their evaluation. Consistent with the hypothesis that different components of the manipulation produce different effects, the correlation between stereotype fit and liking was low in the emotion condition ($r = -.05$) and the television condition ($r = .14$), but high in the afterlife condition ($r = .58$). The results challenge Terror Management Theory. According to Terror Management Theory, mortality salience increases stereotyping. The results suggest that some manipulations of mortality salience actually decrease stereotyping.

**E6
JUST LOOK AT THAT FACE: SOCIAL APPROACH AND AVOIDANCE MOTIVES AND ATTENTION TO SOCIAL STIMULI** *Sarah Molouki, Elliot Berkman, Shelly Gable; University of California, Los Angeles*

Previous research has shown that approach and avoidance motives influence both behavioral and affective outcomes (e.g., Elliot & Harackiewicz, 1996; Higgins, Shah, & Friedman, 1997). Although most of this work has concentrated on non-social domains (e.g., achievement outcomes), recent research has begun to document the role of approach and avoidance motives in the social domain on outcomes such as loneliness and relationship satisfaction (Gable, 2006). However, little work has been done to elucidate the mediating processes through which these approach and avoidance motives exert their effects on social outcomes. The current research tests the hypothesis that differences in attention to positive and negative interpersonal cues may be one such mediating link. Participants (N=132) performed a dot probe task in which they were exposed to social and non-social pictures paired based on predetermined valence (i.e., positive-negative, positive-neutral, negative-neutral). Results showed that in the positive-negative picture pairs, higher social avoidance motives predicted faster reaction times to the negative face, whereas social approach motives predicted slower reaction times. In contrast, social approach motives predicted faster reaction times to neutral, but not positive faces when paired with a negative face. These findings suggest that social avoidance motives may facilitate attention towards potentially threatening social cues, whereas social approach motives may facilitate reactions to ambiguous, rather than overtly positive social stimuli.

**E7
THE EFFECTS OF LOCUS OF CONTROL ON PERCEIVED STRESS AMONG TRADITIONAL AND NON-TRADITIONAL COLLEGE STUDENTS** *Sandra Goldermann, Nicole Philips, Kimberly Wood; Texas State University*

In a college setting, internally and externally focused students encounter significantly different levels of perceived stress. In this study, locus of control as defined by Rotter, was analyzed in comparison to the level of perceived stress as measured by Cohen's Perceived Stress Scale (1983) based on student status. Surveys were administered to participants in a classroom setting with a total of 147 surveys analyzed. In comparing 109 traditional and 38 non-traditional students, non-traditional students had significantly less perceived stress ($x=15.66$, $SD=6.179$) than traditional students ($x=19.26$, $SD=6.002$) $F(1,38) = 5.620$, $p < .05$. When perceived stress was analyzed based on locus of control, levels were found to be significantly higher among external students ($x=20.00$, $SD=5.972$) than internal students ($x=17.33$, $SD=6.198$) $F(1,55) = 10.948$, $p < .01$. There was also a statistical significance of locus of control based on student status where a greater number of non-traditional students were internally focused ($x=13.48$, $SD=4.445$) $F(1,38) = 11.706$, $p < .01$. These results reveal that internally focused students are more academically successful, have higher GPA's and less perceived stress than externally focused students. The findings of this study support the trend that non-traditional students are more likely to be internally focused and have less perceived stress when compared to traditional students.

**E8
DO HIGHLY SENSITIVE PEOPLE HAVE DIFFERENT BRAINS?** *Hal Ersner-Hersfield¹, Dara Ghahremani², Jeff Coop¹, Elaine Aron³, Trey Hedden¹, Sarah Ketay³, Arthur Aron³, John G. Gabrieli⁴; ¹Stanford University, ²University of California, Los Angeles, ³State University of New York at Stony Brook, ⁴Massachusetts Institute of Technology*

Sensory-processing sensitivity (e.g., Aron & Aron, 1997) appears to be a temperament trait, often labeled in infants as inhibitedness or reactivity, in adults as introversion, and in diverse animal species as reactivity or shyness (vs. boldness). Characteristics of high sensitivity include processing information more deeply, a greater awareness of subtle stimulation, being easily aroused, a faster startle and reflex response, greater sensitivity to caffeine and to pain, and greater emotional reaction to both positive and negative emotionally relevant stimuli. The trait has been shown to be partially independent of extraversion and neuroticism. In a sample of 20 adults (about equal numbers of women and men and equal numbers of Americans and of Asians recently in the U.S.), we used voxel-based morphometry (VBM) to study variation in brain anatomy associated with scores on a short version of a well-validated self-report measure of this temperament trait. In preliminary analyses, we identified several brain regions in which this trait was associated with significantly larger clusters of grey matter intensity, even after correcting for multiple comparisons. The anterior cingulate was the region with the strongest correlation (highly sensitive individuals have relatively more grey matter in this region). Based on what is known about the functions of this region, the patterns we observed are partially consistent with findings about sensory-processing sensitivity from behavioral studies. This research throws new light on sensory-processing sensitivity and is among the first studies to use VBM methods to examine a normal individual difference in personality.

**E9
INVISIBLE BUT NOT INVINCIBLE: HOW SITUATIONAL CUES AFFECT APPRAISALS OF NOVEL SETTINGS AMONG GROUPS WITH INVISIBLE STIGMAS** *Alexandra Sedlovskaaya, Valerie Purdie-Vaughns; Yale University*

What kinds of situational cues lead people with stigmatized identities to appraise a given setting as identity-threatening or identity-safe? Substantial progress has been made detailing the consequences of contending with an identity-threatening

setting (Steele, Spencer, & Aronson, 2002). In contrast, less is known about how people come to perceive a setting as identity-threatening or identity-safe. Moreover, even less research exists about this process for people with invisible stigmas – stigmas that are not immediately apparent in the setting (Quinn, 2006). The present investigation, therefore, explores situational cues for people with invisible stigmas. Two studies examined the relevance of one cue—the intimacy of the setting—for sexual minorities in corporations. In Study 1, gay and straight professionals working in either corporate or non-corporate settings rated a series of interview questions on (1) intimacy of the questions, and (2) degree of anxiety they would feel answering these questions. Results revealed that gay participants working in corporate settings reported greater anxiety in response to intimate questions, as compared to the other participants. In Study 2, gay and straight law students were led to believe that they would encounter either intimate or formal questions during a law firm interview. Results revealed that gay participants who expected intimate questions showed greater activation of negative stereotypes associated with their sexual identity and expressed lower desire to pursue the position than did other participants. Together, these studies suggest that the intimacy of the setting is an important situational cue for sexual minorities in corporate settings.

E10

IN DEFENSE OF HAVING DESSERT FIRST: THE IMPORTANCE OF STARTPOINTS Noah Forrin, Elizabeth Dunn; *University of British Columbia* – Recent research demonstrates that retrospections are influenced primarily by the end of experiences (e.g., Kahneman, 1999). We examine whether the converse is true of predictions: Are affective forecasts disproportionately influenced by the beginning of events? If this is true, better beginnings should foster more positive predictions. In other words, the entire meal will be more appealing if dessert comes first. Two studies examined the importance of startpoints for affective forecasts. In Study 1, participants were introduced to the (fictional) “Henrika procedure,” which involved two components with notably different valences: A pleasant hand massage, and an unpleasant cold pressor task (CPT). The order in which these components were experienced was manipulated. Participants predicted liking the Henrika procedure more when it started with the pleasant hand massage rather than the unpleasant CPT. Thus, affective forecasts were higher for those who expected to have “dessert first.” Study 2 focused on just the unpleasant CPT used in the previous study. Participants submerged their left hand in uncomfortably cold water for 45 seconds. For some of these individuals, however, an extra 15 seconds were tacked on to the beginning of the CPT, in which they submerged their hand in slightly warmer (but still uncomfortable) water. As expected, tacking on this better beginning made participants’ forecasts of the CPT more positive, despite the experience of additional pain. In sum, we found support for two methods of fostering more positive affective forecasts: putting “dessert first” and tacking on a better beginning.

E11

PRIMING MONEY HEIGHTENS ATTENTION TOWARD THE SELF Nicole Mead¹, Kathleen Vohs²; ¹*Florida State University*, ²*University of Minnesota* – Previous work indicates that priming money increases self-sufficiency, defined as greater motivation to pursue one’s own goals at the expense of harmonious ties with others (Vohs, Mead, & Goode, under review). We therefore hypothesized that one should become self-focused after reminders of money. Two studies supported the hypothesis that priming money heightens attention toward the self. Using the E-on-the-Forehead Perspective Taking Task, Experiment 1 showed that participants who were primed with money via a supraliminal task wrote more letters and numbers toward the self than toward the Experimenter relative to participants who were primed with neutral constructs. In Experiment 2, participants either thought about a life with an abundance of money or a life with restricted finances via an essay task. Then they

reviewed a biographical information sheet about another participant, completed a proof-reading task involving exchange versus communal statements, and looked over a list of nonsense words. A surprise recall task tested participants’ memory. As predicted, participants in the high money group showed poorer recall with respect to memory for the other participants’ biographical information than did participants in the low money group. Moreover, participants reminded of monetary wealth had better memory for exchange-related statements and worse memory for communal-related statements than did participants reminded of poverty. Both groups showed comparable memory for nonsense words, suggesting that the effect is specific to memory for persons. In sum, our results indicate that when people are primed with money they become more focused on the self and less focused on others.

E12

THE EFFECTS OF EMBARRASSMENT ON CERVICAL CANCER SCREENING INTENTIONS Frank Coffaro, Christine Harris, Michael Liersch; *University of California, San Diego* – This study explores the effects of embarrassment on cervical cancer screening intentions. Past work on affective barriers to medical treatment suggests that embarrassment may be an obstacle to obtaining medical care especially when the care being sought is perceived as embarrassing. Two major limitations of previous work are studies usually rely on subjects’ retrospective accounts of their feelings and are correlational. Furthermore, virtually no work has examined how embarrassment affects other judgments related to risk. For example, if embarrassment causes one to avoid medical exams, does it do so partly by decreasing one’s perception of being at risk for cancer? To overcome these limitations, we experimentally induced embarrassment to determine how it influences judgments of the embarrassability of medical exams, risk of getting cervical cancer, and future intentions to obtain cervical cancer tests. For half the participants (college-age females), embarrassment was manipulated by recalling past embarrassing medical exams. For others, a neutral event was recalled. Participants then made judgments about their own risks, feelings and intentions. Recalled embarrassment increased assessments of the embarrassment provoked by pap smears and decreased future screening intentions relative to recalling neutral events. Risk perception analyses did not reveal any significant effects of embarrassment. Results from this experiment suggest that embarrassment may cause embarrassing medical exams to be judged as even more embarrassing which may then lead to decreased intentions of getting screened for cervical cancer in the future, but does so without changing women’s perceptions of risk.

E13

IMPRESSION MANAGEMENT AS A CONTAMINANT OF SELF-REPORT MEASURES OF PERSONALITY AND RISKY BEHAVIOR Heather P. Slade, Sampo V. Paunonen; *University of Western Ontario* – A tendency to believe that socially desirable responding (SDR) is not a substantial problem for self-report measures has become increasingly more common among researchers (e.g., Ones, Viswesvaran, & Reiss, 1996). It should be noted, however, that some concerns remain with previous studies that concluded SDR did not contaminate self-report measures. Those concerns include (a) the use of methods of assessing such contamination that have subsequently been scrutinized for low power (MacKinnon et al., 2002); (b) examination of Big Five factors only and not their respective facets, which can miss variance that is criterion predictive, but trait specific (e.g., Paunonen, 1998; Paunonen & Ashton, 2001); (c) exclusion of traits outside the Big Five (Paunonen, 2002); and (d) inclusion of mostly job-related criteria. The current study re-examined the issue of SDR as a contaminant of self-report measures and addressed the above concerns. The Impression Management (IM) scale of Paulhus’ (1991) BIDR was the measure of SDR. Personality measures included Agreeableness and Conscientiousness facets of the NEO-PI-R (Costa & McCrae, 1992), and the Supernumerary Personality Inventory (SPI; Paunonen, 2002). Risky behaviors served as the criteria of interest (i.e.,

smoking, alcohol consumption, speeding). The Sobel test was used to assess the presence of mediation. Results revealed that IM acted as a mediator to several personality-behavior relations, indicating IM was driving those relations, and was a possible contaminant. Straightforwardness, Dutifulness, Deliberation, Integrity, Risk Taking, and self-reported risky behaviors might be especially susceptible to SDR. Careful control of SDR when using those variables is well-advised.

E14

REPAIRING THE HURT OF OSTRACISM TO EXPLORE THE SEPARABILITY OF NEEDS *Jonathan Gerber, Ladd Wheeler; Macquarie University* – This research examines the use of rejection as a paradigm in which to study overlap in need theories. 94 female 1st year psychology students played Cyberball, a computer program to induce ostracism. They were then given the opportunity to write about a friend or choose the amount of chocolate they would like as a reward. These manipulations were intended to restore belongingness (Pickett, Gardner & Knowles, 2005) and a sense of control, respectively. We hoped that providing participants with opportunities to repair one of the needs activated by ostracism would replenish theoretically similar needs such as self-esteem and power. In line with sociometer theory (Leary & Baumeister, 1995), a belonging manipulation increased self-esteem. However, no support was found for an association between control, self-efficacy and meaningful existence, likely due to a weak manipulation to restore a sense of control.

E15

AN INTERDEPENDENCE PERSPECTIVE ON EXPLAINING THE BENEFICIAL EFFECTS OF RELATIONSHIP COMMITMENT ON HEALTH AND SUBJECTIVE WELL-BEING *Michael Coolsen¹, Madoka Kumashiro², Caryl Rusbult³; ¹Shippensburg University, ²University of Hamburg, ³Free University of Amsterdam* – Close relationships offer a wide array of benefits to psychological and physiological well-being (e.g., Kiecolt-Glaser & Newton, 2001; Uchino, Cacioppo, & Kiecolt-Glaser, 1996), yet close relationships can also be a source of great distress. Interdependence theory (Kelley & Thibaut, 1978) highlights the importance of both the level and mutuality of commitment on dyadic processes. In particular, mutual levels of commitment by both partners have been associated with reduced vulnerability, more positive emotional experiences, and increased personal well-being and couple well-being (Drigotas, Rusbult, & Verette, 1999). The current research sought to extend these findings by examining mutuality of commitment on health and by examining actual levels of commitment reported by each partner. A longitudinal study (five time points measured 6 months apart) of 187 newly committed couples showed support for our hypothesis. Analyses using hierarchical linear modeling yielded significant interaction effects between each partner's level of their own commitment on a variety of different indices of health (e.g., subjective well-being, depression, anxiety, and blood pressure). Individuals reported higher levels of health to the extent that both partners were highly committed; health levels were lower when the self reported high levels of commitment while the partner reported low levels of commitment. Implications of this study are discussed, focusing on the dyadic, interdependent structure of the relationship in clarifying the beneficial effects of relationship commitment on one's own health.

E16

A FISKEIAN APPROACH TO UNDERSTANDING CONSUMER RESPONSE TO PRICE DISCRIMINATION *James Heyman¹, Barbara Mellers²; ¹University of St. Thomas, ²University of California, Berkeley* – Research into people's perceptions of pricing fairness has usually looked at prices that are fixed for the entire market. Prices generally remain constant with the amount purchased, the timing of purchase, or the consumer who makes the purchase. Reference prices and reference profits are fairly stable, and perceptions of fair prices can be evaluated

relative to these reference points. In terms of Fiske's social relationships, the marketplace acts as a Marketing Pricing (MP) environment. However, nowadays firms can exploit the Internet and information technology to adopt variable pricing for individuals based on their behavior and preferences. In addition, consumers can exploit the same technology to improve their own communication and this has served to increase the number of potential reference prices available to them. As the information asymmetry ebbs and flows, however, we postulate that the social relationship between customer and firm changes and fairness assessments become based on these new relationships. This paper begins by introducing a framework of implied social relationships based on variable unit and variable consumer pricing. Based on these definitions, we conducted a series of surveys at two U.S. universities testing people's perceptions of price fairness for products and services such as airline tickets, dry cleaning, CDs, sweaters. We explore how industry norms, pricing transparency, privacy issues, and opportunity costs affect people's perceptions of pricing strategies. We find a pattern of fairness perceptions that is inconsistent with the common hypothesis that the consumer marketplace resides within a MP environment.

E17

AGING, INHIBITION, AND PROBLEM GAMBLING *William von Hippel, Lily Ng; University of New South Wales* – A robust finding in cognitive aging is that younger adults are better than older adults at inhibiting unwanted thought (Hasher & Zacks, 1988). One implication of this finding is that older adults who enjoy gambling and who are also impulsive might find the impulse to gamble difficult to inhibit, and thus might develop gambling problems. In order to test this possibility, 62 older adults (age 60 to 88) were recruited from gambling sites around Sydney, Australia. Participants completed the South Oaks Gambling Screen (SOGS; Lesieur & Blume, 1987), an instrument used to assess problem gambling. Participants then completed a 10-item version of the Eysenck Impulsivity Scale, and the Trail Making Test (TMT; Reitan & Wolfson, 1995) as a measure of inhibition. The TMT requires participants to draw a line from the numbers 1 to 25 in consecutive order, and then draw a line from 1 to A to 2 to B, etc., until 25 lines have been drawn. The measure of inhibition is the increase in time taken to complete the test that includes letters as well as numbers, as this task requires participants to inhibit the tendency to move from number to number, or letter to letter, as they switch back and forth. Consistent with predictions, among participants above the median on impulsivity, TMT times correlated with scores on the SOGS ($r = .52, p < .01$), whereas for participants below the median on impulsivity, TMT scores were uncorrelated with the SOGS ($r = -.09, p > .60$).

E18

CHEATING HEART VS. CHEATING GENITALIA: JEALOUSY AMONG HOMOSEXUALS *Joshua E. Susskind, Kelly O'Bryan, Amy Holt; University of Northern Iowa* – According to evolutionary theory, men should be more jealous of sexual rather than emotional infidelity due to paternity uncertainty. Women should be more jealous of emotional infidelity due to the threat of resource loss (Buss, Larsen, Western, & Semmelroth, 1992). As there is no conception risk in homosexual relationships, lesbians and gay men should be more upset by emotional rather than sexual infidelities. However, if jealousy evolved as sex-linked at a biological level, sexual orientation would not matter (Symons, 1979). The current study examined homosexuals' jealousy in response to their partner's hypothetical sexual or emotional infidelity with a person of the same or opposite sex. Ninety-seven lesbians and 104 gay men who attended one of three Midwestern college BGLT conferences were asked to imagine their same sex partner becoming interested in someone else. They were then asked to respond how jealous they would be on 9-point Likert scales if their partner engaged in sexual or emotional infidelity with either a same sex or opposite sex rival. The data were analyzed in a 2 (participant gender) X 2 (infidelity type) X 2 (same sex or opposite sex

rival) repeated measures ANOVA. The rival's sex by type of infidelity interaction was significant, $F(1,199)=10.85$, $p=.001$. Both gay men and lesbians were more upset if their partner fell in love with a same sex rival ($M=7.86$) than if their partner fell in love with an opposite sex rival ($M=7.41$) or had sex with a same sex ($M=7.51$) or opposite sex rival ($M=7.46$).

E19

WHY DO NATIONAL AND RELIGIOUS GROUPS COMMEMORATE TRAGEDIES?

Baljinder Sahdra, Michael Ross; University of Waterloo – Religious, national, and ethnic groups commemorate ingroup tragedies. They hold memorials (e.g., Holocaust Memorial Week) and vigils (e.g., Sikh annual vigils of 1984 atrocities). They erect monuments (e.g., The Canadian National Vimy Memorial) and shrines (e.g., The Yasukuni Shrine in Japan). They produce movies (e.g., Pearl Harbor) and publish books (e.g., Lest We Forget). Based on social identity theory and related research, it was hypothesized that groups commemorate ingroup suffering because such memories can bind members to the group and thus promote ingroup cohesion. Two studies tested this hypothesis. In Study 1, female Canadian participants were reminded (or not) of violence against women in Canada or Africa and then asked to rate their identification with Canadian women. Participants in the Canadian suffering condition showed greater identification with Canadian women than did those in the African suffering and control conditions. Study 2 conceptually replicated this finding by targeting Hindu Canadians' ethnic identity. Hindu participants were reminded (or not) of the Air India bombing and the ensuing not-guilty verdict, and then asked to rate their identification with Hindus. As in Study 1, participants in Study 2 showed an increase in their feelings of closeness and connectedness to their ingroup as a function of the reminder manipulation. The data suggest that when religious, national and social groups memorialize the suffering of ingroup members, such memories bring the group together and serve to maintain and enhance social identity.

E20

DISSONANT ACTS AND MORAL DISENGAGEMENT: THE CHEERFUL MENACE

Kyle Nash¹, Steve Hladkyj², Ian McGregor¹; ¹York University, ²University of Manitoba – This study evaluated moral disengagement, the tendency to rationalize bad behaviour, as a tool for relieving feelings of cognitive dissonance. Feelings of dissonance were induced by having participants ($N = 343$) write about a consequential blunder they had caused. A scale of emotional arousal, constructed by Elliot and Devine (1994), was given as a measure of dissonance both before and after the blunder recollection. Participants scoring higher on a desire for control scale were expected to experience this blunder recollection as particularly dissonant, whereas those with high scores on a moral disengagement scale (Bandura, 1995) were expected to experience less discomfort. Results revealed that all participants were upset after thinking about their blunder except those with both high desire for control and high moral disengagement scores. For these individuals, it seems, acting poorly does not carry the same negative consequences. Desire for control appears to provide the motivation, and moral disengagement the mechanism, for sidestepping dissonance discomfort.

E21

CORRELATES AND CONSEQUENCE OF MEMORY PHENOMENOLOGY

Angelina Sutin, Richard Robins; University of California, Davis – We used a newly developed measure, the Memory Experiences Questionnaire (MEQ), to examine the correlates and consequences of 10 dimensions of memory phenomenology: Vividness, Coherence, Accessibility, Sensory Detail, Visual Perspective, Time Perspective, Emotional Intensity, Sharing, Distancing, and Valence. Most previous research has focused on the motivational and affective content of autobiographical memories, and relatively little is known about

individual differences in the subjective experience, or phenomenology, of these memories. In Studies 1-3, participants retrieved several autobiographical memories and completed the MEQ for each memory. We related the 10 MEQ scales to: (a) the Big Five dimensions (Study 1; $N=630$), (b) four tests of basic cognitive processes—recognition memory, mental rotation, operation span, and lexical decision (Study 2; $N=146$); and (c) achievement goals and strategies obtained at the beginning and the end of an academic term (Study 3; $N=75$). Memory phenomenology had theoretically meaningful relations with personality, cognition, and achievement, independent of memory content. For example, Study 1 showed that Extraverts tend to have particularly vivid and coherent memories, and are more likely to share their memories with others. Study 2 showed that participants who could easily manipulate objects in space tend to have more vivid and coherent memories. Study 3 revealed longitudinal relations between specific dimensions of memory phenomenology and subsequent achievement goals and strategies, even after controlling for prior goals and strategies. Together, these findings highlight the importance of studying individual differences in memory phenomenology, and provide further support for the predictive validity of the MEQ.

E22

AIN'T THAT AMERICA: POPULAR CULTURE AS AN ELITE POLITICAL CUE

Brad Lippmann, Philip Cozzolino, Christopher Federico; University of Minnesota – In 1984, President Regan infamously misused Bruce Springsteen's "Born in the U.S.A." to illustrate America's undying sense of hope. Twenty years later, a cadre of left-leaning musicians launched the "Vote for Change" Tour to unseat President Bush. Both endeavors failed, but politicians' continued use of popular culture begs the question: can non-political sources serve as political cues? Elite cue giving – wherein regular citizens heuristically adopt the political attitudes of trusted politicians and pundits – presumes the populace will attend to, and can comprehend, information from explicitly political sources. In light of low national levels of political knowledge and psychological reactance to politicians' appeals, citizens may be more likely to infer political messages from entertainment-oriented media. Participants were exposed to popular songs that either supported or critiqued the United States, after which they reported their current sense of patriotism, foreign policy attitudes, and ideology. Participants also evaluated anti-war veterans' patriotism. Regression analyses indicate that pop culture cues were minimally influential. Pop-culture cues influenced the formation of new attitudes (patriotism, protesting veterans); following exposure to the critical songs, participants rated themselves as less patriotic and were more critical of the veterans. By contrast, participants pre-existing political attitudes (foreign policy, ideology) were driven by party preference, not the cue to which they were exposed. Politicians seeking to rally support for their candidacy or favored issue should take caution before employing pop culture elite cues: a Robert Byrd in the hand may be worth more than three Dixie Chicks in the bush.

E23

DOES POSITIVE SELF-REGARD LEAD TO A BETTER ACADEMIC PERFORMANCE? THE INTERPLAY OF POSITIVE SELF-REGARD AND ACTUAL ABILITY ON ACADEMIC PERFORMANCE

Young-Hoon Kim, Chi-Yue Chiu; University of Illinois at Urbana-Champaign – The beneficial effects of positive self-regard on mental health and intellectual functioning are well documented by research. More importantly, these phenomena have been widely acknowledged by the public. As a consequence, education practices intended to raise positive self-regard are very popular with teachers and parents. However, recently the beneficial effects of positive self-regard have been brought into question, especially when the positive self-regard is not based on actual ability. In the current 3 studies, we investigated how positive self-regard and actual ability are related to academic performance (GPA) among college

students. In each study, participants took a task (verbal or math) and were asked to estimate their own performance compared to other students (self-perception). All three studies showed that the beneficial effect of positive self-perception on GPA was dependent on actual ability. In detail, among low performers, positive self-regard is negatively related to GPA. It means that the higher positive self-regard is, the lower GPA is reported. It might suggest that lower performing individuals suffer from possessing positive self-regard when they are not highly able. In contrast, among high performers, positive self-regard is positively related to GPA. This suggests that higher performing individuals benefit from possessing positive self-regard. In sum, positive self-perception, which is not based on actual ability, might be problematic.

E24

MOTIVATED MULTICULTURAL MINDS - ACCULTURATION MOTIVES ALTERNATE BICULTURALS' REACTIONS TO CULTURAL INFLUENCE Xi Zou¹, Michael Morris¹, Veronica Benet-Martinez²; ¹Columbia University, ²University of California, Riverside – Two studies identify a significant moderating effect of acculturation motives on cultural priming among bicultural Asian Americans. Study One shows that two critical acculturation motives, biculturalism and marginalization, significantly moderate the cultural priming effect. Biculturalism refers to a high identification with both ethnic and host cultures, whereas marginalization refers to a high disidentification with both cultures. Chinese Americans who are high on the biculturalism motive responded in culturally congruent ways to cultural cues: they made more external attributions (a characteristically Asian behavior) after being exposed to Chinese primes and more internal attributions (a characteristically Western behavior) after being exposed to American primes. However, Chinese Americans who are high on the marginalization motive displayed contrast responses. They made more internal attributions after being exposed to Chinese primes and more external attributions after being exposed to American primes. Study Two goes further into unpacking the acculturation motives of two cultures. It demonstrates that biculturals' ethnic cultural identification significantly moderates the cultural priming effect. Korean Americans who are high on ethnic identification display congruent responses to Korean cultural cues, whereas those who are low on ethnic identification display incongruent responses. Study Two suggests that the moderating effect of acculturation motives may be explained by biculturals' identification toward both the ethnic and the host cultural respectively. The finding suggests a fundamental insight about the relationship between culture and behavior: persons do not passively follow cultural conventions, but conform to the extent that they have motives served by doing so.

E25

PROSOCIAL BENEFITS OF FEELING FREE: MANIPULATING DISBELIEF IN FREE WILL INCREASES AGGRESSION AND REDUCES HELPFULNESS E. J. Masicampo, Roy Baumeister, Nathan DeWall; Florida State University – Laypersons' belief in free will may foster a sense of personal responsibility that promotes prosocial behavior, and so inducing disbelief may make behavior less socially desirable. In a Velten-like procedure, participants in two studies read and absorbed a series of statements designed to promote or discredit belief in free will (or, in the second study, a neutral control series). In Study 1, participants in the anti-free-will condition behaved more aggressively than those in the pro-free-will condition. In Study 2, participants in the anti-free-will condition reported less willingness to help others than did participants in the pro-free-will and neutral control conditions.

E26

MIND READING IN JAPAN AND THE US: AN INTRACULTURAL ADVANTAGE Michael T. Stevenson¹, Reginald B. Adams Jr.¹, Mitsue Nomura², Elsie Wang³, Nalini Ambady³, Sakiko Yoshikawa²; ¹The Pennsylvania

State University, ²Kyoto University, ³Tufts University – The majority of social communication is conveyed through nonverbal behavior. Accordingly, nonverbal sensitivity is necessary for smooth communication and social adaptability. Interestingly, basic emotion perception has largely been shown to be universal across cultures, though small cultural advantages have also been documented. This considered, we posited larger discrepancies would be likely for the communication of complex forms of emotion and mental state attributions. In order to examine this question, we utilized a well-validated tool for measuring mental state attribution ability, Baron-Cohen's "Reading the Mind in Eyes" test. In order to examine cultural variation, we generated a Japanese version of this test using Japanese faces representing the same mental states as the original. Each version was then administered to native Japanese and Caucasian Americans. As predicted, we found a striking intracultural advantage for mental state attribution (Caucasian Participants: Caucasian Test = .73, Japanese Test = .65; Japanese Participants: Caucasian Test = .65, Japanese Test = .74). Two theories may help explain these advantages, which are now the focus of our ongoing investigation. First, nonverbal behavior may carry with it cultural dialects, varying from one culture to another. Second, outgroup homogeneity effects may influence processing purely on the perceptual level. Interestingly, Baron-Cohen's test has been used to reliably distinguish normal populations from those with disorders such as Autism and Asperger's syndrome. Given the cross-cultural effects in mental state attribution demonstrated here in otherwise normative populations, studying cultural differences in this manner promises to further advance our understanding of such psychopathological disorders.

E27

WHY DOES IMAGINING FUTURE SUCCESS FROM A THIRD-PERSON PERSPECTIVE INCREASE MOTIVATION? AN EXPLORATION OF THE CONSTRUAL LEVEL ACCOUNT. Noelia Vasquez¹, Roger Buehler²; ¹York University, ²Wilfrid Laurier University – Imagining future events can influence one's current motives and intentions. However our previous research suggests that the motivational impact of future imagery depends upon the visual perspective that is adopted: People were more motivated to succeed on an upcoming task when they envisioned a successful performance from a third-person perspective rather than a first-person perspective (Vasquez & Buehler, 2006). In addition, recent research has found that actions viewed from a third-person perspective are construed at a higher level of abstraction, highlighting their larger meaning and significance (Libby & Eibach, 2003). The present study examined whether the effects of visual perspective on task motivation are mediated by construal level. We hypothesized that imagining success on an upcoming task from a third-person rather than a first-person perspective would elicit relatively abstract construals of the task that accentuate its larger meaning which, in turn, should heighten its motivational impact. Undergraduates first imagined a successful performance on an upcoming academic project from either a first- or third-person perspective. Next, they rated their construal of several aspects of the imagined performance (e.g., doing well on the task) on a scale anchored by low-level (e.g., getting a good mark) and high-level (e.g., demonstrating knowledge) construals. Finally participants reported their motivation to succeed at the task. Mediation analyses revealed that, as hypothesized, third-person imagery increased task motivation by prompting students to construe their success abstractly. This suggests that imagining future accomplishments from a third-person perspective can heighten their personal significance and increase people's motivation to succeed.

E28

ENDOWING VERSUS CONTRASTING LIFE EVENTS: THE EFFECT OF THOUGHT PERSPECTIVES ON WELL-BEING Andrea LaPlante, Rene Dickerhoof, Julia Boehm, Sonja Lyubomirsky; University of Cal-

ifornia, Riverside – We investigated two styles of thinking about life experiences – endowment and contrast (Tversky & Griffin, 1991). Endowing positive experiences (e.g., savoring) and contrasting negative experiences (e.g., “I’m better off now”) have been found in correlational studies to enhance well-being. Conversely, endowing negative events (e.g., ruminating) and contrasting positive events (e.g., “My life is less thrilling today”) diminish well-being. To test these predictions experimentally, participants were randomly assigned to write for 8 min each about either two positive or two negative hypothetical experiences. Half were induced to endow these hypothetical events and half to contrast them. In the control condition, participants simply wrote about two neutral topics. As predicted, immediately after the writing tasks, participants instructed to endow positive events and contrast negative events reported increased positive mood and decreased negative mood relative to those instructed to endow negative events and contrast positive events. This experiment provides support for the beneficial effects of endowing positive and contrasting negative experiences, as well as for the potentially detrimental effects of endowing negative and contrasting positive experiences. Future studies should examine the longer-term effects of these two thought perspectives on less transient aspects of well-being (e.g., happiness).

E29

CULTURAL DIFFERENCES IN SELF-DISCREPANCIES *Karen Choi, Michael Ross; University of Waterloo* – The vast majority of studies on actual-ideal and actual-ought self-discrepancies have been conducted among North Americans. Cultural differences in the construal of the self and in self-enhancement biases, however, seem to suggest that East Asians and North Americans may also differ in their perceptions of various self-discrepancies. The primary aim of the current study was to examine cultural differences in the magnitudes of actual-ideal self-discrepancies and actual-ought self-discrepancies from an individuals own standpoint. Asian-born Canadians and European Canadians provided trait adjective ratings of their ideal self, ought self, and actual self within various social roles. Results indicated that Asian-born Canadians perceived greater actual-ought self-discrepancies than actual-ideal self-discrepancies, whereas the European Canadians evidenced the opposite pattern. These results are consistent with research suggesting that East Asians may be motivated more by norms, duties, and interdependent goals, whereas North Americans may be motivated more by personal needs and desires.

E30

THE FLEETING SELF-DOUBTS OF INDIVIDUALS WITH DEFENSIVE HIGH SELF-ESTEEM *Grace Lau, Steven Spencer, Mark Zanna; University of Waterloo* – Individuals with high explicit but low implicit self-esteem have been characterized as defensive. We examined whether these individuals would respond negatively to positive evaluations about themselves because they may fear that the positive evaluations do not accurately reflect who they are. We predicted, however, that if they experience self-doubts, they would be quick to suppress these doubts due to their motivation to maintain their high explicit self-esteem. Participants identified as having high explicit but low implicit self-esteem were presented with a bogus intelligence test. Half took the test and later received a positive evaluation. Others were told to check the test for errors and were not given an evaluation. Then participants rated themselves on positive and negative traits (e.g., confident, useless). Half were given one second to respond to each trait, whereas others were not given this time constraint. We predicted that a positive evaluation would trigger self-doubts for participants and cause them to rate themselves negatively, but only if they rated themselves under time pressure. Without time pressure, they would suppress their self-doubts and rate themselves positively. Our hypothesis was partially supported. We found that regardless of whether or not they received a positive evaluation, participants rated themselves more negatively under time

pressure than no time pressure. These results suggest that people with high explicit but low implicit self-esteem may experience self-doubts even when they are primed with an evaluative context but were not evaluated.

E31

EXPLORING THE RELATIONSHIP BETWEEN AUTOMATIC SOCIAL COMPARISON AND AUTOMATIC ATTITUDE ACTIVATION *Ashley Waggoner¹, William Cunningham²; ¹University of Toronto, ²The Ohio State University* – Separate lines of research investigate the effects of automatic attitudes, automatic behavior, and automatic social comparison. Although the same priming-type methods are used to examine each of these phenomena, little research has examined the links among them. Given the similar methods used to examine these effects, it is possible that the same general processes may underlie each. In the present study we (a) investigated the effects of supraliminally and subliminally primed comparison targets on self-evaluations, and (b) examined whether these comparison effects could be predicted by automatic attitudes activated by the comparison targets. As part of an affective priming task participants were supraliminally or subliminally primed with attractive or unattractive faces (as well as neutral faces) after which they provided self-evaluations in domains either relevant or irrelevant to appearance. We found that participants supraliminally primed reported worrying more about their appearance if they saw attractive faces than if they saw unattractive faces (contrast effect), whereas participants subliminally primed reported worrying less if they saw attractive faces than if they saw unattractive faces (assimilation effect). Interestingly, these contrast and assimilation effects were predicted by automatic attitudes activated by the neutral faces: for supraliminal exposure, the more the neutral faces were positively evaluated, the more participants reported worrying about their appearance (contrast), whereas for subliminal exposure, the more the neutral faces were positively evaluated, the less participants reported worrying about their appearance (assimilation). These results suggest that automatic social comparison and automatic attitude activation may share common processes and affect one another.

E32

THE ROLE OF MOTIVATION ON THE PURSUIT OF HAPPINESS *Rene Dickerhoof, Julia Boehm, Sonja Lyubomirsky; University of California, Riverside* – Lyubomirsky, Sheldon, and Schkade (2005) argue that intentional and effortful engagement in happiness-enhancing activities (e.g., thinking positively) can increase subjective well-being (SWB). But just how vital is motivation to the successful pursuit of happiness? This question was examined by allowing students to choose one of two posted experiments – a study purported to boost happiness or a study described as involving “cognitive exercises.” Accordingly, students self-selected into either a “high motivation” group (those who chose the happiness intervention and presumably desired to become happier) or a relatively “low motivation” group (those who chose the cognitive exercises study and presumably were not as invested in this goal). To avoid expectancy effects, at an initial meeting, all participants were informed that this study should improve well-being prior to being randomly assigned to either write about their best possible future selves (i.e., express optimism; King, 2001), write letters of gratitude (Emmons & McCullough, 2003), or maintain a list of what occurred over the past week (i.e., the control group). Students practiced their assigned activity for 15 min a week over an 8-week period. As predicted, immediately post-intervention, motivated students who expressed gratitude and optimism reported increased SWB relative to unmotivated students who practiced these activities, who in turn reported increased SWB relative to controls. Results suggest that motivation to be happier plays an important role in a person’s ability to benefit from happiness-enhancing activities. That is, to the extent that people want to be happier, this research suggests that it is indeed possible.

E33

CULTURAL DIFFERENCES IN SELF-ESTEEM CHANGE IN CLOSE RELATIONSHIPS: WHEN “I AM CREATIVE” IN THE WEST AND WHEN “YOU ARE CREATIVE” IN THE EAST

David Dalsky¹, Carol Gohm², Kenji Noguchi³, Kimihiro Shiomura⁴; ¹Hokkaido University, ²University of Mississippi, ³University of Florida, ⁴Iwate Prefectural University—Considering unique cultural systems, the work of cultural psychologists has revealed that self-criticizing or self-improving is more important in some cultures (e.g., Japan) than in others where self-esteem is valued (e.g., North America). However, other research has revealed it important for Japanese to self-enhance on culturally valued traits. In the present cross-cultural study we focused on self-esteem change in close relationships. Specifically, we tested for the interaction effect of culture and source of feedback on self-esteem change. We recruited pairs of friends of the same gender to participate in a study at mid-sized universities in relatively rural regions of the United States (N = 154) and Japan (N = 160). One of the participants in the pair completed a bogus creativity test while the other completed a relationship survey. Following the bogus creativity test, we manipulated the source of positive feedback with a self-feedback condition (N = 154) and a feedback from friend condition. Data analyses revealed a hypothesized Country X Source of Feedback interaction effect for creativity test takers' change in state self-esteem ($p = .001$). The state self-esteem of Americans increased more in the Self Feedback condition, whereas the state self-esteem of Japanese increased more in the Other Feedback condition. The results add to the growing cross-cultural literature on self-esteem, emphasizing the interaction of situation and culture. Future work will be directed towards investigating self-esteem maintenance and face maintenance for Japanese and Americans in a similar experimental paradigm.

E34

THE INFLUENCE OF CHILDREN'S STATUS DURING TEACHER-DIRECTED DISCUSSIONS

Linda Kao; University of California, Los Angeles—Research regarding the influence of children's status has generally focused on small group interaction rather than large group discussion, reaching the broad conclusion that children with higher status are more influential than peers with lower status. This study uses data gathered through observations and surveys in two racially diverse sixth-grade classes to explore whether ideas shared by children during discussions are deemed more or less important depending on the speaker's status. Thirty-seven students (ages 11-12) completed sociometric ratings of classmates' peer and academic status. Throughout the following unit, they were observed during six whole-class discussions around open-ended questions. Following each discussion, children received a list of all ideas shared and indicated which ideas they believed were most important. The same teacher instructed both classes, and her response to each child's idea was also examined to investigate how her actions influenced children's perceptions of peer ideas. Preliminary analyses indicate that neither peer nor academic status was a significant factor in whether children viewed peers' ideas as important during whole-class discussions. Instead, children viewed ideas presented by multiple sources (e.g., students, museum artifacts, and worksheets) and elaborated upon by the teacher as most important. These findings suggest that children may perceive ideas differently in large groups under a teacher's guidance than in independent small groups. The different power dynamics present in these groupings raise questions about whether discussions held in small, unsupervised peer groups with children of varying status function in the same way as those held in traditional adult-directed groups.

E35

EXPLAINING THE PERSUASIVE EFFECT OF SELF-GENERATED ARGUMENTS: THE MEDIATING EFFECT OF BIASED COGNITIVE PROCESSING

Austin S. Baldwin; University of Minnesota, VA Medical

Center, Iowa City, IA—Arguments people generate themselves can be more persuasive than arguments generated by others (Janis & King, 1954). However, the cognitive processes underlying the persuasive effect of self-generated arguments remain unclear to date. One potential process is that being the argument source triggers a self-as-source heuristic cue that biases people's argument-related cognitive processing that, in turn, may lead to more favorable attitudes (see Chaiken & Maheswaran, 1994). The objective of this study was to test the hypotheses that people engage in biased processing of their own arguments, and that the biased processing mediates the effect on their attitudes. Participants (N=76) were randomly assigned to evaluate either their own (self-generated condition) or another participant's (other-generated condition) arguments advocating regular exercise. Each other-generated participant was yoked to a self-generated participant to ensure that differences in processing and attitudes could be attributed to the argument source rather than differences in argument content. After reading the arguments, participants completed a thought-listing task that was coded for relevance and valence, and measures of argument convincingness and attitude towards regular exercise. Self-generated participants engaged in biased processing as they reported fewer negative self-relevant thoughts ($p < .05$) and rated their arguments to be more convincing ($p < .01$) than did other-generated participants. Self-generated participants also reported more favorable attitudes ($p < .05$). In addition, both negative self-relevant thoughts (95% CI=.03,.51) and argument convincingness (95% CI=.003,.38) mediated the argument source effect on attitudes. This is the first evidence to elucidate the cognitive processes underlying the persuasive effect of self-generated arguments.

E36

REDUCING IMPLICIT RACE-BIASED RESPONSES THROUGH IMPLEMENTATION INTENTIONS

Saad Mendoza, David Amodio, Peter Gollwitzer; NYU—Past efforts to reduce expressions of implicit race bias have primarily focused on either decreasing the activation of bias or enhancing control through deliberative methods. We tested the effectiveness of implementation intentions (i.e., specific if-then plans that link a goal-directed response to a specific situational cue) as a strategy for automatizing the engagement of control. All participants completed the “Shooter Task,” in which they had to quickly decide whether to shoot Black or White male targets holding guns or objects. Previous studies using the task have revealed a race-biased pattern of responses, such that participants tend to shoot unarmed Black targets more than unarmed Whites, and are less likely to shoot armed White targets than armed Blacks. We hypothesized that implementation intentions to respond accurately on the task would enhance control without deliberative effort and consequently reduce the degree of race bias. Participants who received either no goal or simple goal instructions to be accurate showed the typical race-biased pattern. However, supporting predictions, participants who formed implementation intentions (e.g., “If I see a gun, then I will shoot!”) did not show evidence of bias. Additional analyses using the process dissociation procedure indicated that the use of implementation intentions was associated with greater controlled processing, but not slower response times. These findings suggest that implementation intentions may provide an effective strategy for automatizing the engagement of prejudice control.

E37

TEACHING RACISM IN PSYCHOLOGY: IMPLICATIONS OF THE DISCIPLINE'S INDIVIDUALISTIC FOCUS FOR STUDENTS' PERCEPTIONS OF RACISM

Vanessa Edkins¹, Glenn Adams¹, Dominika Lacka²; ¹University of Kansas, ²University of British Columbia—Although racism has been a central topic of social psychology, psychologists have tended to approach the phenomenon as individual prejudice, stereotypes, and discrimination. (Indeed, this is how many textbooks distinguish a psychological approach from other—e.g., sociological—approaches.) To the extent that the field implicitly restricts the definition

of racism to individual-level manifestations, it suggests the ironic hypothesis that consumers of social-psychological knowledge may come to perceive less racism in events than they might otherwise perceive. This poster presents results of 2 studies—one online (Study 1, $N = 108$) and the other in psychology classrooms (Study 2, $N = 108$)—that test this hypothesis. We randomly assigned participants in Study 1 (and classrooms in Study 2) to either 1 of 2 tutorial conditions or a third, control condition. The first tutorial (individual condition) presented the topic of racism as portrayed in standard social psychological textbooks. The second tutorial (systemic condition) portrayed racism as a structural or collective phenomenon. At least one week after completing the tutorial, all participants completed a survey measuring perception of racism in ambiguous events. In both studies, planned contrasts revealed that participants in the systemic condition scored higher on the measure of racism perception than did participants in the individual and control conditions, who did not differ from each other. Discussion of results focuses on the effectiveness of standard social psychological knowledge as a tool in the fight against racist oppression.

E38

PREDICTING CREATIVITY AND ACADEMIC SUCCESS WITH A “FAKE-PROOF” MEASURE OF THE BIG FIVE *Jacob B. Hirsh, Jordan B. Peterson; University of Toronto*—A major challenge to the field of personality assessment is the susceptibility of self-report measures to biased responding, especially when personality is assessed in competitive environments. Traditional Likert format questionnaires allow individuals to selectively enhance positive traits while downplaying negative ones. Consequently, it is difficult to achieve an accurate representation of personality when there is motivation to present oneself favourably. In the current study, we developed three relative-scored Big Five tests and evaluated their ability to eliminate this biased responding. These relative-scored measures force respondents to make repeated choices between equally desirable personality descriptors. Domain scores are then calculated from the relative frequency with which items from each of the Big Five traits are selected. The traditional and relative-scored questionnaires were administered in both normal ($n = 102$) and “fake good” ($n = 103$) response conditions. In the “fake good” condition, participants were instructed to tailor their responses to make the best impression possible. The different measures were compared with regard to their ability to predict GPA and creative achievement. Specifically, Conscientiousness was used to predict GPA, while Openness was used to predict creative achievement. Results confirmed that our relative-scored measures were able to predict these outcomes in both response conditions (all $ps < 0.05$), whereas the standard Big Five questionnaire lost its predictive ability in the “fake good” condition (all $ps > .10$). The new measures proved to be more useful than traditional instruments for assessing the Big Five in conditions prone to biased responding.

E39

PURPOSE IN LIFE AS A MEDIATOR OF SELF-HANDICAPPING IN A COLLEGE POPULATION *Marc D. Kinon, Carolyn B. Murray; University of California, Riverside*—The present research study investigates the relationship between a person’s tendency to use self-handicapping strategies, and whether he or she has achieved purpose in life. Since purposeful living is equated with authentic living and well-being, it is predicted that individuals who employ self-handicapping strategies, which is seeking out or creating a handicap that interferes with performance in order to obscure the link between performance and ability, will be less likely to report they have achieved purpose in life, and less psychologically healthy, than non-self-handicappers. Specifically, it was predicted that self-handicapping would be negatively related to one’s perception of purpose and meaning in life, personal growth, openness to new experiences, conscientiousness, extraversion, agreeableness, efficacy, self-esteem, satisfaction with life, and subjective

happiness; positively related to one’s search for meaning, neuroticism, fear of negative evaluation, anaclitic depression (dependency), introjective depression (self-criticism), and loneliness. It was further predicted that purpose in life would mediate the relationship between efficacy and self-handicapping. Four hundred and sixteen students from an introductory psychology course were administered several questionnaires. It was found that self-handicapping was significantly correlated with all predicted personality characteristics and psychological factors. Furthermore, it was found as predicted that purpose in life mediates the relationship between efficacy and self-handicapping. These findings are discussed in terms of future research and therapeutic intervention.

E40

AN EXPERIMENTAL APPROACH TO UNDERSTANDING SOCIAL SUPPORT: IS CLOSENESS A MODERATOR OF SUPPORT EFFECTIVENESS? *Ashley Smith, Timothy Loving; University of Texas at Austin*—The current study utilizes Aron et al.’s (1997) closeness manipulation to experimentally test whether or not closeness attenuates participant stress responses when receiving non-evaluative support during a stressful situation. Participants included 106 undergraduate college students (56 male, 50 female) in same-sex stranger pairs. The strangers became acquainted during a 30-minute conversation involving either personal (high-disclosure) or shallow (low-disclosure) topics. One participant from each group was randomly assigned to prepare a 5-minute speech to present to a judge while the other participant provided support. After a 15-minute preparation period, participants were told that they did not have to give the speech. Salivary samples were collected from both participants to assess baseline, anticipatory reaction to the speech task, and end of preparation salivary cortisol levels. A repeated measures analysis of variance was used to analyze the cortisol samples with alcohol, caffeine and cigarette usage entered as covariates. For female pairs, presenters demonstrated an attenuated stress response in the high-disclosure condition relative to the low-disclosure condition. The pattern was the opposite for male speech presenters; they demonstrated an attenuated stress response in the low-disclosure relative to the high-disclosure condition. There was no difference in cortisol responses of support providers as a function of disclosure conditions.

E41

AM I GETTING BETTER OR WORSE? SELF-EVALUATIVE EFFECTS OF TEMPORAL AND SOCIAL COMPARISON *Ethan Zell, Mark Alicke; Ohio University*—Temporal comparison and social comparison have profound effects on people’s perceptions of their attributes, opinions, and abilities. The current set of longitudinal studies uniquely examined how individuals evaluate themselves when they have knowledge about both their improvement or decline over time, as well as their social status. In Study 1, participants completed 2 trials of a lie detection test separated by 6 weeks. After completing the first trial of the test, all participants were told that their performance was about average relative to the other 212 participants ostensibly involved in the study. After the second task trial, additional feedback was provided. Social comparison was manipulated by informing participants that they gained status and were presently above average, lost status and were presently below average, or remained about average. Temporal comparison was manipulated by providing feedback detailing that participant’s objective performance (i.e., number of correct responses) either “dramatically” improved or declined over time. Dependent measures included self-evaluations of task performance and ability to detect lies. Results indicate that temporal comparison information had a significant influence on self-evaluations of average and above average participants, but not participants that ranked below average. Study 2 replicated and extended these findings by demonstrating that temporal comparison has a significant impact on self-evaluations of below average individuals only when it has instrumental value (i.e., details whether one has gained or

lost an ability). Together, these studies establish that the self-evaluative effects of temporal comparison information are moderated by its instrumental value and one's social status.

E42**EMPATHY MAKES ONE'S GENERALIZED META-PERCEPTION MORE ACCURATE, BUT DISCOURAGES ONE FROM USING IT**

Yohsuke Ohtsubo; Nara University – The purpose of the present study was to explore relations between individual difference measures and meta-accuracy. Fifty-eight undergraduates (29 males and 29 females) participated in a series of three 10-min dyadic interactions with an unacquainted partner. After each interaction, participants rated impression of the partner with 15 adjective-pairs (impression rating), and inferred what impression they had conveyed to the partner with the same adjective-pairs (impression inference). After a week, participants rated what impression their opposite-sex friends generally have of them with the 15 adjective-pairs (general impression inference). Also, individual difference measures, such as empathy quotient, were administered. Each participant's meta-accuracy was defined as correlation between their "impression inference" and their partner's "impression rating." Besides, each participant's generalized meta-accuracy (i.e., how accurately one knows what impression he or she generally conveys to others) was defined as the correlation between their "general impression inference" and their partner's "impression rating." The results showed that empathy quotient score was positively correlated with the generalized meta-accuracy score, $r(n = 56) = .33, p = .01$, while none of the three meta-accuracy scores were not significantly correlated with the empathy quotient score (i.e., all r 's were lower than .20). A multiple-regression analysis revealed that those who were associated with high meta-accuracy tended to use their generalized meta-perception in their inferences, and once the generalized meta-accuracy level was controlled for, those who believed that they were not sensitive to others' mental states (i.e., less empathic people) tended to use the generalized meta-perception.

E43**THE CONSEQUENCES OF MYOPIC SELF-ASSESSMENTS IN COMPETITIONS: EVIDENCE FOR RATIONAL MYOPIA**

Jason Rose, Paul Windschitl, Mike Stalkfleet; University of Iowa – Myopically considering self-information when determining how we measure up to our opponents can lead to over-optimism about a victory in easy competitions and over-pessimism in hard competitions – even though such competitions should be just as easy/hard for our opponents as they are for us. While this myopia is assumed to produce biased and negative outcomes, there has not been much empirical work to show how meaningful the differences between myopic versus non-myopic thought actually are. In two experiments, we addressed whether judgment accuracy and monetary earnings suffered when people were myopic. In Experiment 1, participants first answered general-knowledge questions from easy and hard categories, then made subjective estimates about whether they would outperform a co-participant and placed bets on outcomes of the performances. Half of the participants were informed about myopic biases before providing subjective estimates and placing bets. Experiment 2 was identical to Experiment 1 except that a listing task was used instead of trivia questions and half of the participants were exposed to information about their opponent's expectations for good/poor performances in the task. The results showed that debiasing instructions decreased overall myopia and over-optimism and -pessimism biases when considering victories in easy/hard categories. However, debiasing instructions did not increase overall accuracy in judging outcomes or influence the money earned from bets. We conclude that the rationality of myopic thought is dependent upon the availability of diagnostic information about a comparative other and that, in some cases, it may be rational to myopically consider self-information.

E44**THE EFFECT OF IMPLICIT THEORIES ON SELF-CONTROL PERFORMANCE**

Dikla Shmueli¹, Mark Muraven², Tiffany Szymanski², Samantha Stevens², Andrew Philip²; ¹University of California, San Francisco, ²University at Albany – Research has shown that implicit theories may direct individuals toward different goals, and have implications for their responses in the face of failure. Specifically, individuals who hold an entity theory (believe that personal attributes are fixed) may attribute negative performance more to lack of ability, leading to helplessness in the face of failure, whereas individuals who hold an incremental theory (believe personal attributes are malleable) may attribute negative performance to lack of effort. In these two studies participants' implicit theories regarding self-control were manipulated, and the implications for self-control performance after an initial failure were investigated. In both studies participants completed a self-control task of inhibition (typing task -Study 1, Stroop task- Study 2) and were then given bogus negative feedback about their performance. Their implicit theory regarding self-control was later manipulated so as to lead them to believe that self-control is either fixed or malleable in nature. They then performed another task of self-control (inhibition task- Study 1, anagram persistence task- Study 2). Results of both experiments revealed that participants who were led to believe that an individual's self-control is a fixed attribute performed more poorly on the subsequent self-control task than those who were led to believe that self-control is malleable. That is, after experiencing a self-control failure, those who believed self-control is fixed were slower to inhibit responses on the computer task or persisted less time on the anagram task. These results demonstrate the important role of implicit theories in the domain of the self's executive function.

E45**DID I SAY THAT? EFFECTS OF SELF-INSIGHT ON INTERACTION WITH A DIFFICULT COLLEAGUE**

Sarah Angulo, Sam Gosling; The University of Texas at Austin – During the past decade, the importance of emotional intelligence (EI) has been widely studied and publicized. EI correlates positively with academic performance (Ashkanasy & Dasborough, 2003), social sensitivity, and quality of interactions with friends and members of the opposite sex (Lopes et al., 2003). At work, EI of supervisors correlates positively with their subordinates' commitment to their organization (Giles, 2001). People high in EI also tend to be rated more positively by their supervisors (Janovics & Christiansen, 2002). Despite the wide range of benefits of EI, there have not been efforts to develop techniques that can improve EI levels. The field is relatively silent on the topic of how people can achieve higher levels of EI. The current study seeks to find ways to improve people's EI. We hypothesized that self-insight, helping people understand their own behavior, would be an effective way of helping them change that behavior. Participants interacted with a difficult colleague, then viewed their behaviors on videotape. After viewing the videotape, participants perceived their own behavior more accurately and reported ways they would like to improve their behavior. To determine the effectiveness of the self-insight exercise, we also examined improvement in the participant's behavior during a later interaction with the same difficult colleague.

E46**SPONTANEOUS ROLE INFERENCE: SOME EVIDENCE IN JAPAN USING THE CUED RECALL TASK**

Christian S. Chan¹, Minoru Karasawa²; ¹University of Massachusetts Boston, ²Nagoya University, Japan – Spontaneous trait inference (STI)—that people unintentionally make dispositional judgment when encoding behavioral information—is a well-documented phenomenon. However, past research reveals that cultural differences may exist in such tendency. Although there is some evidence for STI in Japan, a culture that arguably places relatively less emphasis on personality in behavioral judgment, other forms of inferences may exist. Past studies suggest that social roles and behavior context are important

aspects in personality attribution among Japanese. Using the cued recall task, the current study tested whether social roles, such as occupations and social relationships, can be spontaneously inferred. After reading 18 sentences, 103 Japanese college students assigned into four conditions were asked to recall them using the provided role-, semantic-, literal cues, or without cue, respectively. The role and semantic cues were generated by previous pilot tests. Results show that literal cues elicited the best recall results, followed by role and semantic cues, and last, no cue. Although significantly better than the no-cue condition, members of the role-cue condition performed only marginally better than their counterparts in the semantic-cue group. The data provide some evidence that social roles are spontaneously elicited during the encoding process. In addition to trait, social role is an important category in understanding a behavior and should be further investigated.

E47**THE ROLE OF FAMILIARITY IN THE ATTRACTIVENESS OF AVERAGE INGROUP, OUTGROUP, AND ALIEN FACES.** *Jamin*

Halberstadt, Jonathan Jong; University of Otago – Average looking exemplars of both human and animal categories are more attractive than relatively distinctive ones. Halberstadt (2006) showed that this “prototypicality bias” can partially be explained by the subjective familiarity of prototypical category members, and that the contribution of subjective familiarity in a given animal category is inversely related to the animal’s perceived similarity to human beings. The current studies show that familiarity more strongly mediates the attractiveness of outgroup than ingroup members. In the first study, European participants independently rated either the attractiveness, familiarity, or prototypicality, of European, African American, or Asian targets. Although the three variables were highly correlated within each racial group, familiarity only mediated the averageness-attractiveness relationship among non-European targets. In a second study, participants judged a set of computer-generated faces described as police sketches of either humans or aliens. Familiarity mediated judgments of attractiveness of aliens, but not humans. The results are consistent with the hypothesis that the prototypicality bias originally evolved in relation to human faces, perhaps as a mate selection mechanism, and generalized to other stimuli in proportion to their perceived similarity to humans. They also suggest that, cognitively, outgroup members may be treated literally as sub-human.

E48**THE ILLUSION OF CONTROL THROUGH LUCK BELIEFS: LUCK, SUPERSTITION, AND ACHIEVEMENT MOTIVATION** *Ning Chen¹,*

Maia Young¹, Michael Morris²; ¹UCLA Anderson School of Management, UCLA, ²Graduate School of Business, Columbia University – Belief in luck has long been associated with superstitious behavior—an apparent surrendering of personal control—but recent research also demonstrates its positive correlation with achievement motivation (Andre, 2006)—desire for accomplishment and control. The current survey research explores the association between luck beliefs and these two dramatically different outcomes. Study 1 examined the relationship between both trait-like and state-like belief in luck and superstition propensity among individuals of Asian and American cultural backgrounds. 172 college students completed the belief in good luck scale (Darke & Freedman, 1997; Oner-Ozkan, 2003) and a superstition propensity scale. We found that personal, trait-like belief in luck is associated with superstitious behaviors among both Americans and Asians, although state-like belief in luck is only associated with superstitious behaviors among Asians. In Study 2, we hypothesized that individuals who hold trait-like belief in luck have a greater sense of personal control, which leads to higher achievement motivation. 347 college students completed the Darke & Freedman’s (1997) luck scale, a personal control belief scale (Menon et al, 1999), and Spence & Helmreich’s (1983) mastery scale. Results confirmed that belief in trait-like luck is associated with higher levels of

achievement motivation, and this relationship is mediated by feelings of personal control. These findings enrich the concept of luck beliefs by demonstrating that they may be associated with personally adaptive outcomes. They add to the extant literature on illusion of control as bolstering one’s resiliency in the face of challenges.

E49**GENDER DIFFERENCES IN CAREER INTEREST ARE MEDIATED BY LIFE GOALS** *Clifford Evans, Amanda Diekman; Miami University* –

Despite the increasing participation of women in the paid labor force, men continue to constitute a majority in mathematics and engineering careers, as well as in chief executive and general management positions overall. Women continue to constitute a majority in social service and educational careers, as well as in secretarial and support positions overall. This division may be explained by differences in men and women’s life goals. The current research used a social role perspective to examine gender differences in life goals and career preferences, and the relationships among gender beliefs, life goals, and gender-stereotypic career interest. Consistent with hypotheses, men endorsed status goals more than women, women endorsed family goals more than men, and life goals mediated the relationship between sex and gender-stereotypic career interest. Structural equation modeling indicated that a relatively more agentic than communal self-concept and prescriptive gender stereotype endorsement predicted status relative to family life goals, which then predicted greater interest in male-stereotypical than female-stereotypical careers. Inclusion of gender beliefs in the model reduced the path from gender to goals to nonsignificance, resulting in a model in which gender beliefs influence career interest through the mechanism of life goals. These findings suggest that gender differences in career interest can be explained by gender differences in the types of goals one attempts to fulfill via career selection. Understanding how men and women differ in life goals, and how gender-stereotypic careers might differentially fulfill such goals, are thus important factors in understanding continued occupational sex segregation.

E50**WHAT HAPPENS IF WE COMPARE CHOPSTICKS WITH FORKS? THE IMPACT OF MAKING INAPPROPRIATE COMPARISONS IN CROSS-CULTURAL RESEARCH** *Fang Fang Chen; University of Delaware* –

To make valid comparisons across different ethnic or cultural groups, it is important to examine whether the same construct is being measured. Little is known about the impact of making comparisons in cross-cultural research when measurement invariance is violated. Two studies were conducted to fill this gap. Study 1 examined the impact of lack of factor loading invariance on regression slope comparisons. When the reference group has higher loadings in the predictor, the regression slope is underestimated in the reference group but overestimated in the focal group; the opposite pattern is found when the reference group has higher loadings in the criterion. Study 2 examined the impact of lack of intercept invariance on factor means. When the reference group has higher intercepts, the mean is overestimated in the reference group but underestimated in the focal group. When lack of invariance is mixed rather than uniform, bias is reduced. The pattern of results is applicable to cases involving multiple constructs.

E51**THE EFFECTS OF STEREOTYPIC AND EMOTIONAL CONTEXTUAL INFORMATION IN PROCESSING RACE** *Cheryl Dickter¹,*

Bruce Bartholow²; ¹Union College, ²University of Missouri-Columbia – Although much research has examined the social categorization process, it is unclear how contextual information affects categorization. The current research sought to establish a timeline for this process using both behavioral (reaction time) and psychophysiological (event-related potentials; ERPs) measures. Additionally, this research examined how emotion- and stereotype-related contextual information might affect the

categorization process differently. Two studies were conducted using a modified flanker paradigm in which participants categorized targets as Black or White while context information, determined by emotion words (Experiment 1) or stereotype-related words (Experiment 2), was simultaneously presented. A test of racial bias (Payne's weapons task) was also used to ascertain possible connections between the categorization of racial cues and automatic and controlled components of racial bias. Behavioral and physiological results indicated that White participants did not process contextual information until later stages of processing, providing the first physiological evidence supporting previously proposed models of social categorization (e.g., Fiske & Neuberg's continuum model). There was also evidence that emotion- and stereotype-related information affected the categorization process differently. That is, participants showed a significantly stronger association between fear-related stereotypes and Black targets than other stereotypes, but processed all emotion-related information similarly. These results provide preliminary evidence that a fear-related stereotype (but not emotion) may be more connected to the Black category than are other negative stereotypes. Furthermore, there was no relationship between early attentional components of the ERP (e.g., P200) during categorization and the weapons task, suggesting that individual differences in bias do not affect behavior during automatic processing.

E52

BLAMING THE VICTIM: THE SOCIAL REPERCUSSIONS OF PROTESTING AGAINST TACIT RACISM AND SEXISM.

Clarissa Chavez¹, Zayra Longoria², Denise Joseph¹, Michael Zarate¹; ¹University of Texas at El Paso, ²Purdue University—The present research tests the hypothesis that individuals are evaluated negatively when protesting discriminatory acts but that negative social consequences are only somewhat avoided when the antagonist makes an explicit acknowledgement of their discrimination. Protesting tacit (subtle) prejudice provokes negative reactions – despite the fact most prejudice is expressed tacitly. Participants were given scenarios in which a protagonist displayed discriminatory behaviors in either an explicit or tacit manner. Participants evaluated the protagonists and victims on a series of dimensions. Finally, individual difference scores in social dominance orientation, system justification approach, and symbolic racism were used to predict reactions towards the victim. A 2 (participant sex) by 2 (explicit/tacit expression) design produced an expression type by sex interaction ($F(1,81)=9.28, p=.0031$). Female participants reported feeling warmer towards the victims of sexism within the tacit condition ($M=63.50, SD=18.07$) than in the explicit condition ($M=51.88, SD=13.53$), $F(1,39)=10.37, p=0.0026$ compared to male participants, who evaluated the woman particularly negatively in the tacit conditions. Results show significant positive correlations between system justification and warmth ratings for sexism victims in the explicit conditions ($r = .28, p = .0090$) and warmth ratings for tacit racism victims ($r=.43, p<.0001$). Results also show significant negative correlations between social dominance orientation and both warmth ratings for the tacit sexism victims ($r= -.27, p=.0109$) and warmth ratings for the racism victims within the explicit conditions ($r= -.21, p=.0521$). Our results show clear negative evaluations of the victims of tacit prejudice – despite the fact most prejudice is expressed tacitly.

E53

SPINNING FANTASIES INTO CONSUMER ATTITUDES: A FANTASY-REALIZATION PERSPECTIVE OF ATTITUDE FORMATION

R. Justin Goss, Ian Handley; Montana State University—Fantasy Realization Theory (Oettingen 1996) states that people can dwell on their negative reality, fantasize about a positive future, or mentally compare each. When individuals mentally compare, commitment to the goal of achieving their fantasy is influenced by expectations for goal attainability. Consistent with the attitude literature, such expectations can be influenced by the quality of arguments within an advertisement.

Persuasion research (e.g., Fishbein & Ajzen 1975) indicates that the presentation of strong or weak arguments influence individuals' expectations that an attitude object is likely to produce positive or negative consequences. Thus, by manipulating argument quality, it is possible to manipulate individuals' expectations that a fantasy is attainable. In the current study participants were induced to either dwell on negative realities that stand in the way of buying a new car, positive fantasies about buying a new car, or to mentally contrast both. They were then presented with an advertisement that offered excellent incentives for buying a new car (strong argument) or an advertisement that offered lackluster incentives for buying a new car (weak argument). As predicted, participants in the mental contrast condition who received a strong advertisement demonstrated more positive attitudes and higher expectations of buying a new car than those who received a weak advertisement. Further, participants in the other two conditions did not differ in their expectations or attitudes, regardless of which persuasive advertisement they received.

E54

WHAT HAVE I DONE? THE INFLUENCE OF PRIMING ON THE RECALL OF PAST BEHAVIOR.

Chris Loersch¹, Valerie E. Jefferis¹, B. Keith Payne²; ¹Ohio State University, ²University of North Carolina, Chapel Hill—Although a large literature has been generated in the effort to understand the many possible influences of a single priming event (e.g., Bargh, 2006; Higgins, 1996), the impact of priming on a person's memories of his or her own past behavior has, to date, been neglected. In the current work, we explore this possibility and outline its potential contributions to other priming effects, such as behavioral priming (Dijksterhuis and Bargh, 2001) and nonconscious goal pursuit (Chartrand and Bargh, 1996). We primed fifty-five participants with words related to the concept of achievement (or neutral control words). The impact on memory recall was then assessed by having participants spend five minutes retrieving examples of past instances in which they had "tried very hard to achieve at some task". Dependent measures included the number of instances retrieved, the average reaction time for retrieving each example, and the subjective ease of the recall task. Although priming did not significantly affect the number of examples retrieved during this time span, it did affect both the amount of time taken to generate each example and the ratings of how easy or difficult it was to complete the recall task. Participants primed with achievement related words generated examples significantly faster and experienced the task as easier than those in the control condition. These results suggest that priming influences the accessibility of prime-congruent personal memories. This process may contribute to other priming effects outlined in the literature.

E55

FROM CITIES TO SUBURBS: THE IMPLICATIONS OF RACIALIZED SPACE

Courtney Bonam, Jennifer Eberhardt, Hilary Burbank Bergsieker; Stanford University—Our world is filled with racial cues that influence the manner in which people perceive, think about, feel about, and interact with one another. With the current research, we investigate one racial cue that has received little attention within social psychology—physical space. In a series of four studies, we examine (a) the existence of race-space associations, as well as the extent to which exposure to images of spaces associated with Black Americans (e.g., inner cities) increases; (b) detection of Black faces, (c) activation of Black stereotypes, and (d) implicit anti-Black bias. Data collected thus far indicate that both Black and White Americans are associated with specific physical locations, and that Black spaces are rated more negatively than those with White associations. Additionally, results indicate that priming participants with a set of Black spaces can facilitate the speed at which Black faces, relative to White faces, are recognized as faces. Finally, data suggest that simple exposure to a negative Black space (e.g., inner cities) can activate negative stereotypes regarding Black Americans, as well as increase implicit

negative attitudes toward members of this group. These studies are significant because they implicate the physical environment in the triggering and maintenance of racial beliefs and attitudes.

E56**ENOUGH ABOUT ME, LET'S TALK ABOUT WE: EXAMINING THE LINKS BETWEEN A COUPLE'S EVERYDAY PRONOUN USE AND RELATIONSHIP STABILITY.**

Daniel Catterson, Richard B. Slatcher; The University of Texas at Austin – Recent studies suggest that pronoun use in conversations between romantic partners can provide insight into the overall health of the relationship (e.g., Agnew et al., 1998; Simmons et al., 2005). Such research, however, has been constrained by the methodological difficulty of capturing couples' naturalistic interactions outside of laboratory settings. With the help of the Electronically Activated Recorder (EAR), an unobtrusive device that records 30-second clips of conversations and ambient sounds roughly every 12 minutes, researchers are now able to study couples' interactions in their natural environments for extended periods of time. In the current study, 56 couples in committed dating relationships wore the EAR for two consecutive three-day weekends. Audio files for each couple were then transcribed and analyzed using a computerized text analysis program. A follow-up assessed which couples were still together six months later. Results showed that when couples were alone, there was a strong negative correlation between women's use of first-person singular pronouns ("I", "me", "my") and relationship stability. Women who used first-person plural pronouns ("we", "us", "our") while alone with their partners were more likely to have a stable relationship. When couples were together with other people (e.g., friends, family members), there was a positive correlation between men's use of first-person plural pronouns and relationship stability. Though correlational, these results extend findings from previous laboratory studies and suggest that the use of seemingly commonplace words may have important implications for those in romantic relationships.

E57**THE EMERGENCE OF SHARED BELIEFS IN FACE-TO-FACE VS. COMPUTER-MEDIATED GROUPS**

Bradley Okdie¹, Melinda Bullock², Helen C. Harton²; ¹University of Alabama, ²University of Northern Iowa – Dynamic social impact theory (Latané, 1996) suggests that everyday communication can lead to the emergence of culture. Four phenomena define this self-organization of cultural attributes: clustering (regional differences), consolidation (a reduction in minority viewpoints), correlation (an increase in associations between previous unrelated attributes), and continuing diversity. DSIT has been supported in face-to-face and anonymous computer-mediated discussions (see Harton & Bourgeois, 2004), but type of issue has been confounded with communication medium across studies. In this study, we directly compared clustering, consolidation, and correlation of attitudes in face-to-face and computer-mediated groups. Guided by the catastrophe theory of attitudes (Latané & Nowak, 1994), we also examined personal importance as moderator of self-organization. Participants gave their attitudes on several issues and rated how important each was to them. They discussed 8 of these issues (2 each for 4 levels of importance) for 4 minutes each in small groups in a face-to-face, anonymous computer-mediated, or nonanonymous computer-mediated discussion. They then rated the issues again. Consistent with previous research, attitudes became more similar, decreased in diversity, and became more intercorrelated after discussion. Face-to-face communication groups showed the greatest increases in clustering. Both clustering and consolidation increased most for high importance issues. This study provides further support for dynamic social impact theory and its integration with the catastrophe theory of attitudes. It suggests that the attitudes that are discussed face-to-face and are personally important to the group may be the most likely to become the shared beliefs that differentiate subcultures.

E58**A CHIMPANZEE MODEL OF NOVELTY SEEKING BEHAVIOR**

Hani Freeman, Susan Lambeth, Steve Shapiro, Samuel Gosling; University of Texas at Austin – Novelty seeking (NS) is a trait within the normal range of personality that is characterized by excitable, exploratory, impulsive, and extravagant behavior. High novelty seekers tend to engage in risky behaviors, such as high-speed driving, smoking, heavy drinking, promiscuity, and extreme sports. If we are to reduce the health risks to novelty seekers and those caught in their wake, it is important to develop models, which can be used to predict those risks. To uncover the genetic and biological bases of these traits, animal models are useful. As a preliminary step to developing a chimpanzee behavioral model of NS we assessed behaviors in response to a novel stimulus (a karate dummy). NS behavior in the testing situation was correlated with conceptually related personality ratings collected five years earlier (e.g. aggressive, $r = .36$; cautious, $r = -.41$; fearful, $r = -.37$) and health history data collected three years earlier (e.g. total number of injuries acquired, $r = .24$). In addition the behavioral codings support the construct validity of the NS behavioral test. Preliminary findings support the reliability of a chimpanzee model of NS and lay the ground work for future work on genetic, biological and environmental factors associated with this trait.

E59**GROUPS ARE DIFFERENT FROM THE SUM OF THEIR MEMBERS: FRAMING EFFECTS IN GROUP DECISIONS REVISITED**

Kerry F. Milch, Elke U. Weber, David H. Krantz; Columbia University – Framing effects have been found in studies of individuals for a range of decision domains. However, research on framing effects in group decisions has been inconclusive as to whether groups reduce or exacerbate framing effects (e.g., Neale, Bazerman, Northcraft, & Alperon, 1986; Paese, Bieser, & Tubbs, 1993). The current study examined framing effects among individuals and preexisting groups using a modified Asian disease problem and an intertemporal choice task. Some of the groups read the scenarios first individually and made individual decisions prior to group discussion. Other groups read the scenarios for the first time as a group. All groups had to reach consensus, and all participants (individuals and groups) provided post hoc written reasons for their decisions. For the Asian disease problem, groups showed a reduction in the framing effect compared to individuals. For the intertemporal choice about the acceleration or delay of consumption, groups who had made the decision individually before group discussion showed no framing effects. Groups making the decision for the first time as a group showed a framing effect in the opposite direction suggested by prior research with individuals (i.e., these groups discounted less in the delay condition). Participants' written reasons reliably predicted choice over and above the effect of frame. Additionally, we found that the same reason (e.g., fairness) affected choice differentially as a function of frame. Our findings provide more insight into the conditions under which groups may mitigate framing effects and the reasons that differentially predict group versus individual decisions.

E61**ETHNIC GROUP DIFFERENCES IN SELF-HANDICAPPING AND ATTRIBUTIONS TO PERFORMANCE**

Arpi Proudian, Patricia McFarland, Carolyn B. Murray; University of California, Riverside – Self-handicapping (SH) involves creating an impediment to performance in order to deflect attributions of poor ability in the event of failure (Jones & Berglas, 1978). The purpose of the present research is to explore whether there are ethnic group differences in levels of academic SH and performance attributions. Research has shown that higher status individuals self-handicap more than lower status individuals (Lucas & Lovaglia, 2005) and that there are no ethnic group differences in SH (Midgley, Arunkumar, & Urdan, 1996). Given the inconsistent literature on ethnic group differences in SH and the lack of literature on post-performance attributions, exploratory analyses were performed.

Participants were undergraduates from a southern California university. One week before a midterm examination, participants (N=178) completed the first set of questionnaires, which included the Academic Self-Handicapping Questionnaire. The second assessment took place after receiving midterm grades, when participants (N=137) completed questionnaires assessing causal interpretations of their performance outcome. There was not a significant difference in SH among ethnic groups. However, it was found that among high self-handicappers, Caucasians attributed poor performance to uncontrollable factors and successful performance to controllable factors (supporting the original theory of SH; Jones & Berglas, 1978), whereas African Americans attributed poor performance to controllable factors and successful performance to uncontrollable factors (supporting the re-conceptualized model of SH; Murray & Warden, 1992). Results suggest that there are ethnic group differences in self-handicappers' performance attributions.

E62

MOTIVATIONAL UNDERPININGS OF SHARED REALITY *Boyka Bratanova, Yoshi Kashima; University of Melbourne* – Using the communication game paradigm, the study extends the existing literature in 3 ways: (1) introduces a group as a target of communication; (2) demonstrates the moderation role of shared reality in the audience tuning effect on memory; and (3) tests Hardin and Conley's (2001) Relational model to cognition. In this model, relational and epistemic needs are hypothesized to drive the establishment of shared reality, and in turn are satisfied through its achievement. We operationalized epistemic and relational motivations as participants' need for closure and their desire to belong to their in-group respectively. The outcome of achieving shared reality was predicted to result in a strengthened interpersonal bond with one's communicative partner and greater informational closure about the topic of communication. Path analysis revealed that stronger experience of shared reality indeed led to greater favorability felt towards one's communicative partner. Informational closure was related to shared reality through the interpersonal outcome in the expected direction. In addition, communicators' subsequent biased memory about the topic (i.e. audience tuning) was moderated by their experience of shared reality. Participants who indicated moderate or strong experience exhibited memory distortion about the target of communication in the direction of their audience's attitude. Those who scored low on the shared reality measure had no memory bias, despite having previously tuned their message towards their audience's attitude. Lastly, the study successfully introduced group (vs. individual) target of communication to through a bridge between the communication game paradigm to research on stereotypes development in communication.

E63

LANGUAGE SHAPES CULTURAL VALUES: AN EXPERIMENTAL STUDY *Irem Uz, Markus Kemmelmeier; University of Nevada, Reno* – Previous research in cross-cultural psychology proposed that the grammatical structure of a language promotes individualist cultural values to the extent that it forces speakers to explicitly mention an agent in a sentence. The "pronoun drop" languages (e.g., Spanish, Turkish) which allow omission of pronouns as sentence subject (e.g., "Hablo ingles" vs. "Yo hablo ingles") do not force speakers to mention the agent of a sentence and are typically found in collectivist societies. By contrast, languages that do not allow omission of the pronoun (e.g., English, German), thus forcing speakers to be explicit about the agent, are spoken in individualist societies. The present study sought to simulate the hypothesized dynamic underlying these findings in a survey experiment using Turkish-English bilingual students. In addition to the language of the experiment, we varied whether self-descriptive statements assessing psychological individualism were presented with or without a pronoun. Further, because languages allowing pronoun-drop also allow a more flexible positioning of pronouns, we varied pronoun position when Turkish was used. Results showed both language priming and pronoun position effects, but no pronoun-drop effects. Participants were higher in

horizontal individualism when the questionnaire was in English, and higher in vertical individualism when, in Turkish, the pronoun was presented at the beginning of the sentences than when presented at the end. These results require a reexamination of previous claims regarding the effects of pronoun-drop, and draw attention to grammatical flexibility as a linguistic precursor of cultural orientation. The discussion contrasts this new theoretical proposal with the pronoun-drop literature.

E64

POLITICAL SELF PRESENTATION CONCERNS *Chris Miller, Mark Snyder; University of Minnesota* – It is proposed that self presentational concerns may inhibit active engagement and participation in the political process. While voting and civic engagement are respected, partisans are often stereotyped as extreme caricatures of their belief structure. Many may avoid a partisan identity for this reason. A series of studies were conducted to construct and test a measure of Political Self Presentation Concerns. In Study 1, thirty-eight potential scale statements were presented to 195 undergraduate students. Eighteen items were selected to comprise the PSPC scale ($\alpha = .9$). In Study 2, 154 undergraduate students completed the scale of PSPC, political efficacy (a classic predictor of political involvement), and self monitoring (a more general scale of self presentational concern). Participants also completed measures of their prior and projected political participation. PSPC did not correlate with political efficacy, and only weakly with self monitoring ($r = .16$), indicating PSPC measures a factor independent of these scales. Political efficacy correlated with projected participation ($r = .27$), but PSPC correlated with both prior ($r = -.32$) and projected participation ($r = -.45$), such that those higher in PSPC participated less. In Study 3, 250 participants (undergraduate students and an internet sample) completed the political inhibition scale prior to an election, and after the election reported their political participation. As hypothesized, PSPC significantly predicted participation in the election. Political Self Presentation Concerns have a significant effect on political behavior, and may increase with partisan rancor. The negative effects, such as decreased participation, more divisive political agendas are discussed.

E65

EMPATHY AND AUTOMATIC AGE BIAS: THE ROLE OF OTHER-ORIENTED FEELINGS *Tomoko Oe, Yusuke Takahashi, Jiyeon Kim, Kazuo Shigemasa; University of Tokyo* – Two studies confirmed that other-oriented affective empathy negatively related to automatic affective age bias. In Study 1, undergraduates (N=69) completed the Interpersonal Reactivity Index (IRI; Davis, 1983) consisting of four subscales: Empathic Concern, Personal Distress, Perspective Taking, and Fantasy. More than two weeks later, they completed two Implicit Association Tests (IATs; Greenwald et al., 1998) designed to assess automatic age bias toward the young and the elderly. The pleasant-unpleasant IAT was used to measure affective bias, and the strong-weak IAT to measure both affective and cognitive bias. Results indicated that only the Empathic Concern subscale was negatively correlated with the pleasant-unpleasant IAT bias. In Study 2, undergraduates (N=87) completed the IRI and the Japanese version of the Questionnaire Measure of Emotional Empathy (QMEE; for the original scale, Mehrabian & Epstein, 1972). The QMEE consists of three subscales: Emotional Warmth, Emotional Coldness, and Emotional Susceptibility. More than one week later, they completed six IATs including the pleasant-unpleasant IAT, the personalized IAT (Olson & Fazio, 2004), and two IATs that measure both emotional and cognitive bias. The personalized IAT was used to measure personal affective bias reducing the contamination of extrapersonal bias. Results indicated again that the Empathic Concern subscale was negatively correlated with both the pleasant-unpleasant IAT and the personalized IAT bias. The Emotional Warmth subscale was correlated with the pleasant-unpleasant IAT bias. These results suggest that not cognitive empathy and self-oriented affective empathy but other-oriented affective empathy mitigates automatic affective age bias.

E66

SOCIAL CLASS, CONTROL, AND EXPLANATIONS OF RISING ECONOMIC INEQUALITY

Michael Kraus, Dacher Keltner; University of California, Berkeley – Extending previous research on perceptions of injustice in society (Kleugel & Smith, 1986), the present study examined explanations of economic inequality. It was proposed that social class shapes explanations of economic inequality through its impact on what one believes can or cannot be controlled. Previous research has shown a strong positive correlation between social class and sense of control (Lachman & Weaver, 1998). In essence, the scarce resources of lower-class individuals leads those individuals to infer that their outcomes are outside of their control while the abundant resources of higher-class individuals leads those individuals to infer that their outcomes are controllable. Participants were shown a graph displaying a rise in economic inequality in society and rated how important each of a series of factors were to causing the observed inequality. Social class was assessed using subjective and objective indices. Sense of control was assessed using self-reports of personal mastery and perceived constraints. Social class was associated with explanations of economic inequality such that lower-class was associated with endorsing uncontrollable context-related factors such as economic structure and inheritance while higher-class was associated with endorsing controllable disposition-related factors such as effort and ability. The predicted relationship between class and perceptions of economic inequality was mediated by sense of control, and held when controlling for the effects of ethnicity and gender. To our knowledge, the results provide the first evidence that sense of control is one possible mechanism by which social class shapes perceptions of injustice in society.

E67

FEMALES' DISCREPANCIES WITH "OTHER" SELF-GUIDES, REGULATORY FOCUS, AND REJECTION SENSITIVITY: THEIR IMPACT ON AGGRESSION IN RELATIONSHIPS

Jennifer Boldero¹, Marlene Moretti²; ¹University of Melbourne, ²Simon Fraser University – Rejection sensitivity (Downey & Feldman, 1996) is a factor in female relational aggression. The present study examined the impact of regulatory focus, specifically the extent to which females are promotion- and prevention-focused, on the link between rejection sensitivity and overt and relational aggression, and conflict in one specific relationship – that with the “most important” other. We also considered the impact of another indicator of self-regulator success - discrepancies with the ideal and ought self-guides provided by the most important other. Participants completed Higgins et al.'s (2001) regulatory focus questionnaire; Little, Jones, Henrich, and Hawley's (2003) measure of overt and relational aggression, and Wish, Deutsch, and Kaplan's (1976) Conflict scale, and Francis, Boldero, and Samball's (2006) self-lines measure. The majority of participants' most important relationship was with their mother. Both conflict and overt aggression were predicted by promotion pride (the subjective history at self-regulating with regard to the presence and absence of positive outcomes). In contrast, the interaction of rejection sensitivity and Ought Other discrepancies was a predictor of relational aggression. Those with large Ought Other discrepancies had strong positive associations between rejection sensitivity and relational aggression whereas those with small Ought Other discrepancies evidenced no association. These results demonstrate that those who expect rejection and who experience the presence of negative outcomes in their relationship are those who are more likely to engage in relational aggression. One reason for this maybe that these individuals, because of their expectancies and relational experiences, have little to lose in these relationships.

E68

EFFORT REGULATION STRATEGIES IN GOAL CONTAGION

N. Pontus Leander, James Shah; Duke University – The goal contagion hypothesis states that people may automatically adopt and pursue goals

that are implied in others' behavior. Evidence suggests that effort regulation may cause us to set lower performance standards (see Wright, 1998) and quit tasks sooner (Baumeister, Bratslavsky, Muraven, & Tice, 1998). This work suggests that it may also cause us to take on fewer goals, especially those imposed by others. In Study 1, participants read a scenario in which a close friend's behavior either implied a goal to help with hurricane relief or not. We assessed participants' effort regulation efficacy and willingness to help in local relief efforts. Results revealed an interaction of goal prime and effort regulation, such that poor effort regulators were less likely to spontaneously adopt their friend's goal. In Study 2, participants were asked to imagine that they had invested great (or typical) amounts of effort in a class that was of great (or average) importance to them, after which they read that a friend was either in pursuit of an academic achievement goal, or not. Participants' adoption of a similar academic achievement goal was measured by their performance on a lexical decision task. A two-way interaction of goal prime and prior investment of effort, as well as a three-way interaction of goal prime, effort investment, and the importance of the course, suggested that reduced effort in their own pursuits prevented participants' adoption of a friend's related goal. Together, these studies provide evidence that effort regulation strategies can moderate goal contagion.

E69

THE POWER OF FRIENDS: HOW WHITES' DIVERSE FRIENDSHIP NETWORKS REDUCE THREAT AMONG BLACKS

Daryl Wout, Mary Murphy, Claude Steele; Stanford University – The present research explores the effect of White's racial friendship networks on Blacks' concerns prior to an interracial interaction. Black and White college students anticipated an interaction with a White student who had an all White friendship network or a racially diverse friendship network. Results demonstrated that Blacks were less concerned about being stereotyped, and perceived that they would have to contend with fewer threatening identity contingencies when their White interaction partner had a racially diverse network of friends compared to an all White network of friends. Path analyses revealed that the processes by which friendship network diversity affected Blacks and Whites were substantially different. A partner's diverse friendship network caused Blacks to be less concerned about being negatively stereotyped, leading them to perceive their partner as more friendly. This in turn caused Blacks to perceive they would have to contend with fewer threatening identity contingencies during the interaction.

E70

FEELING SUPPORTED AND FEELING SECURE: HOW ONE PARTNER'S ATTACHMENT STYLE PREDICTS THE OTHER PARTNER'S PERCEIVED SUPPORT, FELT SECURITY, AND RELATIONSHIP SATISFACTION.

Lisa Jarenka, Heidi Kane, Nancy Collins; University of California Santa Barbara – Attachment theory assumes and explicitly acknowledges that one partner's outcomes are inextricably linked to the other partner's personality and behavior. While this concept is a core assumption of this and other theories, most research on attachment and relationships has taken an intrapersonal perspective in which one partner's attachment is linked to his or her own relationship outcomes. As such, there is little empirical work addressing the links between one partner's attachment and the other partner's relationship experiences; and there is even less work that identifies the specific interpersonal processes through which these dyadic effects occur. This study explored the association between one partner's attachment style and the other partner's relationship experiences (N=111 couples). It was hypothesized that individuals would be more satisfied in their relationship when their partners were more secure (lower in attachment avoidance and anxiety), and that this association would be mediated by perceived caregiving and relationship-specific felt security. Results indicated that men were less satisfied when their female partners were higher in attachment anxiety,

whereas women were less satisfied when their male partners were higher in attachment avoidance. Structural equation modeling revealed that these links were partially mediated by caregiving and relationship-specific security. Specifically, individuals who were involved with insecure partners were less satisfied, in part, because they perceived their partners to be less effective caregivers, which made them feel less secure in their partner's love.

**E71
THE INFLUENCE OF VISUAL PERSPECTIVE ON OPTIMISTIC FUTURE PREDICTION** Rumiko Dohke, Koji Murata, Saki Arizono, Kayoko Miyazawa, Yoko Murakami, Naoko Numano; Hitotsubashi University—

Research on autobiographical memory that examined the effect of visual perspective found that people who remembered their past using first-person perspective perceived consistency between their present and past selves, whereas those who used third-person perspective perceived discrepancy between their present and past selves (Libby & Eibach, 2002). In this study we investigated whether the visual perspective influences people's prediction of their future action. Based on the past finding, we predicted that when people imagined their future selves from first-person perspective, their current self-views would influence their future perceptions because they perceived consistency between their current and future selves. We also predicted that when using third-person perspective, their current self-views would not influence their future perceptions because they perceived discrepancy between their present and future selves. Fifty-two undergraduates worked on a simple academic task and received either positive or negative feedback, which was the manipulation of enhanced versus threatened current self-view. Then they imagined their potential future action (i.e., giving a presentation to business partners) from first-person or third-person perspective. After imagining their future action, they rated how positive the action was. The result revealed a significant 2 (Perspective: first vs. third) \times 2 (Current self-view: enhanced vs. threatened) interaction. As predicted, in the first-person perspective condition, those who held positive current self-view imagined more optimistic future self than those who held negative current self-view. In the third-person perspective condition, the current self-view didn't influence the degree of optimistic image of future self. The implications of our finding are discussed.

**E72
GENDER ROLE IDENTIFICATION AND GENDER ROLE CONFLICT: PREDICTING ADULT ROMANTIC ATTACHMENT** Sean M. Laurent¹, Paula R. Pietromonaco²; ¹University of Oregon, Eugene, ²University of Massachusetts, Amherst—

Adult attachment theory (e.g. Hazan & Shaver, 1987) suggests that individuals differ in how they view themselves in relation to others. Although anxious and avoidant attachment styles might seem congruent with stereotypical female and male sex roles, men and women typically do not differ on these dimensions. Several studies of adult attachment (e.g. Kirkpatrick & Davis, 1994; Powers et al., 2006) have, however, shown that attachment style effects are moderated by gender, suggesting the importance of understanding the connection between attachment and gender. The current study investigated a relationship between gender role identification, gender role conflict, and adult attachment. Participants were 199 students from the University of Massachusetts who completed standard measures of gender identification (Bem Sex Role Inventory; Bem, 1974; Extended Personality Attributes Questionnaire; Spence, 1979), a modified measure of gender role conflict (Gender Role Conflict Scale; O'Neil et al., 1986), and a standard measure of adult romantic attachment that includes subscales measuring anxiety and avoidance (Experiences in Close Relationships scale; Brennan et al., 1998). As hypothesized, results showed that for women and men, higher femininity and lower masculinity predicted higher anxious attachment, higher masculinity and lower femininity predicted higher avoidant attachment, and higher gender role conflict predicted less secure attachment (i.e. more anxious

and avoidant attachment). The total variance in attachment explained by these constructs was between 19-49%. These findings suggest that gender roles are related in important ways to adult attachment, and that attachment research would benefit from using more refined measures to assess gender role identification.

**E73
SIMILARITY ATTRACTION, RELATIONSHIP MOBILITY, AND ACTUALLY SELECTING SIMILAR OTHERS: HOW SOCIAL STRUCTURAL DIFFERENCES BETWEEN JAPAN AND THE UNITED STATES AFFECT INTERPERSONAL SIMILARITY** Joanna Schug, Masaki Yuki; Hokkaido University—

Several studies have found Americans to rate both self-friend and within-group similarity higher than Japanese. The current study attempts to explain these differences in terms of the differing social structure within each country. According to Yamagishi (1998), America is an "open society," where individuals have many opportunities to meet and choose interaction partners. In contrast, Japan is a "closed society" in which individuals are bound in commitment-based relationships. In an open society, individuals who prefer similar others have many opportunities to select partners who are similar to themselves. Closed societies, on the other hand, offer few opportunities to venture outside of current relationships to meet and choose new interaction partners. In such a society, even if one were to prefer similar others, opportunities to meet and select one's own interaction partners are few in number. Thus, we predicted that Americans, who have more opportunities to meet and select interaction partners, would report higher levels of similarity with their friends. In addition, we predicted that cultural differences in self-friend similarity would be explained by the beliefs regarding the amount of chances individuals to meet and choose interaction partners in a particular society, or, Relationship Mobility. To test this hypothesis, a study of 116 American and 75 Japanese students was conducted. Replicating previous studies, Americans rated levels of self-friend similarity (when compared to an acquaintance as a baseline) higher than Japanese. In addition, this difference was successfully mediated by differences in Relationship Mobility. Implications and directions for future research are discussed.

**E74
WHEN YOU HAVE FRIENDS LIKE THESE...: PREDICTING RELATIONSHIP LONGEVITY FROM COUPLES' INTERACTIONS WITH OTHERS** Michael Ullanday, Richard Slatcher; The University of Texas at Austin—

On their own, romantic relationships consist of only two people. But relationships do not occur in a vacuum—oftentimes couples interact with others (e.g., friends, family, etc) in their daily activities together. Indeed, previous studies have shown that the quality and longevity of romantic relationships may, in part, be a function of the social networks in which they exist (Agnew et al., 2001; Burger & Milardo, 1995). Using the Electronically Activated Recorder (EAR)—which unobtrusively provides naturalistic data about communications between and around members of a given relationship—we examined the association between couples' engagement in social activities with social network members and relationship longevity. Fifty-six couples in committed dating relationships participated in the study over 2 long weekends; each member of the couple was given an EAR, which sampled 30s sound clips every 12 minutes. Results showed that couples' interactions with social network members strongly predicted relationship stability. These findings point to the usefulness of studying couples in their natural environments and to the importance of couples' interactions with social network members in predicting the eventual fate of relationships.

**E75
IMITATION OF EMOTION: HOW MEANING CAN LEAD TO AVERSION** Sytse van der Velde, Ernestine Gordijn, Diederik Stapel; University of Groningen, Netherlands—

Can imitation lead to less liking? Previous research suggests that this is not very likely. In most studies

imitating a target led to more liking of that target by the participant. However these studies often look at the imitating of neutral behavior, like touching the face or wiggling a foot, while behavior in real life is rarely neutral. More often than not behavior has meaning: facial expressions are the ultimate example of this. An angry expression can mean for example that somebody is dissatisfied with someone, for instance the person that he or she is looking at. When such an angry expression is imitated would this still lead to more liking? The dissatisfaction or even hostility that is conveyed by an angry expression is a negative message for the perceiver. We think this would be amplified by imitation and as such have a negative effect on liking. In the same line of reasoning we expect a positive message to be amplified as well, which should lead to more liking of the target. In two experimental studies we show this exact pattern. Participants who imitated a happy person liked this person more. And more importantly participants who imitated an angry person liked this person less. So indeed imitating does not always lead to more liking. The meaning of the behavior and the message it is sending can be of great importance to the effects of imitating someone. Imitating negative behavior can have a negative impact on your relationship.

E76

“WHAT WE GET IS WHAT WE WANT?”- FIT OF PERCEIVED AND DESIRED MERGER PATTERN AS A PREDICTOR OF MERGER SUPPORT *Susanne Täuber¹, Ilka Gleibs¹, Garcia Tendayi Viki²*; ¹International Graduate College, Friedrich-Schiller-University, ²University of Kent at Canterbury – Using an intergroup perspective this paper examines organization member’s motivation to support a merger. Previous research has shown that the motivation to support a merger depends on premerger status and perceived merger patterns (Giessner, et al., 2006). Merger patterns define the way in which organizations combine and indicate organizational dominance within the new organization. Following SIT (Tajfel & Turner, 1986), Giessner et al. (2006) argue that organization members support a merger more if they perceive the situation as advantageous for their previous ingroup or correspondingly when their motivation for an optimal position is fulfilled. However, we further hypothesize that not only the perceived merger pattern (i.e. actual situation) but also the desired merger pattern (i.e. ideal situation) plays an essential role in supporting the merger process. In essence, we are concerned with the consequences of (mis-) fit of perceived and desired merger pattern. We predict that the influence of status and merger pattern on merger support is mediated by (in-) congruence of perceived and desired merger pattern. Experimental studies (Study 1 and 2) manipulating (mis-) fit as well as a longitudinal field study (Study 3) confirmed our hypothesis. Fit of perceived and desired merger pattern influences merger support positively both in the high- and low-status group and mediates the direct effect of status and actual merger pattern on support. Additionally, mis(-fit) influences perception of threat and continuation. Results will be discussed in regard to SIT and related intergroup approaches (i.e. Mummendey et al., 1999).

E77

EFFECTS OF SHARED KNOWLEDGE ON ILLUSION OF TRANSPARENCY *Mia Takeda, Makoto Numazaki; Tokyo Metropolitan University* – We examined the effects of perceived amount of shared knowledge on target’s illusion of transparency (a tendency that people overestimate the degree to which their preferences were known by others) and perceiver’s illusion of transparency (a tendency that people overestimate the degree to which they accurately understand the target’s preferences). Takeda and Numazaki (2005) found that the magnitude of illusion of transparency was greater in intimate relationships than in non-intimate relationships. In this study, we tried to clarify the process behind this phenomenon and focused overestimation of usefulness of shared knowledge. Participants were fifty-four same-gender pairs of previously unacquainted undergraduates. Pair members were randomly assigned to the role of target or judge. They indicated their preferences for a set of

various things. Only pair members in share condition exchanged their answer each other as their shared knowledge. Indeed, this shared knowledge could hardly be useful to predict target’s another preferences. Then targets were asked to indicate their preferences for other twelve things and inferred whether the perceiver would be able to correctly predict their preferences. Perceivers predicted the target’s preferences for the 12 things and inferred whether their each prediction was correct or not. Results showed that targets overestimated the degree to which their preferences were correctly inferred by the perceiver, and that perceivers overestimated the degree to which they correctly inferred the target’s preferences. The magnitude of perceiver’s illusion of transparency was greater in share condition than in non-no-share condition. These findings were discussed in terms of interpersonal conflict.

E78

THE ATTENTIONAL HOLDING EFFECT FOR EMOTIONAL PICTURES: DO BIOLOGICAL EMOTIONAL STIMULI AND SOCIAL EMOTIONAL STIMULI EQUALLY HOLD ATTENTION? *Michiko Sakaki; University of Tokyo* – People have a difficulty to disengage attention from emotional stimuli, which is the attentional holding effect (e.g., Fox et al., 2001). In the present study, two experiments were conducted to compare the attentional holding effects for biological emotional stimuli with those for social emotional stimuli. In Experiment 1, participants were presented with one of the following pictures at the center of a computer screen for 150 ms: (a) biological emotional pictures which depicted a gun or appetizing food and so on (biological condition), (b) social emotional pictures which depicted a crying child or a happy family and so on (social condition), (c) neutral pictures such as a bus or a building (neutral condition), and (d) a row of asterisks (control condition). Following this, a dot-probe appeared randomly in one of eight peripheral locations and participants were required to localize the spatial location of the dot-probe as fast as they could. The results indicated that response latencies for the dot-probe were significantly longer in the biological and the social conditions than in the neutral and the control conditions (i.e., the attentional holding effects for emotional stimuli). More importantly, participants took significantly longer to respond the dot-probe in the biological condition than in the social condition, although the social emotional pictures versus the biological emotional pictures were of comparable valence, arousal, and simplicity. These results were replicated in Experiment 2. Thus, it was suggested that biological emotional stimuli hold attention more strongly than social emotional stimuli.

E79

CONSTRUCTION OF JAPANESE BOND SCALE *Yoshiyasu Tochichi¹, Osamu Takagi²*; ¹Soai University, ²Kansai University – Japanese bond (KIZUNA in Japanese), similar with the concept of attachment, is a culturally unique concept, and regarded as a dynamic expectation about mutual relationships that creates a sense of linear connection among people. One can form Japanese bonds with relatives, close others, friends in community, and colleagues at work, for instance. Although a common phenomenon in Japan, no scales have been constructed, and psychological effects are yet to be clearly identified. Our purpose is to construct a Japanese bond scale, and see how Japanese bond influences the satisfactory degree of relationships. In study 1, factor analyses with the scores from college students (N=220) revealed 4 factors, such as “emotional benefit,” “negativity and instability,” “precedence factor,” “natural occurrence,” and examined the construct validity with various scales of sense of trust. As a result, the emotional benefit factor was correlated with the sense of trusting, the sense of being trusted, and the trust to others. Also, precedence factor was correlated with the sense of being trusted, and the trust to others. Study 2 examined the test-retest reliability (N=97) of the scale, and confirmed its reliability. The regression analyses with total participants (N=317) revealed that the satisfactory degree of mother-child relationship was significantly influenced by the

emotional benefit factor and the natural occurrence factor. To be assured or thankful to have Japanese bonds, and to believe that Japanese bonds naturally occur enhanced the satisfactory degree of relationships between mothers and children. Possible explanation of the findings will be discussed.

E80

THE ALLURE OF FORBIDDEN FOOD: ON THE ROLE OF ATTENTION IN SELF-REGULATION *Esther Papies, Wolfgang Stroebe, Henk Aarts; Utrecht University*—Pursuing a weight-loss diet often requires ignoring the temptation of palatable food for the sake of one's long term goal of dieting. However, earlier research has shown that restrained eaters (i.e., chronic dieters) have difficulty resisting palatable food when they encounter palatable food cues in their environment. The present studies were set up to investigate the impact of palatable food cues on the self-regulatory mechanisms of restrained eaters, and more specifically, on restrained eaters' wanting for food. Based on recent work on motivation and attention, wanting was assessed by measuring shifts of selective attention in a visual probe paradigm. Consistent with our hypotheses, it was found that restrained eaters shifted their attention towards palatable food words when they had been pre-exposed to palatable food cues. However, this attentional bias did not occur when restrained eaters were subliminally primed with their dieting goal after the food pre-exposure. It is concluded that the perception of palatable food activates wanting and suppresses the dieting goal of restrained eaters. However, this effect can be undone by subtly reminding restrained eaters of their diet. These results are discussed in the context of implicit processes in self-regulation.

E81

IMPLICIT ASSOCIATIONS MEASURING MORE THAN IMPLICIT EVALUATIONS: A GO/NO GO TEST OF THE FOLK PSYCHIATRY MODEL *Leah Kaufmann, Nick Haslam; University of Melbourne*—Research using measures of implicit association has been dominated by the study of implicit evaluations. Few studies have examined associations beyond those between attitude objects and bipolar attributes (e.g., valence). The current study employed the Go/No go Association Task (GNAT; Nosek & Banaji, 2001) to examine a model of perceptions of mental disorder (Haslam, 2005). This "folk psychiatry" model proposes four distinct dimensions along which disorders are perceived (pathologizing, moralizing, medicalizing and psychologizing), none of which directly involve valence. Sixty-four participants completed 11 short GNAT blocks to examine the associations between sets of mental disorders (selected to exemplify particular dimensions), concepts of abnormality (i.e., pathologizing), and the three explanatory dimensions. Mental disorders were more strongly associated with abnormality than normality, and both medicalized- and psychologised-mental disorders were more strongly associated with their predicted dimension (i.e., medicalizing and psychologizing, respectively) than with other dimensions. These findings demonstrate the first implicit support for the folk psychiatry model, revealing that Australian undergraduates typically conceptualize mental disorder in terms of biomedical and psychological, rather than moral explanations (i.e., moralizing). Furthermore, these findings provide evidence for the utility of the GNAT for studying cognitive structures beyond bipolar attributes.

E82

HOW IMPLICIT THEORIES AND REJECTION SENSITIVITY MODERATE THE COPING RESPONSE TOWARDS SOCIAL FAILURE *Cheuk Yu Yuen, Grace Wai-man Ip; Hong Kong Shue Yan College*—Why not all high rejection sensitive individuals have the motivation to take remedial course after receiving social failure since it is a very uncomfortable situation for them? The present study proposed implicit theories of social competence as a moderator and predicted that among high rejection sensitive participants, only those incremental theorists who

believe that social competence is malleable would take remedial social competence course while those entity theorists who believe social competence is fixed would not. Furthermore, implicit theories did not have any motivational effect on low rejection sensitive participants as they are less sensitive on social failure. In the first phase, 90 undergraduate students participated in a maneuver referential communication assessment task based on Fussell and Krauss (1992)'s paradigm where they are required to describe 5 similar pictures of flowers so that a research assistant could pick them up among 10 similar pictures, then they filled in a battery of questionnaires including Downey & Feldman (1996)'s rejection sensitivity questionnaire and an implicit theories of social competence questionnaire constructed based on Dweck's implicit theories. In the last phase, participants received negative feedback on their communication task and indicated their willingness to take remedial course while filled in another battery of questionnaires. Results supported the present predictions implying that the interaction of people's implicit theories and rejection sensitivity better predict when individuals will have the motivation to initiate change of their competence by taking remedial actions. Applications and further studies will be discussed.

E83

SELF-DISCREPANCIES AND COMPLEXITY FROM THE OWN AND OTHER STANDPOINTS: COMPARISONS BETWEEN DEPRESSED AND NON-DEPRESSED INDIVIDUALS *Alexandra*

Parker^{1,2}, Jennifer Bolde¹; ¹The University of Melbourne, ²ORYGEN Research Centre, Parkville, Victoria, Australia—Depression is a high-prevalence disorder that involves disordered/ maladaptive factors both within the individual (e.g., coping style) and their environment (e.g., family relationships). The present study examined interactions between self-discrepancies, from both the own and other standpoint, and the complexity of representations of self and significant others as predictors of depression in clinical and non-clinical samples. Actual-ideal own (AI) and other (AIO) and actual-ought own (AO) and other (AOO) self-discrepancy magnitudes were assessed, along with the complexity of representations of self and others. Depression and anxiety symptoms were assessed using the Beck Depression (BDI-II) and Anxiety (BAI) Inventories. Significant differences between the groups were found with the depressed group reporting larger self-discrepancy magnitudes and higher negative affect. Depression was predicted by the main effects of AI and AIO self-discrepancies, as well as the interactions between AI self-discrepancies and number of self-aspects, and the interaction of AI self-discrepancies and overlap between aspects. The findings of this study suggest that depression can be predicted by discrepancies between how one 'actually is' and how one would ideally like to be and how they perceive others would ideally like them to be. Furthermore, a more complex structure of self knowledge, namely a larger number of aspects and less overlap among the attributes which describe these aspects, moderates the impact of the relationship between AI self-discrepancies and depressive affect. Combined, these results indicate that the both the structure and content of self knowledge impact on the experience of depression.

E84

(IN)EQUALITY IS IN THE EYE OF THE BEHOLDER: PRIDE, GUILT, AND SYMPATHY AS FEELINGS OF BEING RELATIVE ADVANTAGED *Nicole S. Harth, Thomas Kessler; Friedrich-Schiller-University, Jena*—The present research is concerned with group based

emotions (Smith, 1993) in regard to social change. So far, in explaining social change, most research focuses on disadvantaged groups and their attempts to upgrade their relative status position in a social system (e.g., Kessler & Mummendey, 2001). However, change in a social system may also depend on relative advantaged groups. We aim at exploring the link between distinct group-based emotions of relative advantaged groups (group based pride, guilt, and sympathy) and different behavioral

tendencies triggered by these emotions. How do relative advantaged groups perceive their superiority? Under what conditions do members of relative advantaged groups defend their status and when are they willing to facilitate social change? To answer these questions, three experimental studies have been conducted. In each study, an intergroup situation with one relative advantaged and one disadvantaged group was introduced. Participants, who were always members of the relative advantaged group, read versions of a newspaper article by means of which the independent variables were manipulated: focus of attention (ingroup focus vs. outgroup focus) and legitimacy of the status relation (legitimate vs. illegitimate). Group based emotions were assessed with verbal and nonverbal emotions scales. The studies provide consistent empirical support for the notion of distinct emotional experiences of relative advantaged group members. By learning how advantaged groups experience their situation and react to it, a more dynamic understanding of social change might be possible in the future.

E85**DIFFERENT FACETS OF PERCEIVED ENTITATIVITY LEAD TO DIFFERENT TYPES OF INTERGROUP THREATS AND EMOTIONS**

Kunihiko Yokota, Masaki Yuki; Hokkaido University – Recent studies have identified two facets of perceived entitativity: Essentialism, or the belief that group members share unalterable psychological characteristics deeply rooted in nature (e.g. Rothbart & Taylor, 1992), and Agency, or the belief that group members share and pursue common goals (Brewer, Hong & Li, 2004). The former tends to be induced by perceived shared physical features (e.g. body color) among group members, whereas the latter is induced by perception of shared movement among members (Ip, Chiu & Wan, 2006). Additionally, intergroup relations studies demonstrate the existence of a variety of qualitatively different threats and emotions towards various outgroups (Cottrell & Neuberg, 2005). In this study, we aimed to find possible combinations between different kinds of perceived group entitativity and kinds of intergroup threats and emotions (i.e., obstacle/anger vs. contaminant/disgust). Fifty-one undergraduate participants viewed animated clips of two separate monster-like groups moving independently (Ip et al., 2006), and were asked to imagine the types of threats and emotions that one monster group (ingroup) might feel to the other group (outgroup). The manipulation was whether the monster's body colors within each group were the same or different and whether one group monster's movements were the same or different. Results showed that participants perceived different types of threats and emotions toward each different type of outgroup. Participants perceived more contaminant threat towards the outgroup whose members shared same body colors than the obstacle threat, and perceived only the obstacle threat towards the outgroup whose members shared the same movements.

E86**AT THE CONFLUENCE OF EMOTION AND COGNITION: TEMPORAL CONSTRUAL AND WORKING MEMORY CAPACITY MODULATE THE AGE-RELATED POSITIVITY EFFECT IN MEMORY FOR NEWS STORIES**

Raluca Petrican, Morris Moscovitch, Ulrich Schimmack; University of Toronto – The subjective perception of future time is a major factor underlying motivational dynamics across the life span. As such, perceptions of limited time left in life, usually characteristic of the older age, foster the goal of maximizing emotional well-being and promote attentional and memory biases to positive information. Our study investigates the role of time perspective and working memory capacity in older adults' ability to recall and become "transported" (engaged) by news stories. 74 older participants completed a future time perspective scale, two working memory tasks, and a long-term memory test involving 20 news stories (pre-selected for familiarity level). Additionally, the participants rated their transportation, as well as the valence of each news story. The self-rated valence of the story

predicted both recollection and transportation, such that positive stories had the highest recollection and transportation rate, while neutral stories elicited the lowest transportation and recollection rate. Working memory capacity and time perspective moderated the relationship between transportation and valence, such that high working memory capacity and an infinite time perspective independently predicted increased transportation in positive stories (relative to negative and neutral stories). Our results nuance previous proposals that older adults' limited time perspective accounts for the age-related positivity effect. We suggest that within the older adult group, the positivity bias results from effortful motivated construal processes, associated with an infinite time perspective. We discuss how our findings could further our understanding of the interaction of cognition and psychosocial factors on emotional functioning.

E87**EMBRACING THE DEVIANT: HOW DIRECTION OF DEVIANCE DETERMINES THE IMPACT OF DEVIANT EXEMPLARS ON STEREOTYPES**

Miriam Dolderer, Amélie Mummendey, Klaus Rothermund; University of Jena; Germany – In a series of studies we tested several determinants of stereotype change. Stereotype-incongruent exemplars of a category typically don't change a stereotype („subtyping“). Yet, we don't know whether this is also the case with exemplars deviating in direction of the stereotype, which means the exemplar exceeds the stereotypical expectation, named supercongruent hereinafter. We assume that stereotype-supercongruent exemplars will be more prone to be generalized to the category than stereotype-incongruent exemplars even if they share the same amount of deviance from the prototype of the category. We draw this assumption because generalization from stereotype-supercongruent exemplars should lead to an increase of accentuation between the target-category and other categories. Another line of argumentation draws back on the prototypicality of the exemplars. As supercongruent exemplars are more dissimilar to non-members than incongruent exemplars they should be perceived as more prototypical according to the principle of meta-contrast and probably therefore they have the power to "change" the stereotype. Results confirm these hypotheses and suggest that the findings are quite stable. Further studies show that this process of extremization of a category prototype can be blocked by making people judge the typicality of the exemplar. Thinking about the typicality of the exemplar seems to trigger some sort of dissimilarity testing which in turn protects the prototype of the category from being assimilated towards the extreme exemplar. However an assimilation process occurs when people are not asked to judge the typicality before. This finding implies that people do not automatically judge the typicality of supercongruent exemplars.

E88**THE EFFECTS OF SOCIAL CATEGORIZATION ON DISTRIBUTION TO A THIRD PARTY**

Makoto Nakajima, Toshikazu Yoshida; Nagoya University – Several researchers have pointed out that under-rewarded people often redressed inequities from third parties. However, previous researches on this tendency have not completely assessed the importance of their social categories. This study examined whether an individual—who has been treated inequitably by a person belonging to another social category—would redress the balance. A total of 113 undergraduates participated in the experiment, which was conducted twice. In the first session, each participant was assigned to either one of two conditions, relative to their partner: over-rewarded or under-rewarded. In the second session, they were able to distribute the rewards between themselves and their partners. In each session, the participants worked with different partners. The social categorization of the partner (ingroup or outgroup) and the experience of inequity were manipulated in order to measure these effects on distribution. Three-way ANOVAs revealed a significant main effect of experience ($F(1,102) = 15.78, p < .001$); this result suggests that people who were treated inequitably

redressed those inequities from third parties, without consideration of social category. However, an analysis of their emotions revealed that those participants who were under-rewarded by a member of the ingroup were less likely to experience anger, while those who were over-rewarded by a member of the ingroup felt a high degree of satisfaction. These findings indicate that people have the tendency to not distinguish the person who becomes a victim, and the act of redressal can be separated from that of retribution.

E89

THE MODERATING EFFECT OF RATIONALITY OF AGGRESSION BETWEEN DEHUMANIZING LABELS AND AGGRESSION Toru Tamura, Ken-ichi Ohbuchi; *Tohoku University* – We found that dehumanizing labels, which describe a victim as ferocious, degenerate, or not deserving humane conduct, increase harsh treatments against the victim (Tamura & Ohbuchi, in press). Further, we predicted that participants exposed to unfair treatment would use the label to justify their retaliation. Each of 81 Japanese male undergraduates was engaged in a collaborative job with a target who was given either a dehumanizing label or an anonymous label, and they received either fair or unfair rewards for the job from the target. Then, the participants played a fighting type video game with the target, exchanging uncomfortable noises with each other. The results showed that the participants intensified retaliation when the target having the anonymous label unfairly allocated the rewards, but they refrained retaliation against the target having the dehumanizing label. The observed inhibition of aggression against the target given the dehumanizing label was interpreted as that the participants avoided to be seen as prejudiced.

E90

WHY DIDN'T YOU TELL ME FIRST?: THE THIRD-PARTY EXPERIENCE Fen-Fang Tsai, Harry Reis; *University of Rochester* – Dyads can be affected by social networks in many ways, particularly through the exchange of information between dyads and their networks. Learning information about one's partner from an outsider may result in feeling excluded - a phenomenon termed the third-party experience. Affective, behavioral and cognitive responses to the third-party experience were examined as a function of relationship context and personality factors in five studies. Using hypothetical information-relay scenarios, Study 1a found support for the hypothesis that, under the norm of intimacy primacy, targets would be perceived as closer to relayers than to recipients. In addition, Study 1b demonstrated that, as a result of intimacy rivalry, the third-party experience was more upsetting when the recipient perceived his relationship with the target as closer than the target-relayer relationship. Study 2 showed that, as predicted, anxiously attached people were more susceptible to the negative effects of the third-party experience, e.g., elaborated memory, more frequent encounters, greater negative emotions and a ruminative coping style. Employing an elaborative writing paradigm, Study 3 demonstrated that the third-party experience would jeopardize perceived closeness between targets and recipients. In Study 4, time constraint was manipulated to investigate the hypothesis that the third-party experience would elicit destructive behavioral tendencies at the gut level. Results failed to support this hypothesis. Intention and apology were manipulated in the scenarios used in Study 5. Results showed that the availability of situational attributions, but not the offer of an apology, mitigated the negative effects of the third-party experience.

E91

THE ROLE OF CULTURE IN THE MAINTENANCE OF COLLECTIVE SELF-ESTEEM Mayuko Onuki; *California State University, Long Beach* – The purpose of the present study is to examine the role of culture in the maintenance of collective self-esteem (CSE) in the face of a group failure. Past research found that high CSE individuals engage in greater group-serving biases (e.g., ingroup favoritism) than low CSE individuals

to maintain their CSE (e.g., Crocker & Luhtanen, 1990). Furthermore, cross-cultural research revealed that Westerners show greater ingroup favoritism than Easterners (e.g., Heine & Lehman, 1997). This study tested if culture influences ingroup favoritism in maintaining CSE using a minimal group paradigm. Sixty-three college students (23 European Americans and 40 Asian Americans) first completed the CSE Scale (Luhtanen & Crocker, 1992). They worked on a group task with two confederates and then received a negative group feedback. The participants evaluated their members (confederates) and hypothetical outgroup members on 16 trait adjectives in generating ingroup favoritism scores. A 2 (culture: European-American vs. Asian-American) X 2 (CSE: High vs. Low) ANOVA revealed a main effect of CSE on ingroup favoritism, $F(1,59) = 4.15, p < .05$. However, this main effect was qualified by a moderate culture X CSE interaction, $F(1,59) = 1.07, p = .08$. Contrary to the previous finding, high CSE participants showed less ingroup favoritism than low CSE participants. Furthermore, simple effect analyses revealed that this pattern was significant for European American participants, $F(1, 21)=5.40, p<.05$, but not for Asian Americans, $F(1,38)=0.05, p=ns$. Competing hypotheses regarding the maintenance of CSE and the role of underlying cultural values will be discussed.

E92

ADULT ATTACHMENT AND PATTERNS OF FEEDBACK-SEEKING IN RELATIONSHIP AND COMPETENCE DOMAINS Erica G. Hepper, Katherine B. Carnelley; *University of Southampton, UK* – Research suggests that individuals with different attachment models derive self-esteem from different sources (Brennan & Morris, 1997; Park, Crocker, & Mickelson, 2004). Secure individuals derive self-worth from close relationships, highly anxious individuals rely on social approval, and dismissing-avoidant individuals claim to have independent self-esteem but may rely on exploration and mastery. Patterns of feedback-seeking in personally salient domains have implications for self-view maintenance. Two studies examined attachment differences in feedback-seeking across different domains. In Study 1, 302 students imagined overhearing a friend answering positive and negative questions about their relationship- and competence-relevant attributes. In Study 2, 112 students engaged in a videotaped dyadic interaction and problem-solving task and were told that, based on the videotapes, they would receive interpersonal feedback from other students and competence feedback from a standardised scoring system. In both studies, participants (a) rated desire for each specific feedback, and (b) selected their preferred feedback from each domain (close relationships, social acceptance, attractiveness, mastery, autonomy, and academic competence). In Study 1, high-avoidant participants were relatively less open to feedback, and selected relatively negative feedback, about relationship attributes. High-anxious participants were relatively less open to feedback, and selected relatively negative feedback, about relationship attributes, mastery, and autonomy. In Study 2, high-avoidant participants were relatively more open to negative feedback, and selected more negative feedback about relationships, mastery, and autonomy. High-anxious participants selected relatively negative feedback about relationships; they also preferred to receive interpersonal over competence feedback. Findings have implications for maintenance of negative self-views among insecure individuals.

E93

SOCIAL SUPPORT AND THE PERCEPTION OF GEOGRAPHICAL SLANT Simone Schnall¹, Kent D. Harber², Jeanine Stefanucci³, Dennis R. Proffitt³; ¹*University of Plymouth, UK*, ²*Rutgers University at Newark*, ³*University of Virginia* – The visual perception of geographical slant is influenced by physiological resources, such as physical fitness, age, and fatigue. In two studies we tested whether a psychosocial resource, social support, can also affect the visual perception of slants. Participants accompanied by a friend estimated a hill to be less steep when compared to participants who were alone (Experiment 1). Similarly, participants

who thought of a supportive friend during an imagery task saw a hill as less steep than participants who either thought of a neutral person or a disliked person (Experiment 2). In both studies, the effects of social relationships on visual perception were moderated by relationship quality (i.e., relationship duration, interpersonal closeness, warmth). Artifacts such as mood, social desirability, and social facilitation did not account for these effects. This research is the first to show that an interpersonal phenomenon, social support, can influence the low-level process of human vision. Furthermore, our results are consistent with earlier work showing that social support moderates the perception of physical pain and the perception of others' distress. Collectively these studies support the psychosocial resource and perception model (Harber et al., under review), which states that resources moderate the perception of challenges because 1) arousing events are often perceptually exaggerated and 2) resources, including social support, reduce negative arousal. An important implication of this model is that psychosocial resources function as a lens through which the social world and the physical world are perceived.

E94**APPLYING SMALL GROUP PHENOMENA TO RESEARCH ON MASS MEDIA EFFECTS**

Denise Sommer; University of Jena, Germany—The central question addressed by this study is the role of interpersonal communication in the process of mass media reception. 40 dyads were presented a television news report and then asked to discuss it. 40 individuals in the control condition singly watched the report without subsequent conversation. In both groups recall and recognition of the news, evaluations and opinions were measured. Conversations were taped and coded. Mass media effects are usually studied on the individual level. However, the important role of interpersonal communication in the process of media reception has been known for long (Lazarsfeld et al., 1944). Studies indicate that people often talk about topics presented in the media, especially with friends and family (Wyatt et al., 2000). Small group research shows that social interaction has its own rules and dynamics that lead to advantages as well as flaws in decision making and opinion formation (Forsyth, 1999). Consequently, these dynamics should be considered in determining the outcomes of processing mass media information. Results demonstrate that conversations indeed influence and change the later processing of media information. Dyads show interactive strategies and mechanisms that are reflected in the outcome measures: interpersonal communication increases the salience of selected issues and affects their perception. Moreover, communication partners adjust their positions to one another in the course of conversation. Findings indicate that observing the interactive processing of media information in small groups gives interesting insights into media effects and is thus helpful to explore the outcomes of mass communication in social context.

E95**WHO'S IN CONTROL HERE? THE ENDORSEMENT OF EXTERNAL SOURCES OF CONTROL AS A SUBSTITUTE FOR PERSONAL CONTROL**

Danielle Gaucher, Aaron Kay; University of Waterloo—People are motivated to believe that the world they live in is both controllable and predictable, yet this belief is challenged daily (Langer, 1975). How do people cope with this threat to their need for control? One way they may do so, we reasoned, is through increasing their faith in external systems of control, such as religion or government, that are presumed to represent their best interests. We examined this hypothesis in two studies. In Study 1, we documented the association between feelings of personal control and the endorsement of external sources of control. Results suggested that the less control people felt over their own lives, the more likely they were to endorse religious ideologies and the more likely they were to believe in the benevolent nature of the government. In Study 2, we manipulated people's feelings of personal control and then assessed the extent to which people endorsed external

sources of control. Results again supported our prediction: Reducing people's feelings of personal control caused them to adhere more strongly to the belief that the universe is governed by religious laws. Moreover, loss of personal control decreased people's beliefs in random supernatural powers, such as luck. These results offer a psychological explanation for why increases of religiosity and political fundamentalism often follow from cultural and social unrest, and also suggest a potential mechanism for processes of system-justification (Jost & Banaji, 1994).

E96**SYSTEMATICITY AND COMPLEXITY OF SUPERORDINATE CATEGORY REPRESENTATION AS A PREDICTOR OF INGROUP PROJECTION**

Mujde Peker¹, Richard J. Crisp¹, Michael A. Hogg²; ¹University of Birmingham, ²University of Queensland—The main purpose of this research was to investigate the relative contributions of complexity and systematicity of the superordinate category representation on ingroup projection. Building on the previous work of Mummendey and colleagues (Mummendey & Wenzel, 1999), we propose that it is not merely the complexity of the superordinate category representation which is responsible in reducing levels of ingroup projection but the systematic representation of similarities and differences within a superordinate category is also crucial in determining the extent to which ingroup attributes are projected onto the higher-level category. Information regarding hypothetical groups was manipulated in a 2 (systematic vs. unsystematic) x 2 (simple vs. complex) between-subjects design. Results indicated that individuals showed the highest amount of ingroup projection under the unsystematic and simple condition whereas they showed moderate levels of ingroup projection in the remaining conditions. The results support our prediction that alongside complexity, systematicity of the group representations is also a crucial determinant of ingroup projection. The implications for the existence of ingroup projection in all conditions is also discussed within the framework of ingroup threat.

E97**INTERNATIONAL IMAGE THEORY, EMOTIONS, AND SOCIAL IDENTIFICATIONS: TURKS' IMAGES AND ACTION TENDENCIES TOWARD THE U.S.**

Bilali Rezarta; University of Massachusetts, Amherst—This research empirically tests international image theory, examining the structure of theory components -perceived structural relations, images and action tendencies- and their inter-relationships. Furthermore, it formally incorporates emotions and social identities in the image theory framework. Two hundred twenty six Turkish undergraduates filled out a questionnaire assessing their perceptions of Turkey - U.S. structural relations, their images, action tendencies, and emotions they experienced toward the U.S., as well as the degree of their identifications with their religious group, national/ethnic group, the Arab world, the Western world, and with the Americans. Two images-imperialist and ally- and three action tendencies -cooperation, resistance and attacking- were meaningful in this context. In addition, five factors of emotion- anger, envy, trust, anxiety, and fear- were extracted from a total of 25 assessed emotions. Multiple regression and mediational analysis were conducted to assess the inter-relationships among the different theory components. The relationship of structural perceptions to images and action tendencies was partly mediated by emotions. In addition, social identifications with the in-group and out-group were related to respondents' images and action tendencies toward the U.S., and these relationships were mediated by emotions. The study supports theory's basic assumption that images are a function of the inter-group relationships and serve to justify these relationships and the behavioral tendencies they provoke. Methodological and theoretical implications of this research are discussed both in the image theory framework as well as for the study of inter-group relations in general.

E98

APPROACHING OR AVOIDING THE OTHER: AN ATTACHMENT PERSPECTIVE

Marieke Dewitte, Jan De Houwer, Ann Buysse; Ghent University – The regulation of the attachment behavioural system may be considered in terms of social approach and avoidance motivations. Yet, research into the interface between attachment processes and approach-avoidance tendencies is scarce. In the present study participants were asked to give nonverbal approach or avoidance responses (i.e. pressing keys to make a manikin move towards or away from words) on the basis of the valence of the words which could be related to either the attachment figure or to a known person. Results indicated that participants were faster to make a manikin approach attachment related words and run away from known person related words than vice versa when the task was preceded by an attachment-related threat prime compared to a neutral prime context. These results support the hypothesis that threat fosters approach behaviour towards the attachment figure in specific as a means to obtain a sense of felt security. Anxiously attached individuals were found to show more approach behaviour towards the attachment figure in both a threatening and neutral context, providing additional evidence for their hyperactive attachment system. No relation was found with attachment avoidance. The findings are discussed in terms of an integrative approach to attachment and fight-flight behavioural tendencies.

E99

TERROR SALIENCE AND PUNISHMENT: DOES TERROR SALIENCE INDUCE THREAT TO SOCIAL ORDER?

Peter Fischer, Tobias Greitemeyer, Andreas Kastenmueller, Dieter Frey, Silvia Osswald; University Munich – International terrorism has advanced to become one of the most serious concerns of the modern Western world. As a consequence, the risk and fear of terrorism is more salient in people's minds (i.e. terror salience), which is supposed to affect behavioral responses in our society. The present research suggests that increased punishment of violations of criminal laws is one of these societal reactions to increased terror salience. It was consistently shown that increased terror salience, induced by either varying the distance in time from the London terrorist attacks of July 7, 2005 (Study 1), by vignettes in the form of newspaper articles manipulating the expected terror risk (Study 2), or by pictures of recent terrorist attacks (Studies 3 and 4), significantly increased the punishment assigned to a completely terror-unrelated violation of criminal laws (i.e. car theft and rape). Finally, Study 4 revealed that (a) the effect of terror salience on punishment is indeed due to an increased experience of threat to social order and (b) that this effect cannot be explained by the general negativity of the employed stimulus material.

E100

ANGER, DISGUST, AND JUDGMENTS OF SEXUAL MORALITY

Roger Giner-Sorolla, Valeschka Guerra; University of Kent – Results of a study supporting a model of anger- and disgust-based morality judgments are presented. 60 undergraduate participants judged each of ten sexual scenarios on various dimensions related to morality judgments; they also provided anger, disgust, and right/wrong judgments for each scenario. Anger was primarily predicted by judgments of power imbalance and harm, whereas disgust was primarily predicted by judgments of abnormality and unnaturalness; political liberalism was associated with greater impact of power imbalance and lesser impact of abnormality on morality judgments.

E101

COUNTERPRODUCTIVE WORK BEHAVIOR IS A BETTER PREDICTOR OF A RISKY DRIVING THAN AGREEABLENESS, GENDER, AGE OR SUBJECTIVE DRIVING RISK EVALUATIONS

Ivars Austers, Viesturs Renge; University of Latvia, Latvia – There are studies showing that risky driving behavior is related to personality traits,

gender, age (e.g., Ulleberg, 2002), and subjective driving risk evaluations (Barjonet, 2001). The aim of the present study was to figure out the extent to which a more socially rooted variable -- mild social deviance (counterproductive work behavior) -- predicts risky driving besides the above mentioned variables. Participants were 231 drivers representing drivers' population of Latvia, mean age of the respondents was 33.74, of them 37.4% were females and 62.6% were males. Respondents filled in a questionnaire measuring traffic risk judgments, self-reported frequency of risky driving, modified questions on counterproductive work behavior (Bennett & Robinson, 2000), and Agreeableness scale from NEO-PI-R (Costa & McCrae, 1992). A multiple regression analysis with frequency of risky driving as a dependent variable, Agreeableness, frequency of counterproductive work behavior, and gender and age as independent variables ($F(5, 206) = 26.67, p < .000$, adjusted $R^2 = .38$) showed that frequency of counterproductive work behavior is a better predictor of frequency of risky driving ($\beta = .43, p < .000$) than gender ($\beta = .29, p < .000$), traffic risk judgments ($\beta = -.17, p = .05$), and Agreeableness or age (both n.s.). Results confirm the suggestion that legal culture of the country has an effect on violation of the traffic laws (Gibson & Caldeira, 1996), that is, people, who are prone to mild social deviation have no respect also for traffic laws.

E102

UNOBTRUSIVE AFFECTIVE OR COGNITIVE FOCUS INFLUENCES THE FORMATION OF ATTITUDES

Helma van den Berg¹, Russell H. Fazio²; ¹University of Amsterdam, ²Ohio State University – Attitude formation is differentially influenced by affect and cognition. In a first study, we demonstrated that the unobtrusive manipulation of affective or cognitive focus resulted in making affective or cognitive aspects more salient. This in turn causes an attitude to be based relatively more on affective or cognitive characteristics. Further, an affective focus resulted in a faster response time on the evaluation of the attitude object than a cognitive focus. In a second study, we investigated the mechanisms behind the faster response latencies in an affective focus. We demonstrated that the faster responding was a consequence of an effect of focus on the ease of attitude formation. Faster latencies of response to the attitudinal query were apparent in the affective focus condition when the attitude was not yet consolidated, but not when participants had been induced to consolidate the attitude prior to the latency task. Thus, an affective focus results in faster attitude formation, but not in a faster activation once the attitude already has been formed. In all, the present experiments suggest that an affective focus, as compared to a cognitive focus, results in structurally different attitudes, both in terms of the bases for their content and their likelihood of being formed spontaneously without the benefit of an external cue that prompts consolidation.

E103

A CONTENT ANALYSIS OF PICTURE BOOKS IN JAPAN AND THE U.S.

Rie Toriyama¹, Yukiko Uchida², Shoji Itakura¹; ¹Kyoto University, ²Koshien University – Recently, a number of studies have suggested that different cultures foster quite different modes of psychological processes such as self-construal or personality traits and that socio-cultural practices in the society are involved in their emergence. However, at present, little is known how children acquire such culturally-different psychological processes and how different is the children's developing environment among different cultures. We aimed to reveal the cultural differences in the children's developing environment between Japan and the US. In this study, Japanese and US picture books for preschoolers were compared. The personality traits of the main character were coded into the following categories; Independent, Interdependent, Achievement motivation (High -Low), Self-enhancement, and Self-criticism. Fisher's exact test (two-tailed test) revealed that the main character's personality traits of the Japanese books were significantly more "interdependent" and less "independent" than those of the US books ($p < .001$), more "Low achievement motivation" in Japanese books

and more “High achievement motivation” in the US books ($p < .001$), and more “Self-criticism” in Japanese books and more “Self-enhancement” in the US books ($p < .05$). The personality traits of the picture books in Japan and the US had same culturally-different tendency as those of the personality traits in Japanese and US adults. Such cultural differences in the picture books may affect the children’s cognitive and personality development in different ways. These findings suggest that culturally-different environment in childhood foster the development of the culturally-different psychological processes.

E104**WHAT DO MEN AND WOMEN WANT IN A PARTNER? ARE EDUCATED PARTNERS ALWAYS MORE DESIRABLE?**

Tobias Greitemeyer; Ludwig-Maximilians-University – Previous research has shown that males value a potential partner’s physical attractiveness more than females do, whereas females value a potential partner’s socioeconomic status (SES) more than males do. But are men really so unconcerned about a potential partner’s SES? Five studies revealed that men do integrate information about a woman’s SES into their decisions on whether to consider her as a romantic partner or not. Results consistently demonstrated that male participants preferred women with lower SES. Female participants, in contrast, preferred men with higher SES. These sex differences were more pronounced when a long-term romantic relationship rather than a one-night stand was being considered. In addition, men’s lower reported likelihood of romantic contact with a woman with high SES was due to her high educational level rather than her high income. Mediation analyses showed that men perceived a potential partner with high educational level as less likeable and less faithful, and thus reported less likelihood of romantic contact.

E105**THE PARADOX OF FREEDOM: IDENTITY THREAT AND PREFERENCE FOR STRUCTURED ENVIRONMENTS**

Agata Gluszek, Valerie Purdie-Vaughns, Richard Eibach; Yale University – Freedom is one of the most cherished values in American society (Schwartz, 2000). However, several lines of research suggest that having more freedom within an environment may sometimes prove harmful (e.g., Iyengar & Lepper, 2000). This may hold particularly true for individuals who regularly face identity threat, i.e. feelings of uncertainty and anxiety based on group membership (Steele & Aronson, 1995). When faced with an identity-threatening situation, individuals may prefer more structured environments in order to reduce the threat. Structured settings provide clear, unambiguous rules and guidelines, thus reducing uncertainty and anxiety. Two experiments sought to test the hypothesis that individuals who experience identity threat prefer structured environments. Study 1 presented minority and majority students in high schools with brochures containing either structured or unstructured college admission criteria. Both minority students and majority students were more interested in colleges which provided structured admission criteria. However, minority group members were much less interested in the unstructured admission criteria as compared to majority group members. Study 2 tested whether women in sciences would be more likely than men in sciences to prefer structured science courses, but only when presented with an identity-threatening manipulation. The results confirmed our hypothesis. Women under threat rated structured elements of a course as more important than women in the no-threat condition and men in both conditions. Paradoxically, educational settings which seek to provide fewer guidelines and restrictions in hopes of increasing academic achievement among disadvantaged individuals may actually exacerbate identity threat.

E106**CULTURE AND DEFENSIVE RESPONSES TO HEALTH FRAMED MESSAGES BY PERSONAL RISK AND RELATIONAL RISK**

Debo-

rah Ko, Heejung Kim; University of California, Santa Barbara – What promotes changes in health behavior? I look at three factors: framing effects, self-threat, and culture as important issues in accepting threatening loss-frame messages on condom-usage. Although work has often been done on personal health threats with loss-frames, little work has been done on the impact of relational threat frames. Because of cultural differences on construal, I hypothesized that there would also be cultural differences in defensive responding based on these different frames. In line with my hypothesis, results showed that European Americans, who hold a more independent self-construal, felt more defensive to messages that were personal risk frame. Likewise, Asian Americans, who hold a more interdependent self-construal, felt more defensive to messages that were relationally framed. These patterns influence perception of information importance, perceptions of self-efficacy, and intentions to adopt safer sex practices. Limitations, implications, and future research are discussed.

E107**IMPLICIT PRAGMATICS: THE EFFECT OF INCIDENTAL WORD ORDER ON COOPERATIVE BEHAVIOR**

Kenji Noguchi, Dolores Albarracín; University of Florida – Word order is important to convey information verbally. For example, when two people interact, “act-nice” may denote an instruction to be nice, whereas “nice-act” may denote a compliment for nice behavior. By the same token, spontaneous thought may translate an ordered series of words (e.g., primes) into meaningful social behaviors for a given situations. In Study 1, we examined the effect of word-prime order on cooperative behavior. First, participants engaged in the prisoner’s dilemma game. Then, there was a priming induction with a manipulation of word order. The manipulated words were 5 synonyms of “act” or 5 synonyms of “nice.” In one condition, participants were exposed to the words “act” (or e.g., “play”) and “nice” (or e.g., “fair”) in this sequence. In the other condition, the order was reversed. After that, all the participants engaged in the prisoner’s dilemma game. Findings revealed that participants in the “act-nice” condition were more cooperative than participants in the “nice-act” condition. In Study 2, we examined the effect of word order on moods during the same social interactions. First, participants engaged in the prisoner’s dilemma game and then in the word order task. After that, participants rated their moods. The participants in the “nice-act” condition felt worse than the participants in the “act-nice” condition. In addition, this tendency depended on whether or not the participants previously cooperated with their partner. We discuss the implications of these findings for the study of implicit pragmatics and altruism.

E108**VICTIMS OF SOCIAL DISCRIMINATION AS MOTIVATED INDIVIDUALS. THE IMPACT OF REGULATORY FOCUS**

Nina Hansen, Kai Sassenberg; University of Jena, Germany – Up to date, research has mainly studied targets of social discrimination as objects of discriminatory acts and not as individuals actively contributing to intergroup relations and dynamics. Thus, the motivation of victims of social discrimination should also be considered. The current research investigated the impact of individuals’ regulatory focus and the domain of outcomes (non-gains vs. losses) on the target’s affective and behavioral responses to social discrimination. Based on regulatory focus theory (Higgins, 1997), it was predicted that a prevention focus would lead to more anger and agitation after social discrimination, because experiencing social discrimination is similar to experiencing failure. This pattern was predicted to be more pronounced when social discrimination was based on losses than when social discrimination was based on non-gains (i.e. when the ingroup was evaluated more negatively vs. less positively compared to the outgroup). Three studies using chronic and situationally induced regulatory focus confirmed these predictions. Further results for resulting action tendencies are discussed. No effect was found for the promotion focus.

E109

DO FEMINIST BELIEFS AND AGE MODERATE THE PERCEPTION OF EXPENSE SHARING ON FIRST

Jennifer Osburn, Robert Hessling; University of Wisconsin, Milwaukee – Feminists endorse expense sharing on first dates (Korman, 1983), but attitudes do not always predict actual behavior. The purpose of the present study was to experimentally assess how feminists and non-feminists evaluate expense sharing on a hypothetical first date. A man who violates a woman's expectations concerning expense sharing may be viewed less favorably. Therefore, we predicted men who pay for dates would be viewed more favorably. Single, female participants (N = 577) read a one paragraph vignette describing a first date at a restaurant, and they were asked to imagine that they were the woman on the date. The man described in the date either paid for the meal or shared the cost. Participants were then asked to: 1) evaluate the date using a four-item scale, 2) report attitudes toward feminism, and 3) report attitudes toward expense sharing on dates. Consistent with prior research, women who described themselves as feminists were more likely to endorse expense sharing than non-feminists. However, both feminists and non-feminists evaluated the man in the vignette more favorably if he paid for the date, but the effect was significantly weaker among feminists. In addition, the manipulation had no effect on feminists who were older. Why do feminists fail to "practice what they preach"? These findings suggest that egalitarianism may reflect flexibility concerning dating practices rather than rigid rules. In addition, these findings may indicate that courtship rituals may be an area in which women value tradition over the values of feminism.

E110

SLIME SCENE INVESTIGATION: SEX DIFFERENCES IN SHORT TERM MATING DESIRE AND COURTSHIP BEHAVIOR.

Ischa van Straaten¹, Rob Holland¹, Catrin Finkenauer, Rutger Engels¹; ¹Radboud University Nijmegen, ²Vrije Universiteit Amsterdam – The current study investigated whether short term mating (STM) strategies affect non-verbal behaviors and control in male-female dyads. Due to the differential adaptive function STM has for men and women, sex differences in STM-desire and preferred partner characteristics (particularly physical attractiveness and social status) have been hypothesized and reported. Therefore, we investigated the relation between STM-desire and both courtship behavior and mimicry. Five minute interactions between single participants and confederates were recorded unobtrusively. Attractiveness and Status of the confederates were manipulated. The confederates were trained to show normal interest and react positively. Afterwards STM-desire of the participants was assessed and several non-verbal behaviors, including specific courtship behaviors, were coded. For mimicry a time-weighted sum of the different non-verbal behaviors was created. The results showed that men in general report a stronger STM-desire. Both sexes reported a stronger STM-desire in the High-Attractiveness condition. Finally, Status positively affected men's STM-desire instead of women's. STM-desire related to different behaviors for men and women, with men showing more eye-gazing, masculine postures and mimicry, whereas women showed more lip moistening and self-touching, but less mimicry. These results indicate that STM-preferences are liable to societal changes (i.e., no effect of Status on women's STM-desire, but a strong effect of Attractiveness) and a sex-specific way of communicating interest. The mimicry findings suggest more self-control in women. In conclusion, sex differences in accordance to evolutionary hypothesis seem present in the relation between desire and behavior (women are in control), but STM-desire itself might be molded by societal influences.

E111

MIND OVER MATTER?: AN FMRI INVESTIGATION OF THE EFFECTS OF STEREOTYPE THREAT ON WOMEN'S MATH PERFORMANCE

Anne Krendl¹, Jennifer Richeson², William Kelley¹, Todd

Heatherton¹; ¹Dartmouth College, ²Northwestern University – Research has shown that being the target of a stereotype has a deleterious effect on myriad aspects of life, including self-esteem, interpersonal interactions, and academic performance. However, recently emerging research on stereotype threat suggests that simply reminding a group (e.g., women) of a common stereotype (e.g., gender differences in math aptitude) can negatively impact that group's performance on relevant tasks (e.g., difficult math problems). The present study used functional magnetic resonance imaging (fMRI) to identify the underlying neural mechanisms that give rise to this effect. Thirty-six women were imaged for the present study, with half in the "threatened" condition, and the other half in the control condition. In both conditions, women were asked to complete 50 difficult math problems while being imaged. Halfway through the scan, the women in the threatened condition completed a math-gender Implicit Association Task (IAT) that they were told would measure their math attitudes. In reality, the IAT served to activate the math-gender stereotype. The women then completed 50 additional difficult math problems. Women in the control condition performed the same task, but were given a neutral IAT instead of the math-gender IAT. The neuroimaging results underwent a state-item analysis to evaluate state (extended) and transient (brief) neural effects over the duration of the task. Analyses revealed that the stereotype threat effect was related to increased activation in the anterior cingulate cortex and left inferior prefrontal cortex, regions that have been implicated in cognitive control, inhibition, and complex processing.

E112

CULTURE VS. IDENTITY: OUT-GROUP PREFERENCE AMONG OVERWEIGHT INDIVIDUALS

Colin Smith¹, Brian Nosek¹, Mahzarin Banaji²; ¹University of Virginia, ²Harvard University – Social Identity Theory expects that being a member of a group produces a preference for that group (Tajfel & Turner, 1986). System Justification Theory suggests that internalization of dominant cultural values can disrupt in-group preferences when one's group is devalued, especially for automatic, or implicit, evaluations (Jost, Banaji, & Nosek, 2004). Despite the fact that most Americans are overweight, Americans value thinness over fatness. 273,900 visitors to Project Implicit websites (<http://implicit.harvard.edu/>) completed explicit attitude measures and an Implicit Association Test measuring evaluations of 'fat people' relative to 'thin people.' Thin people were preferred both implicitly (Cohen's $d=.83$) and explicitly ($d=.50$). Participants also reported height and weight for calculating Body-Mass Index (BMI), a standard measure for estimating obesity status. Comparison of individuals across BMI levels suggested that system justifying tendencies mitigated in-group preferences among the obese. The thinnest participants (BMI<18.5) did show stronger implicit ($d=.98, n=8,611$) and explicit ($d=.67, n=12,480$) pro-thin preferences than obese people did. However, even obese participants preferred thin people, especially implicitly (BMI>30; implicit $d=.53, n=24,714$; explicit $d=.13, n=34,410$). Group membership, therefore, did not lead to a consistent magnitude of in-group preference. Although members of the socially-valued group showed a strong in-group preference, members of the socially-devalued group did not. In addition, factors related to system justification motivation may moderate this relationship. For example, both men and political conservatives in larger BMI groups showed more of an out-group preference than did similarly-sized women and political liberals, groups thought to have weaker system justifying motives.

E113

POSITIVE EFFECTS OF SHARED SOCIAL ACTIVITIES FOR COMMITTED DATING COUPLES

Brendan Walsh, Richard B. Slatcher; The University of Texas at Austin – Curiosity about what factors are associated with romantic relationship quality has lead researchers to investigate the effects of couples' shared activities on various aspects of their relationships. For example, previous research (e.g., Aron et al., 2000;

Reissman et al., 1993) suggests that shared participation in novel-arousing activities can lead to increases in experienced relationship quality. Here, we examine the extent to which couples' shared social activities in their everyday lives are associated with relationship quality and stability. Fifty-six couples in committed dating relationships completed self-reports of relationship satisfaction, attention to alternatives, and investments. Both partners in each couple wore the Electronically Activated Recorder (EAR)—a modified digital voice recorder programmed to record samples of couples' daily conversations and ambient sounds—for two long weekends, totaling six days. The EAR recordings were then coded for the amount of time that couples engaged in social activities alone together (e.g. attending movies or dining out). Six months later, couples were contacted to assess whether they had broken up or stayed together. Couples' shared social activities alone with one another were positively correlated with both relationship satisfaction and stability; a negative correlation was found between such activities and attention to alternatives. These findings point to the potential positive benefits of shared social activities for those in dating relationships.

E114

DIFFERENCES IN ILLUSTRATIONS OF POLITICIANS REGARDING FACIAL PROMINENCE: THE SOCIAL ROLE AS A MODERATOR Ursula Szillis¹, Janine Bosak², Dagmar Stahlberg¹; ¹University of Mannheim, Germany, ²University of Bern, Switzerland – The face-ism effect shows that men are portrayed with more facial prominence (i.e., more focus on the head) than women, and that individuals portrayed with more facial prominence are perceived as more competent than the same individuals portrayed with more focus on the body (Archer et al., 1983). The present research addresses the question whether the effect of gender on the portrayals of individuals is moderated by the individual's occupational, or social role. Following social role theory (Eagly & Steffen, 1984), men who are believed to be more agentic and competent than women should be portrayed with higher facial prominence. Moreover, individuals regardless of their gender should be illustrated with more facial prominence if they are performing typically masculine tasks (e.g., financial issues) rather than typically feminine tasks (e.g., family issues). To test these assumptions, 136 participants were instructed to tailor the silhouette of a male or female politician for a fictitious newspaper article. The target was described as working in financial policy, family policy, or without information. Overall, results confirmed our assumptions: Targets described as 'financial' politician were portrayed with more facial prominence than those described as 'family' politician – independent of their sex. The 'financial' politician was also rated as more competent and less emotional compared to the 'family' politician. However, when no information about the occupation was given the female target was portrayed with less facial prominence than the male target. These results support the social role theory and contribute to explaining observed sex differences in facial prominence.

E115

MOTIVATED PERCEPTION AND BEHAVIOR: THE ROLE OF NEEDS AND CONCEPT PRIMING IN NONCONSCIOUS GOAL PURSUIT Martijn Veltkamp, Henk Aarts, Ruud Custers; *Utrecht University* – Recent research shows that the mere priming of concepts produces goal-directed, motivational activity when these concepts refer to mentally represented desired states. However, what actually causes such goal-concepts to acquire desirability? Research on needs suggests that needs can influence the desirability of behavioral goals. Extending research on nonconscious goal pursuit, two studies therefore investigated the role of needs and priming in functional (motivated) perception and behavior related to drinking. It was found that when the concept of drinking was rendered mentally accessible by subliminal priming, participants perceived an unexpectedly presented glass of water as bigger (Study 1), indicating motivation (e.g. Bruner & Goodman, 1947), and participants

consumed more soda in an alleged tasting test (Study 2) compared to participants who were primed with nonwords. Importantly, these effects were only found when participants were deprived. Furthermore, results showed that when participants were asked to reflect on their deprivation before the dependent variables were assessed, the moderating effect of need was absent. In this case, priming and deprivation were found to have separate, additive effects. Together, the current findings suggest that needs play an important role in nonconscious goal pursuit in that needs moderate the effects of goal-priming on motivated perception and behavior. Furthermore, the accessibility of goal-related concepts may be an important moderating variable to take into account in need research. Thus, by combining knowledge from two research areas, the present research extends the literature on nonconscious goal pursuit as well as on needs.

E116

THE ROLE OF FORGIVENESS IN ATTACHMENT SECURITY Katherine Carnelley¹, Gregory Maio², Geoff Thomas², Frank Fincham³; ¹University of Southampton, ²Cardiff University, ³Florida State University – Attachment researchers who use the Adult Attachment Interview (AAI; George, Kaplan, & Main, 1984) discuss the role of having a forgiving stance toward parents in adult attachment security. Because evidence of forgiveness in AAI transcripts is used to categorize participants as secure, forgiveness and security are confounded in this work. Other research has examined these constructs separately and found associations between forgiveness and attachment security (Kachadourian, Fincham, & Davila, 2004), however this research does not address causality. (Also it focuses on romantic attachment, not parental.) Does having a forgiving stance cause attachment security, as suggested by AAI proponents, or does attachment security cause forgiveness? The present research examined this question in an adolescent sample (n=114; age range 12-16), using a cross-lagged design with Times 1 and 2 occurring one year apart. Structural equation models, conducted separately for mothers and fathers, showed that forgiveness of parents at Time 1 predicted attachment to parents at Time 2 (anxiety: -.09, p<.05; -.08, p<.10 and dependence: .15, -.11, p<.05). However, attachment to parents at Time 1 did not significantly predict forgiveness of parents at Time 2. Results support hypotheses by AAI researchers that having a forgiving stance toward one's parents can lead to attachment security. This has been suggested as one route to "earned security," i.e., overcoming a negative attachment history by creating a coherent understanding of the less than optimal care received from parents. Future research should examine whether the link between forgiveness and attachment security is stronger for those with negative attachment histories.

E117

BLACK MEN DON'T PLAY CHESS: PUTTING CONTEXT INTO CATEGORIZATION Paul James, Andrew Reid, Kimberly Quinn; *University of Birmingham* – Can context moderate whether perceivers activate social categories? We used a category confusion paradigm to investigate this issue. Participants formed impressions of Black and White men on the basis of photos paired with statements ostensibly made by the men. After a filler task, participants completed a surprise source memory task in which they attempted to identify which man made each of the previously viewed statements. In Experiment 1, half of the participants learned additionally that the men were all members of the same chess club, thereby violating the Black stereotype; in Experiment 2, half of the participants learned that the men were all members of the same fraternity, thereby providing additional information but not violating any stereotypes. The results of Experiment 1 indicated that in the control condition, participants made more within- than between-category errors, suggesting that these participants had construed the men in terms of their racial category membership. In the inconsistent-context condition, however, participants made an equal number of within- and between-category errors, suggesting that the stereotype-inconsistent context

undermined the use of category information. Experiment 2 confirmed that the effect was due to the stereotype inconsistency rather than the availability of additional information: Regardless of whether participants were given the additional context information, they made more within-than between-category errors, suggesting that participants had construed the targets in terms of their racial category membership. Implications for models of person perception will be discussed.

E118

WHEN TERROR BREEDS DISDAIN FOR NEWCOMERS: THE RELATIONSHIP BETWEEN REMINDERS OF SEPTEMBER 11, 2001 AND THE EVALUATION OF PROSPECTIVE GROUP MEMBERS

Suzanne Elgendy^{1,2}, Jolene McMahon³, Kristin L. Sommer⁴,¹Fordham University, ²New York University, ³National-Louis University, ⁴Baruch College, CUNY—According to Terror Management Theory (TMT), existential terror may be buffered through membership in culturally valued groups. A corollary hypothesis of TMT is that people reminded of their own mortality may become resistant to newcomers who threaten to alter group norms. We exposed some people to reminders of the September 11, 2001 terrorist attacks and assessed their views of prospective group members. Eighty four undergraduates imagined themselves as belonging to a fictitious fraternity. After being primed with images of either the World Trade Center (WTC) or the Chrysler Building (by way of photographs hung on the wall), participants read the application of a male student seeking membership in their fraternity. Participants were shown one of three versions of the application, which were identical except for the implied race and religious affiliation of the applicant (Christian White/Black, Christian Hispanic, or Muslim Arab). They then rated the applicant along various positive and negative traits and reported their willingness to accept him into the fraternity. Results revealed interactions between gender and priming condition. In the Chrysler condition, males and females rated the applicant about equally. In the WTC condition, males viewed the applicant less positively and were less willing to accept him into the fraternity, whereas females were slightly more positive and willing to accept. Race/religiosity of the applicant played no role in participants' evaluations. We reasoned that males were better able to empathize with the role of fraternity member, leading them (but not females) to demonstrate the predicted effects. Implications are discussed.

E119

I WANNA KNOW WHAT YOU WANT: HOW THE PERCEPTION OF EFFORT TRIGGERS THE MOTIVATION TO INFER OTHERS' GOALS

Giel Dik, Henk Aarts; University of Utrecht—People have a strong tendency to perceive others' behaviors in terms of the goals that underlie these behaviors. For instance, exposure to behavioral information leads people to automatically infer the goal that is considered to cause the behavior. Recently, it has been demonstrated that whenever observed behavior is effortful, these goal inferences are more likely to occur. The current research extends this work to the realm of epistemic motivation, and hypothesized that whenever people are exposed to effortful behavior they become more motivated to identify the goal that underlies it. Three studies investigated this notion. Experiment 1 used a film with animated objects that exposed participants to information about an agent's behavior directed at a goal (varying in effort). The agent's goal however, remained unknown to participants. Results indicated that participants felt more motivated to identify the agent's goal when they perceived the agent to behave more effortful. Experiment 2 extended these findings by showing that this epistemic motivation can operate quite implicitly, as was revealed by an automatic speed up on a task that interrupted the film but would directly proceed with the announcement of the agent's goal. Finally, Experiment 3 replicated these findings in a real-life setting in which participants more often took a peak in a desk drawer to find out what kind of bonus they could win, after seeing a confederate putting more effort in an attempt to

gain that bonus. Theoretical implications for the study of effort perception, motivation and attributional processing are discussed.

E120

HOW THE INTERPRETATION OF SOCIAL COMPARISON AFFECTS ACADEMIC PERFORMANCE AMONG HIGH SCHOOL STUDENTS

Maike Wehrens, Bram Buunk, Miranda Lubbers, Hans Kuiper, Greetje van der Werf; University of Groningen—At school, the typical classroom is characterized by a strongly evaluative atmosphere, because both teachers and parents are concerned with academic accomplishments. How well a student is doing at school depends for a large part on how well his classmates are doing. That is, a high grade is not outstanding anymore when many classmates are also receiving a high grade. Because of the evaluative atmosphere and the dependence of evaluation outcomes on the performance of classmates, comparisons of grades between students are very common. The present research examines how individual differences in social comparison orientation (SCO) affect performance of high school students through inducing different interpretations of the social comparison. On the basis of a factor analysis of twelve reactions to social comparisons three interpretations of social comparison were distinguished: empathic (e.g., being happy for the other), constructive (e.g., hoping to receive a higher grade next time), and destructive (e.g., being jealous of the other). Girls scored higher on empathic interpretation and boys scored higher on destructive interpretation. Results from multilevel regression analyses indicated that, after controlling for previous performance, a destructive interpretation had a negative effect on performance on both an objective test for reading comprehension and mathematics. For mathematics this effect only applied to boys. An empathic interpretation was positively related to performance on both tests, whereas a constructive interpretation did not affect performance on either test. Students high in SCO scored relatively higher on all three interpretations, and girls were higher in SCO than boys.

E121

DEFENDING AGAINST DEATH ANXIETY: THE IMPACT OF OPEN-ENDED WRITING PROMPTS ON THE FUNDAMENTALISM OF MORTALITY-PRIMED RELIGIOUS PARTICIPANTS

Christopher Long, Allison Crews, Robin Dann, Emilia Dewi, David Rivera, Christin Robinson; Ouachita Baptist University—Previous research demonstrated that Christian religious participants exposed to implicit mortality primes showed subsequently elevated self-reported religious fundamentalism. In contrast, the same research showed that religious participants explicitly primed by writing about their own mortality did not show later elevated fundamentalism, although they incorporated more religious content into their writings than did participants in a control condition (Long, 2006). The present study investigates further the processes whereby some mortality priming procedures result in elevated fundamentalism while others do not. We hypothesized that participants may take advantage of open-ended writing prompts to explore themes that mitigate death anxiety, ameliorating the need for increased fundamentalism. In the present study, 80 participants (98% self-identified as Christian) completed a computer task exposing them to one of two subliminal (33 ms) primes, either "DEAD" (mortality condition) or "PAIN" (control condition). Then, participants completed one of two randomly-assigned writing tasks, describing either how they organize their apartments (a relatively concrete task) or how they organize their ideas about the world (a relatively abstract task). Last, all participants completed a religious fundamentalism measure. ANOVA showed a significant Prime X Writing Task interaction. Simple main effects analysis showed that, among participants who wrote about how they organized ideas, mortality-primed participants showed lower fundamentalism than did control-primed participants ($p < .04$). In addition, mortality-primed participants who wrote about organizing ideas indicated lower fundamentalism than did those who wrote about organizing dorm rooms

($p < .07$). Automated text analysis of participants' written responses highlighted further differences among the four conditions.

E122

SOCIAL DOMINANCE AS TERROR MANAGEMENT: THE MODERATING ROLE OF SOCIAL DOMINANCE ORIENTATION ON MORTALITY SALIENCE EFFECTS *Kristin E. Henkel, Adam R. Pearson, Felicia Pratto; University of Connecticut* – The present research extended work on Terror Management Theory (TMT) by examining the potential moderating role of Social Dominance Orientation (SDO) on mortality salience effects. Because TMT asserts that mortality salience increases the extent to which people adhere to their cultural worldviews, we hypothesized that mortality salience would have divergent effects on participants' attitudes toward ethnic minority groups consistent with their hierarchy enhancing or hierarchy attenuating orientations. In Study 1, White participants ($n = 62$) were either given a mortality salience task (writing about thoughts of one's own death) or a neutral filler task and then completed measures of social attitudes in an ostensibly separate study. As predicted, participants high on SDO showed more negative attitudes towards Latinos and Asian Americans in the mortality salience condition relative to the control condition, whereas participants low on SDO showed the opposite pattern. Study 2 tested the hypothesis that to the extent that thoughts of death invoke existential terror, emphasizing personal transcendence (leaving an enduring personal legacy) would attenuate the impact of mortality salience, particularly for those high in SDO. Participants ($n = 63$) received the mortality salience task and were then asked to either write about personal transcendence or enduring forms of transportation (transcendence control). As predicted, writing about personal transcendence was found to reduce the biasing impact of mortality salience on attitudes toward ethnic minorities for those high in SDO. Implications for the persuasive influence of fear appeals in political discourse and an integrated framework for SDT and TMT are considered.

E123

THE IMPACT OF MULTICULTURALISM VERSUS COLOR-BLINDNESS ON RACIAL BIAS REVISITED *Frederick Smyth, Brian Nosek; University of Virginia* – Richeson and Nussbaum (2004) found that pro-white racial bias was greater after exposure to a color-blind intergroup philosophy than after a multicultural philosophy. We suspected that this effect occurred, not because of the philosophical differences, but because of an emphasis on preventing conflict in the color-blind prime versus promoting harmony in the multicultural prime. We tested this hypothesis by manipulating the philosophical priming paragraphs between-subjects in three ways ($N > 1500$ white Internet participants): (1) the original Richeson-Nussbaum color-blind or multicultural philosophies; (2) a reversed condition switching the conflict and harmony emphases between the philosophies; and (3) a matched condition with parallel language between the philosophies. As expected, conflict versus harmony language, and not philosophy, influenced bias, though with a moderating effect of contact with blacks. When color-blindness was linked with conflict (original prime), explicit pro-white bias was greater than in the multicultural condition, but only for participants reporting little or no substantive contact with blacks (~2/5 of the sample). Removing conflict words from the color-blind prime, whether in the reversed or matched conditions, neutralized this effect. We conclude that whites' racial bias does not differ as a function of short term exposure to the essential principles of color-blindness or multiculturalism. If racial conflict is highlighted, however, those with relatively little close interracial interaction (a likely modal characteristic of the undergraduates studied by Richeson and Nussbaum) appear at risk for increased bias, while those with relatively more interaction were inoculated against this effect, a finding consistent with intergroup contact theory.

E124

GREAT EXPECTATIONS: THE RELATION OF BEHAVIOR PROBLEMS AND ANTISOCIAL BEHAVIOR TO CAREGIVER AND CHILD EDUCATIONAL EXPECTANCIES *Abraham Rutchick, Joshua Smyth, Leonard Lopoo, Jerome Dusek; Syracuse University* – High parental and child expectations of educational achievement have each been linked to positive outcomes, including parental involvement in education, school attendance, and both educational and occupational achievement. Less is known, however, about the formation of educational expectations and the potential impact of child behavior problems. We explored this issue by predicting primary caregivers' and children's educational expectations from two indicators of child behavior problems (one caregiver reported, the other child reported). Data were drawn from the Panel Study of Income Dynamics Child Development Supplement. Children ages 12-18 and their primary caregiver ($n=1,250$ dyads) each reported educational expectations (years of schooling). Child problem behavior was measured using: 1) caregiver-reported child behavior problems, and 2) child reports of antisocial behavior (e.g., hurt others, arrested, etc.). Analyses controlled for child age and gender. Behavior problems were negatively related to educational expectations held by the child ($p<.0001$) and caregiver ($p<.0001$). Antisocial behaviors were also negatively related to child ($p<.0001$) and caregiver ($p<.0001$) educational expectations. Behavior problems more strongly predicted caregivers' than children's expectations ($p<.03$), but there were no differential relationships to antisocial behaviors (ns). Given the importance of educational expectations, it may be theoretically and clinically fruitful to examine its predictors. These data suggest that educational expectations are related to problem behaviors, and that caregivers may be more sensitive than adolescents to some behaviors. Child behavioral problems may negatively impact caregiver perceptions, thereby lowering expectations, which might increase the likelihood of subsequent maladaptive outcomes (and this reciprocal relationship may strengthen with development).

E125

EMOTIONAL INTELLIGENCE AND RESPONSE TO FRUSTRATION *Seung Hee Yoo, Peter Salovey; Yale University* – Emotional intelligence (EI) refers to a set of abilities related to processing of emotional information, and it is comprised of four components: recognizing emotion in oneself and others, using emotion to facilitate thinking, understanding emotion, and regulating emotion (Salovey & Mayer, 1990). Research on EI and stress has found that having the skills associated with EI is correlated with lower self-report of stress. There is, however, little understanding about the process in which EI influences stress outcomes. The purpose of the studies presented here was to examine how EI affects individuals' emotional responses to hypothetical and actual stressful situations, which were established by describing or experiencing a scenario designed to elicit emotions related to stress such as anger and frustration (Lazarus, 1991). In Study 1, university students read a vignette describing a frustrating situation. Higher scores on an ability measure of EI were associated with greater emotional responses to the vignette. In Study 2, students experienced a frustrating situation like the one described in the vignette. Although differences in total emotional intelligence scores did not predict differences in responses, various measures of emotional understanding and regulation did. These findings suggested that EI, particularly skills related to the understanding and regulation of emotions, may play a role in individuals' initial emotional responses to stressful situations, the first stage of the coping process.

E126

IMPLICIT IDENTIFICATION AMONG SECURELY AND INSECURELY ATTACHED INDIVIDUALS UNDER THREATS TO BELONGINGNESS *Harleen Mann¹, So-Jin Kang¹, Kerry Kawakami¹, Shira Gabriel², Christopher Bartek²; ¹York University, ²State University of New*

York at Buffalo—The primary aim of this study was to examine how various attachment styles are implicated in nonconscious identification processes with cultural categories following threats to belongingness. Specifically, participants' attachment styles were measured in an initial session before they were randomly assigned to a belongingness or a rejection prime condition. Next, all participants were primed to an Asian Canadian cultural category before completing an identification task to measure their identification with the category using an Implicit Association Test (IAT). The results indicated a significant interaction between attachment style and belongingness prime on implicit identification. In particular, when securely attached individuals were primed with rejection, they assimilated to the primed cultural category and when primed with belonging, they contrasted away from an Asian Canadian identity. Conversely, insecurely attached individuals assimilated more readily with the Asian Canadian identity following a belonging prime but contrasted away when primed with rejection. These findings suggest that when securely attached individuals feel belongingness, they feel free to seek distinction and thus contrast themselves from their social environment. This pattern of behavior is consistent with Brewer's Optimal Distinctiveness Theory (Brewer, 1993) which states that when belongingness needs have been satiated, the need for distinction ensues. Insecurely attached individuals' failure to assimilate to their social environment via shifts in implicit identification, under conditions of rejection, defies the basic and pervasive need to belong. Behavior by those who are securely attached indicates an adaptive and flexible strategy to identify readily with others when necessary in an automatic and targeted fashion.

E127

THE IMMEDIATE AND LONG-TERM EFFECTS OF A LAB SIMULATION OF DISCRIMINATION ON WELL-BEING *Mindi Foster; Wilfrid Laurier University*—In trying to understand the relationship between discrimination and well-being, research has either examined the causal effects of a lab situation of discrimination (Foster, 2001; McCoy & Major, 2003), or, has examined these relationships with the use of retrospective surveys (Branscombe et al., 1999; Foster, 2000; Schmitt et al., 2002). Indeed, these methodologies provide crucial information about both the causal impacts of discrimination, and the impact of past events on present-day well-being. Yet, given the scarcity of prospective, longitudinal research, there is less understanding of the longer term impacts of discrimination on well-being, and potential moderators of this relationship. Thus, this study examined how experiencing discrimination in a lab setting would impact well-being both during the experiment and one year later. Women were exposed to a situation of gender discrimination and completed measures of coping intentions and well-being. One year later, they completed an online questionnaire assessing their world assumptions and subjective well-being. Results showed that the more women perceived gender discrimination during the experiment, the greater their state well-being was if they had intended to utilize social support, to act out against their unfair treatment, and to learn something from their experience. Similarly, one year later, their lab experience of discrimination was associated with more positive world assumptions, greater self-esteem and life satisfaction among those who had originally intended to coping using social support, active coping and cognitive restructuring. Implications for the long term effects of lab experiments, as well as coping with discrimination are discussed.

E128

REGULATION OF ANGER BASED ON DUAL CONCERN MODEL: TEST OF FLEXIBILITY HYPOTHESIS *Takuya Yoshida; Nagoya University*—Plenty of research has examined the consequences of negative emotion regulation. However, previous studies lack consistent results as to which style of regulation, often compared between suppression and expression, is effective. To clarify the effect of each regulation pattern, it would be necessary to distinguish situations: by whom certain negative

emotion is stimulated, and to whom such emotion is expressed. How the emotion is expressed, namely whether the expression is calm or emotional, would be also essential. Based on these perspectives, it was hypothesized that emotional expression of anger would have negative effect on relationship satisfaction irrespective of whom the target person was. Another hypothesis was that when anger was experienced toward non-intimate target with higher status, anger suppression would have positive effect on relationship satisfaction. On the other hand, when experienced toward intimate target with equal status, anger expression with concern for the target would have positive effect on relationship satisfaction. A survey was conducted on 654 Japanese university students. The newly established anger regulation scale showed, as expected, four-factor structure: suppression, emotional anger expression, anger expression with target concern, and anger expression toward third person. The construct validity was partially confirmed in relation to conflict management styles and trait aggression. Results supported the hypotheses. In addition, expression of anger toward third person had negative impact on relationship satisfaction. These results empirically supported a flexibility perspective that it was essential to adopt certain regulation tactic in accordance with situational demands.

E129

COMMUNICATION FOR CLEARING UP THE NEGATIVE MISUNDERSTANDING *Mizuka Ohtaka; The University of Tokyo*—The present study attempted to examine conversation as communication for clearing up the negative misunderstanding and secondarily analyzed modern nuclear family survey, 1999 (by The Institute for Research on Household economics). Though one puts a good opinion of one's partner, the partner thinks to be put a bad one. Considering that positive evaluation by others is social reward, such misunderstanding is negative and should be cleared up. To share time and space, without conversation, doesn't clear up the negative misunderstanding. Therefore, this study took up conversation as the key of clearing up it. Randomly sampled 2000 (wives' age; 35-44) nuclear households in Tokyo were visited by inspectors, requested to answer the questionnaires (for household, wife, husband, child), and collected (July, 1999). This study analyzed 934 households in the number of valid answers, 984 (rate of return ;49.2%). The results indicated that to spend time and space didn't reduce the negative misunderstanding. On the other hand, conversation reduced the negative misunderstanding between husband and wife relationship and that of child between father and child relationship significantly. Conversation, however, didn't reduce the negative misunderstanding between mother and child relationship and that of father between father and child relationship. To talk about the specific topic with others forms accurate recognition (Ikeda, 2000). So conversation in the evaluation of partner's ability and effort seems to reduce the negative misunderstanding. Parent and child can so rarely talk about parent's ability and effort that conversation didn't reduce the negative misunderstanding.

E130

'YOU DO NOT SEEM SAD, BUT I STILL BELIEVE YOU!' - DIRECT AND INDIRECT MEASUREMENTS IN DETECTING EMOTIONAL LIES *Marielle Stel; Leiden University*—People are not good at detecting lies, because they falsely believe that liars will show a lot of movements, gaze aversion, smiles, and eyeblinking (subjective indicators). When people are asked to make active judgements about whether someone is lying or not, beliefs about indicators have more influence than when detecting deception is measured in a more indirect way. Can this indirect method also help to detect whether people are truly expressing or simulating emotions? In three studies we demonstrated that participants could not distinguish between liars and truth-tellers displaying either positive or negative emotional expressions using a direct measure (i.e., 'To what extent do you think this person is telling the truth?'). However, when using an indirect measure (i.e., asking participants to estimate

targets' emotional states), participants could discriminate between genuine or simulated negative emotional expressions, while still being unable to tell whether someone is lying about feeling positive. The results are interpreted in the light of automatic vigilance effects; people pay more attention to negative stimuli, which might have led to more accurate estimations of targets' emotional states. When asked to indicate whether someone is lying or not, participants relapsed; they did not take into account these estimations and relied on their false beliefs about indicators of lying.

E131

SELF-SUBVERSION: SELF-CONTROL OBSCURES THE SELF

Steven Shirk, Leonard L. Martin; University of Georgia – To be successful at self-control, individuals have to discount, ignore, or suppress their desire to perform inappropriate behaviors. Dieters, for example, have to suppress their desire to eat fattening foods. We hypothesized that, while attempting self-control, individuals may adopt a very broad (though ultimately ineffective) strategy. Specifically, they may discount their genuine reactions as a source of information. Dieters, for example, may ignore their real preferences and guide their eating by number of calories or time of day. We use the term self-subversion to refer to decreased access to the self following self-control. To test for self-subversion, we had participants use a 7-point scale to rate themselves in terms of a series of trait adjectives (e.g., assertive, calm). Next, participants ate a cookie (baseline condition) or a radish (self-control condition) and indicated whether various traits did or did not apply to them and whether various objects were a tree or an animal. Consistent with the self-subversion hypothesis, participants who ate a radish displayed a lower correlation between their earlier trait ratings and their subsequent trait decisions than participants who ate a cookie. There was no difference in reaction time or on the tree/animal task. Thus, self-control led participants to be less in touch with their self-knowledge but it did not alter their overall ability or motivation. In sum, although self-control can be useful, it comes at a cost. It can alienate individuals from their genuine preferences and values.

E132

A COMPARISON AMONG INDIVIDUALS WITH SHYNESS, SOCIAL PHOBIA AND NEITHER

Donnah Canavan, Amy Triche; Boston College – Social phobia (SP) is a psychological disorder, Zimbardo characterized as marked and persistent fear of social or performance situations, in which one is exposed to unfamiliar people and scrutiny by other. Shyness is a common personality trait Cheek describes as an 'emotional state of feeling anxious and inhibited in social situations' Zimbardo subdivided shyness into: introverts who prefer to be alone and extraverts who desire social interaction but find it distressing. Extending Zimbardo's distinction we hypothesized the SPs are shy extraverted individuals who are preoccupied with a conflict between desire and fear. We predicted that this conflict would be associated with lower self esteem, lower emotional stability and higher (extraversion) aggression, stress, and hypersensitive narcissism, and SPs would use technology to avoid contact. Forty-five male and female undergraduate students completed many personality tests including (Henderson/Zimbardo Shyness, Rosenberg Self -esteem, Hendin/Cheek Hypersensitive narcissism, and Goslin Big five Using median -split on shyness and top quartile on social phobia, 21 were low on both, (LL), 11 were high shy/low social phobic (HS) and 13 were high social phobic (SP). The results strongly supported the hypotheses. In general, HSP had lower esteem and stability, and higher stress and aggression, while HS and LL did not differ. Both HS and HSP were higher than LL in fear of evaluation, and hypersensitive narcissism and lower on Narcissistic Personality Inventory. Finally HSP compared to HS were as predicted more extraverted, less agreeable, less conscientious, less open to experience. Only HSP used technology to avoid contact.

E133

THE ROLE OF SELF-CONCEPT CLARITY, AND IMPLICIT AND EXPLICIT SELF-ESTEEM ON SELF-HANDICAPPING

Ahmet Ulysal¹, Gul Gunaydin², Emre Selcuk², Senel Husnu², Ayca Guler²; ¹University of Houston, ²Middle East Technical University, Turkey – Prior research focused on the role of self-esteem as an individual difference factor in self-handicapping. Although few studies examined the interplay between self-esteem certainty and self-handicapping, the role of self-concept clarity on self-handicapping has been largely left unexamined. It was hypothesized that self-concept clarity would be negatively associated with self-handicapping. In Study 1, participants (N = 156) completed the Self-Handicapping Scale (Jones & Rhodewalt, 1982) and measures of self-concept clarity and self-esteem. Regression analyses indicated that both self-esteem and self-concept clarity were positively associated with trait self-handicapping. No interaction was detected. Study 2 aimed to extend these findings by using a behavioral measure of self-handicapping and an implicit measure of self-esteem. Participants (N = 89) were administered the Implicit Association Test (Greenwald, McGhee, & Schwartz, 1998) to measure implicit self-esteem. Then, while listening to music, they were required to complete a test that ostensibly measured cognitive ability. Participants were allowed to choose among tracks that supposedly had different distractive effects on the test performance. Regression analyses revealed that self-concept clarity was negatively related to self-handicapping behavior controlling for state self-esteem. Interaction between self-concept clarity and implicit self-esteem revealed that self-handicapping behavior was positively associated with implicit self-esteem only when self-concept clarity was low. Results revealed that self-concept clarity is associated with both trait and behavioral self-handicapping even when state self-esteem is controlled. The interaction effect implied that the contradictory findings between self-esteem and behavioral self-handicapping in the literature might have resulted from differences in self-concept clarity.

E134

DOES AWARENESS OF IMPLICIT PREJUDICE AFFECT THE RELATION BETWEEN EXPLICIT AND IMPLICIT PREJUDICE?

Leah K. Hamilton^{1,2}, Leanne S. Son Hing¹; ¹University of Guelph, ²University of Western Ontario – In order to increase our understanding of the role of chronic awareness of implicit prejudice in the relation between explicit and implicit prejudice, the current study examined how awareness affects the relation between explicit and implicit prejudice against gay men. Although the dual attitudes model states that individuals are unaware of their implicit attitudes and that the activation of these attitudes occurs automatically (Wilson et al., 2000), some researchers have begun to question these assumptions (e.g., Gschwendner et al., 2006; Karpinski & Hilton, 2001). Further, preliminary evidence suggests that systematic variability in the relation between explicit and implicit prejudice may be explained by moderators such as awareness (e.g., Gschwendner et al., 2006; Hofmann et al., 2005). In the current study, heterosexual participants first completed a measure of explicit prejudice toward gay men. Three weeks later, participants completed a gay-straight Implicit Association Test and a measure of chronic awareness of implicit prejudice. As expected, among participants low in awareness, the correlation between explicit and implicit prejudice was not significant. In contrast, among participants high in awareness, the correlation between explicit and implicit prejudice was significant and positive. Moreover, the difference between the two correlation coefficients was statistically significant. Results provide preliminary evidence to suggest that awareness may account for some of the systematic variability in the relation between explicit and implicit prejudice. Further, higher awareness of implicit prejudice may attenuate correlations between explicit and implicit prejudice.

E135

WILLINGNESS TO BEAR SHORT-TERM COSTS FOR FUTURE BENEFITS: THE ROLE OF TEMPORAL DISTANCE DURING HOT AND COOL STATES

Glen Gorman, W. Q. Elaine Perunovic, Anne E. Wilson; Wilfrid Laurier University – Behavior such as healthy eating has several long-term benefits (e.g., prevention of many diseases), but also short-term costs (e.g., inconvenience, abstaining from temptation). When people consider their behavior involving such temporally imbalanced outcomes during a cool state when short-term costs are not salient, they may intend to act according to their long-term goals. However, during a hot state when individuals are faced with the short-term costs of the behavior, their psychological connection to future consequences may play a more important role in individuals' motivation to act according to their long-term goals. We examined the role of subjective temporal distance – how close or distant the future feels psychologically regardless of calendar time – in people's motivation to eat well for long-term health benefits. All participants first considered the long-term benefits of a healthy diet, and were then randomly assigned to one of two conditions. In the hot state condition, but not the cool state condition, participants considered the short-term costs of eating healthy before completing the dependent measures. Results show that during a hot state, subjective temporal distance of the future self substantially predicted identification with the future self, which in turn predicted motivation to eat healthy. Subjective temporal distance of the future self was not associated with motivation to eat well during the cool state. The findings suggest that feeling psychologically close to the future self promotes motivation to endure short-term costs for future benefits. Implications of subjective temporal distance for behavioral regulation are discussed.

E136

DEALING WITH COUNTERATTITUDINAL INFORMATION: SELF-ESTEEM HELPT TO FACE THE MUSIC

Daphne Wiersema, Joop van der Pligt, Frenk van Harrevoeld; University of Amsterdam – Attitudes towards such issues as abortion, gay marriage and nuclear energy are difficult to change because they are connected to personally important values and the self-concept. Different strategies to defend attitudes have been discerned (Eagly et al., 2000). One strategy, the passive-defensive strategy, aims at avoiding counterattitudinal information and processing it in a shallow manner. Core of the active-defensive strategy, on the other hand, is to refute counterattitudinal information by generating arguments that support the initial attitude. However, the circumstances that lead to use of either the passive or the active-defensive strategy are not well understood. We argue that self-esteem influences the strategy people use. More specifically, we expect low self-esteem to use passive strategies and high self-esteem active strategies. We tested this hypothesis by looking at attitude change. If the active strategy indeed consists of actively refuting counterattitudinal content, this will prevent the initial attitude from changing. However, when the capacity to do so is limited by means of a cognitive load manipulation, the attitudes of participants employing the active strategy will be less resistant to persuasion while that of participants that adopt the passive coping strategy will not be affected. Thus, we expect the attitudes of participants with high self-esteem to be affected by the load manipulation resulting in more attitude change while those of low self-esteem participants will not be affected. Results confirmed these predictions. Implications for future research are discussed.

E137

SACRIFICING EXPLICIT SELF-ESTEEM FOR EXISTENTIAL FUNCTION OF FRIENDSHIP.

Ryutaro Wakimoto; University of Tokyo – This study examined effects of mortality salience on commitment to a close friend and explicit self-esteem among Japanese. Precedent studies based on terror management theory have revealed that reminders of death increase striving for interpersonal intimacy, especially romantic commitment even in times of relationship trouble. To further explore

relational nature of defense against existential fear, examination on friendship from the terror management perspective is necessary. Combined with a view that self-effacement serves interpersonal harmony among Japanese, it was predicted that Japanese would show increased commitment to close friendship and decreased explicit self-esteem in response to mortality salience. Sixty-two Japanese undergraduates at first reported their level of self-esteem and were then randomly assigned to either a mortality salience or control condition. Following the manipulation, participants asked to think of a close friend of their own and rated the extent of their commitment to the friend in three situations: when being praised by the close friend, when receiving complaint from the friend, and when being criticized by the friend. In the end of the experiment, participants reported their level of self-esteem again. It was revealed that regardless of situation, participants in the mortality salience condition showed stronger commitment to the friend compared to those in the control condition. Moreover, participant's explicit self-esteem decreased in the mortality salience condition. Results of this study suggested existential function of close friendships and that self-effacement among Japanese could at least partly be explained by the need for existential defense.

E138

DO YOU LIKE ME? SELF-ESTEEM AND CUE DETECTION IN MIXED SEX DYADS

Jessica J. Cameron¹, Danu B. Anthony², Stacey Balchen¹, Roslyn Gaetz¹; ¹University of Manitoba, ²University of Waterloo – Low self-esteem individuals (LSEs), who most need acceptance to bolster their self-regard, seem plagued by feelings of rejection and isolation. Perhaps the most important interpersonal experience for these individuals is meeting potential intimates. The present two studies investigated how self-esteem influences the detection and interpretation of liking cues. In Study 1, participants watched a prerecorded video of a confederate either depicting liking cues towards the participant or acting indifferent. As predicted, results revealed a main effect of self-esteem, such that LSEs generally felt less liked by the confederate than high self-esteem individuals (HSEs). Additionally, a condition by self-esteem interaction indicated that LSEs and HSEs did not differ in their perceptions of liking cues in the indifferent condition, but LSEs perceived less liking than HSEs in the acceptance cues condition. In Study 2, participants were either informed that the confederate's liking-cues video was directed at them or was directed at another participant. Once again when participants believed the liking cues were directed at the self, LSEs detected less liking than HSEs. Importantly, when participants believed they were observing cues directed at another person, LSEs and HSEs detected similar levels of liking. Thus, it is not the case that LSEs are incapable of observing liking cues. Instead, LSEs apparently discount the importance of liking cues when they are directed at the self, a perceptual bias that may serve to maintain LSEs' feelings of rejection.

E139

PARENTS' SELF-ESTEEM AND DEPRESSION AS PREDICTORS OF CHILDREN'S PERCEPTIONS OF POST-DIVORCE CONFLICT

Lisa Suellentrop, Amy Smith, Kristine Kelly, Danielle Keowen; Western Illinois University – Children of divorce are at risk for a multitude of psychological, behavioral, academic, and physical problems. These problems are exacerbated when children are exposed to high levels of parental conflict. The purpose of this study was to examine the extent to which parents' personality characteristics predict adult children's perceptions of their parents' post-divorce conflict. A sample of undergraduate college students completed questionnaires pertaining to their perception of parental post-divorce conflict. The students' mothers and fathers then completed questionnaires assessing their self-esteem and depression six months following the divorce. Correlation coefficients were used to assess the relationships between parental depression and self-esteem with the children's perceptions of parental conflict. Results indicated that mothers' depression was significantly positively correlated with

children's perceived frequency of conflict, intensity of conflict, conflict resolution, and threat. Mothers' self esteem was negatively correlated with children's perceived frequency of conflict, intensity of conflict, and resolution of conflict. Fathers' self-esteem was negatively associated with children's perception of triangulation. The results of this study demonstrate that parents' personality characteristics, especially depression and self-esteem of mothers, are associated with children's perceptions of their parents' conflict.

E140**DO PEOPLE ALWAYS CHOOSE ACCORDING TO THEIR PREFERENCES? THE RELATIONSHIP BETWEEN PREFERENCES AND CHOICES IN INDIAN AND AMERICAN CONTEXTS** Krishna

Savani, Hazel Markus, Alana Snibbe; Stanford University – Arguing that choices might not necessarily reveal preferences, six studies investigate choice behavior and its relationship with preferences in Indian and American cultural contexts. Studies 1 and 2 showed that Americans liked chosen pens more than pens assigned by the experimenter, whereas Indians liked both types of pens to the same extent, contrary to predictions of reactance and self-determination theories. A Judgment and Decision Making explanation of the above findings would argue that Indians do not construct as fluent, differentiated, or relatively stable preferences as Americans. Dismissing this explanation, Study 3 did not find any cultural differences in the latency, stability, and differentiation of preference ratings for various consumer items. Although people in Indian contexts construct meaningful preferences as fluently as people in American contexts, Study 4 found that Indians take longer than Americans to make choices, possibly because they do not readily express their preferences in their choices. Study 5 identified a common mechanism for explaining the findings of Studies 1 through 4 by demonstrating that preference ratings predict choices to a lesser extent for Indians than for Americans. Study 6 replicated Study 5 with actual choices among pens: 85% of American participants chose their most liked pen but only 62% of Indian participants did so. Reflecting the qualitatively different models of agency that are prevalent in their respective contexts, Americans are more likely than Indians to choose according to their preferences.

E141**THE IMPACT OF RELIGIOSITY ON SOCIAL CATEGORIZATION OF OTHERS ALONG A RELIGIOUS DIMENSION** Mark Vincent¹,

Matthew Weeks²; ¹Augustana College, ²Centenary College of Louisiana – As demonstrated in social psychological research, the informativeness of a social category strongly influences the degree to which a target will be categorized along that dimension. Given the social significance of religion and the proclivity to categorize social targets along a religious dimension (Weeks & Vincent, 2005), we hypothesized that individual differences in religiosity could influence social categorization along a religious dimension. 52 participants completed measures of religious orientation (Intrinsic, Extrinsic, and Quest) and faith maturity (Vertical and Horizontal dimensions). Participants also completed a Statement Recognition Task (SRT) as a measure of spontaneous categorization along the religious dimension. In the SRT, target religiosity (manipulated by participation in religious or nonreligious social groups) was crossed with photograph border color (blue or red border). Internal consistency estimates for each individual differences measure were adequate (Cronbach's alphas > .7), and intercorrelations revealed expected relationships. The results showed a strong effect for categorization along the religious dimension. Importantly, this categorization effect was positively related to a participant's level of intrinsic religiosity. Neither Faith Maturity nor Quest were good predictors of categorization along the religious dimension. These findings suggest that explicit measures of religiosity differ in the extent to which they coincide with spontaneous cognitive tasks (i.e., spontaneous categorizations). The findings are also important to the psychology of religion research community as they

demonstrate implications for religious orientation and social categorization.

E142**THE AUTOMATICITY AND CONTROLLABILITY OF PREJUDICE ON THE IMPLICIT ASSOCIATION TASK** Zarshesh Divecha, Kerry Kawakami, Jennifer Steele, Curtis Phillips, Nikki Harleen Mann, So-Jin Kang;

York University – The primary aim of this study was to investigate how responses on an implicit measure of prejudice, the IAT, are influenced by awareness, cognitive depletion, and time limitations. Specifically, participants in this study were required to complete one of four different versions of the IAT: (1) a standard Black/White Race IAT, (2) a ten minute thought suppression task implemented before a standard IAT to induce cognitive depletion, (3) a subliminal IAT to limit awareness, and (4) a response-window IAT with a deadline procedure to limit the time required to respond. Results indicated that participants in all three modifications of the IAT demonstrated lower prejudice than those who completed the standard IAT. The importance of these results to the recent discussions of automaticity by Bargh (1994) and Conroy et al. (2005), and the implications for results related to the IAT are considered.

E143**WHAT ROLE DO FACIAL EXPRESSIONS OF EMOTION PLAY IN EMOTIONAL EXPERIENCE?** Joshua Ian Davis¹, Ann Senghas², Kevin Ochsner¹;

¹Columbia University, ²Barnard College – To test the hypothesis that emotional facial expressions are not simply outward signals, but are integral parts of emotional experience, four groups of participants watched disgusting, amusing or neutral videos while wearing dummy electrodes on the face that they believed were important for monitoring brain-wave activity. Instructions manipulated Ps' expressive behavior during viewing: Ps in the Facial Restriction group, were asked not to move the muscles at the locations of the electrodes because it would render the brain-wave data useless, which disguised the importance of holding the face still; Suppression Ps had the explicit goal of holding their face still so as not to reveal emotional responses; Distraction Ps performed a concurrent cognitive task instead; and Control Ps were told simply to watch the videos. HR, pulse amplitude and videotape of facial expression was collected during film viewing whereas self-reports of amusement, disgust, and engagement were provided post viewing. Relative to the control condition, results indicated that 1) disgust but not amusement was attenuated both for Facial Restriction Ps - who in debriefing did not realize that holding still was intended to influence emotion - and for Suppression Ps, and 2) that HR and pulse amplitude were increased during Distraction but not in the other conditions. These results suggest that there exist at least some emotions for which facial expressions form an integral part of the normal experience of those emotions.

E144**”I” GIVE, BUT “WE” GIVE MORE: THE IMPACT OF IDENTITY AND THE MERE SOCIAL INFORMATION EFFECT ON DONATION BEHAVIOR** Yue Shang¹, Rachel Croson², Americus Reed II²;

¹Indiana University, ²University of Pennsylvania – Three field studies and one laboratory experiment explore the “mere social information” effect and its mechanisms. In the first two field experiments we show a very subtle pattern of results we refer to as the “mere social information” effect: Awareness of even a single other's contribution amount can affect the target's contribution level. In the third field experiment, we show that the effect can occur due to the congruence between the source of the social information and the target donor along the gender identity dimension. This result compellingly argues that the congruence of the target's identity to the other is one possible precursor for the results (see Sirgy, 1982). Finally, we conducted a laboratory study to test at least one possible mechanism through which the kind of social information and congruent identity used in the previous field studies influence behavior.

Our results suggest that the kind of effects found may be identification based (as opposed to compliance based). More specifically, consistent with prior theorizing on identity activation (Reed 2004, Forehand et al. 2002), the impact of social information as a reference point for one's own contribution decision is most potent when an identity is activated through congruence with a contributing other, when that identity is chronically important to the giver, and when focal thoughts about how much to give are relatively more collective and interdependent in nature (cf. Mandel 2003). Identity driven processes impact donors to give more, because "we" give more than "I" do.

E145

CHILDHOOD TELEVISION VIEWING AND PARENTAL INFLUENCES ON ADULT EATING BEHAVIORS AND FOOD ATTITUDES Jennifer Harris, John Bargh; Yale University – For children, amount of television viewing predicts unhealthy food preferences and unhealthy diets (Coon et al., 2001; Signorelli & Lears, 1992; Signorelli & Staples, 1997). The reason for this relationship, however, is unclear. Perhaps the predominance of unhealthy food advertising on children's television causes children to prefer these advertised foods (Kunkel & Gantz, 1992). Alternatively, parents with few restrictions on their children's television viewing may also permit their children to consume more unhealthy foods. The present study investigates the relative influence of childhood television viewing and parental factors on adult eating behaviors and food preferences. College students first completed an online questionnaire to assess current and childhood viewing habits, memories of parental rules and attitudes about food and television, and current eating behaviors. They also performed a sequential priming procedure in the lab to assess implicit evaluations of a variety of foods (Ferguson & Bargh, 2004). Childhood television viewing also predicted unhealthy eating behaviors and food attitudes in this population; current viewing was not related. In addition, parental restrictions predicted unhealthy attitudes and behaviors, but did not mediate the influence of television exposure. Critical television viewing by parents, however, attenuated the relationship between television viewing and unhealthy eating. In contrast, parental restrictions, but not childhood viewing experience, predicted attitudes about healthy foods. These findings suggest that the relationship between television viewing and unhealthy eating can be explained, in part, to the influence of exposure to children's television. Parental involvement also plays an independent role.

E146

"AT LEAST MY FRIENDS ARE HERE": THE ROLE OF COUNTERFACTUAL THOUGHTS IN RESTORING EXTRAVERTS' MOOD FOLLOWING SOCIAL STRESS Jennifer Monforton, Fuschia M. Sirois; University of Windsor – The purpose of this study was to examine whether the high levels of well-being associated with Extraversion are related to mood-repairing cognitive strategies. One such strategy may involve the generation of downward counterfactuals, cognitions known to restore positive mood after stressful events. A specific goal was to investigate whether the tendency to generate downward counterfactuals was evident across situations or if this strategy was used exclusively in situations involving elements known to be salient to Extraverts, such as social attention. Using a within-subjects experimental design, 96 participants generated counterfactual thoughts in response to two stressful scenarios, one involving social attention. Measures of Extraversion, self-esteem, and well-being were completed, and baseline, post-scenario, and post-counterfactual mood were assessed. Manipulation checks suggested that both scenarios were effective at inducing negative mood. As expected, downward counterfactuals were associated with mood repair, and Extraversion was associated with making more downward counterfactuals following the social but not the non-social scenario. This effect remained after accounting for the variance from self-esteem and positive relations well-being. Extraversion, however, was unrelated to baseline and post-scenario distress, indicating

that the relation between Extraversion and downward counterfactuals was not simply due to less stress experienced at baseline or from the scenarios. These findings suggest that when a normally enjoyable situation involving social attention becomes stressful, Extraverts may use cognitive strategies such as downward counterfactuals as a way to actively restore and maintain their positive mood.

E147

CORRELATES OF GENDER ON MOCK JUROR DECISION-MAKING IN SEXUAL ABUSE CASES Lara Duke, Donna Desforges; Sam Houston State University – The purpose of the present study is to investigate how, and under what conditions, gender affects juror decision-making. A total of 305 individuals participated in the present study. However, data from only 249 participants was analyzed due the remainder either not completing the questionnaire correctly and/or not meeting the selected requirements for jury service. Each participant was asked to read a sexual abuse scenario and complete a response questionnaire and a post-test. Eight versions of a sexual abuse scenario were developed to accommodate the various combinations of perpetrator gender, victim gender, and victim age. Results indicate that mock jurors who viewed the effects of the abuse to be more severe also tended to more negatively evaluate the perpetrator and perceived the child as being less responsible for the abuse. In addition, male perpetrators were viewed as being more responsible for the incident and the victims of male perpetrators were rated as experiencing more severe short-term effects of the alleged abuse. The present study has some intriguing implications that suggest that gender does not have as significant an impact on juror decision-making in sexual abuse cases as was once thought. It is quite possible that methodological problems, namely a small sample size, resulted in relatively few significant results. Future research should focus on not only rectifying the limitations of the present study, but also exploring how other variables may interact with gender to affect decision-making in sexual abuse cases.

E148

CONFLICT IN ROMANTIC RELATIONSHIPS: PERSONALITY TRAITS AND THE AMOUNT OF REPORTED CONFLICT BETWEEN ROMANTIC PARTNERS Lindsay Rice¹, Sara Lowmaster¹, Charlotte Markey², Patrick Markey¹; ¹Villanova University, ²Rutgers University – Conflict among romantic partners is a distressing event for both members of the relationship. The current study examined the relations between the amount of conflict experienced in a romantic relationship, one's personality, and one's perception of their partner's personality traits. Ninety-five women in heterosexual relationships (mean age = 22.46) completed both self reports of their personality and their perception of their partner's personality using the Big Five Inventory (John, Donahue, and Kentle, 1991). Additionally, all participants reported the amount of conflict in their relationship using the Marital Interactions Questionnaire (Braiker and Kelley, 1979). Results indicated that women who were antagonistic and neurotic showed higher tendencies to fight with their romantic partner than other women. Furthermore, women who perceived their partner as introverted, antagonistic, neurotic, and unconscientious also had more conflict in romantic relationships than those women who viewed their partners more favorably. Interestingly, females own personality moderated the effect of their perception of their partner's openness and conscientiousness. Specifically, women reported the least amount of conflict when they were similar to their mate in terms of openness. Also, those participants that were extremely conscientious and were in relationships with males who were unconscientious reported the highest levels of conflict.

E149

PERCEIVING VICARIOUS EMOTIONS IN OTHERS Sara Rattanasithy, W. Q. Elaine Perunovic, Michael Ross; University of Waterloo – A student engaging in an academic competition might imagine how others

(e.g., parents/friends) would feel in response to her success or failure. Will they feel proud, sad, envious, and so forth? The imagined emotional responses might influence the student's behavior, including how hard she works in the contest and who she tells about her performance. Although there is some research on vicarious emotions (Lickel et al., 2005; Perunovic et al., 2006), there is little research on people's beliefs about how their actions affect the vicarious emotions of others. In this study, participants described a praiseworthy or shameful action they have committed and imagined that one of three targets (parents, close friends, or strangers) knew about this incident. Participants then indicated their perceptions of the target's vicarious emotions, their feelings of closeness to the target, and the degree to which they identified with the target. Given that people are motivated to maintain a positive social identity through positive views of their social associations (Tajfel & Turner, 1986), we expected participants to believe others will feel vicarious pride for their praiseworthy actions more so than vicarious shame for their shameful action, but that their closeness to the target and their identification with the target would not differ between the two action conditions. Results supported this prediction. Moreover, participants believed their praiseworthy actions would reflect on the target to a greater degree than their shameful actions. Findings are discussed in terms of implications for interpersonal relations.

E150

THE IMPACT OF EVALUATING GROUP NORM VIOLATIONS ON GROUP IDENTITY AND SELF-ESTEEM

Thomas Trail, Deborah Prentice; Princeton University – The fact that group members derogate others who violate group norms is a robust finding in social psychology, and the effects of derogation on targets are well documented. But what about the enforcers? Are there benefits to individuals who confront group norm violations? The current study addressed this question by looking at how exposure to deviant or normative targets makes people feel about themselves. We asked Princeton undergraduates to react to each of 20 target individuals who were portrayed as other students at the University. Each target was instantiated with an audio recording of a single, self-descriptive statement. In the normative condition, 10 of the statements expressed attitudes and behaviors that were normative on campus, and 10 expressed neutral attitudes and behaviors (i.e., irrelevant to campus norms). In the counternormative condition, 10 statements expressed attitudes and behaviors that violated campus norms, and 10 were neutral. After each statement, participants rated their reactions to each target. After hearing all of the statements, participants completed measures of state self-esteem, mood, and group identity. The results showed that participants reacted to counternormative targets with derision, but not with negative affect. Men who evaluated counternormative targets reported higher self-esteem, group identity, and positive mood than did men who evaluated normative targets; women did not differ between conditions. These results suggest that reacting derisively to ingroup deviants may have positive effects for male group members, possibly by increasing perceived ingroup status.

E151

BEING IGNORED BY AN IN-GROUP VS. AN OUT-GROUP: GROUP MEMBERSHIP AFFECTS RESPONSES TO EXCLUSION

Krishna Otto, Kristine Kelly, Ryan Hanninen; Western Illinois University – Research suggests that feeling excluded prompts both prosocial and antisocial responses. We propose that one reason for this discrepancy may be the composition of the excluding group. Thus, we study examined reactions to exclusion by in-groups versus out-groups. The participants conversed with two confederates in an online chat room. Language was used to manipulate group membership. Participants were excluded from the conversation when the confederates spoke only Spanish, German, French, Czech (out-groups) or English (in-group), or were included in the conversation. After experiencing exclusion or inclusion in the chat room for 12 minutes, participants completed various

dependent variables, including measures of derogation of the other group members, withdrawal from the group, and social compensation. Results indicated that participants excluded in foreign languages derogated the group members and withdrew from the group more than those excluded in English. However, there were no group differences in social compensation. These results suggest that exclusion by an out-group may be associated with antisocial responses, but we were unable to demonstrate that exclusion by an in-group results in prosocial responses.

E152

THE ROLES OF SOCIAL IDENTITY AND TRUST IN POLICY SUPPORT

Stacy Fambro¹, Geoffrey Cohen²; ¹Yale University, ²University of Colorado at Boulder – Social identity is an important aspect of our identity as human beings. No matter what language or land, people hold attitudes consistent with their social identity. We look to our in-group for guidance regarding values, beliefs and allegiances and assume other members of our group adhere to the same set of beliefs. Three experiments examined the role of identity in trust and policy support. In Experiments 1 and 2, participants read an article featuring a photo of a White or Black professor who advocated a strong pro-police policy on crime prevention. Crossed with this manipulation was the manipulation of his wearing a small Black Power pin on his lapel. Blacks felt more trust of a Black source than a White source articulating the pro-police policy, and also tended to be more supportive of the proposed policy, but only when the source conveyed his racial-group allegiance by wearing the Black-Power pin. No such effects were found for White participants. Experiment 3 tested whether reframing police action as consistent with the norms of the Black community would increase support for police action. Blacks, and Whites who identified with the Black community, displayed more trust of the source and more support of the police policy that the source espoused when that policy was framed as consistent rather than inconsistent with the views of Black city residents. In fact, the effect of this “re-norming” intervention was as large as that of participants’ race, indicating the importance of social identity in trust and attitude change.

E153

BODY SHAPE AND FOOD CONCERNS: IT IS IMPLICIT AND EXPLICIT

Chantal Levesque, Savannah Downey, Brooke Whisenhunt, Danae Hudson; Missouri State University – Eating disorder symptoms are prevalent in young women. Self-report measures such as the Body Shape Questionnaire are typically used to identify “at risk” women. However, these measures might not be sensitive to identify women who do not recognize, or underreport their symptoms. These women might nonetheless have concerns about their body shape or be preoccupied about what they eat. We developed an IAT measure to assess women's implicit perceptions about food. Words representing high calorie food (lasagna) and low calorie food (lettuce) were presented in combination with self (I) and non-self (them) words. The IAT was administered to 43 women (M age = 19.22). Results showed that women were on average faster at categorizing me + low calorie food words together (IAT effect 131 ms; $d = 1.18$). The IAT effect was marginally correlated with BSQ scores ($r = .26$, $p = .08$). Importantly the IAT effect significantly discriminated between women with high versus average BSQ scores. Women with elevated BSQ ($N = 11$) had a significantly larger food IAT effect (190 ms) than women with an average BSQ ($N = 24$) (106 ms; $t(33) = 1.98$, $p = .05$) suggesting that they were even faster at categorizing the self with low calorie food; that is more sensitive to this association. This IAT measure might help us identify women underreporting their symptoms yet showing elevated concerns about food on the implicit measure; potentially an “at risk” group for restrictive dieting identifiable through implicit associations with food words.

E154

INTERACTIVE EFFECTS OF MESSAGE FRAMING AND TEMPORAL CONTEXT ON BINGE DRINKING AMONG COLLEGE STUDENTS

Mary Gerend, Margaret Cullen; Florida State University—Message framing—presenting equivalent information in terms of either gains or losses—has proven to be an effective, theoretically-based health communication strategy. Gain-framed messages (i.e., those focused on attaining desirable outcomes/avoiding undesirable outcomes) are especially successful in promoting preventive health behaviors. In addition, research suggests that health communications tend to be more effective when they focus on immediate or short-term health consequences, as compared with long-term consequences. To bridge these two literatures, we examined the extent to which message framing effects might depend on temporal context, that is, whether a message focuses on potential short-term or long-term outcomes. College students ($n = 228$) were randomly assigned to read a message about possible consequences of binge drinking that varied by (1) message frame (gains or losses) and (2) timing of possible consequences (occur immediately or in the distant future). Messages addressed the same consequences (e.g., relationship problems), but varied systematically in terms of when those consequences would occur. Primary outcome measures included binge drinking intentions (assessed immediately after the intervention) and frequency and quantity of alcohol use (assessed one month after the intervention). Relative to the other three conditions, participants exposed to the gain-framed, short-term consequences message reported significantly lower binge drinking intentions and decreased alcohol use (number of drinks per occasion) one month later. Findings supplement previous research on message framing and suggest that temporal context can influence the effectiveness of framed health communications.

E155

DO SELF-SCHEMAS PREDICT MEMORY PERFORMANCE ONCE BIASED RESPONDING AND SELF-REFERENCE EFFECTS ARE ACCOUNTED FOR?

Lian Rameson, Matthew Lieberman; University of California Los Angeles—Previous research has shown that individuals who possess a self-schema for a particular domain show enhanced recall for information relevant to that domain. However, these studies have generally measured recall of information encoded in a self-referential manner, which makes it impossible to tease apart the contribution of schematicity from the memory advantage due to the well-known self-reference effect. Furthermore, previous work has not adequately controlled for response bias during retrieval. The aim of this study was to stringently test for the existence of the hypothesized relationship between schematicity and memory, controlling for self-reference and biased responding. In this study, 57 participants with varying levels of athletic schematicity viewed a series of neutral athletic and academic (control) pictures and judged whether each picture contained people or not. Thirty minutes later, participants were given a surprise memory test for the images that included an equal number of new athletic and academic pictures. Memory performance was calculated using d' , a bias-free measure of performance used in signal detection theory. As predicted, we found that memory for athletic pictures was significantly correlated with four indices of schematicity: self-reported identification with athletics, self-reported athletic experience, endorsement of athletic adjectives, and reaction time to judge trait relevance of athletic words. This work suggests that possessing a self-schema in a particular domain does result in enhanced memory for information in that domain after controlling for the effects of bias and self-reference.

E156

ALL HUMANITY IS MY INGROUP: "ONENESS WITH ALL HUMANITY"

Sam McFarland; Western Kentucky University—Essayists (e.g., Steichen, 1955), ethicists (e.g., Gandhi, 1968), holocaust scholars (e.g., Monroe, 1996), and psychologists (e.g., Maslow, 1954) have often championed the ethical importance of identifying with all humanity, of

viewing all humanity as one "family." However, a validated measure of this identification has not existed. Four studies are reported that present a 10-item Oneness With All Humanity Scale (OWAHS) and test its validity. Study 1 found that the OWAHS has strong internal consistency and is not significantly confounded by social desirability. Ipsitive scoring, controlling for identification with family, community, ethnic group, Americans, enhanced predictive validity. The OWAHS correlated negatively with ethnocentrism, authoritarianism, and social dominance, and positively with moral reasoning, but was largely independent of these constructs. In regression analyses, the OWAHS predicted concern for global issues and international human rights beyond these related constructs. In studies 2 through 4, the OWAHS positively predicted contributions to international charities (Study 2), strongly distinguished the known groups Amnesty International activists versus Chamber of Commerce board members (Study 3), and predicted knowledge of international events that affect humanity (e.g., the genocide in Darfur) but do not affect self-interests or American interests (Study 4).

E157

IF THE SHOE FITS (PERFECTLY): PERFECTIONISM AND PERFECTIONISM-OCCUPATION FIT PREDICT INCOME, INTRINSIC MOTIVATION OF THE JOB, AND JOB SATISFACTION

Megan M. Occhio, Timothy J. Huelsman, Robert W. Hill; Appalachian State University—In 1995, Slaney, Ashby, and Trippi suggested that perfectionism plays an important role in career choice and success. Over 10 years later, perfectionism has not yet been examined in the work context, despite the popularity of the construct. Given the proposed importance of perfectionism, this study explored whether job satisfaction, internal work motivation, and income are predictable from employee perfectionism and fit between employee perfectionism and the occupation. Individuals from nine professions ($N = 408$; accountants, clergy, dentists, disc jockeys, elementary school teachers, interior designers, office managers, professors, retail sales staff) participated by responding to the Perfectionism Inventory, the Job Diagnostic Survey, and a demographics survey. Perfectionism-occupation fit was measured with difference scores (individual perfectionism - occupation perfectionism). Occupation perfectionism was quantified by a panel of experts' systematic use of the O*NET job summaries (<http://online.onetcenter.org/>) to assess how the requirements of each occupation reflected the dimensions measured by the Perfectionism Inventory. Job satisfaction, internal work motivation, and income were (separately) regressed on six perfectionism subscales (concern over mistakes, high standards for others, need for approval, orderliness, planfulness, and striving for excellence) and perfectionism-occupation fit for each subscale. Predictors accounted for modest variance in job satisfaction (R -square adjusted = .074), but larger proportions for internal work motivation (R -square adjusted = .149), and income (R -square adjusted = .210). Results are discussed in terms of career choice and success, including motivation and job attitudes. We conclude that perfectionism is a construct that demands greater attention from organizational researchers.

E158

DISTRUST AND STEREOTYPE ACTIVATION

Lisa Sinclair, Justin Friesen; University of Winnipeg—When members of different ethnic groups interact, issues of trust are often salient. Little research, however, has investigated whether trust-related issues can lead people to bring stereotypes to mind (i.e., stereotype activation). The current research examined this question. Using a scrambled sentence task, experimental group participants were primed with trust or distrust words. Control group participants were primed with neutral words. All participants then watched a videotape of a White or Black doctor and completed a lexical decision task to measure activation of the negative Black and positive doctor stereotypes. Matched positive and negative words and neutral control words were also included. Results indicated that when primed with distrust, participants who viewed the Black doctor activated the

Black and doctor stereotype compared to control group participants or those who viewed a White doctor. Priming trust did not lead to stereotype activation in any participants. Analyses of positive and negative words indicated the results were not due to valence. In short, our results suggest that distrust may encourage stereotype-based processing and trust may encourage individuation.

E159**THE GENERALITY OF MISATTRIBUTING AROUSAL WHILE UNDER STEREOTYPE THREAT**

Lana Rucks¹, Jessi Smith², Robert Arkin¹; ¹Ohio State University, ²Montana State University – Research shows that under stereotype threat women high in mathematical domain identification perform better on a math test when provided an explicit external source of arousal compared to women not provided this external source (Ben-Zeev, Fein, & Spencer, 2005). The present research explored the robustness of these findings. Study 1 was a conceptual replication of Ben-Zeev et al. that included three modifications. First, an explicit and stated link between arousal and test performance was not provided. Second, the external source of arousal was described by participants to be only moderately arousing. Last, women across the spectrum of domain and math identification were included. Results showed that threatened participants performed worse on a math test when an external source of arousal was not provided compared to threatened participants when either provided with an external source of arousal or when they were not threatened. These findings suggest that a misattribution source need not be explicit or strong to attenuate stereotype threat effects. Study 2 aimed to replicate and extend these findings by examining at what point, preceding or following the stereotype threat induction, the external source of arousal was needed to attenuate stereotype threat effects on performance. In general, results showed that threatened and nonthreatened participants performed statistically similarly on the math test regardless of the presence and presentation timing of the misattribution opportunity. Exploratory analyses also investigated the role of individual differences on math test performance and self-reported perceptions of the testing situation. The implications of these findings are discussed.

E160**APPROACHING WHAT WE LIKE: THE IMPACT OF IMPLICIT ATTITUDES ON APPROACH BEHAVIORS**

Curtis Phillips, Kerry Kawakami; York University – A growing body of research has demonstrated that extensive training and classical conditioning procedures can be effective at changing a variety of implicit associations including well-learned automatic racial attitudes and stereotypes (Kawakami, Dovidio, Moll, Hermsen, & Russin, 2000; Olson & Fazio, 2006). The goal of the present research was to examine how these types of strategies influence subsequent approach behavior toward racial category members. Recent research has demonstrated that extensive training to associate positive concepts with Blacks facilitates approach behaviors such as the speed with which participants pull Black targets toward the self using a joystick and how far participants choose to sit from an ostensible Black interaction partner (Phillips, Kawakami, Divecha, Steele, & Dovidio, 2006). The present research extends these findings by examining how strategies aimed at changing implicit attitudes influences social mimicry. Specifically, we adapted a taste-testing procedure (Johnston, 2002) in which participants may take their cue for consumption quantity from a Black confederate. As predicted, based on recent theorizing by Lakin and Chartrand (2003) that mimicry is a tool people use to get closer on a social level, the results demonstrate that participants trained to associate positive (in comparison to negative or neutral) words with Blacks attempt to create a social bond with a Black confederate through nonconscious mimicry. The implications of these findings for theorizing on the relationship between implicit attitudes and intergroup behavior are discussed.

E161**TESTING NORMATIVE FEEDBACK INTERVENTIONS TO PREVENT SMOKING**

Amber Koblitz, Kevin McCaul; North Dakota State University – This study's purpose was to investigate the value of personalized normative feedback in changing willingness to smoke. A traditional approach to normative feedback was investigated in which participants' misperceptions about smoking were directly compared to campus' social norms. A new approach to normative feedback using affective information was also investigated in which participants' misperceptions about negative feelings smokers have towards smoking were directly compared to campus norms. Eligible students were nonsmokers who, when screened, said they were "willing" to smoke in a social situation. These students completed an online pretest assessing social and affective normative beliefs about campus smoking. After randomization to one of three groups (control, social, or affective), students' pretest information was used to create personalized feedback. Next, students viewed their feedback and completed a posttest assessing social and affective normative beliefs about campus smoking, and expectations and willingness to smoke. Regression analyses revealed a significant condition effect for willingness to smoke when affective normative discrepancy was included as a predictor, $p = .048$. Specifically, as condition moved from control, to social, to affective, students were less willing to smoke. Another regression analysis found that the effect of condition on willingness to smoke was moderated by surprise towards the personalized feedback information, $p = .028$. More surprising information was more powerful at reducing willingness to smoke. Overall, results suggested that personalized feedback reduced willingness to smoke cigarettes from screening to posttest, and that affective information may be an effective option in reducing unwanted behaviors.

E162**FRIENDLY AND POSITIVE OR HOSTILE AND NEGATIVE: PERCEPTIONS OF INTERACTING ALONE OR TOGETHER WITH UNKNOWN INDIVIDUALS AND GROUPS**

Renee Magnan¹, Verlin Hinsz¹, Gary Nickell²; ¹North Dakota State University, ²Minnesota State University, Moorhead – Research indicates that individuals hold certain assumptions about different kinds of groups. We investigated individuals' perceptions about hypothetical interactions that involve them as individuals acting alone and as group members. These interactions were with unknown other individuals or groups. In a 2 (individual or group actor) \times 2 (individual or group target) within-subjects design, participants rated these different interactions along four dimensions: hostile, friendly, negative, and positive. We predicted that interactions with individual targets would be rated more positive and friendly and less negative and hostile than group targets. We also predicted that judgments made from a group member perspective would be rated more strongly than individual actor judgments regardless of scale dimension. Results indicate significant main effects for both actor and target judgments. Participants gave more positive and friendly judgments when they acted as a group member, regardless of individual or group target. Additionally, when acting individually or as a member of a group, unknown individuals were rated more friendly and positive and less hostile and negative than groups. No interactions were found. These results show that individuals carry with them strong expectations about their interactions with others and that these expectations vary as a function of the interaction. Particularly, interactions with groups are rated as generally more negatively than are individuals, but group members tend to rate interactions more positively. These results can contribute to our understanding of why some interactions with groups are more hostile and negative (e.g., interindividual-intergroup discontinuity; ingroup bias) than those with individuals.

E163**SELF-REGULATORY FOCUS AND INTERPERSONAL TRUST**

Sabine Becker¹, Johannes Keller^{2,1}, Ruth Mayo^{2,3}; ¹University of Mannheim, ²University of Michigan, ³Hebrew University of Jerusalem – Interpersonal trust is a basis of social life. Hence, the analysis of factors which affect the disposition to trust represents an important field of research. We are applying a motivational perspective and address the question whether distinct modes of self-regulation are relevant with respect to interpersonal trust. Given the fact that trust involves a willingness to accept vulnerability and to take risks – a tendency which appears largely incompatible with a concern for safety and security – it seems reasonable to expect a negative relation between a prevention-focused mode of self-regulation and interpersonal trust. Accordingly, we hypothesize that a self-regulatory orientation that is directed at reaching safety and security (prevention focus) reflects a self-regulatory mode that is negatively associated with interpersonal trust. Supporting our hypothesis, we found that the more individuals' self-regulatory orientation – assessed with Lockwood et al.'s (2002) self-report measure of regulatory focus – is directed at reaching safety and security, the lower is their level of habitual interpersonal trust (assessed with Rotter's trust scale; Study1 and 2) and the lower is their tendency to risk money in the trust game paradigm, thus expressing a lower level of interpersonal trust (Study3). Moreover, in an experimental study involving the situational activation of a trust (or distrust) cue we found that predominantly prevention-focused participants (compared to promotion-focused counterparts) were (a) more likely to interpret a subtle facial cue as a distrustful one and (b) more strongly affected by distrust priming as reflected in increased levels of hostility and decreased levels of interpersonal trust (Study4).

E164**MEMORY PERSPECTIVE INFLUENCES SELF-PERCEPTION BY ENCOURAGING SCHEMATIC PROCESSING**

Alison Pfent, Lisa K Libby; Ohio State University – One's autobiographical memories are intricately linked to the self, and the visual perspective one uses to picture autobiographical memories affects the construal of these events and implications for the self. When picturing a memory from a first-person perspective, one's own visual perspective, people are likely to focus on the concrete details of the experience. When picturing a memory from a third-person perspective, an observer's visual perspective, people are likely to focus on the abstract, global meaning of the experience (Libby, Eibach, & Gilovich, 2005). The present experiment investigated whether the third-person perspective activates a category of behavior and generally encourages schematic-like processing. A schematic person processes schema-relevant information more efficiently than an aschematic person because the category of behavior is more developed and accessible in schematics (Markus, 1977). The present experiment manipulated the visual perspective – first-person or third-person – that participants used to picture an instance of their own past extraverted behavior. Subsequently, they were asked to rate that behavior and recall additional examples of their own extraverted behavior. We predicted that picturing an extraverted event from the third-person perspective would cause extravert-aschematics to respond like extravert-schematics. Indeed, aschematics in the third-person condition rated their behavior as more extraverted and recalled significantly more additional examples of their own extraverted behavior than did aschematics in the first-person condition, thus causing aschematics in the third-person condition to be statistically indistinguishable from schematics. This study suggests that the third-person memory perspective encourages schematic-like information processing.

E165**THE STRUCTURE OF HATE AND THE PREDICTION OF INTERPERSONAL BEHAVIOR**

Karin Weis; University of Connecticut – Despite the importance of hate in everyday life, there are relatively few psychological investigations of it. The recently developed duplex theory of hate (Sternberg, 2003) represents a new initiative in this area. Examining the three components of hate – negation of intimacy, passion, and commitment – helps to diagnose the status of intergroup and interpersonal relations and can even guide possible interventions tailored to address the specific configuration of the three components of hate. Three studies are presented. Two studies (one in the United States and the other in Germany) involved the development of a three-dimensional scale of interpersonal and intergroup hate. The results provided cross-cultural support for Sternberg's framework and demonstrated satisfactory psychometric properties of the new hate scale. A multitrait-multimethod matrix confirmed good construct validity, and confirmatory factor analyses revealed good fit of the theoretical model to the empirical data. The third study tested the predictive validity of the hate scale. This study, which examined reactions to scenarios, explored how different configurations of responses along Sternberg's dimensions of negation of intimacy, passion, and commitment differentially predict approach and avoidance behaviors, as well as willingness to forgive a transgressor. Multiple regression analyses showed that approach and avoidance behaviors and forgiveness could be predicted successfully with the hate scale. Thus, the hate scale provides insight into the complex nature of hate and represents a starting point for developing interventions to improve intergroup and interpersonal relations characterized by degrees and types of hate.

E166**THE IMPLICIT RELATIONSHIP BETWEEN RELIGIOUS AND PARANORMAL CONSTRUCTS**

Matthew Weeks¹, Kelly Weeks¹, Rose Mary Daniel²; ¹Centenary College of Louisiana, ²New York University – The cognitive representation of supernatural concepts has gone largely unexplored in the psychology of religion research community. Also, several decades of research has resulted in only mixed results concerning the conjunctive or disjunctive relationship between the beliefs in religious and paranormal constructs. Rather than assess explicit beliefs in religious and paranormal concepts and the subsequent relationship between these belief systems, the present study investigated the implicit relationship between these sets of constructs. Though we expected to find evidence of an implicit relationship between these constructs, we also anticipated the relationship to be attenuated by an individual's religiosity. Specifically, higher intrinsic religiosity should correspond to a well-developed religious schema that excludes paranormal phenomena. Completing a version of the Implicit Association test, 63 participants categorized stimuli that were A) either an image of a religious or nonreligious activity or object (e.g., a priest praying, a church versus a man raking a lawn, a calculator) and B) either the name of a paranormal phenomenon or a part of a house (e.g., ghost, poltergeist versus windows). Participants also completed measures of intrinsic, extrinsic, and Quest religiosity. Results showed facilitated responses when religious images and paranormal phenomena corresponded to compatible response options. Importantly, intrinsic religiosity moderated this facilitation effect, with greater intrinsic religiosity corresponding to a weaker association. This suggests an independence of religious and paranormal beliefs for those high in intrinsic (i.e., "personal") religiosity. The results are discussed as they relate to the cognitive representations of religious and paranormal beliefs.

E167**FIELD EXPERIMENTS IN CHARITABLE CONTRIBUTION: THE IMPACT OF SOCIAL INFLUENCE ON THE VOLUNTARY PROVISION OF PUBLIC GOODS**

Rachel Croson¹, Yue Shang²; ¹University of

Pennsylvania,²Indiana University—In this paper we study the effect of social influence in the voluntary provision of public goods in two field experiments. In the first field experiment we demonstrate the existence of a social influence effect on individual contributions. We explore the effectiveness of different levels of social information, and find the most influential to be information drawn from the 90th to 95th percentile of previous contributions. In our experiment, social influence increases contributions on average 12% (\$13) for all donors in the most effective condition. Further, these increased contributions do not crowd out future contributions. In our second field experiment we demonstrate the boundary conditions of the effect. The results highlight the social cause of our results rather than an alternative cognitive cause (anchoring-and-adjustment or reference points).

E168

THE CROSS-CULTURAL DIFFERENCES IN THE INFLUENCE OF IMPLICIT NORMS ON EATING BEHAVIOR Emiko Yoshida, Jennifer Peach, Steve Spencer, Mark Zanna; University of Waterloo—The theory of reasoned action (Fishbein & Ajzen, 1975) argues that attitude and norms will predict behavioral intentions and behaviors. We investigated whether this theory can be applied at the implicit level. We hypothesized that implicit attitudes would predict eating behaviors for both Asian-Canadians and European-Canadians. In contrast, we hypothesized that implicit cultural norms would predict eating behavior for Asian-Canadians but not necessarily for European-Canadians. To test these hypotheses, we measured participants' implicit attitudes and cultural norms using the personalized IAT (Olson & Fazio, 2004) and our newly developed cultural norm IAT. More specifically, we modified the traditional IAT by changing the category labels from "pleasant" and "unpleasant" to "people approve of" and "people disapprove of" to capture people's automatic association of what people should do or shouldn't do. Thirty-five European-Canadian and 41 Asian-Canadian undergraduate students participated in our study. They completed the personalized IAT and the cultural norm IAT before coming to the lab. In the lab, they first completed an ego-depleting handgrip exercise in order to reduce capacity for self-regulation and then evaluated dips using chips and vegetables. The result indicated that among European-Canadians and Asian-Canadians, implicit attitudes predicted eating behaviors. In contrast, Asian-Canadians with positive implicit cultural norms toward vegetables were more likely to eat vegetables, whereas European-Canadians with positive implicit cultural norms about eating vegetables were actually less likely to eat vegetables. These results provide strong support for the discriminant validity of implicit attitudes and norms. Each uniquely predicted behaviors and for European-Canadians in opposite directions.

E169

PREDICTING ATTENTION AND AVOIDANCE OF HEALTH THREATS: WHEN DO DISPOSITIONALLY AVOIDANT INDIVIDUALS ATTEND? Rupert Klein¹, Bärbel Knäuper²; ¹Kansas State University, Manhattan, ²McGill University, Montreal—Two studies aimed to demonstrate that dispositionally avoidant individuals cognitively avoid threats to their health only if the threats are self-relevant. The second study further sought to demonstrate that the avoidance mechanism in dispositionally avoidant individuals can be disrupted under certain circumstances. In both studies attention and avoidance toward threats were assessed using an emotional Stroop task and dispositional avoidance was determined using Mendolia's Index of Self-Regulation of Emotion. In Study 1, with 72 university students, the health threats were sexually transmitted infections (STIs), which were assumed to be only self-relevant for participants who do not regularly use condoms when having intercourse. Supporting the hypothesis, for dispositionally avoidant participants STI words were avoided by non-condom users but not by condom users. Study 2 investigated if avoidance can be disrupted in situations where there is a drop in the amount of dopamine in one's

system (i.e., during abstinence for smokers). It was hypothesized that during smoking abstinence dispositionally avoidant smokers who would normally cognitively avoid smoking threats (e.g., cancer) will attend to them. Thirty-one smokers were presented with the threatening smoking words. Non-abstainers who were dispositionally avoidant cognitively avoided the smoking words, whereas abstainers did not avoid them. The results indicate that cognitive avoidance can be disrupted during situations of smoking abstinence where there is a drop in the level of dopamine. Implications from the results for the presentation of health warning messages are discussed.

E170

ARE ESSENTIALIZED GROUPS NECESSARY FOR LAY PSYCHOLOGICAL ESSENTIALISM? Neil Lutsky, Rebecca Schaumberg; Carleton College—Do lay perceivers assume that men and women are fundamentally different in kind? Prentice and Miller (2006) suggested so in a study in which males and females were told they "overestimated" or "underestimated" the number of dots on slides. In subsequent dot estimation trials, participants receiving the same feedback as opposite sex peers (e.g., that both were "overestimators") compensated for these tendencies, but participants receiving opposite feedback as opposite sex peers did not. Presumably, in the latter condition, participants attributed their alleged perceptual leanings to fundamental gender differences rather than to flexible stylistic tendencies. But is this effect specific to social categories viewed in essentialist terms or is it a general social perception phenomenon that doesn't require essentialist assumptions about group differences? To add this key control to Prentice and Miller's studies, we replicated their Study 2B with pairs of participants described as representing two non-essentialized social groups, students from different local colleges. Twenty pairs of students completed the dot estimation procedure, but they showed no reduction of estimation correction in the different style/different schools condition, unlike the gender equivalent in the Prentice and Miller study. This finding strengthens the original demonstration of lay essentialism, because it suggests individuals attribute observed differences to category membership for groups presumed to differ fundamentally but not for other groups.

E171

COPING WITH THREATS TO THE SELF: RECOVERY OF BELONGING NEEDS TAKES PRECEDENCE OVER THAT OF ESTEEM Megan L. Knowles¹, Wendi L. Gardner¹, Dan C. Molden¹, Gale Lucas¹, Kristy Dean²; ¹Northwestern University, ²California State University, San Bernardino—The current research investigates individuals' responses to threats to their inclusionary status. We posit that when faced with a social threat, individuals will affirm their social bonds rather than their personal esteem. This prediction was tested in three studies. In Study 1, individuals completed a word-scramble task that served to prime either a social threat or control experience (e.g., acceptance, physical illness), recalled a past group event, and made attributions for their groups' success or failure. Whereas control participants tended to attribute group success to individual efforts (i.e., self-enhancement), socially threatened individuals attributed group success to teamwork (i.e., attachment-enhancement). In Studies 2 and 3, participants experienced either a social or intellectual threat and had the opportunity to affirm self-aspects relevant or irrelevant to the threat. Participants who experienced a social threat demonstrated a greater preference for direct self-affirmation than those who experienced an intellectual threat. Even though indirect affirmation may be a more effective means of self-esteem maintenance after an ego threat (e.g., Blanton, Cooper, Skurnick, & Aronson, 1997), socially threatened individuals were willing to take a hit to their self-esteem in order to reaffirm their social bonds. Taken together, these studies suggest that the recovery of social connection takes precedence over personal esteem when coping with social threats.

E172

DUCHENNE SMILES REDUCE SENSITIVITY TO RACIAL CATEGORIZATION Kareem Johnson¹, Christian Waugh², Barbara Fredrickson³; ¹Temple University, ²University of Michigan, ³University of North Carolina, Chapel Hill – Recent research on positive emotions have shown that induced states of positive emotion can alter perception of faces such that cross-racial recognition biases are eliminated (Johnson & Fredrickson, 2005) and boundaries between racial categories are blurred (Johnson & Fredrickson, 2006). The present research examines the influence of positive emotion on the perception of racial categories while employing facial electromyography (EMG) to track incidences of expressed positive emotion (Duchenne smiles). Caucasian participants viewed short video clips to induce a joyful, neutral, or fearful emotions prior to completing a racial categorization task. Results revealed that the frequency a Duchenne smiles (measured by simultaneous activation of the orbicularis and zygomatic facial muscles) were inversely related to racial categorization accuracy, such that more frequent smiling predicted reduced sensitivity to racial category boundaries.

E173

“LIVE VIA SATELLITE”: THE IMPACT OF DISRUPTED COMMUNICATION ON INTER- AND INTRA-RACIAL PERSON PERCEPTION Adam Pearson, Tessa West, Stacie Renfro, Ross Buck, John Dovidio, Jonathan Ferris, Robert Henning, Christian Rauh; University of Connecticut – Interracial interactions are often marred by underlying tension and feelings of distrust, producing cognitively taxing and socially awkward interactions. The present research explored how the cognitive demand of disrupted communication produces misperception of friendliness in dyadic interaction, and it examined the implications of these processes for intragroup and intergroup interaction. We hypothesized that within-race interactions would be disrupted by time delay in audio-visual communication, and that interracial interactions would show these “disruption” effects regardless of communication delay condition. Seventy-eight White and interracial dyads discussed the Iraq War over closed-circuit television. Participants were assigned to either a delay condition, in which auditory and visual feedback was delayed using digital (TiVo®) equipment for 1-3 sec without participant awareness, or a no delay control condition. Following the conversation, participants were asked to complete measures assessing their perceptions of their own and their partner’s friendliness. Multilevel modeling analyses supported our predictions. A statistical interaction revealed that for within-race dyads the delay decreased participants’ self-perceptions of friendliness and their perceptions of their partner’s friendliness. In contrast, the delay had no such effects for interracial dyads, which had relatively low levels of perceived friendliness across delay and control conditions that were comparable to the within-race delay condition. Moreover, correlational analysis revealed that whereas participants in within-race dyads were generally accurate in their perceptions of their partner’s friendliness, those in interracial dyads were inaccurate. These effects are partially accounted for by assumed similarity. Implications for understanding and improving race relations are discussed.

E174

PROTOTYPICALITY MODERATES PERCEPTIONS OF INGROUP MEMBERSHIP Zayra N. Longoria, Stephanie A. Goodwin; Purdue University – Shared group identification is key to reducing social bias; as people perceive they share superordinate group identities with others, they are less likely to respond with bias. However, not all sub-groups are perceived to be equally prototypic of subordinate groups. This research examined perceived group prototypicality– the degree to which subgroups are viewed to possess traits similar to those of a superordinate group – in moderating implicit attitudes and superordinate group inclusion. One-hundred-six participants (89% White) primed to think about their national (American) or another group (family member) identity read a fictitious essay regarding the attitudes of White and

African Americans. Essay topic (American values vs. vacation preferences) and the prototypicality of Blacks relative to Whites (low vs. high) were manipulated between-subjects. Participants completed Implicit Association Tests (IAT) assessing: 1) national identification (me/not me; American/Foreign), 2) race attitudes (Black/White; pleasant/unpleasant), and 3) national group associations (Blacks/Whites; American/Foreign). As predicted, participants implicitly associated the self with the national identity ($t_{105}=21.51$, $p<.001$), preferred Whites to Blacks ($t_{105}=14.11$, $p<.001$) and associated Whites with the national identity more strongly than they did Blacks ($t_{105}=10.71$, $p<.001$). The magnitude of national group associations was moderated by manipulated group prototypicality ($F_1 = 10.69$, $p = .001$). Participants were more likely to associate Blacks with the group American when they read essays suggesting Blacks shared the same beliefs as Whites. Importantly, more positive attitudes toward Whites were associated with weaker inclusion of Blacks in the national group ($r=.20$, $p=.04$). Implications for models of group identity and bias reduction are discussed.

E175

UNDERMINING ATTITUDE CERTAINTY USING CAUSAL PERSUASIVE ARGUMENTS: EVIDENCE FOR A VALENCE ASYMMETRY AMONG CAUSALLY UNCERTAIN PERCEIVERS Susan Meadows, Stephanie J. Tobin; University of Houston – Causal Uncertainty (CU), or doubts about one’s understanding of events (Weary & Edwards, 1996), can increase persuasion. Specifically, when individuals who value causal understanding (high Causal Importance or CI) receive counterattitudinal arguments that address causal mechanisms, higher levels of CU are associated with greater persuasion (Tobin & Weary, 2006). However, past studies have only used messages describing negative outcomes. In this study, we examined whether CU would have similar effects when positive outcomes were described. Because negative outcomes have been found to prompt greater attributional activity (Weiner, 1985), we predicted that we would replicate past results only when outcomes were negative. Participants read a persuasive message (always counterattitudinal) that described positive or negative outcomes of gambling and contained causal or non-causal supporting evidence. Valence assignment was based on initial attitudes toward gambling. After the message, participants reported their attitudes and attitude certainty. Because of the proximity of the pre-message attitude measure, we anticipated a weakening of existing attitudes rather than attitude change. Indeed, regression analyses revealed a significant CU X CI X Argument Type X Argument Valence interaction on attitude certainty. The CU X CI X Argument Type interaction was significant only in the negative valence condition. As predicted, simple slope tests revealed that when participants were high in CI and the messages contained causal arguments, higher CU was associated with lower attitude certainty. Significance levels remained the same when we controlled for perceived argument strength and initial attitude certainty. These findings demonstrate a valence asymmetry in CU-related persuasion processes.

E176

CAUGHT IN THE ACT: THE EFFECTS OF SELF-REGULATION OF PREJUDICE RESPONSES ON IMPLICIT AND EXPLICIT ATTITUDES Sarah McQueary, Margo Monteith; University of Kentucky – Monteith and colleagues (1993, 2002) developed and experimentally tested a model for understanding how people might decrease implicit racial prejudice through the self-regulation of prejudice responses. Such self-regulation involves becoming aware of prejudiced responses that conflict with non-prejudiced standards (i.e., prejudice-related discrepancies), experiencing negative self-directed affect as a consequence, and using the experience to develop cues for control that help to prevent future prejudiced responses. This study investigated whether practicing self-regulation affected implicit prejudice among individuals with low-prejudice explicit attitudes. After being taught

about self-regulation and instructed to practice it, participants were tested on implicit prejudice across three sessions each held one week apart. The implicit prejudice measure was the weapons task (e.g., Plant et al., 2001), which is a computer program that involves quickly deciding whether to shoot or not shoot Blacks and Whites paired with either guns or neutral objects. Participants also completed email surveys daily and free response surveys during the testing sessions. The results revealed an interesting three way interaction where participants' shooter bias errors decreased from Session 1 to 3 for Black targets with guns and for White targets without guns. These results seem to show that self-regulation increases sensitivity to stereotype-consistent stimuli. With heightened sensitivity, people presumably can exercise greater intention in deciding how they will respond to Blacks, rather than relying on automatically activated stereotypes. Consistent with this reasoning, we also found that participants reported smaller prejudice-related discrepancies after practicing self-regulation.

E177

WHAT PEOPLE DO VS. WHAT PEOPLE WANT YOU TO DO: DESCRIPTIVE VS. INJUNCTIVE NORMS IN THE THEORY OF PLANNED BEHAVIOR *Marcella B. Boynton, Blair T. Johnson; University of Connecticut*—One of the most commonly used behavior models, the theory of planned behavior (TPB), (Ajzen, 1991) postulates that many behaviors can be adequately predicted by behavior intention, which is in turn predicted by attitudes, perceived behavioral control, and subjective norms. Other scholars have further distinguished subjective norms into two different subtypes: descriptive and injunctive (Deutsch & Gerard, 1955). The TPB traditionally includes a single subjective norm component, most commonly an injunctive norm measure. To date, there is little research comparing and contrasting the predictive validity of descriptive and injunctive norms within the TPB. The purpose of this study was to determine whether it is necessary to include both types of norms measures in the TPB. A computer-based study was conducted using 458 undergraduate participants. Forty seven different behaviors were gleaned from studies using the TRA/TPB models and were rated by the participants. The behaviors were as automatic as "using a seatbelt" (Budd et al., 1984; Mittal, 1988) or as deliberative as "applying for a promotion" (Giles & Lamour, 2000). Structural equation modeling of the TPB for each of the forty-seven behaviors revealed that injunctive norms were solely predictive of only 23% of the behaviors (N=11); descriptive norms were solely predictive for 34% of the behaviors (N=16); and both norm measures were significantly predictive for 15% (N=7) of the behaviors. These results clearly indicate that the traditional TPB model should routinely include descriptive norm measures considered independently from injunctive norms measures.

E178

TESTING THE BOUNDARY OF RACIAL PREJUDICE WITH ROBOTS *Li Gong; Ohio State University*—Allport (1954) asked "can humanity constitute an in-group?", but did not offer a viable candidate as a nonhuman out-group. With the technology of humanoid social robots advancing and computer-generated robot and human characters being prevalent in computer-based social environments, robot entities constitute a comparable nonhuman out-group which can substitute human entities for serving such virtual social roles as avatar or virtual friend, and hence can be used to test the notion of all-human favoritism. A study (N = 47) assessed Whites' explicit and implicit attitudes towards Black Americans, White Americans, and robots in Part I and examined the effects of the attitudinal differences for Blacks vs. robots on preferences for computer-generated robot and Black characters for various virtual social roles in Part II, two weeks later. ANOVAs showed that high interest in robots was associated with more positive attitude, explicitly and implicitly (measured with IAT), towards robots than towards Blacks when interest in Blacks was low. No such effect was found, however, for comparison with in-group attitude when the

participants' ethnic identity was low. The in-group attitude was always more positive than the attitude towards robots regardless of the level of in-group identity. Regression analyses linking Part I and II data showed that the attitudinal differences for Blacks vs. robots meaningfully predicted preferences for Black vs. robot characters for virtual social roles such as virtual friend and tutor. Therefore, the posited or wished-for human boundary of racial prejudice is challenged. The results suggest alarming strength of racial prejudice.

E179

CONSCIENTIOUSNESS, THE TRANSTHEORETICAL MODEL OF CHANGE, AND EXERCISE: A MULTI-METHOD INTEGRATION OF TRAIT AND SOCIAL COGNITIVE FRAMEWORKS IN THE PREDICTION OF BEHAVIOR *Tim Bogg; Indiana University, Bloomington*—Relationships between conscientiousness-related traits and transtheoretical model (TTM) of change constructs, exercise self-efficacy, and exercise behavior were examined in college and community samples (N = 613) using self-reported and observer ratings. Measures of the conscientiousness-related traits of conventionality (e.g., traditional), decisiveness (e.g., consistent), industriousness (e.g., thorough), and reliability (e.g., dependable) were expected to show positive relations with measures of exercise behavior stage of change location, processes of exercise behavior change, endorsing the benefits of exercise behavior (i.e., decisional balance), exercise self-efficacy, and self-reported exercise behavior. In addition, an intervening role was predicted for TTM constructs and exercise self-efficacy in the relationship between conscientiousness-related traits and exercise behavior stage of change location. Across self- and observer reports, the results showed industriousness (being hard-working) to be the most robust conscientiousness-related predictor of stage location, processes of change, endorsing the benefits of exercise behavior, exercise self-efficacy, and exercise behavior. Mediation analyses showed the relationship between industriousness and exercise behavior stage of change location to be partially accounted for by selected processes of change and exercise self-efficacy scales. The results demonstrate the predictive and conceptual utility of an integration of trait and social cognitive approaches to exercise behavior, especially in regard to the role of industriousness as an important individual difference factor therein.

E180

INVESTIGATING THE PREDICTIVE VALIDITY OF THE SYMPATHY SCALES: CAN TRAIT SYMPATHY PREDICT STATE SYMPATHY? *Sherman Lee; Christopher Newport University*—In a previous study the author created the sympathy scales, an 18 item self-report inventory that measures three specific facets of sympathy as well as global sympathy. Evidence for the hierarchical factor structure, reliability, content and construct validity of the measure has been demonstrated (see Lee, 2005). However, until this study, the predictive validity of the measure was unknown. To examine the predictive validity of the measure, 81 university students completed the sympathy scales as well as a demographic form and other trait measures. Next, the students watched 6 film clips depicting people and animals expressing various forms of suffering. After each film clip students completed a measure of state sympathy (internal consistency coefficients ranged from .89 to .95). Results indicated that the sympathy scales predicted aggregate state sympathy scores (adjusted R square = .56, p < .001) beyond that accounted by gender, big five personality traits, and empathic traits. The findings provide further support for the validity of the sympathy scales.

E181

THE INFLUENCE OF HUNGER ON ATTITUDES: DOES IT GO BEYOND FOODS? *Kate Min, Shelley Aikman; Syracuse University*—Previous research has demonstrated that attitudes towards foods change with hunger such that attitudes are more positive and reaction times associated with attitude ratings are quicker when participants are hungry

than when they are not (Aikman, 2004). The goal of the present research is to examine whether hunger impacts ratings and/or reaction times related to non-food stimuli. Participants rated their attitudes toward pictures of foods and pictures of people (older and younger males and females) along several evaluative scales (global attitudes and attitudinal bases) while reaction times were recorded. This was done twice (once when hungry, once not), in sessions separated by one week. Results demonstrate that responses (in milliseconds) were quicker when participants were hungry than when not for both food ratings (hungry $M = 837.86$, $SD = 28.12$, not hungry $M = 880.00$, $SD = 41.08$) and people ratings (hungry $M = 855.88$, $SD = 28.87$, not hungry $M = 875.48$, $SD = 41.11$), though the effect was somewhat stronger for foods. Also consistent with previous research (e.g., Aikman, 2004), hunger differentially impacted ratings of the information underlying attitudes. For example, for foods, ratings of taste changed more as a function of hunger than ratings of guilt, and for people, ratings of forgetful changed more than ratings of wise. This line of research has widespread implications given that hunger is something that most people experience to some extent everyday and therefore has the potential to impact how we perceive and interact with our worlds.

E182

EXAMINING THE ROLE OF VALUE-RELEVANCE AND OUTCOME-RELEVANCE IN DISSONANCE REDUCTION STRATEGIES *Mark Stambush¹, Michael Leippe², Shannon Rauch³; ¹Muskingum College, ²Saint Louis University, ³Eastern Illinois University* – The current studies examined the manner in which dissonance is reduced when an individual has behaved in a counterattitudinal fashion on a personally relevant issue. It was predicted that two types of relevance exert different effects on the dissonance reduction process. When confronted with a value-relevant policy, the connection to one's self influences how a person will respond after a counterattitudinal behavior, elevating attitude change to a highly resistant path of reduction. Accordingly, a less resistant alternative must be used to reduce dissonance. Outcome-relevant policies should not implicate the self to the same extent and therefore, should not systematically increase the resistance of any given mode of dissonance reduction. Using an induced compliance paradigm, participants were asked to write against a policy aimed at updating recycling procedures (high or low value-relevance, Study 1) or in favor of a policy to implement comprehensive senior exams (high or low outcome-relevance, Study 2). Participants were then presented with two different dissonance reduction strategies (attitude change and trivialization) in a counterbalanced fashion. Also, in Study 2 participants encountered a value-bonding task aimed at linking a novel attitude object with a (important or unimportant) preexisting attitude. As predicted, no attitude change was evident in the high value-relevant conditions. Contrary to predictions, greater outcome-relevance did not lead to greater attitude change. Value bonding failed to create more resistant attitudes. Also, participants generally trivialized in some form when this mode was presented first. The data suggest that value-relevance and outcome-relevance exert similar effects on the dissonance process.

E183

CONTEXTUAL AND PERSONAL FACTORS AFFECT HOW OSTRACISM IMPACTS TARGETS *Joan Poulson¹, Deborah Kashy²; ¹State University of New York, Canton, ²Michigan State University* – Experiencing exclusion from a group has negative outcomes for people, often in terms of targets' affect and self-esteem. However, previous research suggests that targets experience somewhat different outcomes in different situations. For instance, Williams et al. (1997; 2000) has found that targets report negative feelings after being excluded from a game of catch, but Twenge et al. (2003) find that targets have flat affect after being told they were the least-liked group member. The goal of the current study was to investigate the roles of different exclusion manipulations and personality factors to understand the somewhat conflicting results in

the literature. An online study was conducted in which participants were randomly assigned to one of three ostracism situations. These situations were intended to mirror commonly used laboratory methods (ball-toss, a conversation, being last-picked). Participants also completed several personality measures (big five inventory, rejection sensitivity) to examine interactions of person and situation. Results suggest that consequences for targets are more severe when they are excluded by being told they were last-picked by others in terms of their self-esteem, emotions, and sense of belonging. Personality factors moderated the impact of ostracism such that people higher on openness were less negatively affected, but people higher on neuroticism experienced a greater drop in self-esteem, more negative affect, and a lower sense of belonging. These findings suggest that although exclusion is a negative experience, there are factors about the situation and target him or herself which can attenuate or strengthen its impact.

E184

UTILIZING TRAIT INFORMATION IN PERSONALITY JUDGMENTS *Andrew Beer, David Watson; University of Iowa* – Judging the personality of individuals with whom a judge is unacquainted has proven to be a relatively difficult task. In general, Extraversion has been the only trait showing consistent agreement between peer judgments and self judgments. For judgments of other, less visible traits, judges must resort to rating strategies such as assuming similarity between one's self and the target and using general implicit theories about the relations between traits in others. As part of an ongoing project investigating personality judgment at limited acquaintance, we conducted a study aimed at determining the effect of trait information on personality judgment. In a control condition, judges rated the personality of 10 targets (photographs). In a second condition, we provided the judges with valid trait information about the targets (based on each target's self-report) in addition to a photograph. This information took the form of a behavioral sentence implying the target's standing on Agreeableness. Finally, in a third condition, targets received invalid information (a statement indicating the opposite of their standing on Agreeableness) in addition to a photograph. When the judges received valid trait information, self-other agreement increased dramatically for Agreeableness (as expected) and increased slightly for Neuroticism and Conscientiousness. Assumed similarity decreased slightly for Agreeableness and increased slightly for Neuroticism, Openness, and Conscientiousness. The average intercorrelation amongst the Big Five decreased. When the judges received invalid trait information, self-other agreement decreased for all traits, especially Agreeableness. Assumed similarity decreased for Neuroticism, Openness, and Agreeableness. The average intercorrelation among the Big Five increased.

E185

CAUSAL UNCERTAINTY AND PSYCHOLOGICAL WELL-BEING: THE MODERATING ROLE OF SECONDARY CONTROL PERCEPTIONS *Stephanie Tobin, Melissa Raymundo; University of Houston* – Lack of understanding and control typically have negative mental health implications. We focus here on the implications of Causal Uncertainty (CU) for well-being. Individuals with chronic CU beliefs doubt their understanding of the causes of events. They tend to have lower perceptions of primary control and experience higher levels of depression and anxiety (Weary & Edwards, 1994). However, control and understanding needs also can be met through secondary control strategies, which involve adjusting oneself to and accepting the environment as it is, rather than trying to change it (Morling & Evered, 2006). We examined whether secondary control perceptions would protect high CU participants from negative mental health outcomes. 360 participants completed scales that tapped their CU beliefs (Weary & Edwards, 1994), the importance they attached to causal understanding (Causal Importance or CI, Tobin & Weary, 2006), perceived primary control (Mirowsky & Ross, 1991), perceived secondary control (Morling

& Fiske, 1999), depression (Beck, 1967), trait anxiety (Spielberger, 1983), and satisfaction with life (Diener, Emmons, Larsen, & Griffin, 1985). Regression analyses revealed a significant CU X CI X Secondary Control interaction on depression and significant CU X CI X Secondary Control interactions on anxiety and life satisfaction. Simple slope tests revealed that high CU (coupled with high CI) was associated with negative mental health outcomes only when secondary control perceptions were low. As predicted, a high sense of secondary control neutralized the negative affect typically associated with high CU. People appear to be more flexible than previously assumed in coping with CU.

E186

ASYMMETRY IN INTER-GROUP COMPARISON: WHEN THE IN-GROUP IS PART OF THE SELF *Gordon Kato; Indiana University* – The purpose of this study is to investigate asymmetry in inter-group comparisons between Americans and Canadians, when the respondent belongs to the in-group. If the self, as a repository of personal identity, serves as a reference point for interpersonal comparisons (Markus, 1977; Srull & Gaelick, 1983), then one's in-group, as an extension of the self's social identity, may serve a similar function when making inter-group comparisons. Americans (N = 295) and Canadians (N = 199) were asked to make various similarity and difference comparisons (e.g., "How similar are Americans to Canadians?" or "How different are Canadians from Americans?"). The magnitude of asymmetry has been explained by Tversky's feature-matching model (1977), where familiarity (i.e., in-group or out-group), direction of comparison (i.e., Americans as subject or Canadians as subject) and type of comparison (i.e., similarity or difference) determine what features are the focus of the comparison. It is hypothesized that inter-group asymmetries are the result of several covariates—in-group identification, out-group feelings, out-group familiarity, and in-group and out-group entitativity—that moderate comparison ratings. Canadians perceived themselves as less similar to and more different from Americans, and Americans perceived themselves as more similar to and less different from Canadians. This was consistent with differences between American and Canadian feelings toward their in-group and the out-group. Positive out-group feeling was the most consistent predictor for inter-group comparison, regardless of the direction of comparison. Perceived out-group entitativity and out-group familiarity as predictors depended on whether the out-group was the focus of the comparison.

E187

TAKING STOCK: AFFECTIVE INFLUENCES ON RESOURCE IDENTIFICATION AND APPRAISAL *Cinnamon Danube, Karen Gasper; The Pennsylvania State University* – How do people's feelings influence their ability to identify resources and their appraisals of them? Some work indicates that positive affect (PA) may help people identify resources and form positive appraisals of them; whereas negative affect (NA) may hurt this identification process and lead to negative appraisals. Other work suggests that PA and NA may not contribute equally to this process, for PA may be the more important predictor (Fredrickson & Joiner, 2002). We examine the hypothesis that it is PA, but not NA, that promotes people's ability to identify resources and form positive appraisals of them. Participants completed mood ratings (PA, NA: anxiety and anger) and listed their resources (identification). Participants also appraised the extent to which each resource helped them: identify bad things, prevent bad things, cope with or fix bad things, identify good things, acquire or achieve good things, and maintain or build upon good things in their lives. Regression analyses revealed that affect did not influence the number of resources listed; however, affect did influence appraisals. PA predicted more positive appraisals, whereas anxiety and anger did not predict them. Thus, experiences of PA result in more positive appraisals of resources, which may lead to effective use of and eventual building of resources. Interestingly, while PA and anger are both approach-related emotions, only PA was associated with appraisals. Overall, these results

lend support to the contention that the presence of positive emotions, not the presence or absence of negative emotions, contribute to enhanced coping and well-being.

E188

GRATITUDE AND INTERDEPENDENCE OF SELF-CONSTRUAL *Ozge Gurel, Anthony H. Ahrens; American University* – Recent research has explored people's sense that they are interdependent versus independent. When people express gratitude to others, they are confronted with their interdependence. Their favorable outcomes have been dependent upon the actions of those to whom they are grateful. This expression of gratitude is, then, likely to change individuals' self-construal to be more interdependent. The current study explored this possibility. Eighty-six undergraduates completed measures of state gratitude, trait gratitude, and trait self-construal. They were then randomly assigned to complete either a neutral task or a gratitude letter, in which they expressed their gratitude to someone whom they felt they had not sufficiently thanked. Afterwards, they completed a task in which they wrote self-descriptive sentences. They also read about another person and subsequently recalled what they had read. Participants from the gratitude group wrote more interdependent self-descriptors than did those in the neutral condition. This indicates that gratitude induction can shift self-construal toward interdependence. There were no differences between the groups in the interdependence of events they recalled from the story about a person other than themselves. Prior to the manipulation, state gratitude was positively related to trait interdependence, as was, marginally, trait gratitude. Recent research has begun to document a number of the consequences of gratitude. One of these consequences appears to be a more interdependent self-construal.

E189

THOUGHTS OF DEATH CAN PROMOTE RESISTANCE OR OPENNESS TO ATTITUDE CHANGE *Tiffany L Dood, Ian M Handley; Montana State University* – Terror Management Theory (TMT; Solomon, Greenberg, & Pyszczynski, 2000) asserts that when people are confronted with their mortality, they will more aggressively defend important cultural and personal views. For instance, Greenberg, Solomon, & Pyszczynski (1997) found that participants who received a mortality salience manipulation were less likely to participate in activities that would derogate symbols of their country. Surprisingly, very little research has investigated the role mortality salience may play in persuasion settings. Yet, it follows from TMT that individuals whose mortality has been made salient should strongly resist attempts to change their attitudes in a direction counter to their initial views, but should be quite open to such attempts when a message is consistent with their initial attitude. Thus far, this hypothesis has gone untested, so we conducted and reported on an experiment that tests this hypothesis. In this experiment, participants wrote either death-related essays or control essays. Next, participants read a counter- or pro-attitudinal essay containing strong arguments promoting a tuition plan, and then indicated their attitudes toward this plan. Consistent with predictions, the results indicate that participants for whom mortality was salient reported more favorable attitudes if they read the pro-attitudinal essay, but more unfavorable attitudes if they read the counter-attitudinal essay. In contrast, control participants formed equally favorable attitudes following both messages. The data suggest that mortality salience promotes resistance or openness to attitude change depending on whether persuasive appeals are consistent or inconsistent with initial attitudes.

E190

LOVING YOU OR JUST LOVING LIFE?: EXAMINING THE LINKS BETWEEN PARTNER-DIRECTED AFFECT, GENERALIZED AFFECT AND RELATIONSHIP QUALITY *Andrew Lupo¹, Janna Miller², Anne Marshall³, Drew Watson⁴, Richard B. Slatcher³*; ¹The College of

William and Mary, ²*Rhodes College*, ³*The University of Texas at Austin*, ⁴*St. Edwards University*—Recent research has shown that the words that couples use to express affect are associated with overall relationship health. In this study, we examined the links between the use of affect words directed to one's partner (e.g., "I love you"), generalized affect words (e.g., "I loved that movie"), and relationship quality. Sixty-eight heterosexual couples in committed dating relationships completed measures of relationship satisfaction and submitted seven days of daily Instant Messages (IMs) with each other. Six months later, couples were contacted to determine whether they were still dating. IMs were coded for affect word context (partner-directed and generalized affect) and processed with a linguistic analysis program. Results indicated that both partner-directed and generalized affect words were significantly associated with relationship satisfaction and relationship fate. These findings point to the importance of taking a fine-grained approach to studying the role of affect in romantic relationships.

E191

A DOUBLE-EDGED SWORD: PERCEIVED NEGATIVE IMPLICIT NORMS TOWARDS ONE'S GROUP INCREASES COLLECTIVE ACTION.

Jennifer M. Peach, Emiko Yoshida, Mark P. Zanna, Steven J. Spencer; University of Waterloo—Many stigmatized groups are the targets of negative norms. Members of these groups understandably are motivated to resist these norms. What are the consequences of resisting and denying such norms? Although denying the existence of negative norms may protect self and group identity, such denials may be a double-edged sword, as denying the negative norms may reduce the motivation to engage in collective action. In this study, we assessed feminists' (n = 31) and nonfeminists' (n = 37) implicit attitudes (Olson & Fazio, 2004) and implicit norms towards feminists (using a modified form of the IAT with the category labels "most people like/ most people don't like"). When participants came to the lab we randomly assigned them to have an opportunity to engage in collective actions for a feminist or a neutral cause (e.g., sign a petition, go to a rally, protest outside the parliament buildings). For feminists, volunteering for a feminist cause was predicted by their implicit norms towards feminists, but not their implicit attitudes, such that the more they associated negative views of others with their group (i.e., the more negative their implicit norm) the more likely they were to endorse political action for feminists. Put another way, feminists were more likely to engage in collective action than nonfeminists only when their implicit norms towards feminists were as negative as those of nonfeminists. Thus, denying negative norms towards one's group may help one to have a more positive view of one's group, but it may reduce group action.

Poster Session F

F1

I WANT TO LEARN TO PROVE THAT I AM SMART: WHEN MASTERY GOALS FAIL TO REDUCE SELF-ESTEEM VULNERABILITY AMONG ACADEMICALLY CONTINGENT STUDENTS Yu Niiya, Jennifer Crocker; University of Michigan – Mastery goals have been consistently linked to educationally adaptive outcomes such as higher intrinsic motivation and challenge-seeking (e.g., Ames, 1992; Elliot, McGregor, & Gable, 1999). However, when people base their self-worth on academic success, mastery goals may be compatible with the goal of proving ability, and consequently, may not attenuate the vulnerability of self-esteem to failure. We hypothesized that mastery goals reduce vulnerability of self-esteem associated with high academic contingency when mastery goals reduce ability-validation goals but not when mastery goals foster ability-validation goals. Undergraduate students (N = 87) high and low on academic contingency heard either a mastery or a performance goals instruction (Senko & Harackiewicz, 2005), completed the ability-validation goal scale (Grant & Dweck, 2003), and reported their state self-esteem (Rosenberg, 1965) after failing on a difficult cognitive test. As predicted, mastery goals instruction did not reduce ability-validation goals, either as a main effect ($F(1, 83) = .16$, n.s.), or in interaction with academic contingencies, $F(1, 83) = .23$, n.s. Also as expected, we found a significant interaction between goal instruction, academic contingencies, and ability-validation goals on post-test self-esteem, $F(1, 79) = 6.14$, $p = .02$. Mastery goals instruction reduced the vulnerability of self-esteem of highly contingent students when participants reported low ability-validation goals but not when they reported high ability-validation goals. The results supported the idea that for those who base their self-worth on academics, mastery goals only buffer self-esteem from failure for students who are low in ability-validation goals.

F2

DAMN-IT GEORGE SWEAR: HOW PROFANITY IMPACTS PERSUASION Cory Scherer¹, Brad Sagarin²; ¹Denison University, ²Northern Illinois University – Within the domain of attitude change, swearing has been shown to positively impact persuasion partially by increasing perceived speaker depth of feeling (Scherer & Sagarin, 2006). The present experiment looked specifically at another potential mediator of the relationship: dynamism. An experiment was conducted manipulating where in a pro- or counter-attitudinal speech swear words were used (beginning of the speech, middle of the speech, end of the speech or no swear word). The hypothesis for this experiment was that swearing at the beginning or end would positively affect dynamism and depth of feeling. These variables would mediate the relationship between profanity and persuasion. The pro-attitudinal conditions supported the hypothesis. Consistent with previous research, swearing at the beginning and end leading to higher levels of attitude change ($F(3, 296) = 3.114$, $p = .027$). It was found that swearing affected dynamism ($F(3, 296) = 10.258$, $p < .001$) and depth of feeling ($F(3, 296) = 7.089$, $p < .001$) in a positive way and these variables may fully mediate the relationship between profanity and persuasion. In the counter-attitudinal conditions, there was a marginally significant difference between the conditions for attitude change ($F(3, 296) = 2.254$, $p = .08$) with swearing at the end being significantly higher than swearing at the beginning. There was no difference for depth of feeling ($F(3, 296) = .94$, $p = .422$), and dynamism ($F(3, 296) = .242$, $p = .867$). There was no difference in credibility for both the pro- and counter-attitudinal speeches.

F3

DECISION-MAKING IN LARGE GROUPS; GROUP MEMBERSHIP AND POST-DECISION CONSOLIDATION. A. Torun Lindholm^{1,2}, Emma Bäck¹, Ola Svenson¹, Mikael Gilljam³, Peter Esaiasson³; ¹Stockholm University, ²Mälardalen University, ³Gothenburg University – Research has shown that people in decision situations tend to change the psychological attractiveness of the decision alternatives in favour of their own preferred alternative after the decision has been made. The function of this consolidation is to create a decision that can withstand future threats against its optimality (Svenson, 1992; 1996). Consolidation processes have primarily been studied in individual decision situations. Less attention has been paid to such processes in group decision making. The aim of the current research was to study how different forms of decision making in large groups affected consolidation among individual group members. In two experiments, high-school students read a vignette about a hypothetical decision situation in their school. In one condition, participants were informed that the final decision was made by out-group authorities (the principal and the teachers), and in the other that in-group authorities (student representatives) made the decision. Participants indicated their own preferred decision alternative, and rated the attractiveness of the different alternatives before and after they received information about the final decision. Results showed that the decision procedure was perceived as more fair when made by in-group, as compared to out-group authorities. However, with in-group authorities, participants also showed a stronger tendency to consolidate their own preferred alternative. This tendency was particularly strong when the in-group authority had chosen another alternative than the one participants preferred. Consolidation may increase in in-group contexts because decisions by in-group members can provide people with important self-validation, and therefore the decision becomes more personally involving.

F4

INTRODUCING A MULTIDIMENSIONAL MEASURE OF APPRAISAL STYLE Bieke David¹, Leslie D. Kirby², Craig A. Smith¹; ¹Vanderbilt University, ²Vanderbilt University School of Nursing – Appraisal theories represent an influential account of emotion elicitation, and considerable data demonstrate firm relations between specific appraisals and the experience of specific emotions within situated encounters. A remaining challenge for appraisal theory is to predict how a particular individual will appraise, and thus respond emotionally, to a particular set of circumstances. To partially address this challenge, we introduce a multidimensional measure of dispositional appraisal style. Drawing on an aggregated data set involving 1655 participants from 16 samples obtained over the last 20 years, we examine both the measure's psychometric properties, and its correlates across a broad range of personality variables, including the Big 5 personality dimensions, coping style, etc. The measure assesses seven components of appraisal described by Smith and Lazarus (1990), and reliability analyses indicated that all but one (self-accountability, $\alpha = .63$) demonstrated adequate internal consistencies (alphas $\geq .75$). Additionally, the components of appraisal style demonstrated numerous reliable relations to other dispositional measures that indicated both convergent and discriminant validity. As just one example, although both emotion-focused [EFPC] and problem-focused [PFCP] coping potential were negatively correlated with neuroticism, the relation was somewhat stronger for EFPC ($r = -.51$) than for PFCP ($r = -.43$). In contrast, PFCP demonstrated a small but reliable

relation with conscientiousness ($r = .19, p < .01$) that was not evident for EFCP ($r = .00$), even though EFCP and PFCP were themselves moderately correlated ($r = .51$). The implications of the observed correlations for interpreting the appraisal style subscales are considered.

F5

THERE'S SOMETHING ABOUT MARRIAGE: CHANGE IN MARITAL SATISFACTION IN MIDDLE AGE *Sara Gorchoff, Oliver John, Ravenna Helson; University of California, Berkeley* – Marital satisfaction can change over time in multiple ways. Change can be conceptualized as mean-level change over time for partners who stay in enduring marriages, as rank-order change (i.e., do the same people tend to be the most satisfied with their marriages over time?); change can be due to improving an existing relationship or changing partners. Additionally, the relation between individual-differences and marital satisfaction may change as partners age and their life contexts change (i.e., the characteristics associated with marital satisfaction at age 43 may not be the same as those at age 61). We investigated (a) mean-level change in marital satisfaction, (b) rank-order change in marital satisfaction, (c) the effect of changing partners on marital satisfaction, and (d) changes in the concomitants of marital satisfaction during middle age (43-61) in a longitudinal sample of women who graduated from Mills College in the late 1950s. We found evidence for all four types of change. (a) Mean-levels of marital satisfaction increased for women who remained married or in marriage-like relationships from ages 43 to 61. (b) Rank-order stability over middle age was surprisingly low, suggesting that marital satisfaction is not trait-like but varies within individuals over time. (c) Changing partners was associated with increased marital satisfaction. (d) Individual differences (e.g., positive and negative emotionality) were related to marital satisfaction differently at different time points. Taken together, these findings suggest that middle age is a time of positive changes in women's marriages.

F6

EMOTIONAL REACTIONS TO INFIDELITY: THE INFLUENCE OF RELATIVE MATE VALUE ON DISTRESS *April Phillips; Columbus State University* – Although discovering that our partner has been unfaithful is an extremely distressing event under any circumstance, evolutionary theory predicts that the nature of this distress might differ as a function of our mate value relative to our partner's mate value. Individuals with higher mate value relative to their partners have sacrificed potential mating opportunities with more valuable individuals in order to remain in the current relationship, increasing their level of investment and overall cost. Thus, these individuals should react with anger and hostility (i.e., indignation) in response to potential infidelity. In contrast, individuals with lower mate value relative to their partners benefit more by being in the relationship, and incur the greatest cost if the relationship ends. Because, infidelity often signals the end of the current relationship, these individuals should respond to potential infidelity with anxious insecurity (i.e. anxiety). Seventy-five heterosexual couples participated in the current study for partial course credit. Each individual completed self-report measures of both their own mate value and their perceptions of their partner's mate value. Next, participants were asked to imagine that their current partner had been unfaithful and report how they would respond. As predicted, higher levels of relative mate value were associated with greater levels of indignation, while lower levels of relative mate value were associated with greater levels of anxiety. These results provide evidence that distress in response to infidelity is experienced differently as a function of an individual's relative mate value.

F7

MARITAL QUALITY AND INTRA-COUPLE SIMILARITIES ON "BIG 5" PERSONALITY FACTORS *Steve Carter, J. Galen Buckwalter,*

Jackie Martin; eHarmony.com – Data gathered in 2005 from 994 married couples between the ages of 20 and 80 are examined for evidence of the important role of personality compatibility in marital success. Evidence for the developmental change in personality similarities in successful marriages (i.e., convergence) is discussed within the context of the analysis of surviving marriages by marriage length. Technical considerations regarding the relative merit of using trait scores based on 1 and 2 parameter Item Response Theory models versus linear composite scores based on traditional Factor Analysis and SEM are discussed with illustrations from the current data.

F8

THE INFLUENCE OF SOCIAL IDENTITY COMPLEXITY ON EXPLICIT AND IMPLICIT RACIAL BIAS *Kevin Miller, Marilyn Brewer; Ohio State University* – The theory of social identity complexity (SIC; Roccas & Brewer, 2002) is an attempt to model how individuals integrate and represent their multiple social group memberships. Research on SIC has shown that the manner in which individuals represent their multiple social group memberships is related to attitudes toward outgroups (Brewer & Pierce, 2005). The present research shows that a computerized overlap measure of SIC predicts both affective distance to outgroups using a feeling thermometer ($\beta = -0.13, p < .10$) and expressed preferences regarding race-related issues ($\beta = 0.28, p < .01$) when controlling for both political ideology and need for cognition. In addition, SIC is associated ($\beta = -0.35, p < .01$) with performance on an implicit measure of racial bias (the Affect Misattribution Procedure; Payne, Cheng, Govorun, & Stewart, 2005), suggesting that the influence of SIC on attitudes toward outgroups may occur at an implicit level. Antecedents of social identity complexity and its consequences for research and interventions regarding attitudes toward outgroups are discussed.

F9

BEHAVIORAL CONTRAST TO OUTGROUPS: THE MODERATING ROLE OF INGROUP IDENTIFICATION, SELF-ACTIVATION AND EMOTION. *Natalie R. Hall, Richard J. Crisp; University of Birmingham, UK* – This research examined the moderating role of ingroup identification on assimilation effects in automatic behaviour. Previous work has considered numerous variables that influence whether the perceiver will assimilate towards a primed construct (e.g., a social stereotype) or whether the perceiver will contrast away from the construct. The current work considers the role of ingroup identification in moderating such effects. The studies explored whether priming an outgroup (male) would lead to diverging behaviour for perceivers with differing levels of commitment to their ingroup (female). Results indicated that low ingroup identifiers assimilated to the primed outgroup stereotype ('good at math'), they completed a math test more accurately. Those who identified more strongly with their ingroup showed a contrast effect to the outgroup prime, completing the math task less accurately. A second experiment investigated the processes underlying this effect. Personal self-activation has previously been shown to produce contrastive response. We demonstrated that highly identifying females primed with the outgroup male demonstrated faster responses to self words on a lexical decision task. This suggests that higher identifying females primed with the outgroup male are thinking about the personal self. Furthermore, we investigated perceivers' emotional responses to social category primes. Results suggested that higher identifiers primed with the outgroup felt less happy and more sad than those primed with the ingroup. These findings suggest that for higher identifiers merely thinking about an outgroup can be threatening. The implications of these findings for social comparison and social identity will be discussed

F10**DO YOU KNOW WHAT YOU'RE DOING? ASSESSING THE ACCURACY OF POWER PERCEPTION AND POWER USE ACROSS STATUS**

Melissa Sanders, Cindy Frantz; Oberlin College – Two studies explored the perceptions of power use by low status individuals. Study 1 explored perceptions of power in American society and how this perception correlated with individual differences. The results showed that Americans define power primarily as actions being used by high-status individuals utilizing tactics that are direct and make use of their hierarchical position. The results also showed that political orientation was a strong predictor of power perception, with liberal individuals having a more inclusive perception of power than conservative participants. In study 2, participants were randomly assigned to a high status/power needed condition, a low status/power needed condition, and a low status/power not needed condition. The results showed that participants in both power needed conditions used equal amounts of power regardless of status, but that the low-status participants were less likely to label their actions as power.

F11**APPROACH AND AVOIDANCE RELATIONSHIP COMMITMENT AND CAUSAL ATTRIBUTIONS**

Amie M. Gordon, Amy Strachman, Shelly L. Gable; UCLA – Recently, Strachman and Gable (2006) suggested that relationship commitment may be influenced by appetitive (approach) and aversive (avoidance) influences. For example, an individual can be motivated towards continuing the relationship (approach commitment) while also being motivated away from leaving the relationship (avoidance commitment). This study examined how these two types of commitment relate to the causal attributions that individuals make about their partners' behaviors. More specifically, do individuals who make relationship-enhancing attributions have different commitment motivations than individuals who make distress-maintaining attributions? A large cross-sectional survey of participants currently involved in romantic relationships showed that individuals who make these different types of causal attributions do have different commitment motivations. The results showed that causal attributions associated with a more positive view of the partner's behavior (relationship-enhancing attributions) were positively correlated with approach commitment and causal attributions associated with a more negative view of the partner's behavior (distress-maintaining attributions) were positively correlated with avoidance commitment. That is, people who made relationship-enhancing causal attributions focused more on the desire to continue the relationship due to the many rewards it has to offer (approach commitment). Conversely, people who made distress-maintaining causal attributions focused more on the desire not to end the relationship due to the many costs of leaving (avoidance commitment). Implications for the conceptualization of relationship commitment along the approach and avoidance dimensions will be discussed.

F12**THE IMPLICATIONS OF SOCIAL NETWORK ATTITUDINAL HETEROGENEITY FOR PREJUDICED BEHAVIOR**

Lindsey Clark Levitan, Penny S. Visser; University of Chicago – Prior research demonstrates that the attitudes of those around us have implications not just for which attitude we hold, but also for the strength of that attitude: individuals' attitudes towards a target are more stable and more resistant to persuasion if their social network members (friends, family, etc) hold similar attitudes. Some scholars equate prejudice with a negative attitude toward an outgroup. Other scholars have objected to this conceptualization of prejudice, suggesting that prejudice cannot be reduced to a bipolar attitude toward an outgroup. This raises the possibility that past findings regarding attitudinally diverse networks may not generalize to prejudice. Further, research has not examined the impact of social networks upon a third indicator of attitude strength:

attitude-behavior correspondence. If heterogeneous networks weaken attitudes, they should also weaken attitude-behavior correspondence, and likewise weaken the impact of prejudice on behavior. In counter-balanced order, sixty participants filled out three measures. One measure asked participants to rate several groups, using a feeling thermometer. A second had participants rate the feelings of five network members towards these same groups. The third measure asked about participants' behaviors with respect to gays (likelihood of attending a gay pride parade, having a gay friend, etc.). Overall, views towards gays were positive. As predicted, those who reported discrepancies between network member attitudes and their own also reported lower likelihood of acting on this attitude, either in the future or the past. This finding provides new insight into weakening prejudice and reducing the impact of prejudice upon behavior.

F13**GRATITUDE, FRIENDSHIP QUALITY AND LIFE SATISFACTION IN FRIENDSHIP PAIRS**

Simone S. Walker, Kate C. McLean; University of Toronto – While gratitude has been conceptualized as a benefit to well being (Watkins, 2004), researchers have also proposed that gratitude builds and strengthens social bonds (Fredrickson, 2004); however, few studies have examined gratitude within relationships. The main purpose of the current study was to examine whether the experience and expression of gratitude within a best friendship was related to friendship quality and life satisfaction. Ninety-two best friend pairs reported their own dispositional gratitude, friendship quality and life satisfaction. To better understand how gratitude manifests in relationships, participants reported three gratitude-related memories: (1) their friend did something for which the participant was grateful; (2) the participant did something for which their friend was grateful; and (3) the participant did something for which their friend was not grateful. Memory narratives were reliably coded for the emotional response and expression of the beneficiary. Results showed that dispositional gratitude was positively related to life satisfaction and positive aspects of the friendship (e.g. companionship, nurturance, intimacy, and affection) and negatively related to conflict and criticism within the relationship, supporting theories of relational benefits of gratitude. Results also showed that friendships were rated higher on companionship, nurturance and intimacy when the beneficiary responded emotionally in the memory narratives. In addition, participants rated their own life satisfaction higher when the response of the beneficiary to the gratitude inducing act was emotional. Thus, the experience and expression of gratitude within friendships is important not only for the quality of the friendship, but also the life satisfaction of the pair.

F14**WOULD I BET ON BEATING YOU? INCREASING COMPETITOR FOCUS HELPS OVERCOME EGOCENTRIC PREDICTIONS**

Sabine Pahl; University of Plymouth, UK – In competitive situations, people bet more money on winning easy than difficult quizzes (difficulty effect). One explanation for this is egocentrism. Situational features (e.g., question difficulty) are overapplied to one's own predicted performance but their effect on the competitor's performance is neglected. The present research manipulated the focus of judgment (self or competitor) with the aim of overcoming this difficulty effect. Participants in two studies answered an easy or difficult general knowledge quiz and subsequently placed a bet on winning against an opponent. An egocentric account would predict a difficulty effect under self-focus but not other-focus. In Study 1 participants were paired with identifiable and well-known opponents (i.e. friends) and asked to use their participation fee to make a real bet against beating their friend. Focus was manipulated by writing descriptions of the self or the friend. In line with predictions, the difficulty effect persisted under self-focus, but was eliminated under other-focus. In Study 2 participants competed with unknown opponents and made only hypothetical bets. Focus was manipulated through a

proun-circling task (self or third person). Again there was a difficulty effect under self-focus but not under other-focus. In conclusion, increasing consideration of others in competitive situations helps people make more adaptive judgments, even when they are merely asked to describe the opponent, or when a generalized other has been primed.

F15
PERSONALITY AND TRAIT AFFECTIVITY JUDGMENTS OF FRIENDS FROM WESTERN AND EASTERN CULTURES *Katherine B. Starzyk¹, W. Q. Elaine Perunovic², Daniel Heller³, Chester C. S. Kam⁴*; ¹University of Manitoba, ²University of Waterloo, ³Tel Aviv University, ⁴Chinese University of Hong Kong – Recent cross-cultural research suggests that there may be cultural differences in person perception processes. Specifically, in evaluating targets expressing ambiguous emotions in photographs, East Asians are less likely to project their own affective states onto targets than are Westerners (Cohen & Hoshino-Browne, 2005). In two studies, we investigated how cultural background influences Westerners' and Easterners' judgments of friends' personality and trait affectivity. In Study 1, participants of Western and East-Asian descent self-reported their personality (John & Srivastava, 1999) and trait affectivity (Watson & Clark, 1994), and rated a particular friend on these dimensions. Participants also completed an acquaintance measure in reference to the same friend (Personal Acquaintance Measure; Starzyk et al., 2006). Results show self and friend ratings were positively related, for both personality and trait affectivity. More interestingly, both culture and acquaintance moderated the magnitude of this relationship for negative affectivity. To examine whether (1) actual similarity between friends or (2) projection could explain these findings, in Study 2, we recruited pairs of friends and had them individually complete the same dependent measures used in Study 1. Specifically, we obtained samples of students of Western descent living in Canada and students of East-Asian descent living in Canada and East Asia. The validity of judgments, as indexed by self-other agreement, typically did not vary by culture. The use of projection did vary by culture, but did not necessarily lead to less valid judgments. We discuss the reasons for this and implications of these results for research in person perception.

F16
DO WE ALL INFER ALIKE? EVIDENCE FOR THEORY DRIVEN SPONTANEOUS INFERENCES. *Kristin B. Stecher, Jason Plaks; University of Washington* – Recent studies show that individuals make spontaneous inferences about not only traits, but goals as well (Hassin, Aarts & Ferguson, 2005). We hypothesized that there are individual differences in the type and amount of spontaneous trait and goal inferences that people make based on their lay theories of personality. In these studies, we developed and validated a measure (the World Hypotheses Questionnaire, WHQ) to assess two largely independent dimensions of lay theories that predict the spontaneous trait and goal inferences individuals make. First, we examined people's theory about what units of information to attend to when forming an impression of someone else: Traits or Cognitive Affective Units (CAU's) (the "Unit Dimension"). Second, we examined people's theory about how much information is needed (the "Sufficiency Dimension"). We used our questionnaire to measure the theories of 89 individuals and then assessed both their spontaneous inferences using a cued-recall technique (Uleman & Bargh, 1989). In accordance with our hypothesis, we replicated previous spontaneous inference findings but found differences in the inferences individuals make based on their theories. Individuals who were low in sufficiency made more spontaneous trait inferences than those who were high in sufficiency. Individuals who use CAU's to categorize people were more likely to make spontaneous goal inferences than those who use traits.

F17
DISTINCT IMPLICIT AND EXPLICIT ATTITUDES FROM A SINGLE LEARNING EPISODE *Kate Ranganath, Brian Nosek; University of Virginia* – Dual-process models distinguish between associative (implicit) and propositional (explicit) forms of information processing (Gawronski & Bodenhausen, in press). The present work investigated how a learning episode can have differential effects on implicit and explicit attitude formation. We hypothesized that implicit attitudes toward a group member would readily generalize toward other members of the same group via association by group membership, but that explicit attitudes would not generalize because one could apply a rule that evaluations of one group member do not necessarily apply to other group members. Participants completed an attitude induction procedure in which they read about behaviors performed by two individuals who were members of distinct social groups. One of the individuals performed primarily positive behaviors, the other primarily negative behaviors. Next, participants read brief introductions to two new individuals belonging to the same social groups. The information about the new individuals was minimal and contained an equal amount of positive and negative information about both. The just-formed explicit attitudes toward the original individuals did not generalize to the new group members, but implicit attitudes did. Participants deliberately refrained from using information about some group members in judgments of others from the same group, but were unable to prevent automatic associative generalization. These results provide support for a dual-process model whereby implicit attitude formation results from associative information processing and explicit attitude formation results from propositional information processing.

F18
OUTCOME DEPENDENCY AND IMPRESSION FORMATION: THE ROLE OF SELF AND OTHER MOTIVES IN BIASED INFORMATION PROCESSING *Jason K. Clark, Duane T. Wegener; Purdue University* – Across many investigations of outcome dependency and impression formation, identical findings can be interpreted as reflecting different levels of objective processing or as motivated biases in processing. However, recent research has clearly differentiated outcome dependency situations that elicit relatively objective versus biased processing of information (Clark, 2005). Extending this work, the current research examines motives presumably responsible for directionally biased thinking. Past discussions of biased processing and outcome dependency emphasize self-motivation as a determinant of goal-consistent thinking (e.g., Kunda, 1990), although these motives have not been measured in past research. In the current experiment, participants were told they would interview a target person and would be eligible to win either a small or large monetary reward for having the "best two-person interaction." Prior to supposed interaction, participants read claims that the target person possessed positive attributes, but claims were accompanied by either strong or weak supporting information. Consistent with predictions, impressions were more positive when supporting information was strong rather than weak across both levels of reward; suggesting that high levels of processing occurred ($p < .05$). Also, impressions were more positive when the potential reward for interaction was large compared to small and this effect was mediated by cognitive responses produced while reading the information ($ps < .05$). Furthermore, personal motivation mediated effects of reward on biases in processing and this relation was enhanced by perceptions of the target's motivation ($ps < .05$). Implications concerning effects of outcome dependency on processing will be discussed.

F19
THE INFLUENCE OF PRIVATE ATTITUDES INDEPENDENT OF THE PUBLIC MESSAGE *Winter Mason, Eliot Smith; Indiana University* – Prior research has shown that people reveal deception through nonverbal clues (Ekman & Friesen, 1969), that people can detect

deception through nonverbal cues (Bond & DePaulo, 1995), and that people are influenced by nonverbal behavior (Chartrand & Bargh, 1999), sometimes even unconsciously. Therefore it seems plausible that a persuader's private attitude may reveal itself in nonverbal behaviors and that a target of persuasion may be influenced by this private attitude independent of the expressed attitude. We measured the explicit and implicit attitudes of 25 college students towards President Bush, and then videotaped them reciting a pro-Bush and an anti-Bush speech. Other participants (N = 64) viewed a speech and then completed measures of implicit and explicit attitudes toward Bush and perceptions of the speaker's true attitudes. We predicted that the private attitude of the speaker would influence the target's attitude independent of the explicit direction of the speech. We found that the target's perception of the speaker's true attitude (independent of the direction of the speech) was influenced by the speaker's implicit attitude but not his or her explicit attitude. Contrary to predictions, the speaker's attitude did not seem to influence the target. However, for speakers with strong implicit attitudes (pro- or anti- Bush), we found a marginally reliable effect ($p = 0.06$) of the speaker's implicit attitudes on the target's explicit attitude independent of the direction of the speech. Implicit attitudes, conveyed through subtle, nonverbal aspects of communication, can exert social influence.

F20

PERCEIVED GRIEVANCE AND RISK AS PREDICTORS OF SUPPORT FOR TERRORISM Anthony Lemieux^{1,2}, Victor Asal^{3,2}, Jonathan Wilkenfeld⁴; ¹Purchase College, ²State University of New York, ³University at Albany, ⁴University of Maryland – At what point do individuals develop the sense that terrorist actions are justified, and when might an individual consider engaging in such an action directly? The present research addresses these (and related) questions by considering the impact of perceived grievance and perceived risks associated with both violent and non-violent forms of political action. To test the hypothesis that higher levels of perceived grievance and lower levels of perceived risk would predict support for terrorism, 131 participants read and responded to one of four vignettes in which they were asked to assume a first-person perspective of a fictional oppressed minority group. Participants were asked about the likelihood of action, what form of action they would choose (violent versus non-violent), and justification for each type of action. Participants also completed measures of Social Dominance Orientation (SDO), Right Wing Authoritarianism (RWA), emotional reactions to the events described in the vignette, level of ingroup identification, and images of the dominant group. Results indicate that both higher levels of risk and higher SDO was associated with lower likelihood of engaging in any form of political action. Participants in the high grievance condition felt that a terrorist attack was more justified than did participants in the low grievance condition. Those in the high grievance condition indicated greater likelihood of engaging in any form of political action, which was more likely to take a violent form. This study provides support for grievance as a factor in predicting support for and justification of terrorist behavior.

F21

PERCEPTIONS OF INTRA-SEX COMPETITION Elizabeth Tomsich, Janice R. Kelly; Purdue University – While prevailing cultural stereotypes depict women as communal, likeable, and interpersonally-oriented, there exists a contradictory – and perhaps equally pervasive– discourse: that that women are competitive with other women, or in colloquial terms, that they are “catty.” This research examines the prevalence of the idea of intra-sex female competition, from a Social Role Theory perspective. In Study 1, 72 female and 149 male participants rated men and women on 10 domains of intra-sex competition. Contrary to expectations, women were rated overall as more competitive than men ($F(1,216) = 45.166, p < .000$). A significant target gender x domain interaction ($F(9, 1944) = 62.52, p < .000$) indicated that men and women were rated as competitive in different domains. Results also indicated that beliefs of intra-sex competition were

widespread, but that perceptions of intra-sex competition were inconsistently related to sexism and gender role scales. Study 2 utilized 53 males and 68 females and attempted to replicate Study 1 results, using a more sensitive measure of competition. Men and women were again perceived as competitive on dimensions that were gender-norm consistent ($F(8,944) = 126.72, p < .000$). Study 2 further replicated the finding that participants perceived women as overall more competitive than men ($F(1,118) = 17.70, p < .000$). Despite the use of a more sensitive measure, Study 2 again found only weak relationships between perceptions of intra-sex competition and other gender ideology measures. Future research will explore the differing social consequences men and women experience after engaging in intra-sex competition and whether these consequences depend on the gender stereotypicality of the competition dimension.

F22

CHANGING FEELINGS BY CHANGING POINT OF VIEW: IMAGERY PERSPECTIVE, SELF-ESTEEM, AND THE EXPERIENCE OF SHAME Greta Valenti, Lisa Libby; The Ohio State University – Any given event can have different meaning to different people, and thus inspire different emotional reactions. When an event has the potential to elicit shame, one factor that helps to explain variability in reactions is self-esteem (Tangney & Dearing, 2002). Low self-esteem individuals (LSEs) are more prone to shame than are high self-esteem individuals (HSEs), likely because the event has different subjective meanings for LSEs and HSEs in the broader context of their lives (e.g., Brown & Dutton, 1995). The present experiment tested whether the visual perspective – own first-person vs. observer's third-person – people use to picture themselves experiencing potentially shameful events would moderate this self-esteem difference in shame proneness. Compared with the first-person perspective, the third-person perspective highlights an event's broader meaning in one's life (Libby, Shaeffer, & Eibach, 2006). We therefore predicted that the third-person perspective would accentuate self-esteem differences in shame proneness: LSEs should feel more shame as they connect the event to other negative events and aspects of their personality; the reverse pattern should occur among HSEs, who place the event in the context of their positive attributes, minimizing its impact. We manipulated the visual perspective – first-person or third-person – participants used to picture themselves in potentially shameful situations and measured shame responses. As predicted, the third-person perspective accentuated the self-esteem difference in shame by causing LSEs to experience more shame and HSEs to experience less shame than when using the first-person perspective. Results suggest the emotional implications of third-person imagery's ability to highlight events' broader subjective meaning.

F23

IT'S ALL ABOUT “WE”: THE ROLE OF COLLECTIVE NARCISSISM IN INTERGROUP RELATIONS Seth Rosenthal, Todd L. Pittinsky, R. Matthew Montoya; Harvard University – In a series of four studies, we describe a new construct designed to explain and predict intergroup competition. Adapted from its analogue collective self-esteem, collective narcissism attempts to describe how an individual group member perceives their membership with a group. Collective narcissism is not a narcissistic attachment to the group; rather, collective narcissism refers to an individual group member's belief that the function and instrumental purpose of his/her group is -- and should be -- better and dominant to other groups. Four studies were undertaken to create and validate a collective narcissism scale. Study 1 (N = 150) revealed three distinct factors of collective narcissism: entitlement/exploitativeness (perceived entitled and exploitative functional nature of group), dominance/arrogance (arrogant perception of the group), and apathy toward other groups (perceive own group as perfect and other groups as irrelevant). Study 2 (N = 120) and Study 3 (N = 130) demonstrated collective narcissism's distinctiveness from other related constructs: collective self-

esteem, ethnocentrism, group identification, individualism, dominance orientation, individual narcissism, and self-esteem. Moreover, Studies 2 and 3 demonstrate the predictive ability of collective narcissism on intergroup behavior and motivations better than collective self-esteem, group identification, individual narcissism, ethnocentrism, and individual self-esteem. Study 4, a laboratory study, revealed the importance of social learning and group norms to the development and expression of collective narcissism and intergroup competition. We conclude that collective narcissism is an important predictor of intergroup competition and needs to be measured to understand fully intergroup relations

F24

STEREOTYPE THREAT AND TALENTED MINORITY STUDENTS: CAN MINORITY RESEARCH TRAINING PROGRAMS ACT AS A BUFFER? *Anna Woodcock, P. Wesley Schultz; California State University, San Marcos* – There is a well-recognized, chronic under-representation of African Americans, Hispanic/Latinos, Native Americans, and Native Hawaiian and Pacific Islanders in biomedical research careers. Despite making up over 20% of the U.S. adult population, individuals from these ethnic minorities are under-represented in the sciences at all levels of education. Research training and support programs such as the NIH's MBRS-RISE and MARC U-STAR attempt to help rectify this and ultimately increase the ethnic diversity of research scientists, by recruiting, training and supporting cohorts of promising minority science students. This study examines the impact of stereotype threat on the career intentions of talented minority science students. Data are drawn from the first wave of survey data collected from a nationwide matched panel of 750 talented minority science students. While the overall level of stereotype threat experienced by students in minority training and support programs did not differ significantly from matched "non-funded" students, we found minority program status moderated the relationship between stereotype threat and intention to pursue a career as a research scientist. Intention to pursue a science research career is associated with level of stereotype threat $r(394) = -.111, p < .05$ in students who were not supported in a minority program - there was no such relationship for program supported students. There is evidence to suggest that minority training programs may serve to buffer the negative impact on science career aspirations of stereotype threat. This "buffering" effect is not consistent across ethnic groups.

F25

ASSESSING THE COGNITIVE AND EMOTIONAL FEATURES OF REAL-LIFE HOPING *Patricia Bruininks, Adrienne Crowell, Devin Howington; Hendrix College* – Two diary studies were conducted to examine the experience of hope over time. In the first study, 24 undergraduates were instructed to submit on-line journal entries regarding an outcome not likely to be realized before the end of the study. They submitted their entries at the end of each day. These entries included free responses and ratings of appraisals, such as importance and likelihood. Participants also rated how hopeful, fearful, optimistic, and worried they were about the outcome. Similar to previous findings in a lab setting (Bruininks & Malle, 2006), the experiences of hope and optimism were correlated but differentiated by their associated appraisals, with importance as a stronger predictor of hope and likelihood as a stronger predictor of optimism. Self-reported hope was also predicted by the trait of hopefulness (Bruininks, 2002). To improve the ecological validity of the design, the second study employed software that allowed participants (N=49) to write about multiple hoped-for outcomes. Thus, instead of instructing participants to hope for one particular outcome, they wrote about whatever they hoped for during a 4-week period. For outcomes with multiple entries, the trait of hopefulness again predicted self-reported hope; however, hope and optimism were not as clearly differentiated, as importance played no role in predicting hope. This difference may be due to the nature of the hoped-for outcomes in the

second study as they were representative of more day-to-day concerns. Methodological issues addressing how to accurately assess the everyday experience of hope are discussed.

F26

SHIELDING GOALS FROM FAILURE: THE EFFECTS OF GOAL LINKAGE AND SELF-CONCORDANCE *Linda Houser-Marko; University of Missouri-Columbia* – Goals of study: How can a person maintain motivation on a long-term goal following failure on an associated short-term goal? Short-term and long-term goals likely influence each other such that experiences on the short-term might "spread" to affect the long-term goal. This likelihood of short-term failure spreading to the long-term was tested with a retrospective correlational study. Ninety-six participants wrote down a current weekly goal and then a related year-long goal. Then they thought of a recent success or failure on the weekly goal. Perceptions of the success or failure spreading to the year-long goal were measured, as well as mood after the success or failure. Results: The degree of linkage between the goals in addition to greater self-concordance (Sheldon 2002) of the goals were related to greater perceptions of success and less of failure on the year-long goal. The combined effects of low self-concordance and strong link resulted in spread of failure, whereas if the link was strong and self-concordance was high, perceptions of success spread differentially to the year-long goal. Similar patterns were found for mood after experiences of success and failure. Conclusion: The influence of short-term goal appraisals of long-term goals is related to the degree of link and self-concordance. In other words, if a goal is personally self-concordant and associated with a longer term goal, the combined effects might serve as a gate-keeper – letting positive appraisals affect the long-term goal, but keeping negative appraisals at bay.

F27

ATTACHMENT MODERATES THE EFFECTS OF OSTRACISM ON FUNDAMENTAL NEEDS *Jason T. Reed¹, Nicole M. Capezza²; ¹Morrisville State College, ²Purdue University* – Previous research suggested that being ostracized-being excluded or ignored-can lower fulfillment of the four fundamental needs: belonging, control, self-esteem, and meaningful existence. However, no research has explored how differences in attachment might moderate these associations. Attachment dictates what people expect from their relationships and their relationship partners across different social relationships. Thus, it stands to reason that differences in attachment will affect how people react to being ostracized. We examined how avoidance and anxiety moderated the relationship between ostracism and fulfillment of fundamental needs. 43 individuals completed the Adult Attachment Questionnaire before playing Cyberball-a virtual game of catch-with two other people. Participants were told one person was their romantic relationship partner and the other was a stranger. Participants were randomly assigned to one of three conditions: complete inclusion, partial ostracism (being ostracized only by their partner), or complete ostracism (being ostracized by both other players). Participants then completed measures of the four fundamental needs and questions about their romantic relationships. Results suggest that people who were ostracized (partial or complete) showed lower levels of belonging, self-esteem, and meaningful existence than included participants. Furthermore, there was an interaction between ostracism condition and attachment. For included and completely ostracized participants, feelings of belonging decreased as avoidance increased. For partially ostracized participants, feelings of belonging increased as avoidance increased. Further analyses revealed ostracism conditions led to lower feelings of belonging for low levels of avoidance, but there were no differences for high levels of avoidance.

F28**SENSATION SEEKING, R-RATED MOVIE VIEWING AND ALCOHOL INITIATION IN TEENS: INTERACTIVE AND RECIPROCAL EFFECTS**

Keilah A. Worth¹, Mike Stoolmiller², Frederick X. Gibbons³, James D. Sargen¹; ¹Dartmouth Medical School, ²University of Oregon, ³Iowa State University—Two prominent ideas in psychology highlight the importance of examining the dynamic interplay between the person and the situation: a) Personality characteristics and environmental influences are reciprocally related; and b) Environmental influences do not exert a uniform effect across people; rather, personality interacts with environment to affect behavior. We conducted a four-wave random-digit-dial longitudinal study of 6522 adolescents, and demonstrated both the bi-directional effects of an aspect of personality and an aspect of the social environment, as well as their interactive effect on adolescents' alcohol initiation. Specifically, a four-wave panel model demonstrated a reciprocal relation between level of sensation seeking and watching R-rated movies: High sensation seekers were more likely to watch R-rated movies, and watching R-movies increased levels of sensation seeking. A hazard regression analysis revealed significant main effects of both sensation seeking and R-movie viewing—higher levels of each predictor were associated with higher likelihood of alcohol initiation. In addition, a significant interaction between the two predictors indicated that the effect of watching R-movies on alcohol initiation was much stronger for adolescents low in sensation seeking. This moderation effect is strong enough to eliminate any meaningful difference in the relative risk between high and low sensation seekers at opposite ends of R-movie viewing. We have demonstrated, in a nationally representative sample, that both reciprocal and interactive effects occurred with the same adolescents over the same period of time, illustrating the complexity of these relations and highlighting the need for advances in methodology to better address these issues.

F29**REGULATORY FOCUS AND STRATEGIC CONCERNS IN NEGOTIATION PREPARATION**

Kirstin Appelt, E. Tory Higgins; Columbia University—Previous literature has shown that promotion-focused negotiators achieve better outcomes than prevention-focused negotiators (Galinsky, Leonardelli, Okhuysen & Mussweiler, 2005). What are the different pre-negotiation strategic concerns of promotion-focused and prevention-focused negotiators that cause this difference? We investigated this question in three separate negotiation studies, two of which utilized modifications of the Synertech-Dosagen case and one of which utilized the Bullard Houses case. We used the Regulatory Focus Questionnaire (Higgins et al., 2000) to measure promotion and prevention pride. From pre-negotiation attitude measures, we found evidence that chronic high promotion pride negotiators and chronic high prevention pride negotiators approach negotiations with different strategic concerns. Because promotion pride is associated with a desire to attain hits, an emphasis on advancement and an eager strategy, we expect high promotion pride negotiators to see the negotiation in terms of attaining gains. Because prevention pride is associated with a desire to avoid false alarms, an emphasis on protection and a vigilant strategy, we expect high prevention pride negotiators to see the negotiation in terms of avoiding losses. Our hypotheses were confirmed on multiple measures across all three studies. High promotion pride negotiators approached the negotiation as more of a chance to create value while high prevention pride negotiators approached it as more of a chance to minimize loss. These different strategic orientations to negotiation may underlie promotion-focused negotiators' more demanding reference prices and opening offers, which, as found by Galinsky et al., lead to superior outcomes.

F30**DETERMINANTS OF RESPONSES TO SOCIAL COMPARISONS WITH FRIENDS AND ROMANTIC PARTNERS**

Rebecca T. Pinkus,

Penelope Lockwood, Hyea Min Yoon; University of Toronto—We examined four responses to social comparisons to close others: contrast (displeasure from being outperformed, pleasure from outperforming), reflection (pride from association with superior other [SO], embarrassment from association with inferior other [IO]), empathy (happiness for SO, sadness for IO), and shared fate (pleasure from benefits accrued via shared outcomes with SO, displeasure from having to support IO). In contrast to previous research, we identified these types of responses by directly tapping representative affect terms (versus overall affect), and we differentiated among them in different performance domains. We investigated the frequency of these responses in 141 undergraduates who imagined an upward or downward comparison either to a friend or romantic partner in the domain of social skills or income. Empathic responses were the most common response to being outperformed by and outperforming a target. Moreover, participants outperformed by a friend endorsed more empathic, reflection, and shared fate responses in the social skills than income domain, whereas participants outperformed by a partner did not differ in responses across domains. In contrast, participants who outperformed a friend did not differ in responses across domains, whereas participants who outperformed a partner endorsed more reflection and shared fate responses in the social skills than income domain. These results suggest that individuals consider a more socially-skilled friend a greater asset than a wealthier friend, and a less socially-skilled partner a greater liability than a partner with lower income. This study provides the first evidence that these comparison responses differ depending on both domain and target.

F31**TIENE CORREO: REFINING INTERNET AFFAIR AND PROSTITUTION VIGNETTES TESTING EVOLUTIONARY AND COGNITIVE EXPLANATIONS FOR JEALOUSY**

Bobbi J. Carothers; Maryville University—Evolutionary and cognitive explanations for sex differences in jealousy offer competing origins. The evolutionary argument posits that women are more concerned with emotional infidelity for fear of losing resources to raise children, and men are more concerned with sexual infidelity for fear of wasting resources on genetic progeny that are not their own (Buss et al., 1992). The cognitive argument states that women are more concerned with emotional infidelity because if her partner is emotionally involved with another woman, he is most likely also having sex with her, whereas emotional involvement does not necessarily follow from sex, and vice-versa for men's jealousy. (DeSteno & Salovey, 1996) The confound is whether men and women are responding to threats to genetic continuance, or simply the degree to which their partner is cheating on them. A paradigm wherein emotional infidelity without sexual infidelity (a long-distance internet affair) and sexual infidelity without emotional infidelity (repeated encounters with one non-English-speaking prostitute) was tested. Although no effect for sex in the non-confounded vignettes supports the cognitive argument, beliefs regarding whether sex implicates love and love implicates sex did not predict jealousy in the traditionally-measured confounded vignettes, nor did they interact with sex. However, the belief that sex implicates love did predict greater distress, anger, and hurt for sexual infidelity over emotional infidelity, as well as distress from infidelity with a prostitute over an internet affair. Thus, both men and women in this sample are more sensitive to sexual infidelity implicating emotional infidelity than vice-versa.

F32**COMMUNION REVISITED: A SELF-DETERMINATION THEORY PERSPECTIVE ON COMMUNALITY AND WELL-BEING**

Aislinn R. Sapp¹, Jennifer G. La Guardia², Richard M. Ryan¹; ¹University of Rochester, ²University of Waterloo—Two studies used multiple methods to test the hypothesis that controlled communion (CC) contributes negatively to wellbeing whereas autonomous communion (AC) contributes positively to wellbeing. Communality broadly refers to the presumably universal

drive for connection, union and affiliation (Bakan, 1966). Communitality has been postulated as necessary for health, wellbeing and optimal relational functioning. Empirically, however, some studies demonstrate that high levels of communitality benefit an individual whereas others suggest that communitality poses risks to individual wellness and relational functioning, especially for women (e.g., Helgeson, 1998). The current studies utilize Self-determination theory (Ryan & Deci, 2000), which suggests that these divergent outcomes can be explained by the motivation underlying communal behaviors. Specifically, when a person is communal because of introjected or external demands (CC), it is expected to yield negative outcomes; when autonomous, or volitional and well integrated (AC), it is expected to enhance wellbeing. Study one (n = 59) demonstrated that CC was associated with lower levels of wellbeing and higher psychological distress (e.g. symptoms of depression and anxiety). The opposite pattern emerged for AC. Multilevel modeling demonstrated that this was true both between individuals and within individuals across four relational targets. Study two replicated the results of study one in a sample of married and dating heterosexual couples (n = 60) using dyadic analyses (Campbell & Cashy, 2000). Additionally study 2 revealed dyadic influences, such that a person's wellness was also impacted by whether their partner regulated his/her communion in an autonomous or controlled manner.

F33

A PROSPECTIVE COHORT STUDY EXAMINING HOW BELIEFS ABOUT "LIGHT" CIGARETTES INFLUENCE ADOLESCENT SMOKING INITIATION

Tara Elton-Marshall, Geoffrey Fong, Mark Zanna; University of Waterloo – Despite evidence demonstrating that "light" cigarettes are no healthier than regular cigarettes, cross-sectional research demonstrates that adolescents believe "light" cigarettes are less harmful. Previous research has not examined whether this belief influences adolescent smoking initiation. The current longitudinal study examines whether the belief that "light" cigarettes are healthier than regular cigarettes will influence smoking initiation among adolescent smokers in Canada and the United States. A total of 4,354 adolescents in 9 high schools in Canada and 6 high schools in the United States were surveyed in the Fall of 2001 and the Spring of 2002. Smoking initiation was classified as any progression between the Fall and Spring (i.e., never smokers at time 1, trying once, smoking once a week, or smoking regularly at time 2; or those who had tried smoking once at time 1, smoking once a week or smoking regularly at time 2). Analyses controlled for standard predictors of adolescent smoking initiation (e.g. parental smoking). Adolescents in the United States (that had never smoked a cigarette or tried smoking once), who believed that "light" cigarettes are healthier in the Fall of 2001 were significantly more likely to initiate smoking in the Spring of 2002; $p=0.02$, $OR=1.80$ (1.09-2.97). In Canada, the belief that "light" cigarettes are healthier also predicted smoking initiation; $p=0.04$, 1.52 (1.00-2.28). These findings provide the strongest evidence to date that the term "light" cigarette is misleading and that the belief that "light" cigarettes are healthier is strongly related to smoking initiation.

F34

AN INVESTIGATION INTO THE RELATIONSHIP BETWEEN INGROUP-FAVORING NORM ADHERENCE AND SELF-ESTEEM IN AN INTERGROUP CONTEXT

Jane Brinkley, Todd L. Pittinsky, R. Matthew Montoya; Harvard University – In this research, we examine the relationship between self-esteem, adherence to group norms, and intergroup competition. Social identity theory (Turner & Tajfel, 1979) postulates that group members' self-esteem is contingent on the standing of their group relative to other groups, and as a result, behaving competitively against other groups should enhance self-esteem because the group member is acting to improve the relative status of their group. However, we explore alternative explanations for the role of self-esteem on intergroup behavior. Sociometer Theory (Leary & Downs, 1995) holds

that group members strive for acceptance from other members in order to achieve and maintain self-esteem. We argue that self-esteem is maintained or elevated not necessarily by competing with other groups, but rather, by following group norms. But what norms are followed? The ingroup-favoring-norm (Wildschut, Insko, & Gaertner, 2002), argues that group members are motivated to favor the ingroup and to support the interests of their group. As such, group members should act competitively -- or cooperatively -- to ensure acceptance with the group. In a 2 (behavior consistent with group: yes, no) x 2 (group norm: competitive vs. cooperative) x 2 (accountable to group members: yes, no) minimal group experiment, we found that only participants whose actions were consistent with group norms experienced boosts in self-esteem, and that accountability increased participant's adherence to group norms (either cooperative or competitive group norms). We conclude that the nuances of intragroup processes need to be considered to understand intergroup competition and self-esteem within the intergroup context.

F35

SELF-MONITORING AND MAINTENANCE OF FRIENDSHIPS: KEEPING A GOOD THING GOING

Meredith M. Wikstrom, Christopher Leone; University of North Florida – If high self-monitors have more social knowledge/ skills than do low self-monitors (Snyder, & Cantor, 1980), then high self-monitors should be more likely than low self-monitors to use various methods of relationship maintenance. If low self-monitors have more invested in close relationships than do low self-monitors (Leone & Hawkins, 2006), then low self-monitors should be more likely than high self-monitors to use various methods of relationship maintenance. One-hundred twenty-three persons who were either married or cohabiting completed two measures of relationship maintenance: Relationship Maintenance Strategies (Canary & Stafford, 1992) and Relationship Beliefs Scale (Fletcher & Kininmonth, 1992). These persons later completed the 18-item Self-Monitoring Scale (Snyder & Gangestad, 1986). Responses were analyzed using two one-way (high vs. low self-monitoring) ANOVAs.

Compared to high self-monitors ($M=108.76$, $SD=10.91$), low self-monitors ($M=108.76$, $SD=10.91$) were more likely to use relationship maintenance behaviors such as positive expressions, communication openness, and shared tasks, $F(1,122) = 4.38$, $p < .05$. And compared to high self-monitors ($M=198.37$, $SD=17.94$), low self-monitors ($M=201.84$, $SD=18.37$) were more likely to hold relationship enhancing beliefs such as the importance of love, trust, acceptance, equity, and respect, $F(1,122) = 3.46$, $p < .07$. Overall, all participants used various methods of maintenance in their marital/cohabiting relationships. However, low self-monitors were more likely than high self-monitors to use both behavioral and cognitive strategies of relationship maintenance. Further investigations are needed to determine if these differences also occur in other close relationships (e.g., friendships, romances) involving fewer commitments and constraints.

F36

LET ME TELL YOU WHAT TO DO: ADVICE GIVING IN EUROPEAN AMERICAN AND RUSSIAN CULTURAL SETTINGS

Yulia Chentsova-Dutton; Colby College – Studies have identified two dimensions of social support: giving advice to facilitate action and providing information and offering emotional support to help the person feel better. Cultural models of interpersonal interactions may influence the type of supportive reaction. The European American model of supportive relationships places value on emotional support (Adams & Plaut, 2003) and fosters respect for personal autonomy of self and others. As a result, advice giving is viewed as intrusive because it can challenge the personal autonomy of another individual. In contrast, the Russian model of supportive relationships fosters practical interdependence, and places less importance on personal autonomy. In Russian cultural settings, advice giving is viewed as a way to provide valued practical information

to other individuals. I hypothesized that Russian participants are more likely to give advice and less likely to provide emotional support than European American participants. In Study 1, 27 Russian American and 30 European American participants reported frequency of giving and receiving advice. As hypothesized, Russian American participants were more likely to report giving and receiving advice from their family and friends than European American participants. In Study 2, problem vignettes with emotional support or advice appeals were placed on popular Russian and American discussion forums. Regardless of type of appeal, individuals on Russian forums ($N = 43$) were more likely to give advice and less likely to provide emotional support than individuals on American forums ($N = 39$). Together, these studies suggest that social support takes different forms in different cultural contexts.

F37

SOCIAL SUPPORT PREDICTS DAILY MOOD AND SYMPTOM REPORTS IN ASTHMA AND ARTHRITIS PATIENTS: AN ECOLOGICAL MOMENTARY ASSESSMENT STUDY

Kelly Filipkowski, Joshua Smyth, Alecia Santuzzi; Syracuse University – The

beneficial influence of social support on health-related outcomes is well documented. Two explanatory models are common: 1) main effects, with social support producing global benefit, or 2) stress buffering, whereby social support attenuates negative stress responses. Little is known about how these models of social support function in daily life. Community volunteers ($n = 130$; ages 18-80, 72% female, 84% Caucasian) reported perceived social support and then carried a palmtop computer for one week. Five times daily participants reported mood, stress, and symptoms. Analyses used multilevel mixed-model analyses to determine whether social support predicts mood and symptoms regardless of stressor presence (main effect) and/or via reducing stress effects (buffering). More perceived social support predicted less negative affect ($p < .01$), a trend towards more positive affect ($p = .07$), was related to less arthritis swelling ($p < .02$), and trended towards less arthritis stiffness ($p = .07$). Social support was unrelated to arthritis pain ($p = .30$) and asthma coughing/wheezing ($p > .20$). Social support did not buffer stress effects on mood or pain ($p > .17$). High social support buffered stress effects on asthma coughing/wheezing ($p < .01$), arthritis stiffness ($p < .02$), and a trend for arthritis swelling ($p = .07$). Results provide evidence for both main effect and stress-buffering models, although in somewhat divergent domains. Direct effects were related more strongly to mood, but less to symptoms, than buffering effects. It remains unclear if these two models represent independent or complementary pathways in daily life. More generally, this study provides evidence that perceived social support predicts day-to-day mood and symptoms in patients with chronic disease.

F38

THE HEART'S EYE: HOW DESIRES BIAS DISTANCE PERCEPTION

Emily Balcitis; The Ohio University – I explored how motives such as desire bias perceptions of distance. As a proximal mechanism, I proposed that perceivers narrowly focused their attention on desired objects, which reduced objective perceptions of distance. In Study 1, hungry and satisfied participants estimated distances to 1 of 2 objects: fresh cheese pizza or a control object. Distances appeared shorter for hungry participants viewing pizza in comparison to the other 3 conditions. Studies 2A and 2B tested the mediating role of focus of attention. In Study 2A, thirsty and control participants saw either a bottle of water or a neutral object. Participants reported how focused their attention was on the object. Self-reported focus of attention depended upon participants' thirst and the target object. Thirsty participants reported focusing their attention more on the bottle of water than did control participants. Thirsty and control participants reported equal focus on the neutral object. Study 2B manipulated focus of attention by asking participants to adopt narrow or expansive spans of attention. Participants either focused their attention on freshly baking cookies or

looked around the room. All participants estimated the distance between themselves and the cookies. Participants saw the cookies as closer in the focused condition than in the expansive attention condition. This work argues that people see desired objects as closer than less desired objects due to a narrowed focus of attention on those items. These data contribute to the debate regarding perceptual mechanisms and the integration of information within an interactive cognitive system.

F39

SELF WORTH MODERATES DISTANCE PERCEPTION

Kent Harber, Anthony Iacovelli, Douglas Yeung; Rutgers/Newark – Disturbing objects are often perceived in an exaggerated manner (Easterbrook, 1959). Spiders and snakes subjectively occupy more of the visual field than do neutral objects (Mathews & Mackintosh, 2004), and spider phobics see spiders as "looming close" (Riskind, Moore, & Bowley, 1995). If vulnerability causes these distortions, then reduced vulnerability should correct this effect. One way to reduce vulnerability is to boost psychosocial resources. This suggests that people with greater resources will perceive challenging things more accurately. Indeed, people with greater social support see hills as less steep (Schnall, Harber, Stefanucci, & Proffitt, under review). The present research tested whether resources, in this case self-worth, moderate distance perception. Participants ($n = 84$, 60.7% female) first had their self-worth boosted, left unchanged, or depleted. Next, participants operated a fishing reel that drew towards their face a small (3" X 5") plastic box mounted on a model train track. Participants estimated the distance from their face to the box at three pre-set locations. Half the time the box contained an innocuous cat toy, and half the time it contained a live tarantula. As predicted, the tarantula was most accurately perceived (i.e., actual - appraised distance in inches) following self-worth boost ($M = 5.52$, $SD = 13.45$) and self-worth unchanged ($M = 5.50$, $SD = 13.29$), and least so following self-worth depletion ($M = 12.96$, $SD = 8.90$), $F(2, 81) = 3.47$, $p < .04$. There was no such effect for the neutral object, $F(2, 81) = 0.95$, $p = .39$.

F40

PERCEIVED STRUCTURE AND JUDGMENTAL ACCURACY OF THE INTERPERSONAL CIRCUMPLEX MODEL

Jon Grahe¹, Ryne Sherman²; ¹Pacific Lutheran University, ²University of California, Riverside – Markey, Funder, & Ozer (2003) evaluated the structure of the Interpersonal Circumplex Model (ICM) using interactions rather than scenario derived perceptions. Because no research has evaluated the ICM using group perceptions, the present study further advances those findings by employing a round-robin design. In addition to testing the perceived ICM structure, we measured judgment accuracy using an SRM analysis (Kenny, 1994). It was expected that visibility would moderate accuracy (Funder & Dobroth, 1987). Six person groups ($N = 24$) engaged in a task where interactants tried to accurately guess "who said what?". After four rounds of this task, interactants made round-robin judgments of the 8 ICM dimensions using 24 RBQ items. Additionally, two independent coders measured each interactant on the ICM dimensions. The ICM makes predictions regarding the correlations between the eight dimensions. The intrapersonal relationship covariances derived from an SRM analysis reflect how the individuals perceived the dimensions to be related. A correlation comparing the 28 covariance estimates and their predicted direction (+1, 0, -1) revealed a strong relationship, $r = .78$, $p < .01$, providing support for previous findings. Additionally, accuracy correlations revealed that visibility of the ICM dimension moderated perceptions as expected (dominance, $r = .55$; extraversion, $r = .54$; introverted, $r = .31$; submissive, $r = .07$). These results replicated the perceived ICM structure at the group level. Additionally, the accuracy correlations further support the Realistic Accuracy Model (Funder, 1996) prediction that trait visibility impacts accuracy. The implications for these findings will be discussed.

F41

THE STEREOTYPE CONSISTENCY EFFECT IS MODERATED BY GROUP MEMBERSHIP AND TRAIT VALENCE. *Jay Jackson^{1,2}, Jason Rose³; ¹Indiana University, ²Purdue University Fort Wayne, ³University of Iowa*—People generally have better memories for attributes that are stereotypic consistent than stereotypic inconsistent. For example, people tend to be more accurate when recalling information about a "quite librarian" than a "loud librarian." Other studies have established that ingroup members are typically evaluated more favorably than outgroup members. We combined these two lines of research. We hypothesized that the stereotype consistency effect would be stronger when the target was an outgroup member compared to an ingroup member. In the later condition, we expected valence of the traits to moderate the effect, i.e., poorer memory for negative traits associated with the ingroup member. American participants (N=104) read a series of statements about an Asian or an American. Each statement was pretested and shown to be stereotypic or nonstereotypic of the group, and positive, neutral or negative in desirability. Participants were then shown a series of traits and indicated if they described the target person. Each response was classified as a hit, miss, correct rejection, or false alarm. Attitudes toward the target person and group as a whole were also assessed. The main hypothesis was supported: For positive traits, stereotypicality facilitated accurate memory for both the Asian and American. However, for negative traits, there was an overall reduction of accurate memory for the American. Contrariwise, this "memory suppression" effect for negative traits did not occur when the target was Asian. Accuracy remained high, especially when the traits were stereotypic. Implications for theories of intergroup relations and social cognition are discussed.

F42

THE POWER AND POWERLESSNESS OF WORDS: WHEN SOCIAL JUDGMENTS ARE INFLUENCED BY HOW ONE IS BEING TALKED ABOUT *Aaffe Brandt, Roos Vonk, Linda van de Gevel, Hannah Nohlen, Rob de Vaan; Radboud University, Nijmegen*—In two experiments, we investigated how and when social information about a target person given by a third party influences trait ratings (Study 1) and social decision making (Study 2). In Study 1, participants read a description of a target that was either presented as coming from the target himself, or from a third person. In the latter condition, participants rated the target as possessing more of the implied traits than in the first. This was only true for positive information. In Study 2, we investigated whether social information given by third parties is still informative when the communicator has a motive to give out the information. Participants were asked to choose a partner for a game of quoits from two other so-called participants, in order to win an mp3-player. The experimenter told participants that he knew that one of the two had excellent throwing qualities, and that this target was either a good friend (motive condition) or an acquaintance (no motive condition). In the acquaintance condition, 75 percent of the participants chose the commended target as a partner. In the good friend condition, only 25 percent of the participants chose the commended target as a partner. They did so in spite of the recommendation being the only relevant information at hand. Together, these findings suggest that positive social information told by third parties has a large impact on social judgments and decision making, but only when the third party does not have a motive to give out the information.

F43

EMOTIONAL BUT NOT WISER: INTERPERSONAL REALITY MONITORING AND AGE-BASED STEREOTYPE ENDORSEMENT *Lindsey A. Beck, Valerie J. Purdie-Vaughns, Karen J. Mitchell, Marcia K. Johnson; Yale University*—Our social world is shaped by our assumptions about the veracity of people's memories. As we hear others' stories, we engage in interpersonal reality monitoring—evaluating whether their memories were imagined or actually experienced (Johnson

& Suengas, 1989). Research has yet to examine how speakers' personal characteristics, such as age, affect interpersonal reality monitoring. We predicted that adding emotional or perceptual detail to younger adults' memories would increase perceptions of believability. Due to the stereotype that older adults have poor memory, we predicted that addition of perceptual detail would not increase believability judgments when the same memories came from older adults. We expected people who endorsed negative stereotypes related to older adults' memory—namely, stereotypes about their dependence—to judge older adults' memories as less believable when perceptual detail was added. However, due to the stereotype that older adults possess superior storytelling and empathy skills, we reasoned that adding emotional detail would increase believability judgments of older adults' memories among these same stereotype endorsers. In a laboratory experiment, participants judged the believability of experimenter-generated memory accounts, varying in amount of detail and speakers' age. Participants low in stereotype endorsement and participants judging accounts from younger speakers rated accounts with added emotional and perceptual detail as more believable. Participants high in stereotype endorsement rated accounts with added perceptual—but not emotional—detail as less believable when they came from older adults. These findings suggest that interpersonal reality monitoring can benefit from understanding how stereotypes affect perceptions of others' truthfulness.

F44

WHY DON'T PEOPLE ACT COLLECTIVELY: THE ROLE OF GROUP ANGER, GROUP EFFICACY, AND FEAR *Daniel Miller; Indiana University, Purdue University, Fort Wayne*—Research on collective action has long been trying to answer the question, "Why do people act collectively?" Theoretical perspectives such as Relative Deprivation and Intergroup Emotions have argued that anger is a motivator of action, and there is ample empirical support for this assertion. However, there is also considerable evidence that sometimes group members become angry and do very little. In these types of risky situations, group efficacy appears to be a better predictor of action than anger. A single study was designed to determine if fear of reprisal by the dominate group suppressed the relationship between anger and risky types of collective action making it appear that anger was not a significant predictor of action. When anger and group efficacy are placed in model as competing explanations for collective action, the results replicate what is traditionally found by group efficacy researchers. That is, group efficacy is a significant predictor of collective action while anger is not. However, when the model contains fear as a covariate, the resulting pattern is quite different. When fear is added to the model the relationship between anger and collective action is no longer suppressed allowing anger to significantly predict action. Furthermore, when fear is added to the model group efficacy is no longer a significant predictor of action. The results indicate that researchers may do well investigating why people don't act collectively rather than why they do act collectively.

F45

HOW DO YOU FEEL? SELF-ESTEEM PREDICTS MOOD, STRESS, SOCIAL INTERACTION AND SYMPTOM SEVERITY DURING DAILY LIFE IN PATIENTS WITH CHRONIC ILLNESS *Vanessa Juth, Joshua Smyth, Alecia Santuzzi; Syracuse University*—Self-esteem has been demonstrated to predict health and well-being in a number of samples and domains. Evidence suggests low self-esteem may have adverse effects on chronic illness, although data are limited in generalizability to "real life" as they use retrospective and/or laboratory designs. Alternative approaches, such as Ecological Momentary Assessment (EMA), allow collection of ambulatory data in the natural environment. We hypothesized that low self-esteem would predict worse outcomes in daily life for patients with chronic illness, namely: (1) more negative and less positive affect; (2) more stress; (3) fewer and less positive social interactions; and (4) greater disease-specific symptom

severity. A community sample ($n=128$; ages 18-80; 73% female) with chronic illness (asthma=97, rheumatoid arthritis=31) completed a self-esteem measure at baseline and reported mood, stress, social interactions, and symptom severity on a palmtop computer 5x/day for the following week. Multilevel mixed-model analyses used baseline self-esteem to predict subsequent EMA outcomes. Low self-esteem predicted more negative affect ($p<.01$), less positive affect ($p<.03$), greater stress severity ($p<.01$), more frequent social interactions ($p<.01$), and greater symptom severity (restriction and interference, $p's<.03$). Self-esteem neither predicted stress frequency nor pleasantness of social interactions ($p's>.20$). This is the first demonstration that self-esteem predicts naturalistic daily experiences in persons with chronic illness. Observing similar effects in both illness groups suggests self-esteem consequences may generalize to other diseases. Further exploration of mechanisms relating self-esteem to physiological and/or psychological components in illness may clarify causal relationships and provide insight into theoretical models of self-care, well-being, and disease management.

F46

DEROGATING NEGATIVE FEEDBACK: SELF SERVING OR FACE SAVING?

Ian M. Handley¹, Patrick J. Carroll², Holly M. Krings¹, R. Justin Goss¹, Tiffany L. Dood¹; ¹Montana State University, ²The Ohio State University – There is a pervasive tendency for individuals to attribute failure to external factors like the invalidity of a test, a tendency dubbed the self-serving bias. One main explanation for such effects is that individuals can feel better about themselves if they derogate negative feedback (Greenberg et al., 1982). Contrarily, we hypothesize that self-serving attributions do not help individuals “feel better.” Rather, individuals derogate negative feedback to “save face” (i.e., look better) with others (e.g., Bradley, 1978). We have developed and report 3 strict tests that pit this hypothesis against the other. Experiment 1 demonstrated that individuals who received negative feedback wanted to watch a video more when it was described as self-enhancing rather than neutral, regardless of whether or not they were earlier given the opportunity to engage in self-serving attributions. These results indicate that engaging in self-serving attributions following negative feedback does not help people feel better about themselves. Participants in Experiment 2 viewed the test taken by participants in Experiment 1, viewed their scores, viewed their self-serving attributions if they made any, and judged the past participants more intelligent if they read their self-serving attributions than if they did not. This result indicates that engaging in self-serving attributions actually does allow individuals to save face with others. Experiment 3 was similar to Experiment 1, except some participants thought the computer lost their feedback. Results indicate that participants made less self-serving attributions if they thought the computer lost their feedback, which obviated the need to save face with others.

F47

"I CAN TAKE IT": POWER PRIMING AND THE ENJOYMENT OF AVERSIVE MEDIA

Lawrence Williams¹, Elinor Gregorio², Laura Ihrig³, John Bargh¹; ¹Yale University, ²University of California, Irvine, ³University of Fribourg – In this poster, we present four experiments examining how people enjoy aversive media, which we define as works featuring content that most people try to avoid in their daily lives. We consider works that feature horror, as well as social humiliation, as examples of aversive media. Although much research has examined the effects of aversive media, little is known of the factors that influence people's enjoyment of it. A key feature of aversive media is that low-level (concrete) construals (e.g., witnessing decapitations) should be more aversive than high-level (abstract) construals (e.g., being entertained). Feelings of power are associated with approach motivations and greater psychological distance (Keltner et al., 2003; Smith & Trope, 2006). Thus, power priming should lead people to enjoy aversive media more. However, we expect contrast effects when aversive media increases feelings of vulnerability. In

Experiment 1, people primed with power enjoyed an embarrassing passage more than people primed with empathy or a neutral control group. In Experiment 2, power priming specifically increases the enjoyment of aversive media but does not increase the enjoyment of non-aversive media. In Experiment 3a, power priming does not influence men's enjoyment of a book passage that highlights male vulnerabilities (erectile dysfunction), but does increase women's enjoyment. Finally, Experiment 3b shows that power priming does not increase women's enjoyment of a horror movie trailer that highlights maternal vulnerabilities (missing child), but does increase men's enjoyment. Taken together, these results suggest that feelings of power can influence our attraction to aversive experiences.

F48

MOTIVATION IN ACTION: NEURAL CORRELATES OF APPROACH-AVOIDANCE MOTIVATION DURING GOAL PURSUIT

Elliot Berkman, Lisa Burkland, Matthew Lieberman; UCLA – How do we overcome the temptations that arise in the course of goal pursuit, and what are the neural systems underlying this process? The present line of research builds upon theories of activation/inhibition motivation to examine these goal pursuit mechanisms. It is proposed that the behavioral activation system (BAS) facilitates goal pursuit broadly, whereas the behavioral inhibition system (BIS) is related to the inhibition of goal-irrelevant temptations or impulses. It is thus hypothesized that during goal pursuit BAS will be related to activation in regions involved in action planning, and BIS will be related to activation in regions involved in conflict detection. To test these hypotheses, participants completed a goal pursuit task while their brain activation was measured using functional magnetic resonance imaging (fMRI). Success on each trial of the task either does or does not require regulation of goal-irrelevant impulses (regulation / no-regulation trials). Results comparing these two types of trials supported the model of activation-inhibition goal pursuit in two ways. First, brain regions associated with action planning (e.g. dorsolateral prefrontal cortex) and conflict detection (e.g. cingulate cortex) were associated with success on the regulation trials. Second, these regions were respectively associated with self-reports of BAS and BIS, but only during the regulation trials. Together, these results provide support for a model of goal pursuit whereby behavioral activation and inhibition systems work in tandem to successfully attain goals.

F49

LOOKING HAPPY: REGULATING PSYCHOLOGICAL RESILIENCY THROUGH THE EXPERIMENTAL MANIPULATION OF A POSITIVE VISUAL ATTENTION BIAS

Heather Wadlinger, Derek Isaacowitz; Brandeis University – While attentional biases toward negative information have been associated with increased anxiety and depression, the creation of attentional biases towards positive stimuli may undo the residual effects of these negative emotions. If a positive visual attention bias can be trained, then individuals who “look happy” may show heightened psychological resiliency in the face of stress. In the current study differential attentional biases were experimentally created in individuals towards positive or neutral information using a dot-probe paradigm. Participants ($N = 37$) completed 415 trials training their attention toward either positive or neutral words. Immediately before and after the attention training, participants' psychological resiliency was assessed as they were exposed to a stress task. The stress task consisted of having participants watch a series of 15 extremely negative emotional images while having their eyes tracked. The percentage of visual fixation time to negative images served as a measure of psychological resiliency. Eye tracking results revealed that participants who had their attention experimentally trained towards positive information looked significantly less at the negative images in the visual stress task following the attentional training, $F(1,1518) = 4.89, p < .05$. Participants who had their attention trained toward neutral information did not show this aversion to negative stimuli. These findings suggest that continual attention to

positive information may alter individuals' perceptual processes increasing their psychological resiliency, or ability to regulate their well-being in stressful circumstances, and that this positive bias can be trained.

F50

HOW DOES SELF-OBJECTIFICATION DISRUPT PERFORMANCE?: THE ROLE OF OBJECTIVE SELF-AWARENESS AND SELF-FOCUS *Stephenie Chaudoir, Diane Quinn; University of Connecticut* – It has been well documented that self-objectification, the act of adopting an observer's perspective on one's physical body, disrupts cognitive performance (Fredrickson, Roberts, Noll, Quinn, & Twenge, 1998; Hebl, King, & Lin, 2004; Quinn, Kallen, Twenge, & Fredrickson, 2006). However, relatively little is known about the process(es) through which self-objectification interferes with performance. The goal of the present research is to test objective self-awareness as a possible mechanism by which self-objectification disrupts performance. A state of self-objectification was induced by having male and female participants try on either a swimsuit or a sweater. Participants completed a performance measure, two measures of objective self-awareness, and a memory recall task. Results indicate that women in the self-objectification condition performed worse than participants in the other conditions. However, there was no evidence that self-objectification disrupted performance because women were in a state of objective self-awareness. Although traditional measures of objective self-awareness did not support hypotheses, results suggest that women remained in an intense state of self-focus even after redressing and that this self-focus may interrupt women's cognitive performance.

F51

GENDER NON-CONFORMITY? NOT IN MY COUNTRY! HOSTILE SEXISTS' OPPOSITION TO SAME-SEX MARRIAGE *Natalya Klebanov, Danny Osborne, Valerie Okelola, Paul Davies, David O. Sears; UCLA* – The theory of ambivalent sexism (Glick & Fiske, 1996) holds that sexism can be conceptualized as two separate, yet closely related, constructs: hostile and benevolent sexism (HS and BS, respectively). Ten years of research has supported this distinction by showing that HS and BS provide different insights into the relationship between sexism and female subjugation. Specifically, HS correlates with a punitive orientation toward gender non-conforming women, while BS compliments this relationship by providing women with incentives (e.g., idealization, assistance in the form of chivalry, etc.) for conforming to traditional gender roles. However, it is possible that HS may be related to a more general intolerance toward gender non-conformity (as opposed to an intolerance specific to women). We explored this possibility by having undergraduates complete the Ambivalent Sexism Inventory and some questions assessing their attitudes toward same-sex marriage. Regression analyses indicated that, even after controlling for self-reported political conservatism and religiosity, HS (but not BS), predicted opposition to same-sex marriage. These findings suggest that HS may be a more global construct than previously conceived. Specifically, the HS scale appears to predict punitive attitudes toward gender non-conformity in general. The implications of this extended conceptualization are discussed, as well as directions for future research.

F52

MAGICAL THINKING AND ATHLETICS: THE EFFECTS OF SPECTATORS' THOUGHTS ON PERCEIVED PERSONAL INFLUENCE IN SPORTING EVENTS *Sylvia Rodriguez¹, Emily Pronin¹, Daniel M. Wegner²; ¹Princeton University, ²Harvard University* – Although most of us would not claim to have magical powers, sometimes everyday experiences may lead us to feel as though we do. In the context of athletic spectatorship, two studies tested the hypothesis that having thoughts related to an event before it occurs leads people to infer that they caused the event, even when such causation might otherwise seem magical. Both studies were conducted in field settings involving spectators at ongoing

sporting events. In Study 1, spectators watching a college basketball game at their home stadium were instructed to think about individual players' potential to contribute to the game, or about those players' physical appearance, prior to the start of the game. Consistent with our predictions, those who thought about the player's potential athletic contributions reported feeling more responsible for the game's outcome than those in the comparison condition. The second study measured participants' thoughts about an athletic event--i.e., the NFL Super Bowl. The more spectators watching the televised game reported having thought about the game, the more responsible they reported feeling for the game's outcome. Additionally, the second study's findings were significant regardless of whether the team that spectators rooted for won or lost. The present studies shed light on why many of us have had the experience of feeling responsible for our favorite team's wins and losses, even when we did little more than a little armchair coaching. It also provides support for our proposed theoretical account of the origins of magical thinking in everyday situations.

F53

THE ROLES OF ETHNIC IDENTITY AND COMPARISON PROCESSES IN STATE SELF-ESTEEM AMONG MINORITY WOMEN *Melissa Raymundo, Stephanie Tobin; University of Houston* – Previous research suggests that comparing oneself to a desirable target leads to more favorable self evaluations when one focuses on similarities between oneself and the target and less favorable self evaluations when one focuses on differences (Mussweiler, 2003). In the context of weight, this means that feeling similar to a thin (i.e., desirable) person could make one feel good about oneself. In the current research, we focused on ethnicity and ethnic identity as factors that influence perceived similarity and examined their effects on comparison processes. We showed minority women who were high or low in ethnic identity a picture of a thin or heavy female target who was either Caucasian or belonged to their own ethnic group. We then assessed participants' state self-esteem. We expected high ethnic identity participants to feel similar to the same-ethnicity target, whereas low ethnic identity participants would feel similar to the Caucasian target. Accordingly, these two groups would feel better about themselves after seeing a thin, compared to heavy, target. Analyses revealed a significant 3-way interaction of ethnic identity, target weight, and target ethnicity on state self-esteem. Simple slope tests revealed significant effects of target weight on state self-esteem among high ethnic identity women exposed to a target of their same ethnicity and low ethnic identity women exposed to a Caucasian target. As predicted, both groups of women felt significantly better about themselves after viewing a thin target compared to heavy target. These findings illustrate that ethnic identification can lead to assimilative weight comparisons.

F54

SELF-ESTEEM IN THE WORKPLACE: DOMAIN-SPECIFIC VERSUS GLOBAL PREDICTORS OF JOB SELECTION *Mark W. Evans, Christopher Leone; University of North Florida* – Introduction- Compared to low self-esteem persons, high self-esteem persons expect acceptance from others (Baumeister & Leary, 1995). If so, then high self-esteem person should be more likely than low self-esteem persons to seek out people-oriented than idea-oriented jobs. According to (Briggs, Cheek, & Buss, 1980), self-esteem effects should be evident for domain-related esteem (e.g., social) rather than domain-unrelated esteem (e.g., academic). -Method-After reading two job descriptions, participants indicated which jobs (people-oriented or idea-oriented) they would choose. Participants later completed a multifaceted measure of self-esteem (Fleming & Courtney, 1984). Using several chi-square analyses, job choice was analyzed as a function of participants' self-esteem (global, social, academic, physical appearance, physical abilities). -Results-As expected, high social self-esteem persons were more likely than low social self-esteem persons to choose a people-oriented job than an idea-oriented job,

$X^2(1, N = 177) = 5.31, p < .05$. Also as expected, job choice was not reliably related to global self-esteem, $X^2(1, N = 177) = 2.22, p < .14$, or other specific facets of self-esteem, all $X^2s(1, N = 177) < 5.31$, all $ps < .12$. - Discussion-These results are consistent with the idea that (a) domain-specific self-esteem is a better predictor than global or domain-unrelated esteem (cf. Briggs et al., 1980), (b) individuals self-select themselves to environments (Snyder & Ickes, 1985), and (c) esteem differences are manifested in self-enhancement versus self-protection (e.g., Tice, 1993). Further investigation is needed to determine if esteem-related job choices are actually mediated by anticipated acceptance-rejection.

F55

GOING IT ALONE: IMPOSTORISM, HELP-SEEKING AND COPING Julie Norem¹, Sarah Hope Linc¹, Diana Betz^{2,1}, Blair Kleiber^{3,1}, Rachel Prottas¹, Joa Ahern-Seronde¹; ¹Wellesley College, ²Drew University, ³University of Washington – Impostors are individuals who experience negative feelings of phoniness and fear appearing incompetent. Following theoretical descriptions of impostor feelings, we predicted that fear of revealing their self-doubt or other problems may prevent impostors from using support services, even when those services are readily available. In avoiding revealing their feelings to others, impostors miss opportunities for personal growth and intimacy, and are likely to maintain their beliefs that others succeed without difficulty, and that asking for help invalidates one's personal achievements. We investigated this hypothesis by administering an on-line survey of attitudes and beliefs about help-seeking and campus resources to 269 female respondents at a single-sex liberal arts college. Impostor scores were significantly related to higher stress and more self-identified need for help, but also to negative attitudes toward seeking help from professional psychological services generally, and to less predicted use of specific on-campus support services. Impostor scores were significantly positively related to reasons for not using support services that reflect fear of discovery, the belief that others have no need for similar support and that seeking support is a sign of weakness. Further analysis of impostor coping strategies, assessed in a separate study with the same sample, reveals that they are especially unlikely to seek social support or seek another's perspective in stressful situations. These data provide further validation of the impostor construct, and insight into the self-perpetuating nature of impostor beliefs.

F56

EVIDENCE THAT VISUAL ATTENTION MEDIATES ILLUSORY CAUSATION Lezlee J. Ware, G. Daniel Lassiter, Michael R. Ransom, Lindsay A. Kolesar, Julie A. Weast; Ohio University – Illusory causation occurs when people erroneously attribute greater causality to a stimulus when it is more conspicuous. Presumably, we attend more to such stimuli and it is this differential attention that produces illusory causation. To date, however, no direct evidence of this assumed attentional mediation exists. Electrooculography was therefore employed to measure duration of eye gaze fixation (visual attention) while participants viewed a videotaped police interrogation in which the profiles of the detective and suspect were equally visible. Participants were instructed to pay close attention to the detective, the suspect, or both interactants. After viewing the confession, participants rated the likelihood that the suspect was guilty on a 9-point scale. Duration of eye gaze fixation confirmed that the instructions successfully altered participants' visual attention in the prescribed manner, $F_{linear}(1,75) = 13.60, p < .001$. Consistent with prior studies of illusory causation, participants instructed to focus on the suspect rated him more likely to be guilty ($M = 8.30$) than did participants instructed to focus on the detective ($M = 7.28$), with participants instructed to focus on both the suspect and detective ($M = 8.08$) falling in between the two other groups, $F_{linear}(1,75) = 6.03, p < .05$. Importantly, regression analyses and a follow-up Sobel test indicated that differential gaze duration mediated the effect of the attention instructions on likelihood of guilt assessments, both ruling out a demand-characteristics

interpretation of the data and providing first-time evidence that attention indeed drives illusory causation.

F57

NEEDING YOU...BUT HAVING OTHER OPTIONS: REGULATING RELATIONSHIP DEPENDENCE WITH ALTERNATIVES Sarah J. Scarbeck, Eli J. Finkel; Northwestern University – Dependence plays a critical role in romantic relationships (e.g., Rusbult, 1980). While it is necessary for the maintenance and development of a relationship, dependence comes with the cost of increasing vulnerability to disappointment and rejection (Holmes & Rempel, 1989). In order to minimize these risks, individuals can monitor and regulate their relationship dependence (Holmes & Rempel, 1989; Murray, 2005). In this research, we propose a strategy with which individuals can regulate their dependence level. Interdependence theory's (Thibaut & Kelley, 1959) conceptualization of the relationship between dependence and alternatives suggests that individuals can adjust their own dependence level via motivated perceptions of their alternatives to the relationship. While prior research has demonstrated that committed individuals derogate alternatives to protect their relationship (Johnson & Rusbult, 1987), we propose that individuals might also enhance the perceived quality of alternatives when motivated to down-regulate dependence. Recent research suggests the motive to down-regulate dependence is especially likely when individuals who chronically doubt their partner's positive regard experience an acute threat (Murray et al., 2002; 2003). Thus, we hypothesized individuals high on dispositional attachment anxiety would respond to relationship threats by enhancing evaluations of their alternatives. Evidence from a longitudinal study of individuals in dating relationships supports this hypothesis. In particular, individuals high (but not low) on dispositional attachment anxiety who also experienced upsetting partner behavior perceived their alternatives as more desirable compared to those who did not experience an upsetting event.

F58

SELF-AWARENESS OF THE BETTER-THAN-AVERAGE EFFECT Michael Roy¹, Michael Liersch²; ¹University of Illinois, Champaign-Urbana, ²University of California, San Diego – People tend to rate themselves as above average in many domains, including driving ability. We examined whether participants were aware of being biased and if this bias was caused by people's focus on particular attributes related to task performance. We asked participants ($n=88$) to: 1) rate themselves and report how others would rate them on driving ability (counterbalanced), 2) rank order a list of 7 driving related skills (determined from a pre-test) in terms of what they and others found most important (counterbalanced), and 3) rate their own abilities on each of the 7 specific driving skills. Results indicate that while people hold their own driving ability in high regard, they realize that others may not: participants rated themselves in the 70th percentile on average, but thought that others would place them in the 65th percentile, $F(1,86)=18.3, p<.0001$. Findings suggest that this difference is due to participants' awareness that others may define "good" driving ability differently than they do – only 32% of the variability in what driving skills you think others' find important can be explained by what you find important. Furthermore, participants rated themselves highest in the driving skills they thought were the most important, $F(6,522)=11.9, p<.0001$. These data suggest that people are aware that they may be biased, why they might be biased, and that shifting people's focus from the aspects of driving they find most important to what others find most important may help efforts to reduce bias in the above average effect.

F59

CHINESE IMPLICIT BELIEFS ABOUT RELATIONSHIPS AND THEIR CONSEQUENCES Hwee Chin Neo, Weining Chu Chang; Nanyang Technological University – Past research has identified that the implicit belief of the malleability of human's attribute could affect

people's cognition and behaviour. Many of these studies emphasized the adaptive advantage of a malleable view of the attribute in interest, over the fixed view. The present study examined the psychological consequences of the perception of changeability towards relationships. The Chinese relationships are differentiated, with different values governing the interaction among different relationships. It is argued that a relatively fixed view of relationships could be adaptive to the Chinese, who favoured stable, role-defined social environment in pursue of harmony. Hence, perception of changeability in relationships was explored on 309 young Singaporean Chinese, on the five cardinal relationships (Wu Lun): parent-child, romantic partner, brother-sister, superior-subordinate, and friends. All pairs of relationship perceptions were significantly different from each other except between the parent-child relationship and brother-sister relationship. Results revealed that only romantic-partner and friends perceptions were related to overall psychological well-being, but not the other relationship perceptions. Exploratory factor analysis revealed two dimensions of relationship perceptions: familial and close-others relationship perceptions, while superior-subordinate relationship did not fall under any factors. However, only close-others relationship perceptions were found related to the adaptive psychological outcomes, wherein lower changeability predicted better overall psychological adjustments, higher level of subjective well-being, and lower levels of loneliness and depression. In sum, the Chinese preference of stability and harmony was apparent with the positive psychological consequences associating with a relative fixed view of their social environment, specifically the close-other relationships.

F60

EMOTIONAL INTELLIGENCE: RELATIONSHIPS WITH SELF- AND PEER-RATINGS OF THE BIG FIVE *John Humrichouse; University of Iowa* – There is an on-going debate whether Emotional Intelligence (EI) is an aspect of general intelligence (ability) or is more personality (trait) based (Barchard & Hakstian, 2004). This distinction between ability and trait approaches to studying EI is reflected in the assessment of EI, with the ability approach focusing on performance-based measures and the trait approach focusing on self-report measures. One criticism of the trait or personality approach is the reliance on self-report and the possibility of inflated correlations between self-report EI and self-report Big Five variables due to method variance. Comparing the correlations between self-report EI and both self- and peer-report Big Five scales is one way to address this criticism. The primary sample consisted of 602 participants (360 women and 242 men) from the Eugene-Springfield Community Sample in Oregon (Goldberg, 2005). The secondary sample consisted of 1,752 peer-ratings (two to four peer-ratings for each member of the primary sample). Significant gender differences existed across most measures, with women reporting higher levels across all EI subscales. Hierarchical moderated multiple regressions did not support the hypothesis that EI moderated agreement between self- and peer-reports. EI was moderately correlated to both self- and peer-ratings of the Big Five, with Extraversion and Openness exhibiting similar correlations with EI across self- and peer-ratings for both women and men. These results support the personality based approach (i.e., self-report) of assessing of EI.

F61

DEVELOPMENT AND VALIDATION OF A STATE MEASURE OF ADULT ATTACHMENT *Omri Gillath¹, Erik E. Nofle², Joshua J. Hart³, Gary D. Stockdale²; ¹University of Kansas, Lawrence, ²University of California, Davis, ³Lawrence University* – For over a decade, individual differences in attachment style have been conceptualized and measured in terms of anxiety, avoidance, and security (where security is defined by low scores on anxiety and avoidance). During this time, the prevailing assumption has been that an individual's attachment style is a relatively stable disposition, rooted in internal working models of self and relationship

partners based on previous experiences in close relationships. It is reasonable to suppose, however, that attachment anxiety and avoidance are affected by situational factors as well as underlying dispositions, and that they may fluctuate in response to current or recent experiences. Both researchers and clinicians interested in intrapsychic dynamics of close relationships should find it useful to be able to detect short-term fluctuations in levels of anxiety and avoidance. We have therefore developed a State Adult Attachment Measure (SAAM) based on the 2-dimensional model of dispositional anxiety and avoidance. Exploratory and confirmatory factor analyses yielded three reliable subscales measuring state levels of attachment-related anxiety, avoidance, and security (all α 's > .84). Additional studies demonstrated that the SAAM subscales have convergent and discriminant validity. Also, as intended, scores on the SAAM subscales were found to be sensitive to a variety of experimental manipulations, demonstrating that the state, as opposed to trait, dimension of these constructs is measured. Our discussion focuses on potential uses for the SAAM.

F62

STEREOTYPE THREAT AND NONVERBAL BEHAVIOR: THE ROLE OF NEGATIVE EXPECTANCIES IN DECEPTIVE BEHAVIOR *Jessica Hatz, Michael Johns, Nicholas Schwaab, Martin Bourgeois; University of Wyoming* – Stereotype threat – the fear of confirming a negative expectancy about one's group – undermines the cognitive test performance of stigmatized groups, including women, African-Americans, and Latinos. Research by Bosson et al. (2005) suggests that stereotype threat can also negatively impact nonverbal behavior. We examined whether members of groups stereotyped as dishonest (e.g., male athletes and fraternity members) would appear more deceptive when accused of committing an immoral act because they were concerned with stereotype confirmation. To test this idea, participants watched the videotaped denials of 14 individuals who had been either falsely or correctly accused of cheating on a test under threat of being reported for academic dishonesty. For each video, participants were asked to indicate whether or not the individual was lying. Half of the videos showed male athletes or fraternity members denying they had cheated, creating a 2 (stereotyped or not) X 2 (truthful denial or lying) within-subjects design. Stereotyped individuals who were lying were significantly more likely to exhibit verbal and nonverbal signs of deception, including speech disturbances, illogical stories, and fear. Participants were also more accurate in identifying that these individuals were lying. Although stereotype threat would predict more cues to deception regardless of whether or not the stereotyped individual was lying or telling the truth, these results are consistent with research suggesting that stereotype threat increases arousal (Been-Zeev et al., 2005). The high-stakes conditions under which individuals made denials render these findings especially applicable to legal settings, such as juror perceptions of eyewitness and defendant credibility.

F63

AN AVERAGING/SUMMATION ANALYSIS OF POSITIVE EVENTS: RULING OUT ALTERNATIVE EXPLANATIONS *Ashleigh Haire¹, John Seta¹, Catherine Seta²; ¹University of North Carolina at Greensboro, ²Wake Forest University* – Using the Averaging/Summation model (J.J. Seta et al., 1989) as our theoretical backdrop, we investigated individuals' perceptions of and preferences for positive life events. Results indicated that individuals are sensitive to both the cumulative and central tendency impact of multiple life events. In Study 1, participants (n=51) considered positive life event(s) and indicated their affect levels. We used a 2 (number) X 2 (intensity) between-subjects design. Participants were randomly assigned to one of four conditions – one highly positive event, one highly positive and one mildly positive event, one mildly positive event, or six mildly positive events. An ANOVA revealed a significant interaction, $F(1, 47) = 14.4, p < .001$. Planned contrasts indicated that the six mildly positives produced more positive affect than the one mildly

positive, $F(1, 47)=9.5$, $p<.01$ or the one highly positive and one mildly positive, $F(1, 47)=3.26$, $p<.10$, $t(1, 23)=2.15$, $p<.05$, demonstrating summation, and ruling out a set-size explanation. The one highly positive produced more positive affect than the highly positive plus mildly positive, $F(1,47)= 5.22$, $p<.05$, demonstrating averaging. Study 2 ruled out the alternative explanation that the mildly positive event reduced the positivity by making events seem more mundane. Participants ($n=17$) chose between a highly positive plus mildly positive event and a highly positive plus several mildly positive events. Adding several mildly positive events should magnify the mundane effect. Results did not support this explanation. 88 % ($n=15$) of participants preferred the highly positive plus 5 mildly positives, $X^2(n=17)= 9.94$, $p<.01$, supporting an averaging explanation.

F64

THE IMPACT OF SELF-REGULATION ON BRAND PREFERENCE *Rod Duclos; University of North Carolina* – We investigate in this research the impact of self-regulation on consumer preferences. Willpower theory posits that, as one uses his regulatory resource (e.g., to make decisions or resist temptation), less energy remains available for subsequent activities. Since regulatory resource is limited, yet so essential to our daily activities, we conjecture that consumers attempt to spare it by forming preferences. Specifically, we predict that depletion strengthens preferences. Indeed, we believe preferences can be used by consumers strategically, though not necessarily consciously, to economize their self-regulatory resource. Doing so enables them to cope with day-to-day tasks (e.g., grocery shopping) without further depleting their finite inner strength. To test our hypothesis, we conducted a 2-group design study ($N=96$). In phase 1, we surveyed subjects' preferences (and preference strength) in ten product categories. In phase 2 (two months later), we gave control (depleted) participants five (fifteen) minutes of filler task, while exposing them to tempting snacks. Following this depletion manipulation, subjects filled out the same survey as in phase 1 and the PANAS to check for mood. We find that participants in both conditions matched their preference in 8 of 10 product categories ($M_{control} = M_{depletion} = 8.3$; $F(1, 94) < 1$, ns). Unlike control participants, however, depleted participants exhibited preference strengthening ($M_{control} = .0$ vs. $M_{depletion} = .8$; $F(1, 94) > 7$, $p < .01$). In sum, while depletion does not lead to greater brand choice consistency (i.e., more matches), it does lead consumers to strengthen their preferences for their favorite brands.

F65

REAPPRAISING A SOCIAL EXCLUSION THREAT MODERATES ITS EMOTIONAL IMPACT *Michael B. Kitchens, Katherine Baly, Carol L. Gohm; The University of Mississippi* – Research has demonstrated that social exclusion not only produces negative emotion, but also inhibits self-regulatory processes. Accordingly, socially excluded individuals should be unable to manage the negative emotion. However, reappraisal—an emotion regulation strategy in which individuals reinterpret the meaning or relevance of an event—is an efficient strategy that requires few cognitive resources. In order to explore whether excluded individuals are able to regulate their negative affect using the efficient regulation strategy of reappraisal, small groups participated in structured first-impressions interview sessions with each other. Following the interview, participants rated their impressions of their fellow group members as potential friends and then received feedback indicating that they were given the lowest average potential friend rating. Participants were randomly assigned to reinterpret the meaning and relevance of the exclusion event by writing why these interviews were either a valid or an invalid way to determine an individual's potential as a friend or they were assigned to a control condition. After engaging in another interview and receiving the same exclusion feedback, participants completed measures to assess the emotional impact. Results indicated that participants felt less negative emotion after reappraising the interview as an invalid means of determining friendship potential

than valid-reappraisal and control participants. Therefore, our results suggest that individuals are able to engage in the efficient regulation strategy of reappraisal to manage the negative emotion caused by social exclusion.

F66

SECULAR HUMANISM AND RELIGIOSITY AS IDEOLOGICAL CORRELATES OF ATTITUDES ABOUT ABORTION AND THE DEATH PENALTY *John Edwards, Luke Fiedorowicz; Loyola University, Chicago* – Introduction. The issues of legalized abortion and the death penalty continue to divide our society. The present study continues our past research on the ideological correlates of these strongly held attitudes. We examined the relationship between abortion and death penalty attitudes and their connections to the moral ideologies of religiosity and secular humanism. Method. Participants were 84 students at a culturally diverse, urban, Jesuit university. They completed multiple item measures of abortion attitudes, death penalty attitudes, secular humanist beliefs, and 7 factors of religiosity (all alphas were $> .90$). Results. Support for abortion was significantly negatively related to 6 religiosity factors, especially using religious doctrines in making moral decisions ($r = -.64$); and positively related to secular humanist beliefs ($r = .56$) and Quest religiosity ($r = .55$). Support for the death penalty was slightly negatively related to 2 religious factors, importance ($r = -.24$) and practices ($r = -.26$); and unrelated to secular humanism ($r = .06$). Attitudes toward abortion and the death penalty were moderately positively related ($r = .29$); cross tabulating pro, anti, and undecided participants on the 2 issues reveal 39% having both attitudes in the same pro or anti direction. Conclusions. Attitudes about abortion and the death penalty are not part of a single, simple attitude-ideology system for most people. Death penalty attitudes stand apart from the moral ideologies of religion and secular humanism. Anti-abortion attitudes are bound in varying degrees to many aspects of religiosity, while pro-abortion attitudes are bound to a questioning religiousness and to secular humanist worldviews.

F67

ALCOHOL RISK PROTOTYPES MEDIATE THE RELATION BETWEEN EXPOSURE TO MOVIE ALCOHOL USE AND YOUTH DRINKING BEHAVIOR *Sonya Dal Cin¹, Keilah A. Worth¹, Meg Gerrard², Frederick X. Gibbons², Thomas Ashby Wills³, James D. Sargent¹; ¹Dartmouth Medical School, ²Iowa State University, ³Albert Einstein College of Medicine of Yeshiva University* – Early use of alcohol among adolescents has been linked to numerous adverse outcomes, including alcohol-related injuries and health risk behaviors. Recently, researchers have identified a relation between exposure to alcohol use in movies and onset of alcohol use in a sample of adolescents in Northern New England (Sargent, Wills, Stoolmiller, Gibson, & Gibbons, 2006). We sought to replicate and extend this finding by testing a theoretical model of movie influence in a nationally-representative longitudinal sample of U.S. adolescents. Using structural equation modeling, we demonstrate that among never drinkers ($n = 3047$), exposure to movie alcohol use is a significant, unique predictor of trying alcohol at follow-up ($p < .001$). Further, we demonstrate that change in risk prototypes (i.e., developing a more positive image of adolescent drinkers) mediates this effect ($p = .001$), even when controlling for a variety of other possible influences and risk factors (e.g., demographics, child personality, parenting style, and peer substance use). The results are presented in the context of elaborating existing theories of adolescent health risk behavior, and implications for prevention and intervention are discussed.

F68

OM AND ME: THE EFFECT OF MEDITATION ON THE RELATIONSHIP BETWEEN IMPLICIT AND EXPLICIT MEASURES OF SELF-ESTEEM *Clara Michelle Cheng¹, Olesya Govorun², Sander L. Koole³*;

¹American University, ²The Ohio State University, ³Vrije Universiteit – A puzzling finding in the self-esteem literature is the lack of correspondence between implicit and explicit measures of self-esteem. One possible explanation for this dissociation may be the fact that many people simply lack insight into their intuitions, thus impairing their ability to integrate their implicit self-evaluations into their explicit self-evaluations. If that is the case, then individual who are more aware of their inner thoughts and feelings should show a greater correspondence between their implicit and explicit self-esteem scores. The current research investigated whether mindfulness meditation - the practice of being attuned to the present moment by sustaining attention in a non-judgmental manner - increases the correlation between implicitly and explicitly assessed self-esteem. Study 1 was a field study conducted at meditation centers in the community, and found that congruence between implicit and explicit self-esteem measures (as assessed by the Name Letter Effect and the Rosenberg self-esteem scale, respectively) increased as a function of the number of years individuals have been habitually practicing meditation. Study 2 manipulated meditation experimentally and found that participants who completed an 11-min meditation exercise prior to responding to self-esteem measures showed a significant positive correlation between their implicit and explicit self-esteem scores. In contrast, participants who completed the meditation exercise after the measures showed the usual lack of association between implicitly and explicitly assessed self-esteem. In sum, these findings suggest that mindful individuals may have greater awareness of their implicit views of themselves, and are better able to integrate their implicit and explicit self-evaluations.

F69

MOTIVATED RESPONSES TO INCOMPREHENSION: HOW REGULATORY FOCUS INFLUENCES LEARNING David Miele, Daniel Molden, Wendi Gardner; Northwestern University – Two studies were conducted to show that differences in motivational orientation influence people's use of metacognitive strategies during learning. Regulatory focus theory (Higgins, 1997) predicts that people with a prevention focus (versus a promotion focus) will be more inclined to interpret experiences of incomprehension and uncertainty as threats to their desired level of understanding and, thus, will be more likely to employ a rereading strategy when presented with a difficult or contradictory text. In Study 1, a comprehension task that involved reading a complicated text (presented on ten separate screens) was framed in either promotion or prevention terms (i.e., gains versus losses). Compared to participants in the promotion condition, those in the prevention condition were nearly twice as likely to go back and reread a difficult passage at least once during the experiment. In Study 2, a logical inconsistency was introduced to the text in order to determine whether chronically prevention-focused participants engage in rereading as a general strategy or as a specific response to the experience of incomprehension. A logistic regression analysis showed that as the strength of participants' chronic prevention focus increased, so too did their likelihood of rereading the particular passage in which the inconsistency appeared. Furthermore, this rereading effect did not obtain for any of the other passages (i.e., for passages that did not include inconsistencies). Implications for self-regulated learning are discussed.

F70

I GET BY WITH A LITTLE HELP FROM MY FRIENDS: SOCIAL RELATIONSHIPS AND COPING IN PREGNANCY Jada G. Hamilton, Marci Lobel; Stony Brook University – Prenatal maternal stress increases the likelihood of low birthweight and preterm delivery, which are leading causes of infant morbidity and mortality. Considering these consequences, it is important to understand the factors that influence adaptive and maladaptive coping with stress during pregnancy. Social relationships affect an individual's emotions and the availability of resources that can be marshalled to manage stress. Therefore, we

expected distinct aspects of social relationships to be associated with coping in pregnancy. We examined three constructs: amount of social support received over a one-week period, perceived support from the baby's father, and number of family and close friends living nearby (network size). As part of a larger investigation of psychosocial factors in pregnancy, the Revised Prenatal Coping Inventory (NuPCI) and the Prenatal Social Support Inventory (PSSI) were administered to 321 ethnically and socioeconomically diverse women during mid-pregnancy (M = 26 weeks). Three conceptually distinct and empirically-independent ways of coping were examined: Planning-Preparation, Avoidance, and Spiritual-Positive Coping. Structural equation modeling confirmed the independence of the social relationship variables and also of the coping factors and revealed that avoidant coping was predicted by low perceived support from the baby's father and less support received overall; planning-preparation was predicted by larger network size and also by support received. Spiritual-positive coping was unrelated to any of the social relationship variables. These results confirm that social relationships are associated with the ways that women cope with stress in pregnancy and have a number of implications for other populations.

F71

A COMBINED METHOD FOR DISCOVERING HOW TO DETECT AND RESPOND TO THE LEARNER'S SHORT-TERM AFFECTIVE STATES Tasha Hollingsed, Nigel Ward; University of Texas at El Paso – In dialogs between tutors and students, the tutor must have the ability to respond appropriately as the student's affective state changes moment by moment. A spoken dialog system for tutoring can model such behavior by using the information in the prosody and context of the student's utterances. From these, the user's internal affective state can be inferred and an appropriate response can be chosen. To develop our model of such tutor responsive behavior, we used surfacy methods (correlation hunting and machine learning) to directly relate the tutor response to the preceding student behavior. Various methods revealed different correlations and rules; together these gave a comprehensive model of how to respond in each case. Unfortunately, this was hard to justify in terms of interpersonal or pedagogical strategies. We then employed intuition, and labeled each user utterance with the inferred affective state and used these to explain the reasons for each rule. Together, these methods allowed us to create a complete model relating the user's state, the user's actions, the tutor's strategy, and the tutor's response. To test our model, 10 participants listened to synthesized student-tutor dialogs, embodying various response strategies. They rated each tutor response on a 7-point Likert scale of naturalness. Participants found responses generated by our model to be more natural than random responses; however, the situation was complicated by the fact that participants consistently rated certain response words higher than others regardless of context.

F72

PRIMING ALTERS THE LINK BETWEEN PERSONALITY AND HELPING BEHAVIOR: THE CASE OF AGREEABLENESS Meara M Habashi, William G Graziano; Purdue University – This study examined priming Agreeableness words on helping behavior. Research suggests that Agreeableness predicts helping, but this link is mediated by empathy (Graziano et al., 2006). Agreeableness may be a dispositional summary for differences in empathy, and could act as a proxy for empathy in Batson's (1991) empathy-altruism hypothesis. Based on these findings, we predicted that priming Agreeable words (Goldberg, 1992) should differentially lead people to volunteer help. Specifically, high agreeable participants should be unaffected by prime, whereas low agreeable participants would be affected, offering more help in the agreeable prime condition. Participants were randomly assigned to one of 2 prime conditions (agreeable or disagreeable trait words) and categorized as high (top 33%), middle (middle 33%), or low (bottom 33%) on the Agreeableness dimension. After completing a sentence scramble

task and listening to the broadcast story of a student in need of help, participants were given the opportunity to help. High agreeables generally offered more help than Low agreeables, but results revealed a significant Agreeableness X Prime interaction. Contrary to predictions, high and middle agreeable participants respond similarly to the primes, offering the most help in the agreeable prime condition. Low agreeable participants however, offered more help in the disagreeable prime condition than in the agreeable prime condition. It is possible that a) agreeableness forms a single coherent dimension for Highs and Middles but not Lows; b) disagreeable primes force low agreeable participants to confront deficiency in prosocial motives and induces them to engage in higher levels of helping.

F73

DO TRAITS PREDICT BEHAVIOR? A META-ANALYSIS OF 13 EXPERIENCE SAMPLING STUDIES

Patrick Gallagher¹, William Fleeson²; ¹Duke University, ²Wake Forest University – Personality trait questionnaires are used extensively to describe individuals and to predict life outcomes. However, personality psychology has provided little evidence that these questionnaires accurately describe individuals' actual behavior. The purpose of the present study was to examine the relationship between individuals' standing on Big-Five questionnaires and actual everyday behavior. Specifically, are there any implications of trait standing for behavior? How strong is the relationship between trait standing and actual behavior? Which functions of behavior do trait scores predict? A meta-analysis combining data from 13 different experience-sampling studies was conducted. In these studies, participants completed standard Big-Five questionnaires describing themselves in general. The same participants also reported their behavior several times per day for extended periods. Behavior was assessed through the concept of "personality states," in which participants indicated how much their present behavior expressed each of the Big Five traits. These multiple reports created unique density distributions of behavior for each individual, and several different parameters of these distributions were related to questionnaire trait standing. The weighted average correlation between questionnaire trait scores and the mean of the density distribution of that trait was .38 for Extraversion, .55 for Agreeableness, .49 for Conscientiousness, .55 for Emotional Stability, and .61 for Intellect (all p 's < .05). The correlations between questionnaire scores and the medians, modes, and maximums of the corresponding density distributions ranged from .29 to .60 (all p 's < .05). The results of this meta-analysis provide the first clear evidence that trait questionnaires indeed do predict actual everyday behavior.

F74

THE MODERATING ROLE OF SOCIAL COMPARISON ORIENTATION ON SELF-EVALUATIONS OF MINIMAL AND MAXIMAL ATTRACTIVENESS AMONG WOMEN

A. Zwenneke Bosch, Abraham P. Buunk, Frans W. Siero; University of Groningen – In this research, we examined if women high in social comparison orientation (SCO), varied more in judgments of their own attractiveness in their least and most attractive moment, than women low in SCO. Variation in judgments of the least and the most attractive moment indicates a broader attractiveness range. The specific characteristics of high SCO -high interest in others, low level of self-esteem, high level of neuroticism and high uncertainty- would suggest such a broader range for those high SCO. This research showed in three experiments that the attractiveness range was broader for high SCO, than for low SCO. In the first study, participants were asked to judge how attractive they think they are in the least and most attractive moment without further instruction. In the second study, the judgments of the least and most attractive moment were related to a real life situation, i.e. catching a glimpse in a shop window, but without any reference to a social environment. The judgments of the least and the most attractive moment in the third study were generated within a social comparison context. Participants had to

judge their least and most attractive moment on a scale with two photographs as anchors.

F75

THE CONSTRUCTION OF A CONSCIENTIOUSNESS ACT FREQUENCY SCALE (CAFS)

Joshua Jackson, Brent Roberts; University of Illinois Urbana-Champaign – Conscientiousness has been linked to many important outcomes including mortality, job performance, and relationship satisfaction. What is not widely known is which specific aspects of conscientiousness are most relevant to specific outcomes. Previous research into the lower order structure of Conscientiousness has been assessed through factor analyses of existing conscientious scales as well as factor analysis of trait adjectives (Roberts et al., 2005). The present research examines the lower order structure of Conscientiousness related behaviors using an Act Frequency Approach to personality assessment (AFA; Buss and Craik, 1983). A factor analysis (N = 783) of 206 conscientiousness-related acts resulted in an 11-factor solution. Good convergent and discriminate validity were obtained in relation to the AB5C and adjective based measures of the Big 5. A second study (N = 464) examined the scale's relation to health behaviors. Each facet predicted at least one health behavior despite there being no health acts included in the measure. The association between act facets and health behaviors were on average more strongly associated with the health behaviors than other conscientiousness measures. Applications and future directions are discussed.

F76

THE EFFECTS OF COMPENSATION AND THE PASSAGE OF TIME ON PERCEPTIONS OF GUILT AND THE INCLINATION TO PUNISH IN THE CONTEXT OF REPARATIONS

Gabrielle Adams¹, Thane Pittman²; ¹Stanford University Graduate School of Business, ²Colby College – How do acts of compensation by a corporate perpetrator either accused of or guilty of a moral transgression affect punishment inclinations? Might the amount of time that has passed affect such judgments as well? In a series of 4 studies, participants responded to variations on a basic scenario in which a company in an unspecified country was accused of taking land away from that land's native people. The act of providing monetary compensation was varied so that the company either compensated or did not compensate the native people, and either 2 or 50 years were said to have passed since the incident. When the perpetrator's guilt was portrayed as unambiguous, the provision of compensation resulted in decreased inclination to punish. However, when guilt was not clearly established, the act of compensation on the part of the accused resulted in higher perceptions of guilt and greater inclination to punish compared to the case in which compensation was not provided. Furthermore, the passage of time interacted with the provision of compensation, so that when the crime had occurred in the more distant past for an ambiguous crime, participants thought the accused company should be punished more when they compensated than when they did not. These studies demonstrated that the act of providing compensation results in very different punishment inclinations depending on whether a perpetrator's guilt has been established, and on how much time has passed since the incident in question occurred.

F77

AUTOMATIC INFLUENCES OF PRIMED AND CHRONIC RELIGIOUS BELIEFS ON CHEATING BEHAVIOR

Brandon Randolph-Seng¹, Darcy Reich¹, Michael Nielsen²; ¹Texas Tech University, ²Georgia Southern University – Prior demonstrations of automatic influences on perception and behavior have been conducted in the context of specific beliefs and goal states. Could more global orienting beliefs, such as religious beliefs, have automatic influences on behavior? In Study 1 participants were supraliminally primed with pretested religious words or neutral words followed by a measure of honesty. Results indicated that participants primed with religious words cheated significantly less

than participants primed with neutral words, despite a delay between the prime and the behavioral response. Study 2 was identical to Study 1, except that the primed words were presented subliminally and a motivational measure of intrinsic religiosity was included. Replicating Study 1, participants primed with religious words again cheated significantly less than participants primed with neutral words. Planned comparisons found that individuals high in intrinsic religiosity were more likely to respond honestly when primed with religious words than when not primed with religious words, while those lower in intrinsic religiosity showed no difference in honesty when primed with religious words versus neutral words. Such an automatic perception-behavior link suggests that being primed with religious words may lead to the automatic activation of this general orienting belief; however, even more intriguing is the suggestion that the religious primes automatically activate (either temporary and/or chronic) religious goal states. Therefore, future research on the mechanisms of automatic goal states may benefit from investigations into beliefs that shade the way an individual interprets a wide variety of situations.

F78

EVALUATION PROCEDURALIZATION AND ITS NEURAL CORRELATES Hong Li, Dolores Albarracín, Paul Wright, Rick D. Brown, Yijun Liu; *University of Florida* – Two experiments were conducted to explore the effects of training on evaluative judgments using behavioral and imaging paradigms. Specifically, in Experiment 1, participants in evaluative-training conditions evaluated the pleasantness of the contents of a large set of stimulus images. Participants in nonevaluative-training conditions estimated the frequency with which the similar images appear on television. After training, participants were asked to list their spontaneous thoughts of new images in response to open-ended questions. The results showed that evaluations became faster as the training progressed. In addition, participants trained in evaluations spontaneously evaluated the images in response to the open-ended instructions. In Experiment 2, functional magnetic resonance imaging (fMRI) was used to measure brain activity during and after the evaluation training. Specifically, participants were trained in evaluation using the earlier procedures while in the MRI scanner. During training, the activation in the medial premotor cortex declined significantly. This sort of response has been linked to motor plasticity during skill learning. In addition, following training, evaluative judgments evoked responses in the bilateral insula and left orbitofrontal cortex, which are associated with evaluating visceral responses and stimulus value.

F79

DEVELOPING AN IMPLICIT MEASURE OF SPECIFIC EMOTIONS USING THE AFFECT MISATTRIBUTION PROCEDURE Nathan L. Arbuckle¹, B. Keith Payne²; ¹The Ohio State University, ²The University of North Carolina at Chapel Hill – The Affect Misattribution Procedure (AMP) is a recently developed implicit measure that relies on the misattribution of affect from a prime to a neutral target to assess attitudes toward the prime. This measure has been shown to reliably detect a variety of attitudes, including racial attitudes (Payne, Cheng, Govorun, & Stewart, 2005). In two studies, the AMP was developed as an implicit measure of specific emotions, rather than general evaluative reactions, and used to test hypotheses about specific emotional reactions individuals have toward outgroup members. In study 1, the AMP was modified to measure specific emotional reactions to pictures of stimuli expected to elicit those reactions in most people, such as snakes (eliciting fear) or puppies (eliciting happiness). Results showed that the emotion AMP was able to reliably and accurately detect participants' specific emotional reactions to these stimuli, even when the stimuli were of the same valence. In study 2, the emotion AMP was used to test hypotheses derived from intergroup image theory (Alexander, Brewer, & Herrmann, 1999) about participants' emotional reactions to outgroup members. Results showed that the emotion AMP detected meaningful individual

differences in emotional reactions to racial stimuli, and that these reactions were correlated with endorsement of different images of the outgroup (different patterns of stereotype content), as predicted by intergroup image theory. Overall, these studies provide evidence that the emotion AMP is a reliable and valid measure of specific emotions toward many different types of stimuli, and demonstrate its utility in testing theories involving specific emotions.

F80

CONTRIBUTIONS OF ONSET- AND OFFSET-CONTROLLABILITY TO STIGMA PERCEPTIONS Mindy Bergman, Jaime Henning; *Texas A&M University* – Many studies of stigmatization focus on stigmas that cannot be controlled or removed, such as race. Few studies examine the influence of two kinds of controllability perceptions: onset (responsibility for inception of a stigma) and offset (responsibility for removal of a stigma). The goal of this study is to examine the influence of onset and offset controllability on perceptions about stigmatized individuals. Vignettes were developed for two studies and described an individual having either high or low control in the acquisition and removal of a stigmatizing mark (Study 1: mental incapacitation after a diving accident), resulting in a 2x2 design (N = 159). Study 2 (physical injury after a car accident) also varied the mark's visibility (high, low), resulting in a 2x2x2 design (N = 240). Measures of perceived control and attitudes toward the individual were taken following each of the onset (and visibility, in Study 2) and offset manipulations. For both studies, results indicate significant differences for perceptions of onset controllability and attitudes toward the individual following the onset manipulation. Furthermore, significant differences were found for sociometric distance in Study 1. Further, results indicate a significant main effect for onset control following offset of the mark. In general, individuals perceived to have greater onset control are viewed more negatively. In conclusion, results suggest onset controllability independently influences perceptions of stigmatized individuals. Therefore, information regarding the onset controllability of a stigma may influence judgments of stigmatized individuals; however information regarding offset controllability does not seem to influence these judgments.

F81

POLITICAL ORIENTATION, RACE, AND DATING PREFERENCES: ARE WHITE LIBERALS MORE POSITIVE TOWARD AFRICAN-AMERICAN DATING PARTNERS? Duoc V. Nguyen, Ryan E. Weipert, Abbie A. Close, Stephanie A. Strouse, Helen C. Harton; *University of Northern Iowa* – Dovidio and Gaertner's (1998) Integrated Model of Racism proposes that political liberals are more likely to display aversive racism (Dovidio & Gaertner, 1986), and conservatives, modern racism (McConahay, 1986). In previous research supporting this model, liberals show favoritism toward African Americans (AA) over European Americans (EA), whereas conservatives do the reverse. Liberals, but not conservatives, also display greater physiological arousal to the touch of an AA vs. EA experimenter, illustrating the hypothesized conflict characteristic of aversive racism. In that study, however, no impressions of the experimenter were gathered, leaving the possibility that the arousal was due to something other than conflict-induced dissonance. In the current study, we measured participants' physiological arousal as they evaluated targets in a study of "dating preferences". Heterosexual EA college students viewed faces of opposite-sex persons pre-tested to be moderately attractive and rated these targets' desirability as dating partners. Women rated AA and EA targets as equally attractive when the experimenter was EA, and AA targets as more attractive when the experimenter was AA. Liberal men rated the EA targets as more attractive regardless of experimenter race. For women and liberal men, lower attractiveness ratings were associated with increased heart rates. Liberals and women may have felt guilty about rating faces as low in attractiveness, leading to an increase in heart rate; however, this guilt did

not seem to be associated with target race. Implications of these results for the Integrated Model and the problems of interpreting measures of physiological arousal are discussed.

F82

SELF-PARENT IDENTITY DISCREPANCY IN THE CONTEXT OF IMMIGRATION

Nicole Walden, Ozlem Bekar, Monica Rodriguez; University at Albany, The State University of New York – According to self-discrepancy theory (Higgins, 1987; Higgins, Klein & Strauman, 1985) conflicting self-standards lead to affective distress. For ethnic minorities and immigrants, the presence of conflicting cultural standards may intervene in the processes of identity resolution to exaggerate or mitigate its outcomes. The present study examined the moderating effect of immigration context on the links between self-parent identity discrepancies and emotional vulnerabilities in Latino and African American college students. One-hundred and one ethnic minority undergraduates responded to an inventory of possible selves (Higgins, 1983), a demographic inventory, the Beck Depression Inventory (Beck, Steer & Brown, 1996), and the State Trait Anxiety Index (Spielberger, 1983). Following the format of the Selves Questionnaire (Higgins, 1983), participants described the kind of person they believe they ought to be, and the kind of person their parents believe they ought to be. Self-parent identity discrepancy is represented by the magnitude of difference between the participants' own standards, and those of their parents. Hierarchical linear regression analysis yielded a significant main effect of self-parent discrepancy on anxiety ($t(3,76) = 2.769, p < .01$). There was a significant interactive effect of self-parent identity discrepancy with parents' immigration status ($t(6,73) = -2.951, p < .01$). Among students with nonimmigrant parents, increases in self-parent identity discrepancies were associated with increasing anxiety, whereas this relation was not present when one or both parents were immigrants. These results underscore the importance of disentangling the distinctive cultural and intergenerational contexts that may differentiate the meaning of identity for immigrants and ethnic minorities.

F83

COMBINING INDIVIDUAL EFFORTS INTO TEAM EXECUTION: THE EFFECT OF MULTIPLE TEAM MEMBER'S SPATIAL ABILITY ON PERFORMANCE IN AN INTERDEPENDENT TASK

Jared Ladbury, Ernest Park, Verlin Hinsz; North Dakota State University – Team performance often depends on member abilities, and the team processes that combine and translate these task skills into unitary behaviors. A team should succeed if members have abilities that correspond to their roles. If team members cannot perform their responsibilities effectively, a highly interactive task may allow other team members to compensate for poor performance. Therefore, interdependent tasks may allow teammates to combine abilities to achieve greater performance than either individual could alone. But do teams always utilize the skills available to them? We trained dyads to fly a simulated uninhabited aerial vehicle (UAV). One member piloted the aircraft while the other operated an attached camera. The team worked together to obtain reconnaissance on designated targets, completing a series of four missions that increased in difficulty. Participants were tested for spatial ability, a skill important for the duties of camera operators. The camera operator's spatial ability always predicted team performance. Pilot spatial ability only predicted performance during the first two missions. No significant interactions emerged. This suggests that pilots were active agents helping the camera operator early on. However, as task complexity increased, teammates failed to combine their abilities to achieve performance beyond what the best team member could achieve alone. These results suggest that teams rely more heavily on a division of labor as task complexity increases, which may reduce the potential for collaboration and helping behaviors.

F84

MENTAL IMAGERY OBVIATES THE CAMERA PERSPECTIVE BIAS IN VIDEOTAPED CONFESSIONS

G. Daniel Lassiter, Lezlee J. Ware, Michael R. Ransom, Lindsay A. Kolesar, Julie A. Weast; Ohio University – The camera perspective from which a criminal confession is videotaped influences later assessments of its voluntariness and the suspect's guilt. Previous findings suggest that this camera perspective bias is rooted in perceptual processes—how information is picked up or registered initially—rather than conceptual processes—how information is subsequently elaborated, interpreted, or remembered. These data, however, are not definitive because they are correlational. In the present experiment, we directly manipulated perceptual processing to provide stronger evidence of its mediational role. Prior to viewing a videotape of a simulated confession, participants were shown a photograph of the confessor's apparent victim. Participants in a perceptual-interference condition were instructed to visualize the image of the victim in their minds while viewing the videotape; participants in a conceptual-interference condition were instructed instead to rehearse an eight-digit number. Because mental imagery and actual perception draw on the same available resources, we anticipated that the former, but not the latter, interference task would disrupt the camera perspective bias, if indeed it were perceptually mediated. Results supported this conclusion. Eye gaze (visual attention) data were also obtained using electrooculography and ruled out the possibility that the imagery task eliminated the camera perspective bias because it caused participants' gaze to simply drift from the videotaped confession. Additionally, regression analyses indicated that differential gaze duration partially mediated the effect of camera perspective on judgments, thereby providing further evidence that the camera perspective bias in videotaped confessions is seemingly more a result of initial registration processes than of post-perception, conceptual-elaboration processes.

F85

KNOWING WHEN TO ASSUME: COMMUNICATOR KNOWLEDGE AS A MODERATOR OF NORMATIVE INFLUENCE

Deborah L. Hall¹, Hart Blanton²; ¹Duke University, ²Texas A & M University – Previous research has shown that positively framed messages can elicit negative assumptions about behavioral norms. Advocating a target behavior through a positive frame, compared to a negative frame, results in lower intentions to perform the behavior, but only when the source of a message seems knowledgeable about the relevant behavioral norm. In the present study, we examined the effect of message frame and communicator knowledge on actual behavioral outcomes. Flyers promoting a healthy behavior (i.e., hand washing) were posted in public restrooms on a college campus. The flyers used a positive or a negative message frame to encourage hand washing, and were ostensibly created by an organization that was high or low in knowledge of campus restroom norms. Subsequent hand washing behavior was measured by the volume of paper towels used during designated experimental sessions. Analyses revealed a main effect of message frame, a main effect of communicator knowledge, and a significant interaction between frame and communicator knowledge. Consistent with predictions, the negatively framed flyer led to greater paper towel use than the positively framed flyer, but only when the source of the flyer was believed to be highly knowledgeable about the relevant norm. Results of a process follow-up study suggested that this effect was mediated by shifts in perceptions of the hand washing norm. These findings indicate that highly knowledgeable communicators will be most effective when they use negative message frames to advocate changes in normatively-driven behavior.

F86**NOVEL OBSERVATIONAL METHODOLOGIES FOR THE ASSESSMENT OF ACHIEVEMENT GOAL OUTCOMES AND PROCESSES**

James W. Fryer, Andrew J. Elliot; University of Rochester – The present research was designed to expand the nomological network of achievement goals through the use of ecologically valid observational methodologies. Participants were undergraduates in an introductory psychology class, where evaluation was based on three non-cumulative exams and a normative grading structure. One week before each exam, participants completed a measure of achievement goals for the upcoming exam (Elliot & McGregor, 2001). The amount of time each participant spent taking the exam was noted, and used as a measure of task persistence. After the exams were graded, they were made available in a public location for participants for approximately one week, and whether or not the exam was picked up was used as a measure of preference for feedback. Mastery-approach goals were associated with the most positive profile of all four forms of achievement goals, as evidenced by significant positive relationships with exam performance, persistence, and preference for feedback. Mastery-avoidance goals were significant positive predictors of persistence, but did not significantly predict exam performance, whereas performance-approach goals significantly predicted performance but not persistence. Additionally, no interaction of achievement goals produced significantly higher performance than either mastery-approach or performance-approach goals alone. Performance-avoidance goals showed only a significant negative relationship with exam performance. Differences in the outcomes and processes associated with endorsement of the four achievement goals, as well as implications for future achievement goal research, are discussed.

F87**RALLY AROUND THE FLAG: EFFECTS OF THE AMERICAN FLAG ON AUTOMATIC INTERGROUP ATTITUDES**

Shanette Porter, Melissa Ferguson; Cornell University – We investigated whether a subtle reminder of American national identity influences White and Asian Americans' implicit attitudes toward Blacks and Arabs. We derived two potential hypotheses: 1) implicit attitudes toward Blacks and Arabs would become more negative when reminded of American national identity, as might be suggested by Devos and Banaji's (2005) findings that participants more readily associate symbols of America with white versus nonwhite faces, or 2) implicit attitudes toward Blacks (and possibly Arabs) would become more positive when reminded of American national identity, given Dovidio et al.'s (2004) findings that creating a common group identity reduces White participants' prejudice toward Blacks. We further hypothesized that any effect might be moderated by participants' exposure to American political news media given the prevalence of the flag in news programs. News media watching was self-reported in a pretest. During the experimental session, participants were first subliminally primed with either the American flag or a control stimulus. Next, automatic attitudes toward Black, Arab, and White males were measured. A significant interaction among flag priming, face ethnicity, and news media exposure emerged. In particular, results provided suggestive evidence that for individuals who followed political news media often, those primed with the American flag generated more positive automatic attitudes toward Blacks (and Arabs?) compared with those not primed with the flag. The interaction was not moderated by political party ideology, nor did the type of news media program that one predominately watched (liberal versus conservative) affect the results.

F88**INTERACTIVE EFFECTS OF ORGANIZATIONAL IDENTIFICATION AND PERCEIVED SUPERVISOR SUPPORT ON EMPLOYEE IN-ROLE AND EXTRA-ROLE PERFORMANCE**

Rudolf Kerschreiter¹, Rolf Van Dick², Dieter Frey¹; ¹Ludwig-Maximilians-University, Munich, Ger-

many, ²Johann Wolfgang Goethe-University, Frankfurt, Germany – The present studies integrate ideas from social identity theory and social exchange theory. We examined the effects of followers' organizational identification and the quality of the exchange relationship between supervisor and follower on followers' in-role (study 1 Germany) and extra-role (study 2 China) performance. Perceived supervisor support can be viewed as an essential part of the exchange relationship between supervisor and follower. Therefore, employees might consider lacking supervisor support as a violation of the exchange relationship. Furthermore, lacking supervisor support might be expected to make a greater difference for follower performance for individuals identifying strongly with their organizations, as supervisors are important representatives of the organization. Therefore, we predict that perceived supervisor support and organizational identification interact in predicting followers' performance in such a way that the relationship between support and performance is stronger the more an individual identifies with the organization. 216 German and 390 Chinese employees rated supervisor support, organization identification, and extra-role performance. In-role performance was assessed independently. Results show the expected interactive effects of organizational identification and supervisor support on employee performance in both studies. For employees identifying strongly with their organizations, performance is higher the more supportive they perceive their supervisors to be. In contrast, for employees less identified with their organizations, performance is not dependent on supervisor support. Our results suggest that maintaining well functioning social exchange relationships is especially important for employee performance for employees identifying strongly with their organizations.

F89**DEVELOPMENT AND IMPLEMENTATION OF A PERCEIVED PARTNER RESPONSIVENESS (PPR) SCALE**

Harry Reis; University of Rochester – Perceived partner responsiveness (PPR) to the self is an important construct in understanding why relationships benefit the self, how certain relationships satisfy needs, and how intimacy develops. Understanding and validation are two critical variables in measuring PPR. The goal of the present research is to operationalize PPR in a valid, reliable manner by developing a scale suitable to measure understanding and validation. Eighteen item scales have been used to represent PPR in the past. One hundred seventy-seven participants from the University of Rochester completed 18-item scales. The items demonstrated good reliability ($\alpha = .93$). We attempted to pare down the existing items while retaining (or improving) the integrity of the original measure, using exploratory factor analysis. Our indices of item quality were item communality (relative to other items), factor loadings (relative to other factors), the reliability of the scale without specific items, the means, variabilities, and reliabilities of subsets of items (relative to other subsets), and face validity of the items. Twelve items emerged as optimally representing the PPR construct. Another sample of one hundred forty-one participants completed the 18-item scale. We attempted to confirm the goodness of fit of the hypothesized 12-item factor structure, and demonstrate better fit to the data than the original 18-item measure. The factor structure of the 12-item measure indeed provided better fit to the data than the 18-item factor structure. Finally, we related our new operationalization of PPR to a number of theoretically relevant constructs, including life satisfaction, self-esteem, depression, and basic need satisfaction.

F90**READING A SHORT STORY IMPROVES SOCIAL-REASONING ABILITY**

Raymond Mar, Keith Oatley, Jordan Peterson; University of Toronto – We have previously demonstrated that individuals exposed to more narrative fiction have better social abilities (Mar, Oatley, dela Paz, & Peterson, in press). The current study improves upon this previous correlational finding by examining whether reading a short

story has a direct effect on subsequent social-reasoning. Participants were randomly assigned to read either a fictional short story ($N = 157$), or a nonfictional essay ($N = 133$). They subsequently completed either a measure of social-reasoning (i.e., understanding mental states) or analytical-reasoning (i.e., analytical-reasoning subtest of the LSAT). Reading the short story led to improved performance on the social-reasoning task ($R2 = .09, p < .05$). This effect could not be accounted for by gender, age, reading-time, self-reported difficulty of the text, how interesting the person found the text, or how alert, happy, sad, or angry they felt after reading. This facilitation in performance was not witnessed for the analytical-reasoning test; those assigned to read the story or the essay performed about equally as well ($R2 = .02, p > .05$). These findings are consistent with the idea that stories involve the simulation of a fictional social world that draws upon social-cognitive processes. Becoming immersed in a narrative fiction results in a dramatic focusing of attention as readers become "transported" to the world of the narrative. This feeling of transportation or immersion could involve the evocation of a social-processing mode, whereby readers are especially tuned to the decoding of the interpersonal relations which form the crux of most narratives.

F91

WHAT'S YOUR FAVORITE MUSIC? HOW MUSIC PREFERENCES CUE RACIAL IDENTITY

Shantal Marshall, Jennifer L. Eberhardt; Stanford University—This research begins to investigate how music preferences can be used and understood as markers of identity, and in particular, racial identity. Social psychologists have tended to concentrate on the negative stereotypes associated with music, specifically rap music (Johnson et al, 2000; Rudman and Lee, 2002). Additionally, research on identity proposes that people acquire symbols in order to cue their valued and ideal identities (Gollwitzer, 1986; Schlenker, 1986), but racial identity is not mentioned as an acquirable identity. Study 1 used an online survey to ask participants how they believed others would rate them on various characteristics and demographics knowing only their favorite music or their guilty pleasures, defined as music they listened to but did not consider their favorite. Study 2 tested reactions to targets who were either White or Black and who preferred music either associated with their race or with a different racial group (rock or rap). The findings suggest that music is used as a symbol to cue a positive identity and that people negatively sanction individuals who identify with music associated with a different racial group. Furthermore, listening to music of a different racial group implied to observers that the target's racial centrality was more like the group associated with the music he listened to than his own racial group. Further research will investigate how identities are formed through music and how people understand music through the lens of race.

F92

CULTURAL VARIATIONS IN THE EFFECTS OF ACTION/INACTION GOALS: A COMPARISON BETWEEN EASTERN VS. WESTERN CULTURES

Wei Wang, Hong Li, Dolores Albarracín; University of Florida—The present research had the objective of exploring cultural differences in the effects of general action and inaction goals on learning behavior. Data were collected on a sample of US students and a sample of Chinese (Mainland) students. We assessed overt preferences for action and inaction by means of a questionnaire. In addition, we primed participants with either action or inaction and then presented them with a reading comprehension task. Results showed that, overall, American participants had higher preference of action to inaction than Chinese. Moreover, among US participants, action (vs. inaction) goals promoted comprehension of the written material (learning). Furthermore, in this group, the stated preferences for action did not moderate the effect of the primes, presumably because all participants were relatively favorable towards action. In contrast, among Chinese participants, there was an interaction between the goal prime and individual preference for action.

Specifically, an action goal promoted comprehension when Chinese participants have high (vs. low) preference for action; whereas an inaction goal promoted comprehension when they have low (vs. high) preference for action.

F93

"OUTSIDER" AND "INSIDER" PERSPECTIVES ON INTERRACIAL RELATIONSHIPS

Rebecca Malhi, Susan Boon; University of Calgary—Interracial romantic relationships are statistically rare and interracial couples may experience psychological hardships that other couples do not. For example, they often encounter resistance to their unions from family and friends as well as societal resistance, such as discrimination and negative attention in public. Previous research, mainly originating from the United States, has tended to privilege an "outsider's perspective" that views interracial relationships as anomalous, conflicted or unstable (e.g. Spickard, 1989; Fu, Tora, & Kendall, 2001). An "insider's perspective", the view of the relationship that is held by its members, has rarely been represented. This poster examines some of the challenges and issues faced by Canadian interracial couples from both "outsider" and "insider" perspectives. For example, observers of interracial couples may focus on their differences and problems, while the couples themselves may focus on their similarities and successes. Interviews were conducted with 40 "outsiders" who are not in interracial relationships. Also, 10 interracial couples were interviewed both separately and conjointly to explore the "insider's" perspective. The results of these studies suggest that, contrary to the extant research, "insider" and "outsider" perspectives on Canadian interracial relationships are fairly similar. Participants from both samples felt that the general attitude of Canadian society is tolerance towards interracial couples, and that interracial relationships are not "different" from other romantic relationships. The theme of multiculturalism appeared frequently in participant talk, suggesting that Canada's official policy of cultural heterogeneity may also have fostered social norms that encourage interracial relationships.

F94

ANXIETY AND SELF-ESTEEM INFLUENCE USE OF PROTOTYPE MATCHING TO CHOOSE SOCIAL SITUATIONS

Marc Setterlund¹, Joy Bailey^{1,2}; ¹Alma College, ²University of Indianapolis—A social decision-making strategy termed prototype matching, suggests that people choose situations based on the extent to which they believe they are similar to the prototypical person found in the situation. Research has found that individual differences such as self-monitoring and self-esteem influence the extent to which people use this social decision-making strategy. Self-esteem has been suggested as a sociometer to provide feedback about the degree to which people fit into social situations. Not fitting into social situations has been associated with increased levels of anxiety. Anxiety has also been shown to influence desire to affiliate with others. This study examined the use of prototype matching under experimentally induced anxiety as compared to a neutral condition. Participants then chose which type of campus housing they would most prefer based on the type of person typically found in that housing situation. The results indicate that participants in the anxiety condition are more likely to use prototype matching when choosing a campus housing situation compared to those in the neutral condition. There was also an interaction between anxiety condition and self-esteem, such that the low self-esteem participants tended to not use prototype matching in the neutral condition, and tended to use it at the highest rates in the anxiety condition. In the anxiety condition use of prototype matching increased slightly for high self-esteem participants.

F95

THE ROLE OF ACCURACY IN SOCIAL INFLUENCE: ARE MORE ACCURATE AGENTS MORE EFFECTIVE?

M. Minda Orina; University of Minnesota—This study examined whether accuracy plays a role in social influence. If agents are more accurate about their partners'

perceptions of their romantic relationship, are they better able to change their partners' attitudes towards a specific behavior than less accurate agents? Are more accurate agents able to select influence strategies that help them better achieve their goals? Eighty-five romantically involved couples participated, and one member of the couple was randomly assigned to the role of influence agent and the other to influence target. All participants completed self-reports of their own closeness, and agents also rated their perceptions of the targets' level of closeness. Agents were instructed to audiotape a message trying to convince their dating partners (targets) to perform a specific behavior of the agents' choosing, preferably one for which their partners' attitudes were perceived to be unfavorable. Targets indicated their attitudes toward performing the behavior before and after listening to the message. A trend emerged, suggesting that more accurate agents were more effective at changing their partners' attitudes than less accurate agents. Additionally, targets who perceived that their partners used high levels relationship referencing in their messages changed their attitudes more favorably towards the behavior, compared to targets who perceived low levels of relationship referencing. Finally, an interaction between agent accuracy and relationship referencing revealed that greater perception of relationship referencing was associated with favorable attitude change. At low levels of relationship referencing, more accurate agents are less likely to have a counterproductive effect, compared to less accurate agents.

F96

WHEN SEXUAL-PREFERENCE = MEMORY-PREFERENCE: BIASED MEMORY IN PERCEPTUALLY AMBIGUOUS GROUPS *Nicholas O. Rule¹, Reginald B. Adams Jr., Nalini Ambad¹; ¹Tufts University, ²The Pennsylvania State University*—Previous literature showing ingroup advantages and outgroup deficits in perception and memory are well-established for race, gender, and other ostensibly identifiable groups. The current study extends this research on outgroup homogeneity by applying an incidental-encoding, signal-detection paradigm to the naïve recognition of gay and straight male faces by homosexual and heterosexual participants. Consistent with hypotheses, an interaction of participant sexual-orientation and image sexual-orientation reveals an ingroup enhancement and outgroup deficit for memory of faces that participants subsequently accurately categorized as belonging to either their ingroup or outgroup. Additionally, parallel effects are found for the accurate identification of sexual-orientation—a finding consistent with previous literature. These data lend support to the theory that humans are not evolved specifically for race or gender recognition but, rather, that the underlying cognitive machinery responsible for the recognition of groups may be co-opted for any relevant social application.

F97

DECISION-MAKING AND RELATIONSHIP SATISFACTION IN HETEROSEXUAL COUPLES: ACTOR AND PARTNER EFFECTS *Christine Gockel, M. Brent Donnellan; Michigan State University*—Decision-making and the balance of power within a relationship may affect judgments of relationship satisfaction and quality. Moreover, gender might moderate the relation between decision-making and satisfaction given broader gender differences in power and the suggestion that women show greater cognitive and emotional sensitivity to relationship processes than men. The goal of this study was to test these hypotheses by examining how decision-making affects relationship satisfaction using an actor-partner interdependence model (APIM). Participants were 328 married or cohabiting heterosexual couples from the most recent wave of the Family Transitions Project (e.g., Conger & Conger, 2002). We used structural equations modeling to estimate the APIM and found evidence for gender differences in partner effects but not actor effects. An inspection of parameter estimates indicated that women's relationship satisfaction was influenced by men's decision-making (standardized effect = .22, $p < .05$) but that the partner effect for men's satisfaction was

not reliably different from zero (standardized effect = .14, ns.). How much influence women perceived to have in important decisions did not influence their partner's relationship satisfaction. Nonetheless, actor effects were similar for both genders and reliably different from zero (standardized effect = .57 for women and .56 for men, both p 's $< .05$). The more influence women and men felt they had in important decisions, the more satisfied they were with their relationship. Results replicate and extend earlier research about decision-making in relationships and provide further evidence that gender moderates the association between power dynamics and relationship quality in heterosexual couples.

F98

I LIKE YOU, BUT I WON'T HIRE YOU: MORAL CREDENTIALING IN THE WORKPLACE *Valerie Okelola, Danny Osborne, Natalia Klebanov, Paul Davies, David Sears; UCLA*—Race discrimination in the workplace remains a rampant problem in American society (see Bertrand & Mullainathan, 2004). Though countless studies have documented this phenomenon, little is known about how employers justify discriminating against Black applicants. We sought to investigate this phenomenon by having undergraduates evaluate a good or bad résumé from a Black or White applicant. Participants then rated the competence and likeability of the applicant. These data were subjected to a 2 (Résumé quality: High vs. Low) by 2 (Race of applicant: Black vs. White) between-subjects MANOVA. Results indicated that, though race had no impact on evaluations of competency, there was a significant interaction between the race of the applicant and résumé quality for evaluations of likeability. Specifically, the highly-skilled Black applicant was perceived as being exceptionally likeable in comparison with the poorly-skilled Black and White applicants and the highly-skilled White applicant. In combination with research showing that Black applicants fair worse in the job market than their equally-skilled White counterparts (e.g., Bertrand & Mullainathan, 2004), these data suggest that moral credentialing (see Monin, 2001) may be responsible for race biases in the hiring process. Specifically, early in the application process, employers may convince themselves that they find highly-competent Black applicants very likeable. This could provide employers with the moral credentials needed to discriminate against Black applicants when the decisions matter. The implications of these findings are discussed, as well as future directions for research on discrimination in the workplace.

F99

SPATIAL METAPHORS OF VALENCE AFFECT EYE MOVEMENTS AND RECOGNITION MEMORY *Ryan Hansen, L. Elizabeth Crawford; University of Richmond*—There is growing evidence that positive and negative states are represented metaphorically in terms of the vertical spatial dimension space, e.g., "Good" is UP; "Bad" DOWN. The metaphor congruence of spatially distributed, valenced stimuli affects deployment of spatial attention when stimuli are evaluated (Meier and Robinson, 2004) and memory of stimulus locations (Crawford et al., in press). The present study examines whether metaphor congruence affects eye movements and accuracy during a recognition task that does not explicitly require evaluation or spatial memory. Participants studied positive and negative words that appeared on the top or bottom half of a screen. At test, these words and foils were shown in either the same or opposite location and participants judged whether each word had been shown before. Recognition results showed that the vertical position of the word at test interacted with stimulus valence. Among positive stimuli, accuracy was significantly greater when the words appeared on top than on the bottom of the screen. Among negative stimuli, there was no effect of location. Eye-tracking results revealed a significant effect of valence on fixations during the two-second interval after each test word was presented. Participants spent a greater proportion of time looking in the top half of the screen when the test word was positive than when it was negative. The results show that the link between valence and verticality affects processing of valenced stimuli even when evaluation and spatial

coding are incidental to the task, suggesting that the “Good”-is-UP metaphor operates automatically.

F100

INTRAGROUP DISSONANCE: RESPONSES TO INGROUP VIOLATION OF PERSONAL VALUES

Demis E. Glasford, Felicia Pratto, John F. Dovidio; University of Connecticut – Traditionally, cognitive dissonance research has focused on processes at the individual-level. However, recent work has begun to explore the relation between group-level processes and cognitive dissonance (e.g., Norton, Monin, Cooper, & Hogg, 2003). The present experiment integrates cognitive dissonance theory (Festinger, 1957) and social identity theory (Tajfel, 1978) to examine intragroup dissonance, a dissonance that stems from an inconsistency between one’s personal values and ingroup behavior. Specifically, we examined whether ingroup behavior that is discrepant from one’s personal values produces cognitive dissonance. Further, we tested whether this type of dissonance motivates a dissonance-reduction strategy that is linked to group membership, disidentification. Participants read a description of either an ingroup (the U.S.) or an outgroup (Australia) violating, or not violating, a salient personal value (providing healthcare to those in need). Thus, a 2 (value violation: Yes vs. No) x 2 (group: Ingroup vs. Outgroup) between-participants design was used. As predicted, participants experienced psychological discomfort (but not negative self-directed emotions), in response to an ingroup, but not an outgroup violating the personal value. In addition, participants disidentified with the ingroup, but did not change their attitudes toward the value, in the ingroup-violation condition. A mediation analyses, controlling for collective guilt and negative self-directed emotions, revealed that psychological discomfort explained the tendency to disidentify with the ingroup in the ingroup-violation condition. The experiment demonstrates that ingroup behavior that is discrepant from one’s personal values can produce cognitive dissonance and suggests that disidentification is a viable dissonance-reduction strategy.

F101

PREJUDICE AND INTERRACIAL ROMANTIC RELATIONSHIPS: PHYSIOLOGICAL EVIDENCE IN SUPPORT OF CROSSED CATEGORIZATION MODELS

Lisa Elliott, Eric Vanman, Yuki Fujioka; Georgia State University – As self-reported attitudes about race and ethnicity have become more positive in U.S. society, strong social norms appear to exist that discourage mixed-race dating and marriage. Some crossed categorization models of intergroup bias suggest that it may be difficult hold a positive attitude toward such couples when one of the partners is a member of the ingroup and the other of an outgroup. Further, self-reported attitudes about mixed-race couples are susceptible to motivations tied to social desirability and other self-presentational concerns. Facial electromyography (EMG) has been demonstrated in prior research to serve as a valid marker of race-related attitudes that can differ from self-reports. In this study African American and White participants viewed 40 photos of male-female couples embraced in a romantic kiss while facial EMG was recorded from the cheek and brow regions. The couples in the photos were composed of either (a) two White adults (b) two Black adults, or (c) one Black and one White adult. After viewing the photo for 6 s, the participant rated how romantic the photo was. Analyses revealed that participants exhibited the most positive affect (i.e., increased cheek and decreased brow EMG activity) when viewing a couple of the same race as the participant and the most negative affect (i.e., decreased cheek and increased brow EMG activity) when viewing a couple of race different from the participant. Mixed-race couples elicited facial EMG responses that were intermediate. We discuss the results with respect to prior work on crossed social categorization effects.

F102

DOES “PHYSICALLY ABLE” MEAN “INTELLECTUALLY INCOMPETENT”? ANOTHER DIMENSION OF AMBIVALENT NATIONAL STEREOTYPES

Koji Murata; Hitotsubashi University – A model of stereotype content demonstrated that we perceive stereotyped groups on the two primary dimensions; competence and warmth. These two dimensions are often ambivalent toward each other, such as high in competence but low in warmth and vice versa. In this study we propose another dimension of stereotype contents; physical ability. In recent years, mass media coverage of international sport events has grown rapidly and we are exposed to athletic superstars from various countries. We suspect, however, when we perceive people in a developing country as physical able, we would also regard them as intellectually incompetent. To explore this compensatory relationship, we conducted two questionnaire studies. In study 1, participants rated several national stereotypes on bipolar scales from which we constructed the index of warmth and intellectual competence. We found that there were negative correlations among stereotypes of developing countries between a physical ability scale and the intellectual competence index but were positive correlations among stereotypes of advanced countries. At the target stereotype level, the physical ability was negatively correlated with the intellectual competence. Study 2, in which we included three scales for physical ability and added some national stereotypes, replicated above results and showed although the intellectual competence was based on socio-economical status among countries, the physical ability was based reversely on cultural status. These results suggested that making a compliment of high physical ability to people in low cultural status might induce an expression of prejudice to them about low intellectual competence.

F103

THE MEASUREMENT-INDUCED DISTORTION OF PRIMED MENTAL STATES

Jeffrey P. Ebert, Daniel M. Wegner; Harvard University – We propose that a single prime, such as a picture or word, has the potential to activate a wide range of associated thoughts -- but that the act of measuring these thoughts determines which remain activated to influence subsequent cognition and behavior. Participants were first primed with either a cemetery scene or a neutral scene of a hillside. Then some participants completed a word fragment task intended to measure accessibility of thoughts about death, and others completed one intended to measure thoughts about life. Finally, all participants completed a worldview defense measure in which they judged the authors of anti- or pro-American essays (Arndt, Greenberg, Pyszczynski, & Simon, 1997). Supporting our hypothesis that a single prime has the potential to activate very different kinds of thoughts, we found that the cemetery prime both increased death-related completions among those given the death-oriented word fragments and increased life-related completions among those given the life-oriented fragments. Moreover, these divergent effects of the cemetery prime were evident on the worldview defense measure, indicated by a marginally significant prime by fragment task interaction. That is, among those given the death fragments task, having been primed by the cemetery scene tended to increase derogation of the anti-American author; whereas, among those given the life fragments task, the cemetery prime decreased derogation of the anti-American author. These results suggest that priming is inherently interactive, and that researchers should consider how the effects of primes are fundamentally shaped by the measures intended to assess these effects.

F104

RACE AND FORGIVENESS: IF ANDY REID WAS BLACK WOULD TERRELL OWENS STILL BE AN EAGLE?

Eric Mania, Riek Blake, Samuel Gaertner; University of Delaware – Individuals with egalitarian intentions often display racial biases if such responses can be justified on non-racial grounds (Gaertner & Dovidio, 1986). In reacting to

misbehavior, withholding forgiveness can be justified by the initial offense. Thus, interracial forgiveness may be withheld relative to intraracial forgiveness. To examine interracial forgiveness a situation involving a black professional football player, Terrell Owens, and his team, the Philadelphia Eagles, was utilized. During the 2005 season Owens behaved disruptively, prompting discipline from the Eagles. As this situation unfolded a questionnaire was distributed to blacks and whites in a suburb of Philadelphia. It measured attitudes toward Owens and a black teammate who displayed more positive behavior, Donovan McNabb; willingness to forgive Owens; and belief that the Eagles should reconcile with Owens. Results showed that attitudes toward Owens, whose behavior could justify a negative evaluation, were less favorable among whites than among blacks. Yet, attitudes toward McNabb, whose behavior did not justify a negative evaluation, did not differ by race. Whites were less willing to forgive Owens than were blacks. Also, compared to blacks, whites were more opposed to the Eagles reconciling with Owens, and this effect was mediated by willingness to forgive Owens. Overall there was evidence of greater intraracial forgiveness than interracial forgiveness. This occurred even though intraracial and interracial evaluations of a positively behaving individual did not differ, suggesting that racial bias in forgiveness may occur among individuals who generally avoid expressions of racial bias. These results call for further investigations of interracial forgiveness.

F105

REGULATORY FIT THEORY AT WORK: THE RELATIONSHIP BETWEEN REGULATORY FOCUS AND FOOD SAFETY BEHAVIORS Ernest Park¹, Verlin Hinsz¹, Gary Nickell²; ¹North Dakota State University, ²Minnesota State University Moorhead – Regulatory fit theory states motivation and performance increase when dispositions, task incentives, and means of goal attainment share the same regulatory focus. Research has demonstrated the interactive effects between chronic and situationally induced self-regulatory mechanisms on laboratory task performance. This study extends existing research by testing regulatory fit theory in a work setting, and by investigating potential mechanisms that might underlie regulatory fit effects. The Regulatory Focus at Work Scale (Wallace, Chen, & Kanfer, 2005) was embedded in a survey assessing employees' work attitudes, intentions, and self-reported behaviors. Employees at a poultry processing plant anonymously completed this survey in exchange for monetary compensation. Because distributing contaminated poultry leads to unwanted consequences for both the public and organization, employees are required to vigilantly inspect for signs of unsafe foods. Since preventing the production of unsafe poultry is a primary work responsibility, we hypothesized prevention-focused employees would report greater success in detecting contamination, heightened perceptions of behavioral control, and increased job involvement. Consistent with regulatory fit theory, the more prevention-focused employees were, the more they reported successfully preventing food contamination, the more capable they felt at their jobs, and the higher their ratings of job involvement. These relationships were each fully mediated by task enjoyment ratings. This study is among the first to demonstrate regulatory fit effects at work, and highlights the role of intrinsic motivation (e.g., enjoyment) in regulatory fit theory. These results have important applications for personnel selection practices, and are suggestive of methods for increasing work motivation and performance.

F106

ANGER AND THREAT CARDIOVASCULAR RESPONSES TO INTERACTIONS WITH A PREJUDICED OTHER Sarah S. M. Townsend¹, Pamela J. Sawyer¹, Bettina J. Casad², Brenda Major¹, Wendy Berry Mendes³; ¹University of California, Santa Barbara, ²California State Polytechnic University, ³Harvard University – The perception that one is a target of prejudice and discrimination has been shown to be related to a host of negative psychological and physiological outcomes. Such perceptions are

driven by characteristics of both the situation (e.g., signs that an outgroup member is prejudiced) and the individual (e.g., expectations that one may be discriminated against in intergroup interactions). The current study examines how situational cues and chronic beliefs affect cardiovascular response patterns during an intergroup task. Latino American females (N = 42) interacted with a same sex European American confederate during a three minute working memory task. Prior to the task, participants were led to believe via exchange of an attitude questionnaire that the confederate held prejudiced or non-prejudiced attitudes toward minorities. As predicted, participants' chronic expectations of prejudice moderated the impact of the confederate's prejudice level on participants' cardiovascular responses during the working memory task. Specifically, when interacting with a prejudiced confederate, low expectations were associated with a maladaptive cardiovascular response indicative of an avoidance motivation or "threat" (i.e., low cardiac reactivity coupled with high vascular reactivity), while high expectations were associated with an adaptive cardiovascular reaction consistent with an approach motivation possibly indicating anger (i.e., high cardiac reactivity coupled with low vascular reactivity). During an interaction with a non-prejudiced confederate, prejudice expectations were unrelated to participants' cardiovascular reactions; all participants evidenced a mild threat response. Self report and nonverbal data is analyzed to support psychological interpretations and the implications for long-term health outcomes are discussed.

F107

PERCEPTIONS OF A COMMON INGROUP IDENTITY REDUCE THE AFFIRMATIVE ACTION STIGMA Jonathan Iuzzini¹, Madeleine Fugère²; ¹Hobart and William Smith Colleges, ²Eastern Connecticut State University – Research has consistently demonstrated that affirmative action beneficiaries are typically perceived as less competent than non-beneficiaries. The present research utilized the Common Ingroup Identity Model in an attempt to reduce this affirmative action (AA) stigma. We hypothesized that participants would have improved perceptions of a black AA beneficiary with whom they shared a common ingroup identity, whereas the usual AA stigma would remain for a black beneficiary with no common ingroup identity. We asked white participants to examine and provide ratings of mock college applications being considered under AA admissions. This study built on our previous work which found that black AA beneficiaries were perceived more negatively than white legacy admission beneficiaries. Thus, we limited our design in the present study to two conditions involving a black AA beneficiary, and we manipulated the content of an essay included with the mock applications. The first essay emphasized the applicant's excitement about becoming part of the university's traditions and history (common ingroup identity condition). The second essay emphasized the applicant's enthusiasm for learning more about his/her black heritage and identity (no common ingroup identity). Our results were consistent with our hypotheses; participants rated the common ingroup identity applicant higher on competence, intelligence, work ethic, deservingness of college admission, and likelihood of graduation (as compared to the applicant with whom they shared no common ingroup identity). These results indicate that although the affirmative action stigma endures, it may be reduced by encouraging individuals in organizations to focus on common ingroup identities.

F108

PREJUDICE REDUCTION THROUGH CLOSE INTERGROUP CONTACT: A PROCESS OF SOCIAL RE-CATEGORIZATION Emily Fisher, Eugene Borgida; University of Minnesota – Prejudice reduction has been a topic of concern in social psychology for nearly as long as the field has existed. Many psychologists (e.g. Allport, 1954; Pettigrew, 2001) have focused on intergroup contact and the conditions under which it can reduce prejudice. However, empirical research on mechanisms that drive prejudice reduction via intergroup contact has been relatively neglected.

The current study considers interracial dating as a type of close intergroup contact, and investigates the cognitive mechanisms that drive unprejudiced responses to outgroup members as a result of prior contact. Specifically, a process of social recategorization is proposed – the close contact of prior interracial dating can lead people to consider members of other races not as an outgroup, but as an ingroup of potential dating partners. This study provides evidence for this hypothesis in two ways. Participants viewed mock personals ads with Black and White faces as stimuli. First, using the memory confusion protocol (Taylor et al, 1978), analysis of the types of errors made on a surprise memory test indicates that those with prior interracial dating experience were paying less attention to race while encoding information about the targets. Second, participants rated the desirability of these potential dating partners, and participants with prior interracial dating experience made smaller distinctions between racial ingroup and outgroup targets than comparison participants did. Thus, evidence indicates that participants with prior contact are categorizing targets of a different race more like ingroup members than outgroup members. Implications for the contact hypothesis and prejudice reduction are discussed.

F109

SELF-OTHER PERSONALITY AGREEMENT IN FRIENDSHIP DYADS: COMPARISONS BETWEEN TWO METHODS FOR CREATING INFORMANT MEASURES

Leonard J. Simms^{1,2}, Daniel F. Gröts^{1,2}; ¹University at Buffalo, ²The State University of New York – Self-other agreement often is assessed to establish the validity of personality measures. However, little attention typically is paid to how informant measures are created. Researchers usually create informant versions by rephrasing items in the third-person (e.g., "X is smart"). Such methods assess how accurately items describe the target from the informant's point of view, but may result in lower self-other agreement, especially for evaluative dimensions. An alternative is to focus on the informant's perception of what the target believes he/she is like (e.g., "X believes that he/she is smart"), which may more accurately reflect the self-perceptual processes underlying some dimensions. In the present study, we assessed self-other agreement in 123 undergraduate friendship dyads (N=246 individuals). Participants completed self-reports tapping the Big Five, evaluative dimensions of the Big Seven, and personality pathology dimensions, as well as two informant versions of each, one created traditionally and one created using the alternative methods. Results revealed that self-other agreement was highest for Big Five dimensions and lower for evaluative and personality pathology dimensions, even after accounting for acquaintanceship length. Agreement coefficients were similar across informant methods, with several exceptions. The traditional informant method yielded higher agreement for three of the Big Five dimensions, especially at longer acquaintanceship lengths. In contrast, the alternative method yielded higher agreement for the Positive Valence dimension of the Big Seven, but only at shorter acquaintanceship lengths. These findings suggest that traditional informant methods are appropriate for most traits, but alternatives should be explored further for some dimensions.

F110

INSEPARABLE SUPPRESSION OF EMOTION AND PREJUDICE: EXPLORING THE DYNAMICS OF AUTOMATIC ACTIVATION AND EXECUTIVE CONTROL IN PERSON PERCEPTION

Brandon Wagar; University of Victoria – Our immediate evaluation of an outgroup member is the result of a dynamic interaction between automatic processes and executive control processes. Previous work has shown that individuals vary in the degree to which prejudice is automatically activated and the degree to which the automatic activation of prejudice is controlled. However, these studies have focused on either the activation or control of prejudice in isolation, limiting our understanding of how these two processes work in concert with one another at any given moment. We present a methodology for exploring the dynamic nature of

racial prejudice in person perception using an existing model of cognitive control. This approach provides converging neuroimaging and behavioural evidence for a model of individual differences in the dynamics of activation and control of racial prejudice. While measuring ERP's, participants performed a task-switching paradigm which assessed individual differences in the suppression of automatic prejudice, preceded and followed by Stroop trials which assessed the depletion of executive resources due to cognitive control. In the task switching paradigm, participants alternately performed gender categorization trials (which involved the suppression of race categorization) and either perceptual categorization trials or emotion categorization trials. Interestingly, the results showed that implicitly prejudiced participants cannot suppress their automatic prejudice while evaluating fear and anger in a face - suggesting an inseparable link between the evaluation of emotion and race in person perception.

F111

MAKING UTILITY VALUE AN ADAPTIVE MOTIVATIONAL MECHANISM FOR THOSE WITH LOW PERCEIVED COMPETENCE

Olga Godes, Judith M. Harackiewicz; University of Wisconsin, Madison – According to Eccles et al.'s (1983) expectancy-value model, perceiving an achievement task as useful should increase one's motivation to engage in it. Recent research, however, has shown that utility value (UV) only has these positive effects when individuals feel competent (Godes & Harackiewicz, 2006). If individuals don't feel competent at an activity, they may be unable to appreciate its utility value. The present experiment examined whether early positive feedback would help individuals with low perceived competence benefit from a utility value manipulation in a 2 (initial competence in math: low vs. high) x 2 (early positive feedback: present vs. absent) x 2 (UV: present vs. absent) between-subjects design. Participants learned a new mental math technique and then used it to solve 2 sets of multiplication problems. Those in the early feedback conditions were told that based on their performance on a pretest, they shouldn't have any difficulty learning it. Participants in the UV conditions were told about the usefulness of the technique for success in future courses and careers. Task enjoyment was measured after the session. Results supported our hypothesis: UV significantly raised task enjoyment for those with low perceived competence, but only in the early positive feedback condition. Interestingly, the enhancing effect of utility value on task enjoyment for those with high perceived competence was only replicated in the no feedback condition. These findings have implications for theories of value and interest development, and suggest that the effectiveness of value interventions may depend on individual differences in perceived competence.

F112

NARCISSISM, SIGNIFICANT-OTHER-REPRESENTATIONS, AND THE RELATIONAL SELF

Frederick Rhodewalt, Benjamin Peterson, Deborah Sorrow; University of Utah – Narcissists display high self-esteem and believe they are superior to others while being hyper-responsive to threats to the self and having self-esteem that fluctuates widely in response to positive and negative social interactions. This investigation sought to investigate the source of this vulnerability by examining the impact of priming emotionally significant others on the narcissist's working self-concept. In a replication of the Hinkley and Andersen (JPSP, 1998), 201 high and low Narcissistic Personality Inventory defined narcissists, provided descriptions of their working self-concepts, positive and negative significant others, and self with positive and negative significant others. In a later session, they were primed with characteristics from either a positive or negative significant other who was either their own or someone else's significant other. Working self-concept was again measured. Results replicated Hinkley and Andersen (1998) in that participants who were primed with their own positive or negative significant-other displayed greater shifts in their working self-

concepts such that there was greater overlap with their positive or negative self-with-significant-other representation than did yoked controls (those who were primed with someone else's positive or negative significant-other). This replication effect was qualified by an interaction with level of narcissism. Narcissists showed greater shifts in their working self-concepts in the direction both positive and negative self-with-significant other representations than did less narcissistic individuals. These findings are discussed in the context of the dynamic self-regulatory model of narcissism (Morf & Rhodewalt, 2001; Rhodewalt, 2001) and focus on understanding the source of threat and narcissists' hyper-responsiveness to social interaction.

F113
THE PERFECT JOB?: ASSESSING THE RELATIONSHIP BETWEEN TRAIT PERFECTIONISM AND OCCUPATION Robert Hill, Megan Occhio, Timothy Huelsman; *Appalachian State University* – This study assessed the relationship between trait perfectionism and occupation.

Following Slaney, Ashby, & Trippi (1995), we hypothesized that perfectionistic individuals may choose an occupation that values high standards, striving for excellence, planfulness, organization, need for approval, and concern over mistakes. Participants (N = 413) completed the Perfectionism Inventory (PI; Hill et al., 2004) and a demographics survey that included occupational data. The Occupational Information Network (O*NET) was employed to empirically derive hypotheses regarding the distribution of perfectionism for different occupations. The authors rated O*NET descriptors for fit with trait perfectionism using the PI subscales. O*NET's importance rankings for perfectionism dimensions were hypothesized to vary with the following occupations: dentists, accountants, elementary school teachers, professors, clergy members, disc jockeys, office managers, interior designers, and retail sales workers. Statistically significant differences among occupations were detected for all PI subscales with the exception of planfulness. For instance, professors indicate less organization than teachers, office managers, and interior designers. We conclude that occupations manifest different levels of perfectionism, which may indicate that individuals gravitate to occupational niches associated with their level and constellation of perfectionism.

F114
USING ONLINE DIGITAL FACE TRACKING TO DETECT AFFECT Cade McCall, Jim Blascovich; *University of California, Santa Barbara* – Since the groundbreaking work of Schwartz et al over 30 years ago (Schwartz, Fair, Salt, Mandel, & Klerman, 1976), a wealth of research has demonstrated the utility of facial electromyographic (EMG) activity as an indicator of the valence and intensity of affect (i.e. Cacioppo, Petty, Losch, & Kim, 1986). These studies have shown that activity over the regions of the corrugator supercilii and the zygomaticus major are related to negative and positive affect, respectively. The research presented here replicates these findings, substituting digital video tracking technology for the electromyograph. The particular technology used operates either online via direct video or offline via videotape and is unobtrusive, requiring no facial markers, abrasions, or sensors of any type. Participants in the reported studies were filmed and tracked as they were exposed to a series of emotionally evocative images. Subsequently, these participants were asked to report their reactions to those images. Analyses of these data revealed that the reported valence and intensity of participants' reactions corresponded to the predicted movement of the face in the regions of the corrugator supercilii and the zygomaticus major. Additional analyses identified other common patterns of affect-related facial activity. Together these findings suggest that digital face tracking provides an unobtrusive and online measure of affect.

Participants were asked to rate to what extent they would feel a number of emotions in that situation and to list (Study 1) or rank (Study 2) tactics they would use to regain acceptance in the group. Different types of exclusion led to qualitatively distinct patterns of emotions and behavioral tactics.

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F116
HOW DOES ETHNIC IDENTIFICATION IMPACT THE RECALL OF AND REACTIONS TO DISCRIMINATION? Norann T. Richard, Stephen C. Wright; *Simon Fraser University* – Although being the target of ethnic discrimination has been consistently related to a number of negative psychological consequences, identification with one's ingroup has been shown to be a reliable buffer against these effects (e.g., Branscombe, Schmitt & Harvey, 1999). However, little is known about the psychological processes underlying this buffering effect. As an extension of previous research that found high identifiers to show boosts in self-esteem after recalling personal experiences with prejudice (Tropp, Wright, & Polstra, 2001), the current study examined whether identification impacted upon participants' narrative recall of discrimination vignettes, as well as on levels of self-esteem and well-being. Non-Caucasian participants were pretested for their levels of ingroup identification. They then read about the experiences of a supposed university student looking for housing, while imagining the event as if it were happening to them. The vignette described either a blatant episode of discrimination, a more subtle discriminatory episode, a non-discriminatory conflict scenario, or a neutral, control episode. Participants were later asked to write a free recall narrative of the event in the first person, and completed measures of self-esteem, well-being, character attributions, experiences with discrimination, and white blame. Preliminary analyses suggest that ethnic identification plays an important role in maintaining self-esteem and well-being in the face of discrimination, as well as a potentially larger role in more ambiguous discrimination episodes. Results will be discussed in terms of the role of ingroup identification in coping with discrimination and in the construction of narrative recall.

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F117
IS YOUR PAIN DIFFERENT THAN MINE? OVERLAPPING AND UNIQUE NEURAL COMPONENTS TO FEELING PAIN AND OBSERVING IT IN OTHERS. Jamil Zaki¹, Kevin N. Ochsner¹, Josh Hanelin², David H. Ludlow², Kyle Knierim², Tara Ramachandran², Gary H. Glover², Sean C. Mackey²; ¹Columbia University, ²Stanford University – Empathy (people's ability to infer the emotional states of others and create similar states in themselves) is crucial to functioning in the social world. Recently, neuroimaging studies have demonstrated that brain regions in the "affective pain matrix" become engaged both when subjects feel pain themselves and when they observe pain in others. These data suggest that empathy for pain is mediated by a neural

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F115
ONE SIZE FITS ALL? DIFFERENT TYPES OF SOCIAL EXCLUSION GENERATE QUALITATIVELY DISTINCT RESPONSES Theresa

“overlap” between representations of self and other. However, there are also unique cognitive components to feeling pain and observing it in others (i.e. direct bodily sensations vs. mental state inference) that could shed light on the processes leading to empathic pain. To address this issue directly, we scanned participants while they experienced heat pain and watched video clips of people sustaining injuries. In keeping with previous studies, we observed overlapping self/other pain representations in the brain (including anterior insula and anterior cingulate cortex). Moving beyond previous findings, interaction analyses identified regions whose engagement was moderated by the recipient of pain (self vs. other): an anterior insula cluster (also identified in the overlap analysis) was significantly more engaged during self-pain, whereas perception of other pain uniquely activated areas in the premotor cortex (including putative “mirror neuron” regions), superior parietal lobe, rostralateral prefrontal cortex, and ventromedial prefrontal cortex. Together, these data suggest that, while we may “feel” the pain of others, this perception depends upon a suite of neural systems that overlap with, but are distinct from those involved in perceiving our own pain

F118

WHY DO NORTH AMERICANS EXPECT CONTINUITY WHEREAS CHINESE EXPECT CHANGE?

Tieyuan Guo, Li-Jun Ji; Queen's University – Past research has shown that people from different cultures have different lay theories of change (LTC) regarding the development of events. Specifically, Chinese tend to predict nonlinear or even cyclical change whereas North Americans tend to predict linear change or stability (Ji, Nisbett, & Su, 2001). The current research investigated proximal causes for such cultural differences. We hypothesized that attention to temporal information leads to cultural differences in LTC. Two studies investigated this. In Study 1, we examined cultural differences in attention to temporal information. Chinese and Canadians reported how far events that had happened in the past or that will happen in the future felt to them, when the objective temporal distances were similar. If Chinese attend to a longer range of temporal information than Canadians do, then these events should feel closer to Chinese than to Canadians. This is exactly what we found. In Study 2, we showed that focusing people’s attention on either distal or proximal temporal information had different impacts on LTC. We found that participants who focused on a long range of information tended to make nonlinear change predictions more than those who focused on a short range of information, indicating that attention to temporal information led to differences in LTC. Taken together, the two studies showed that cultural differences in attention to temporal information at least partly account for the cultural differences in LTC.

F119

THE EFFECT OF GROUP STATUS ON CONFIDENCE IN A COMPETITIVE SCENARIO

Ray Holman, Philip Cozzolino, Mark Snyder; University of Minnesota – We examined the manner in which individuals perceive competition between and within groups across three situations. University students (N=79) imagined they were competing against seven others for a job; however, the ways the eight contenders were distributed into groups varied across experimental conditions. A minimal groups paradigm assigned the students to a majority group (six/two), a minority group (two/six), or a group within a diverse context (four groups with two members apiece), and then they reported the extent to which they felt confident about getting the job due to their group status. Participants in the minority ($t=2.60, p<.05$) and majority ($t=3.70, p<.001$) conditions reported significantly less confidence than did students assigned to the diversity condition, although there was no difference in reported confidence between students in the minority and majority situations ($t=1.15, p>.2$). Mediation analyses revealed that low confidence among students in the minority relative to the diversity condition was fully explained by the attention paid to the other group (i.e., majority;

Sobel’s $z = 2.43$). Additionally, participants in the diversity condition were less likely to report feeling disadvantaged than were those in the majority and minority ($t=2.25, p<.05$). These findings suggest that minority participants engaged in higher-level group processing, fearing a seemingly stacked deck, whereas majority participants engaged in person-level processing, concerned about distinguishing themselves from the crowd. Diversity participants appeared to perceive equal representation as not favoring any particular person or group, and as a result felt more confident.

F120

IF YOU SCRATCH MY BROTHER'S BACK, I'LL SCRATCH YOURS: THE EXTENDED SELF AND VICARIOUS RECIPROCITY

Noah J. Goldstein, Chad R. Mortensen, Vladas Griskevicius, Robert B. Cialdini; Arizona State University – The norm of reciprocity – the rule that obligates individuals to return a favor performed for them – has been traditionally studied in regard to dyads. However, in light of recent research demonstrating that individuals’ self-concepts often expand to include psychologically close others, it stands to reason that the norm of reciprocity could operate vicariously through close others as well. That is, if a stranger performs a favor for someone with whom one feels close, one should feel a sense of obligation to return the favor, almost as if the stranger had performed the favor directly for oneself. To test this hypothesis, participants read a number of different scenarios in which they were asked to imagine that a stranger had performed a favor for either the participant, an acquaintance of the participant, a person with whom the participant felt close, or another stranger. Participants were asked to estimate the likelihood that they would agree to a request made by the favor-doer several days after the initial favor was performed. Consistent with the supposition that the reciprocity norm operates vicariously through close others, participants reported that they would be just as likely to agree to the stranger’s request if the stranger had performed a favor for a close other as they would be if the stranger had performed the favor for the participants themselves. Moreover, the data suggest that feelings of obligation to the stranger, rather than liking for the stranger, mediate the effect.

F121

FUNCTIONAL FRIENDSHIPS: WOMEN WANT LOYALISTS, MEN WANT SPECIALISTS

Elaine Perea, Steven Neuberg; Arizona State University – Because of sex differences in the biology of reproduction and the historical implications of these differences for child rearing, male and female social networks have somewhat different characteristics. The present study was designed to explore one hypothesis derived from an analysis of male and female social networks – that, when in need, women tend to seek the help of their best, most intimate, friend regardless of the type of problem they face whereas men tend to seek the help of whichever friend is most competent to address the type of problem they face. Participants rated their three closest friends on traits relevant to six domains of life problems (self-protection, mate seeking, mate keeping, offspring rearing, resource acquisition, and status-seeking) and, for a range of scenarios representing difficult situations within those domains, nominated a friend as the one they’d most want as their helper. Results supported the hypothesis: Across domains – indeed, in each of the six domains – women selected their best friend to help them more often than they selected their most qualified friend. In contrast, men differed in the friends they selected, choosing most qualified friends over their best friend in three of the domains. These findings are consistent with the broader notion that men, more than women, employ a wide assortment of social relationships – based on friends’ task-relevant competencies – to maximize their ability to address problems, whereas women seek to solve problems by relying more on relatively few, but high intimacy, friends.

F122

"SO THAT'S WHAT THEY THINK 'SMART' IS!" GROUPS' IMPLICIT THEORIES OF INTELLIGENCE AFFECT SELF-PRESENTATION, HIRING DECISIONS, AND SELF-CONCEPT CENTRALITY

Mary Murphy, Carol Dweck; Stanford University – Three studies examined the effects of group-held implicit theories of intelligence on participants motivated to join the groups. Study 1 manipulated a tutoring group's implicit theory of intelligence to be either incremental, focusing on intelligences as malleable and expandable, or fixed. Results showed that participants self-presented to these groups in ways consistent with the group-based philosophy in order to gain membership to the group. Participants also reported feeling less comfortable, less belonging, and less accepted by the fixed intelligence group than by the incremental group. In Study 2, participants did a live internet chat-based interview for a club that held either incremental or fixed views of intelligence. Self-presentation results replicated Study 1 and in a second task, participants made a hiring decision for an unrelated employment position. Participants chose candidates who had characteristics consistent with the theory of the club with whom they had previously interviewed. In Study 3, participants applied for membership in a club espousing an incremental or fixed view of intelligence. Later, those exposed to the fixed view of intelligence showed more self-concept change, describing characteristics consistent with the fixed view as most central to their self-concept, while those exposed to the incremental view did not change their core self-concept descriptions. These studies demonstrate the power of group-based implicit theories to influence first self-presentation, then selection of others for employment, and finally, one's own view of the self.

F123

BLOGGING ABOUT DEPRESSION IN ENGLISH AND SPANISH: THEMATIC DIFFERENCES THROUGH AUTOMATED TEXT ANALYSES

Nairán Ramírez-Esparza¹, Cindy K. Chung¹, Ewa Kacewicz¹, Zeynep Sunbay², James W. Pennebaker¹; ¹University of Texas at Austin, ²Bosphorus University in Turkey – People around the world are sharing their experiences of mental and physical diseases on the internet. This allows us to examine differences in the experience and expression of depression across cultures and languages. Knowing the topics people talk about when experiencing depression can yield insight into specific coping strategies. Historically, the biggest difficulty to examining cross-cultural differences in the understanding of events has been language use. That is, the translation of people's stories about their illness can reflect the translator's rather than the original writer's construals. Recently, we have developed a method that allows for the automated extraction of themes of written text. The most common 200 words (excluding function words) within each of several hundred of blogs are extracted and counted separately for each blog. The word usage is then factor analyzed across the various blog entries. The emerging factors reflect some of the central themes that people with depression are writing about. Because this provides a mathematical and inductive solution, the technique can be used with stories in any language. Preliminary results indicate that only 3 factors (out of 6) in English (N= 404) are similar to those in Spanish (N=400): Seeking Help, Family, and School/University. The rest of the factors show that the most central themes differ across languages. In English themes reflect, emotional disclosure, medications' side effects, and basic everyday activities. In Spanish themes reflect social relationships, hopelessness, and moods.

F124

EMPATHIC CONCERN CORRELATES WITH ANTERIOR CINGULATE ACTIVATION WHILE WATCHING ANOTHER PERSON MAKE A MISTAKE

Matthew Shane, Kent Kiehl; OLIN Neuropsychiatric Research Center, Yale University – Recent work demonstrates that similar neural firing patterns within the anterior cingulate underlie the experience of being pricked by a pin, as well as the experience of

observing another person receiving a pinprick (Singer et al., 2004). Interestingly, overlapping regions of the anterior cingulate are also well established to play an integral role in the ongoing monitoring of errors, and in the subsequent guidance of goal-directed activity (Kiehl et al., 2000; Luu et al., 2004). The convergence of these neural firing patterns may provide the basis for comprehensive models of empathic concern, perspective taking and observational learning. To more closely evaluate these notions, the present study utilized functional magnetic resonance imaging (fMRI) to evaluate brain responses during two error-monitoring tasks: one during which the participant performed the task themselves, and a second during which the participant watched a video of another person performing the task. Consistent with expectations, anterior cingulate activation was identified during the commission of errors in both tasks. Furthermore, level of empathic concern, as evaluated through the Interpersonal Reactivity Index (Davis, 1991), correlated significantly with the magnitude of cingulate activation that occurred in response to the other person's errors. These results demonstrate that error monitoring systems are robustly activated by the observation of another's errors, which may provide a neural substrate for the phenomenon of 'learning from another's mistakes'. Of particular import, the degree of cingulate activation - and potentially, then, the prowess at observational learning - appears moderated by personality variables including empathic concern.

F125

"POLITICIANS, MODERN DAY MAGICIANS:" ANTI-AUTHORITARIAN TRENDS IN MUSIC IN POST-9/11 AMERICA

Vincenzo Guglielmo, Sara Konrath, David Winter; University of Michigan – Research has shown that societal authoritarianism (e.g. conventionalism, submission to authorities, and outgroup aggression, etc.) rises as the level of economic threat increases (Sales, 1973; Doty et al, 1991). The present study extends past findings by hypothesizing that feelings of threat in fact polarize groups in society, provoking increases of authoritarianism in those who already lean toward it, while decreasing it those who are more liberal or unconventional to begin with (e.g. artists, musicians). Thus we hypothesize a rise in anti-authoritarianism in music during high-threat periods, when there is a documented higher level of authoritarianism in mainstream society. Statistical tests confirmed our categorization of 1997-2000 (pre-9/11) as a low-threat period and 2001-2004 (post-9/11) as a high-threat period using standard indicators of economic threat (e.g. higher unemployment, lower disposable income, rises in consumer price index, increased likelihood of war, etc.). Next, we developed a content-analysis scheme to code authoritarian trends in music from 1997-2004 using the two main scales of authoritarianism (Adorno's F-scale and Altemeyer's RWA scale). The top yearly album from Billboard was coded for each year. After thoroughly coding all the lyrics of each album, we found a clear increase in anti-authoritarian sentiments and a decrease in authoritarian ones from the low-threat to the high-threat period. Previous studies on threat and authoritarianism have been mostly one-sided, showing that as threat increases societal authoritarianism also rises. Our study suggests that there may simultaneously be a strong opposition to authoritarianism in music. Future research is needed to confirm this hypothesis.

F126

RECEIVED SOCIAL SUPPORT--THE LESSER EVIL. A DIARY STUDY OF SOCIAL SUPPORTIVE INTERACTIONS AND WELL-BEING.

Kathrin Milbury¹, Amy Canevello², Cynthia Lonsbary³; ¹University of Houston, Houston, TX, ²University of Michigan, Ann Arbor, MI, ³St. Lawrence University, Canton, NY – A growing body of literature has suggested that received social support is negatively, rather than positively, related to well-being outcomes. Both diary and experimental studies indicate that this inverse association is unlikely to be spurious or confounded (Seidman, Shrout & Bolger, 2006). Researchers (e.g., Dunbar, Ford, & Hunt, 1998) have postulated various theoretical explanations of this counterintuitive finding. The current study further examined the

social support and well-being link by investigating the alternative to receiving support—the costs of not receiving support. The main hypothesis was that lack of desired support is more strongly linked to decreased daily well-being than received support. Undergraduates ($n=118$) completed baseline personality and well-being measures. Additionally, over a 14-day period, participants completed event-contingent diary records of supportive interactions, daily measures of negative and positive affect and rated the degree to which their day was "a good day." Multilevel random coefficient modeling revealed that both wanted and unwanted received support are directly related to negative affect but do not significantly predict positive affect or good day ratings. Consistent with the hypothesis, wanting but failing to receive support was directly related to negative affect and inversely related to positive affect and good day ratings. These findings remained after controlling for baseline self-esteem, big-five personality traits, perceived stress, and daily hassles. Based on the magnitude and breadth of these associations, receiving support may undermine some well-being outcomes; however, failure to receive support appears to be even more harmful to well-being.

F127

THE CONSTRAINTS OF AGE: EXPLORING AGE-SPECIFIC MANIFESTATIONS OF PERSONALITY IN DAILY LIFE

Jana Spain; High Point University – Interest in studying how personality traits are manifest in daily life has recently increased and, with the development of new technologies and methods, we have started to develop a clearer understanding of the connections. Most of what we have learned, however, concerns the lives of students who are between the ages of 18 and 22. What about other individuals? Are these trait-experience links manifest in the lives of older adults? Using data from both a traditional college sample ($N = 101$, mean age = 20.56) and a non-traditional college sample ($N = 110$, mean age = 33.88), we examined the relationships between personality and everyday experiences. Participants and several informants described their personality using the NEO-FFI. For 30 days, participants completed a diary report describing their behaviors and emotions. Many of the associations between personality and behavior were similar. In both samples, extraverts tended to tell jokes, laugh frequently, and talk to many people while conscientious individuals spent little time playing and were typically on time ($r = .30$ and $.42$, $p < .01$). Similarly coherent patterns were found for emotion. Important differences between the samples were also observed. For example, although the correlations between conscientiousness and the percentage of time spent working were consistently significant in our traditional sample ($r = .31$ and $.34$, $p < .01$), the same pattern was not observed in our nontraditional sample. The implications for understanding how age, role, or context constraints may alter the relationship between personality and daily experiences are discussed.

F128

POSITIVE MOOD AND HEALTH RISK: FEELING GOOD BOOSTS HEALTH COGNITIONS AND BEHAVIORAL INTENTIONS RELATED TO SKIN CANCER

Samantha Leaf, Lisa G. Aspinwall; University of Utah – People will often find ways to avoid or discount negative or upsetting information about their own health (Ditto & Lopez, 1992), which may lead to poor health outcomes. Previous research suggests that positive experiences, such as self-affirmation or experiencing success on a task, can reduce defensive processing of health information (Raghunathan & Trope, 2002; Reed & Aspinwall, 1998). The current study examined whether such effects could be obtained using a positive affect manipulation that did not prime favorable self-beliefs, namely the receipt of a free gift of a small bag of candy at the beginning of the study (Isen, 1984). Participants ($N=81$) at high or low objective risk for skin cancer were randomly assigned to either a positive or neutral mood condition and exposed to information about skin cancer risk and prevention prior to completing several measures of health cognitions and beliefs about skin cancer. Results found that positive mood influenced important

health cognitions, such as risk perceptions and intentions to undertake precautions, among people at high risk for skin cancer. Specifically, high-risk participants who received a bag of candy evidenced more positive attitudes toward precautionary behaviors, including higher estimates of their effectiveness, and greater intentions to practice these behaviors than did high-risk participants who did not. In addition, high-risk positive mood participants reported marginally higher perceived risk of developing skin cancer than those in a neutral mood. These findings support the idea that positive mood in and of itself may serve as a resource in processing important health-risk information.

F129

THE POTENTIAL BENEFITS OF AFFIRMING THE SELF FOR BODY IMAGE SELF-DISCREPANT WOMEN

Gregory Kerwin, Gayle Bessenoff; University of Connecticut – Self-affirmation theory (Steele, 1988) posits that people can counteract a threat to the self-concept by focusing on their competence in a different but equally important domain. Past research demonstrates that affirming the self reduces the accessibility of failure-related cognitions (e.g., Koole, Smeets, Knippenberg, & Dijksterhuis, 1999). Individuals who possess a self-discrepancy (i.e., a chronically accessible cognitive representation reflecting one's failure to measure up to some important standard; Higgins, 1987) are particularly vulnerable to experiencing self-concept threat when confronted with salient external cues that activate self-evaluative standards. The present study examined the potential benefits of affirming the self for body image self-discrepant women (i.e., women who believe they are failing to meet a personal body ideal) whose self-concept has been threatened by priming weight-related information. Female undergraduates ($N = 117$) with high and low body image self-discrepancy were primed with vignettes endorsing the controllability of weight (i.e., a self-concept threat) and then induced to reflect on a set of weight-unrelated values that were most important to them (affirmation condition) or least important to them (control condition; Fein & Spencer, 1997). Dependent measures included self-esteem and body dissatisfaction. Results yielded a significant interaction between self-discrepancy group and affirmation condition on self-esteem, $F(1, 112) = 4.37$, $p < .05$, such that the self-esteem of high self-discrepant participants was enhanced by the affirmation procedure. As expected, body satisfaction was not affected, consistent with past research demonstrating that self-affirmation affects global self-esteem without influencing the particular domain that was threatened.

F130

WHEN TOO GOOD GOES BAD: THE IMPLICATIONS OF DO-GOODER DEROGATION FOR MORAL LEADERSHIP

Julia Minson, Benoit Monin; Stanford University – In two studies participants rated male targets on items conceptually related to dimensions of Osgood's semantic differential to test whether targets who seemingly subscribe to a moral agenda would be rated less positively than control targets. In Study 1 the image of the target was subtly manipulated to convey a preference for a vegetarian lifestyle, a preference for a meat-eating lifestyle, or no lifestyle preference. In Study 2 the target was again presented as a vegetarian, a Christian or a control. Participants in both studies derogated the "do-gooders" on items related to the potency dimension of the semantic differential. In Study 1 participants also rated the "do-gooders" as marginally higher on the evaluation dimension. The data raise questions regarding the ability of moral exemplars to affect change in the face of derogation.

F131

OSTRACISM AND SUSCEPTIBILITY TO PERSUASIVE MESSAGE

Zhansheng Chen, Kipling Williams; Purdue University – Ostracism impairs people's need to belong, and people are motivated to restore the unsatisfied needs following ostracism (Williams & Zadro, 2005). On the other hand, complete exclusion often results in cognitive impairment, especially with complex tasks (Baumeister et al., 2002). Perhaps partial

ostracism, compared to either inclusion or complete ostracism, will result in the highest levels of persuasion, because fortifying their need for belonging will not be obstructed by a cognitive shutdown. In this study, 125 participants played an online ball tossing game called Cyberball with two other players (Williams, et al., 2001). During the game, participants were either included (received 33% of the total tosses), partially ostracized (16%), or fully ostracized (6%). Following the ostracism manipulation, participants were asked to read message arguing that the university where the participants are at should adopt a senior comprehensive exam, which requires all seniors to pass a general exam in their major area before receiving their college degree. The argument was presented so that it either fortified people's belonging need (e.g., students at institutions with comprehensive exam tend to be more cohesive and form a stronger identity with their cohort and university) or it threatened people's belonging need. We found a significant two-way interaction between ostracism manipulation and the types of argument. That is, partially ostracized participants were more persuaded by arguments fortifying belonging need and less persuaded by arguments threatening belonging need compared with included participants; however, fully ostracized participants seemed to be in a state of cognitive deconstruction.

F132

PERCEIVED STATUS REFLECTED IN LINGUISTIC STYLE *Ewa Kacevicz, James Pennebaker; University of Texas at Austin* – Nonverbal behavior has been the focus of most research on status. However, very few studies have examined verbal differences in the ways in which people of lower and higher status communicate, including differences in linguistic style. Preliminary linguistic analyses in our lab using e-mails from faculty, graduate and undergraduate students have indicated that those in a higher position of power use first-person pronouns less often than those with less power. The current study sought to replicate this finding by manipulating status in a laboratory setting. Fifty same-sex dyads were videotaped while engaging in a ten-minute "get to know you" conversation. Status was manipulated via subtle environmental cues in which one participant was seated in a nice, elevated chair behind a professor's desk, while the other participant was instructed to sit in a poor quality, low to the ground, chair in front of the desk. The interactions were transcribed, and linguistic style was analyzed using LIWC. Results suggest that the manipulation did not effectively alter perceived status. However, participants who perceived themselves as having more dominance and control in the interaction consistently used fewer first-person singular pronouns and a marginally higher word count than did participants who viewed themselves as less dominant. Use of first-person singular pronouns is linked with self-focus, thus suggesting that lower status people are more self-focused and more concerned with the impression they are making on higher status people. In conclusion, people's perception of their relative status can be reflected in their linguistic style.

F133

EMPATHIC FORECASTING: ACCURACY IN PREDICTING OTHERS' EMOTIONAL REACTIONS *Wesley G. Moons, Diane M. Mackie; University of California, Santa Barbara* – Research on affective forecasting has identified systematic errors in people's predictions of their own emotional reactions to hypothetical events. People overestimate the intensity of their emotional response and the duration of those feelings. The current research examines predictions of other people's emotional reactions to hypothetical events. That is, in contrast to forecasting for the self, empathic forecasts require considering another person as the target of the prediction. We were particularly interested in whether similar errors in forecasts were made when forecasting for the self versus forecasting for another person. Female participants were randomly paired with an unknown partner at the beginning of the experiment. Each pair was constituted by an experiencer and a forecaster. Participants

had minimal contact with each other before completing their individual tasks in separate rooms. Experiencers were told that questionnaires they had completed allowed for the accurate assessment of their personality. They were then given either negative or positive feedback about their personality. Experiencers subsequently reported their current emotional state. Forecasters were also informed that all participants' personalities could be accurately assessed. They then predicted how their experimental partner would react to receiving either the negative or the positive feedback. Results revealed that similar errors occurred when forecasting for others as occur when forecasting for the self. Specifically, empathic forecasters overestimated the extent to which a target other would react in response to the feedback. This systematic error in predicting others' emotional reactions may impact social interactions by systematically inflating forecasts and biasing interaction decisions.

F134

THE RELATIONSHIP BETWEEN PERCEIVED BEHAVIORAL EXPECTATIONS AND PERSONALITY TRAITS *Jeffrey Patton, Dustin Wood, Brent W. Roberts, Peter Harms; University of Illinois at Urbana-Champaign* – Do conscientious people feel stronger expectations to behave responsibly or "properly" than the average person? A number of theories assume an important role for expectations in guiding behavior; however the relationship between perceived behavioral expectations and personality traits has received little empirical attention. We explored these relationships using data from the Harvard Student Study, which followed male Harvard students over the four years of their undergraduate experience in the 1960s. Students (N=238) completed measures assessing personality traits and perceived expectations during their freshman and senior years. Analysis of the expectation items suggested a three-factor structure, consisting of expectations to be 1) intellectual/curious, 2) warm/friendly, and 3) gentlemanly/proper. Each factor was rated in regards to how the individual felt expected to act by parents, professors, close friends, and Harvard undergraduates in general. We found significant stability in perceived expectations over three years (r s between .41 and .57), as well as decreases in mean levels of all expectations over time, suggesting that as students increase in seniority, they may feel less pull from external expectations. Additionally, we found conscientious and agreeable individuals to feel more expected to act in a warm, proper, and intellectual manner than the average student, consistent with the presumed positive relationship between communal personality traits and concern for social norms. Finally, expectations of "close friends" had significantly higher correlations with personality dimensions than other sources of expectations, suggesting that among college students, expectations from friends may be most important for understanding why individuals behave the way they do.

F135

THE OPEN BOOK QUESTIONNAIRE: IN SEARCH OF INDIVIDUALS WHOSE PERSONALITIES ARE ACCURATELY JUDGED *Krista Hill, Caitlin Mahoney, Kaitlyn Barry, Alishka Ostrander, Vanessa Cavalla, Anne Shumbata, Robert Griffio, C. Randall Colvin; Northeastern University* – Research has demonstrated that some individuals are like an open book and their personalities are easily and accurately judged (i.e., highly judgable). In contrast, other individuals appear closed and their personalities are difficult to judge. Individuals who are easily and accurately judged also tend to score high on self and other rated measures of psychological adjustment (Colvin, 1993a, 1993b). Despite the promise that this line of research might inform psychologists about mental health, the multi-method requirements are so labor intensive that subsequent studies have been sparse. Thus, the purpose of the current research was to develop a self-report questionnaire to validly assess individual differences in judgability. Using a combined rational and empirical approach, 20 questionnaire items (The Open Book Questionnaire) were assembled to assess judgability (e.g., The person I

am is the person others see, My friends all know my life story). In study 1, 22,345 respondents completed the questionnaire on a commercial website. In study 2, 72 college students completed several questionnaires including the Open Book and the California Adult Q-set (CAQ), the latter being a 100-item measure of adult personality. Each student recruited a close friend who rated the student on several questionnaires including the CAQ. In both samples, Cronbach's alpha reliability was greater than .75. In study 2, there was a strong positive correlation between students who were most accurately judged (via self-other agreement on CAQ) and their Open Book scores. Altogether, the results provide evidence for the reliability and validity of the Open Book questionnaire.

F136

OUT OF THE LOOP: WHEN INDIVIDUALS ARE OSTRACIZED FROM JOB RELEVANT INFORMATION

Adrienne R. Carter-Sowell, Eric E. Jones, Janice R. Kelly, Kipling D. Williams; Purdue University—Considerable evidence suggests that individuals who are ostracized—ignored and excluded—require only minimal evidence of such ostracism. They detect it quickly, respond with pain and distress, and report that their needs for belonging, self-esteem, control, and meaningful existence have been thwarted. Once the immediate pain subsides, ostracized individuals become overly socially susceptible to influence, in order to reestablish themselves as a desirable person in the eyes of others. Additional research indicates that if individuals perceive little chance to reconnect with others, they react with hostility. In real life, ostracism is often subtle, allowing its users the ability to deny that they are ostracizing. This deniability is especially useful in the workplace, when tangible forms of harassment are easy grounds for demotion or dismissal. Thus, in the workplace, employees may even go so far as acknowledging the individual and conversing with him or her, but keeping that individual ignorant and excluded from crucial work-relevant information. In this study, we asked 63 participants to imagine a conversation in the workplace in which they are (a) included, (b) ostracized from a clearly social topic, or (c) being kept “out of the loop” by being ostracized from a job-relevant topic. We assessed their levels of basic needs, their moods, and their self-conceptions as they relate to their jobs. Our results indicate that whereas participants from both ostracized conditions reported lower need satisfaction, more sadness and anger than their included counterparts, out-of-the-loop participants also viewed themselves as less competent and efficacious in their jobs.

F137

GENDER DIFFERENCES IN THE NEURAL SUBSTRATES UNDERLYING THE PERCEPTION OF FACIAL ATTRACTIVENESS: ARE ATTRACTIVE PEOPLE REWARDING?

Jasmin Cloutier, Todd F. Heatherton, Paul J. Whalen, William M. Kelley; Dartmouth College—The current study examines the neural substrates of physical attractiveness judgment. Based on the extant literature in social psychology, it was hypothesized that brain regions involved in identifying the potential reward value of a stimulus (e.g. nucleus accumbens) would be more active when males viewed attractive females than when females viewed attractive males. We also predicted that both males and females would attribute negative or positive value to unattractive and attractive faces respectively. To test these hypotheses, we conducted an event-related fMRI experiment during which participants performed explicit attractiveness judgments on faces of the opposite-sex. During the scanning session, each participant provided attractiveness ratings for 90 faces pre-rated on attractiveness (30 attractive, 30 neutral, 30 unattractive). These individual ratings were subsequently used to perform parametric analyses in order to identify brain regions that showed a linear relation with increasing or decreasing judgments of attractiveness. As predicted, only males showed increased bilateral nucleus accumbens for faces judged as attractive. However, other brain regions showed similar responsivity to unattractive (e.g., ventrolateral prefrontal cortex) or attractive (e.g., medial prefrontal cortex) faces,

regardless of subject gender. These data indicate that although both males and females differentiate the valence of attractive and unattractive faces, it is primarily males who show activity in reward regions of the brain when viewing physically attractive faces.

F138

THE EVOLUTIONARY SOCIAL COGNITION OF COALITIONAL COOPERATION: ARE FREE RIDERS AND INCOMPETENT PSYCHOLOGICALLY DISTINCT CATEGORIES?

Andrew Delton, Theresa Robertson, Leda Cosmides, John Tooby; University of California, Santa Barbara—There is an emerging consensus that the human mind contains an evolved social psychology for coalitional cooperation (Van Vugt & Van Lange, 2006; Tooby et al., 2006). Theory suggests this psychology has been shaped by (among others) two distinct selection pressures. These selection pressures should create reliably-developing psychological categories that index recurrent features of the social world. Specifically, a selection pressure for cooperators to avoid being out-competed by free riders should select for a psychological category FREE RIDER. This category should index individuals who—due to an exploitative disposition—take the benefit of coalitional cooperation without contributing. A second selection pressure to maintain efficiency within a coalition should select for the category INCOMPETENT. This category should index individuals who under-contribute due to factors such as inability, but not because they are exploitative. We tested these hypotheses across three experiments. First, participants learned about a social world that contained (by hypothesis) free riders, incompetents, and a baseline set of cooperators. Second, participants completed an implicit social categorization measure to determine whether these categories are psychologically salient. The results strongly support the hypothesis that the human mind does in fact contain these categories: Both categories are psychologically distinguished from the baseline category of COOPERATOR and from each other. Further, that these categories are distinguished suggests that the mind does not have a more general category that simply indexes long-term under-contribution. This research illustrates how combining social psychological and evolutionary theory increases our understanding of the human mind.

F139

NARCISSISM AND GRATUITOUS AGGRESSION: TAKING PLEASURE IN CAUSING PAIN

Harry Wallace, Ashley Girgis, Ashley Ginter; Trinity University—Research on subclinical narcissism highlights how narcissists exploit others for personal gain and respond to ego threats with acts of aggression. The self-absorbed narcissist lacks empathy for others, and thus can transgress against others without feeling burdened by guilt. However, it is less clear whether narcissists are more prone to aggression because they enjoy the suffering of others. Do narcissists' aggressive tendencies reflect a sadistic streak? In Study 1, 66 participants evaluated the credentials of an anonymous fellow student for a lab manager position. After submitting their evaluations, participants learned that the student would not get the job. Half of the participants were informed that their evaluations contributed to the application rejection. Regardless of whether participants thought they were responsible for the rejection, narcissism (assessed with the Narcissistic Personality Inventory) was significantly correlated with self-reported happiness after learning the applicant's fate. In Study 2, 69 participants were given the opportunity to administer ostensibly painful noise blasts to reinforce the figure discrimination task performance of an unseen fellow participant. Narcissism was significantly correlated with selected noise blast intensity. Moreover, this narcissism-aggression link was much stronger following correct task responses (when punishment was undeserved). Narcissism was also significantly correlated with self-reported enjoyment of giving noise blasts. Noise blasting enjoyment partially mediated the relationship between narcissism and noise blast intensity. The results of these studies indicate that narcissists are more

likely than others to promote and take pleasure in the pain of others without cause.

F140

THE SELF SERVING BIAS AS AN AUTOMATIC PROCESS: AN EEG INVESTIGATION USING FACIAL WORKING MEMORY

Elizabeth Krusemark, W. Keith Campbell, Brett Clementz; University of Georgia – The self-serving bias (SSB) is the process of attributing negative outcomes to external factors and attributing positive outcomes to internal factors (Miller & Ross, 1975, Weary, 1979). The self serving bias serves to maintain positive self views in the face of success or more importantly, failure. The current study sought to investigate the neural underpinnings of the SSB by giving participants false (positive and negative) feedback on a computer-administered facial working memory (FWM) task. EEG data (256 channel array) were collected as participants made (internal or external) attributions given success or failure feedback in stable and unstable conditions. Data were analyzed during biased and unbiased attributions. As hypothesized, participants made significantly more biased attributions after both positive and negative feedback, given stable and unstable attribution conditions. Participants also responded significantly faster when making biased attributions following negative feedback (for stable and unstable attributions). This is consistent with previous research on the self serving bias as a response to self threat (Campbell & Sedikides, 1999). Preliminary data analysis revealed lesser prefrontal cortex activity during self-serving responses, suggesting that biased responding recruits regions of the brain associated with automatic processing. Results also revealed that unbiased responses were generated when activation was greater in controlled processing regions of the brain, such as the left temporal cortex.

F141

WHEN ARE TWO HEADS BETTER THAN ONE? *Lee Ross¹, Julia Minn¹, Varda Liberman², Christopher Bryan¹; ¹Stanford University, ²The Interdisciplinary Center, Herzliya* – Research findings in economics and judgment and decision making have found some support for the long-held lay belief that “two heads are better than one” (Deutsch & Gerard, 1955; Soll & Larrick, 2006) – in fact, “the more heads the better” (Surowiecki, 2005). Most studies in this area have compared judgments of teammates or partners to individual scores, or alternatively allowed individuals to modify their answers to a problem after exposure to the input of an anonymous other (e.g. Hogarth, 1978). The present research examines the effects of different levels of interaction on individual versus dyadic estimations of various types of statistics ranging from the proportion of individuals who favor one response over another to demographic or geographic facts. Our primary finding is that people are less likely and less able to benefit from each other's knowledge when the estimates are based on first-hand experience. Implications of these findings for partnership and team decision-making are discussed.

F142

IS ALL SOCIAL SUPPORT CREATED EQUAL? THE ROLE OF COPING STYLE IN RECEIVED SOCIAL SUPPORT, PERCEIVED HELPFULNESS, AND AFFECTIVE RESPONSES.

Katie D. Garner, Kathrin Milbury; University of Houston, Houston, TX – Social support has been linked positively as well as negatively to well-being outcomes. Attempting to explain inconsistent findings, the optimal matching model argues that support is only beneficial to recipients if the received support matches their situation specific needs (Cutrona, 1990). The current study attempts to extend this optimal matching model. Rather than situational characteristics, however, we predicted that individuals' coping style moderates the optimal support and well-being link. Specifically, we hypothesized that the degree to which received support is beneficial to well-being depends on the extent to which it matches one's preferred coping style. Undergraduates (n=138) read vignettes of stressful events. Each scenario included different types of support promoting various

coping styles. Participants rated the perceived helpfulness of each support type and completed positive and negative affective response measures as well as measures of coping style preferences. Consistent with the hypothesis, results revealed that individuals scoring high, compared to low, in emotion-focused coping styles rated support consistent with their coping preference as more helpful and reported more positive affect. However, they also reported more negative affect. The hypothesis was not supported for problem-focused coping. Regardless of the match between support type and coping style, problem-focused coping did not predict perceived helpfulness of support and affective responses. Results are explained in light of previous findings indicating that emotion-focused coping may momentarily increase well-being and may thus be considered helpful; however, it also tends to increase self-focus explaining increased negative affect.

F143

IDEAL STANDARDS AND RELATIONSHIP EVALUATIONS: DIFFERENT FORMS OF PARTNER DISCREPANCIES AND THEIR EMOTIONAL OUTCOMES

Sandra D. Lackenbauer, Lorne Campbell, Joanne M. Wong; The University of Western Ontario – The present research examined the predictions that: 1) a partner discrepancy in which the partner is perceived to be discrepant from one's ideal standards (PD-partner) would be associated with dejection emotions, and 2) a partner discrepancy in which one is discrepant from his or her partner's ideal standards (PD-self) would be associated with agitation emotions. The purpose of Study 1 was to provide prospective support for the predictions. In this study, 116 married couples completed scales on three occasions across 6 months. As predicted, PD-partner and PD-self discrepancies measured in the initial session predicted the experience of dejection and agitation emotions, respectively, during the following 6 months. The purpose of Study 2 was to provide experimental support for the hypotheses by manipulating the acute experience of partner discrepancies to temporarily induce emotion. In this study, 65 participants involved in romantic relationships were asked to write a paragraph about a current discrepancy in their relationship (either a PD-partner or a PD-self discrepancy) or were not asked to write a paragraph (control condition). All participants completed a lexical decision task containing dejection and agitation emotion words. The results demonstrated that participants in the PD-partner condition responded faster to dejection words than those in the PD-self condition, whereas participants in the PD-self condition responded faster to agitation words than those in the PD-partner condition. The results of both studies suggest that different forms of relationship evaluations and evaluation outcomes lead to unique emotional experiences.

F144

DEVELOPMENT OF EATING DISORDERS AMONG EARLY-MAL-TREATED WOMEN: THE ROLE OF ATTACHMENT STYLES AND MALADAPTIVE SCHEMAS

Alla Skomorovsky, Kimberly Matheson; Carleton University – Early maltreatment was found to predispose women to develop eating disorders in adulthood, although the mechanisms linking these factors are not well understood. It was argued in the present study that early maltreatment would be associated with insecure attachment styles, which later in life are translated into maladaptive other- and self-schemas, such as high dependency and fear of abandonment, which reflect confusion about closeness in relationships. These schemas, in turn, are expressed in disordered eating behaviours. Female university students (N=242) completed measures of Child Maltreatment (Demare, 1996), Attachment (Griffin & Bartholomew, 1994), Schemas (Young, 1994) and Eating Attitudes (Garner, Olmsted, Bohr & Garfinkel, 1982). Hierarchical regression analyses were conducted and followed up with Sobel's procedures to test for mediating models. The results indicated that insecure attachment strongly mediated the development of disordered eating among child abuse survivors. Furthermore, maladaptive schemas were found to be related to insecure attachment

styles. Although maladaptive schemas were found to mediate abusive experiences in relation to disordered eating symptoms, they did not contribute over and above attachment styles. It was concluded that excessive avoidance and dependence issues in interpersonal relationships, may be expressed in disturbed eating patterns, and need to be addressed when treating women with eating disorders.

F145

THINK MANAGER, THINK FATHER?: GENDER STEREOTYPES IN THE WORKPLACE

Elizabeth Haines¹, Kathleen Fuegen²; ¹William Patterson University, ²Northern Kentucky University—Research by Schein (1973) showed that successful managers were perceived to possess traits more commonly ascribed to men than women. This research extends Schein's work by examining the resemblance between perceptions of fathers, mothers, and the "ideal worker". We build upon earlier research showing that mothers are negatively stereotyped in the workplace, relative to fathers (Fuegen, Biernat, Haines, & Deaux, 2004). Seventy-nine undergraduates from a mid-sized Northeastern University voluntarily participated. Participants were randomly assigned to rate each of 111 traits according to how characteristic each is of 1) mothers, 2) fathers, or 3) the "ideal worker". The degree of resemblance between mothers and the ideal worker and between fathers and the ideal worker was assessed using one-way MANOVAs. These analyses indicated that mothers were perceived as deficient in characteristics reflecting agency (e.g., achievement, competitiveness), relative to the "ideal worker." They were also regarded as more expressive (e.g., fearful, sentimental, gentle) than the "ideal worker." Mothers were judged to be more communal than fathers (e.g., helpful, patient), though these traits were not deemed characteristic of the "ideal worker." The results replicate and extend Schein's research by showing that persons perceive the "ideal worker" as having more characteristics in common with fathers than mothers. To the extent that motherhood augments communal stereotypes ascribed to women, mothers are especially likely to face negative stereotypes in the workplace, relative to fathers and women without children.

F146

TRYING TO FORGIVE: A PSYCHOPHYSIOLOGICAL ANALYSIS OF RUMINATION, SUPPRESSION, AND REAPPRAISAL IN RESPONSE TO A REAL-LIFE OFFENDER

Nathaniel DeYoung¹, Charlotte Witvliet¹, Alicia Hofelich¹, Heath Demaree²; ¹Hope College, ²Case Western University—In reference to a real-life interpersonal offense, participants in this psychophysiology experiment ruminated about the hurt, suppressed their emotions, and reappraised their response to the offender. In analyses of questionnaire responses, the tendency to ruminate about a past hurt was significantly correlated with suppression, and both of these were associated with grudge-holding and lower forgiveness levels (all $ps < .05$). People often begin their efforts to forgive by suppressing their pain. Reappraisal, however, takes the harm seriously, but seeks to transform it through compassion and mercy. Both suppression and reappraisal decreased negative emotions (e.g., anger, anxiety, sadness) compared to rumination, but reappraisal prompted significantly greater increases in positive emotion and forgiveness ratings (all $ts > 3$, $ps < .05$). Facial EMG also indicated differences in suppression and reappraisal responses compared to rumination. At various points during imagery, reappraisal prompted increased activity at the zygomatic (cheek-smile) muscle, whereas suppression decreased activity there (all $ps < .05$). Both reappraisal and suppression significantly decreased corrugator (brow) and orbicularis oculi (eye-closure) muscle tension at points during imagery, with suppression having a more reliable effect. We also assessed parasympathetic nervous system activity through spectral analysis of heart rate variability. The only significant change within subjects was that—compared to baseline—ruminating about a past hurt decreased parasympathetic nervous system responding ($t = 2.9$, $p < .01$). Overall, while suppression and reappraisal functioned as

antidotes to the negativity of rumination, reappraisal introduced greater positive emotion and forgiveness responses.

F147

THE ROLE OF RACE AND EMOTION IN FACIAL PERCEPTION

Elsie J. Wang, Nalini Ambady; Tufts University—Previous studies have found an advantage in the identification of own-race faces as compared to faces of racial out-group members (e.g. Malpass & Kravitz, 1969; Anthony et al., 1992). This advantage has also been demonstrated in emotion recognition for in-group faces (Elfenbein & Ambady, 2002). The goal of the present research was to examine emotion recognition for racial in-group and out-group faces under constrained cognitive processing conditions. In Study 1, White participants in the study viewed photographs of Black, White, and Japanese faces displaying anger, fear, joy, and neutral expressions under a very brief presentation. In Study 2, White participants saw similar photographs of emotion faces under a blurred presentation. Overall, results suggest an advantage in response latency and accuracy for in-group faces, particularly White faces displaying joyful expressions. When viewing the faces under brief and blurred presentations, White participants were the slowest and least accurate in identifying the faces of out-group members, especially for Black faces displaying anger. These results suggest that when under constrained situations, an increase in response time for emotion recognition does not necessarily lead to increased accuracy when identifying out-group members.

F148

CULTURAL AND INDIVIDUAL DIFFERENCES IN THE EVALUATION PROCESS

Saiwing Yeung¹, Hiroaki Morio², Kaiping Peng¹; ¹University of California, Berkeley, ²University of Tokyo—Recent cross-cultural psychological work suggests that cultures and individuals differ in their tendencies of engaging dialectical thinking, and such differences can trace back to the tacit epistemology of naïve dialecticism, a folk belief of knowing that is characterized by tolerance for contradiction, expectation of change, and cognitive holism. The current research utilizes the Mouse Paradigm (Vallacher & Nowak, 1994) to measure "dynamism" of judgments or how the individual's opinions concerning giving topics fluctuates during the process of mental contemplation. The results showed that culture and individual indeed differ in their levels of naïve dialecticism, measured by the level of dialectical self views. In the absence of a cultural level naïve dialecticism, the level of reported naïve dialecticism is positively correlated with the durations of mental contemplation and the fluctuations between two opposing thoughts. Implications for cultural psychology and the psychology of dialectical thinking are discussed.

F149

DAMNED IN BOTH DIRECTIONS: DIFFERENTIAL TREATMENT OF COUNTER-VERSUS HYPER-STEREOTYPIC WOMEN

Matthew Paolucci Callahan, Theresa Vescio; Pennsylvania State University—The benefits and costs of deviating from normative gender stereotypes are examined. Undergraduate participants received information about one of six apparent team members (3 female; 3 male). Their task was to review an applicant and consider the person as a potential member for their team in a masculine domain. Applicants were presented as stereotypic: described preferring a balance of masculine and feminine activities, hyper-stereotypic males and counter-stereotypic females: preferring masculine activities such working as a landscaper doing physical labor. Counter-stereotypic males and hyper-stereotypic females: preferring feminine activities such as watching romantic films. Applicants were rated on competence, warmth, and professional and social inclusion. For female applicants, counter-stereotypic women were rated as more competent but less warm than stereotypic women, and had higher professional inclusion. For males, counter-stereotypic men were seen as less competent but warmer than stereotypic men, with lower professional

inclusion. For social inclusion, counter-stereotypic female employees were excluded more than hyper-stereotypic and stereotypic females. However, when male employees were evaluated, no differences for stereotypicality were found. In short, although counter-stereotypic women are professionally included, they are socially excluded, and hyper-stereotypic women are socially included but professionally excluded. For males however, the only cost occurs in violating stereotypes. Hyper-stereotypic men however enjoy high ratings of competence, and are included both professionally and socially, by both men and women.

F150

TRUST AND DECISION MAKING IN THE CONTEXT OF POVERTY *Crystal C. Hall, Eldar Shafir; Princeton University* – In the field of psychology, and specifically, within the literature of judgment and decision making, the decision making of the poor has not been extensively studied. Psychology can offer a different lens with which to view the behavior of the poor, based on the consideration of how subtle changes in context have an impact on behavior. We present studies that examine the role of trust in financial decision making among the poor. In short survey studies, choices involving different financial contracts are presented, with the perceived trustworthiness of the source being varied. Participants choose between pairs of contracts in which they are either the buyer or seller in a variety of contexts. We also compare responses to similar questions by both poorer and more wealthy individuals. The low income participants show a pattern suggesting that trust plays a role in this type of decision making, as they seem willing to pay a premium to have an interaction with a more trustworthy source. The high income respondents do not replicate this pattern. In addition, preliminary data is presented that examines the same type of decision making in a more representative sample for both the poor and wealthy populations. We argue that these results are shown because of the fact that the poor cannot afford to engage in interactions with individuals they perceive to be less trustworthy.

F151

NEGATIVE AFFECT AND IN-GROUP TRUST *Jennifer Jones, Jared Kenworthy; The University of Texas at Arlington* – A recent publication (Dunn & Schweitzer, 2005) reported the effects of different incidental affective states on interpersonal trust and found that, in general, positive affect increases trust whereas negative affect decreases it. Moreover, they found that manipulated affective states had little influence on trust toward familiar target persons. Taking a social identity approach, we manipulated negative affect and measured trust toward members of low or high importance in-groups. Instead of a decrease or no change in trust, however, our model predicted that incidental negative affect would actually increase trust for highly valued in-group members, but not for less valued in-group members. Participants were randomly assigned to one of four conditions in this 2 (group importance: high vs. low) X 2 (manipulated affect: negative vs. control) between-subjects factorial design. Following mood check items, participants completed dependent measures corresponding to two types of trust: generalized trust of all in-group members, and specific trust of individual group members. In line with predictions, we found that in a negative affective state, generalized trust, but not specific trust, increased towards group members of high-importance, but not for those of low-importance. Results are interpreted from a social identity and self-categorization perspective.

F152

BEHAVIORAL ASSIMILATION AND NESTED GROUP IDENTITIES *M. Leslie Wade, Marilynn B. Brewer; The Ohio State University* – This research examines the effect of both superordinate and nested subgroup stereotypes upon behavioral assimilation. In study one, participants were primed with either superordinate gender (male or female) stereotypes or the stereotypes of the prototypical subgroups for males and females

(businessmen and homemakers). Our findings in study one suggest that subgroups, not superordinate groups, are most likely to cause behavioral assimilation. In study two, participants were primed with stereotypes of the prototypical gender subgroups businessmen or homemakers. In addition, we framed the task such that either males or females were expected to succeed on the task (e.g., the task was related to either “spatial relations ability” or “verbal memory”). In study two, we found that participants would assimilate to the stereotypes in the direction of the expected performance of the subgroup; when males were primed with stereotypes of homemakers, they performed better than the control condition when the task measured “verbal memory” and worse than control condition when the task measured “spatial relations”. These results suggest that the level of the group in question, as a subgroup or superordinate group, affects the tendency to behaviorally assimilate. In addition, our findings suggest that the perception of the performance of the stereotyped group on the task will affect the direction of the behavioral assimilation.

F153

ARE FEMINISTS MANHATERS? WOMEN'S, MEN'S, AND FEMINISTS' ATTITUDES TOWARD WOMEN AND MEN *Kristin J. Anderson¹, Melinda Kanner¹, Nisreen Elsayegh²; ¹University of Houston, Downtown, ²University of Houston, Clear Lake* – A common stereotype exists that feminists are manhaters. However, few empirical studies have investigated feminists' actual attitudes toward men, and no studies have examined feminist identification and attitudes toward men among people of color. This study examined women's, men's, and feminists' (regardless of gender) attitudes toward women and men. An ethnically diverse sample of college students (n=418; 44% Latina/o; 28% African American; 15% White; and 7% Asian American) responded to a survey that assessed: (1) whether or not they identified as a feminist; and (2) their levels of hostility and benevolence toward women and men, as measured by Glick and Fiske's (1997; 1999) Ambivalent Sexism Inventory and Ambivalence Toward Men Inventory. Men had higher levels of hostility toward women than did women, and women had higher levels of hostility toward men than did men. Contrary to popular stereotypes, feminists had lower levels of hostility toward men than did either non-feminists or those who were unsure as to whether or not they are feminists. Main effects associated with respondent ethnicity are presented as well. The patterns found in this study suggest that those with traditional ideas about gender may be more likely to feel resentment toward men than are those with non traditional ideas. These results are situated within a larger discussion of subtle sexism and the price of adherence to traditional gender roles.

F154

LEADER-MEMBER EXCHANGE DIFFERENTIATION – EMOTIONAL AND ORGANIZATIONAL OUTCOMES *Marie Dasborough¹, Amy Vander Holt², Lily Pesin³; ¹Oklahoma State University, ²Northwestern College, ³California State University, Fresno* – In this experimental study, we manipulated leader-member exchange (LMX) to learn more about how LMX differentiation impacts individuals in the workplace. The experiment involved fifty one students from a large university; there were five experiment sessions in total, with an average of 10 participants per session. During each session, participants were randomly placed into an LMX in-group, LMX out-group, or control group, based on bogus test scores. A confederate leader treated each participant differently depending on which sub-group they were in (the LMX manipulation) as they performed a group task. The results showed that LMX in-group members had higher identification with their groups, and were more likely to view their leader as a motivator. In regards to emotional responses to the LMX differentiation, the in-group also showed more pleasure and less disgust toward the out-group, while the out-group felt more eagerness towards their own group. In general, the LMX in-group experienced more positive effects from the LMX

manipulation, implying that managers should attempt to treat all employees equally as members of the in-group.

F155

VICARIOUS HYPOCRISY: THE USE OF ATTITUDE BOLSTERING TO REDUCE DISSONANCE AFTER EXPOSURE TO A HYPOCRITICAL INGROUP MEMBER *Nicholas Fernandez¹, Jeff Stone¹, Joel Cooper², Edward Cascio³, Michael Hogg⁴*; ¹University of Arizona, ²Princeton University, ³University of Georgia, ⁴University of Queensland – Two studies examined the hypothesis that exposure to a hypocritical group member would cause highly identified ingroup observers to experience vicarious dissonance. It was predicted that vicarious dissonance would motivate ingroup observers to restore the integrity of the ingroup by bolstering their attitudes and behavior toward the topic of the hypocritical ingroup member's advocacy. In Experiment 1, participants who moderately or highly identified with their university evaluated a recorded message on the importance of using sunscreen to reduce skin cancer. The speakers' identity was manipulated as an ingroup (same university) or as an outgroup member (rival university). Perceived hypocrisy was manipulated when the speaker admitted or did not admit previous failures to practice sun protective behaviors. An Observer Identity X Speaker Identity X Speaker Hypocrisy interaction on attitudes towards the regular use of sunscreen revealed that when exposed to a hypocritical ingroup member, observers who highly identified with the ingroup reported more favorable attitudes compared to ingroup observers exposed to an out-group hypocrite or to an in-group member who only advocated sunscreen use. Experiment 2 replicated and extended this finding by showing that vicarious hypocrisy induced more attitude bolstering when the observers shared multiple identities with the ingroup target compared to when only one identity was shared. Mediation analyses suggest that ingroup observers who shared the strongest social bond with the hypocritical speaker responded to their vicarious dissonance by enhancing the speaker's credibility before bolstering their own personal convictions towards the regular use of sunscreen.

F156

EMOTIONAL CATEGORIZATION THROUGH INDIVIDUAL PATTERNS OF SELF-STRUCTURE *Christopher Ditzfeld, Carolin Showers*; *University of Oklahoma* – The current investigation was constructed to examine how the tendency to structure the positive and negative attributes of the self relates to how individuals make similarity-categorizations of emotional information. Through the use of Showers' (1992) model of evaluative organization, researchers attempted to find a link between affective reactions to emotional concepts in compartmentalized and integrated self-structures. The current authors predicted that individuals with compartmentalized self-structures would be more reactive to the emotional information of concepts and, therefore, make more similarity judgments based on affective, rather than semantic associations. Participants performed a card-sorting task to represent their style of self-structure as well as performing a triad task previously used by Niedenthal, Halberstadt, and Innes-Ker (1999) in research on emotional response categorization. Previous studies suggest that emotional categorization is influenced primarily by a polarized mood-state of the individual; for example, people induced into happy or sad moods are more likely to use happy- or sad-linked concepts as similarity criteria to a target concept rather than using the more typical semantic link. The current researchers found that individual differences in self-structure significantly predict the propensity of individuals to use emotional information when associating and categorizing concepts. While previous research has suggested that mood-elicitation is essential for evoking salience of emotional information, the current findings suggest that self-structure may give us a better measure of not only who uses emotional information but also how different individuals react to affective information.

F157

PREDICTING RELATIONSHIP GOAL PURSUIT IN THE NEAR-FUTURE: MEASUREMENT AND MANIPULATION OF HIGH-LEVEL CONSTRUALS *Laura E. Buffardi, W. Keith Campbell*; *The University of Georgia* – Construal Level Theory (Trope & Liberman, 2003) predicts that individuals will be more likely to approach temporally distant relationships goals than near ones. Distant-future goals are represented by goal-relevant, high-level construals; whereas, near-future goals are represented by goal-irrelevant, low-level construals. In the present research, two relationship goals were examined: (1) discussing a conflict with one's partner, and (2) meeting a potential mate. We hypothesized that when high-level goal representation was either measured (Study 1) or manipulated (Study 2), individuals would be more likely to pursue these two relationship goals in the near-future. In Study 1, participants in relationships rated how likely they were to discuss a conflict with their partner in the distant- and near-future. They also wrote descriptions of talking about a conflict with their partner in either the distant- or near-future. Results showed that they listed significantly more high-level thoughts in distant-future descriptions. Furthermore, including more high-level thoughts in the description corresponded with being more likely to talk with their partner about a conflict in the near-future. In Study 2, single participants rated how much they wanted to be introduced to individual with a compatible personality in the distant- and near-future. They also either listed high-level, goal-oriented thoughts about the possible outcomes of the meeting or they listed control thoughts. As predicted, participants in the high-level focus condition were significantly more willing to be introduced to a potential mate in the near-future. Taken together, results suggest that high-level representation facilitates relationship goal pursuit in the near-future.

F158

SEX STEREOTYPING AND ATTITUDES ABOUT SEXUAL ABUSE OF CHILDREN *Melissa Bright, LouAnne Hawkins, Christopher Leone*; *University of North Florida* – Males are perceived as sexually aggressive (Jackson, 1978; Mendel, 1985), whereas females are perceived as sexually avoidant (Byers & O'Sullivan, 1998; Clark & Hatfield, 1989). Individuals relying upon these sex stereotypes may make differential evaluations of adult-child sexual encounters. Participants (79 males, 83 females) were randomly assigned to read one of four scenarios involving adult-child sexual encounters in which the sex of the adult and the sex of the child were manipulated. Participants used semantic differential scales (e.g., good-bad) to express their evaluations of the encounter ($\alpha = .05$). Responses were analyzed using a 2 (adult's sex) x 2 (child's sex) x 2 (participants' sex) ANOVA. As expected, adult-child sexual encounters were viewed more negatively if (a) perpetrators were males rather than females, $F(1,154) = 5.97, p < .05$, and (b) victims were females rather than males, $F(1,154) = 4.07, p < .05$. Also as predicted, sexual encounters were viewed least negatively when perpetrators were females and victims were males, $F(1,154) = 4.21, p < .05$. In general, males made more negative evaluations of adult-child sexual encounters than did females, $F(1,154) = 15.59, p < .01$. Participants generally had unfavorable evaluations of all adult-child sexual encounters. Evaluations, however, varied as a function of sex stereotypes. If individuals in education, healthcare, and the legal system rely upon sex stereotypes, then those individuals may respond differently to cases of child sexual abuse depending on the sex of the perpetrator and the sex of the victim.

F159

CHILDREN'S RESPONSES TO GROUP-BASED INEQUALITY *Virginia Borges¹, Kristina Olson¹, Elizabeth Spelke¹, Carol Dweck², Mahzarin Banaji¹*; ¹Harvard University, ²Stanford University – In daily life, children often observe inequality: one child may have more crayons, receive a larger pizza slice, or possess more expensive toys than another. We examined how children respond to group-based inequality, and how these responses may differ depending upon the specific groups being

compared. Children first viewed consistently unequal distributions of resources (cookies) between members of opposing social groups. Children were then asked to give new members of these groups what they "deserve," distributing resources between them. In a first test, we examined children's responses to inequality based on novel groups (shirt color). Children (ages 3.5 - 11.5) consistently responded by giving more to members of the previously favored group (perpetuation). Children also perpetuated observed inequalities when responding to inequality between Asians and Whites, as did younger children (3.5 - 7.5) when responding to inequality between Blacks and Whites. Older children (7.5 - 11.5) responded differently to the Black/White comparison, giving more to members of the less privileged group regardless of whether that group was White or Black (rectification). In contrast, when examining children's responses to gender-based inequality, children (5 - 12) tended to favor their own gender, regardless of the pattern of inequality observed. These experiments provide two main findings. First, children do not respond to all group-based inequalities with the same strategy: their responses depend upon the specific groups being compared and/or upon their own relationship to those groups. Second, younger children are more likely to perpetuate inequality, while older children possess a more context-dependent understanding of deservingness.

F160

MORAL EXTREMITY AND ITS IMPACT ON INTENTIONALITY JUDGMENTS *Steven Guglielmo, Bertram F. Malle; University of Oregon* – Judgments of intentionality play a central role in social perception, moral evaluation, and legal decision making. Recent research has aimed to identify the conditions that must be met for people to judge a behavior as intentional. Malle & Knobe (1997) found support for five distinct conditions of intentionality judgments – belief, desire, intention, awareness, and skill – each of which need normally be present for people to deem a behavior intentional. However, when interpreting immoral behaviors, people arrive at judgments of intentionality even when some of these components, such as the agent's skill, are missing (Knobe, 2003). One hypothesis that has been put forth to explain this surprising finding is that intentionality judgments serve as expressions of attitudes toward the agent, not as cognitive assessments. Therefore, for more extreme behaviors—either positive or negative—people are willing to make intentionality judgments even when important evidence is missing. The results of the present studies supported this moral extremity hypothesis, as intentionality judgments were more likely to be made for both morally negative and morally positive behaviors, relative to morally neutral behaviors. In addition, intentionality judgments for morally negative behaviors were less likely when the agent was depicted as more, rather than less, likeable. Interestingly, despite consistency with the moral extremity hypothesis, intentionality judgments remained sensitive to other components of intentionality (e.g., awareness). Thus, intentionality judgments for morally-relevant behaviors appear to serve neither a purely cognitive nor a purely evaluative function, but are rather a combination of the two.

F161

BICULTURAL IDENTITY INTEGRATION AND VALUES ACCULTURATION *Angela-MinhTu Nguyen, Que-Lam Huynh, Verónica Benet-Martínez; University of California, Riverside* – Bicultural Identity Integration (BII) is an individual difference construct, capturing variations in how biculturals cognitively and affectively organize their two cultural identities (Benet-Martínez & Haritatos, 2005). BII consists of cultural harmony vs. conflict and cultural blendedness vs. separation. In previous studies, BII has been linked to important social and personality variables, such as acculturative stress, cognitive complexity, and the Big Five personality traits. In this study, we contribute to the literature on dual identities by examining BII in relation to acculturation. Acculturation, the process by which individuals change and adapt to the cultural context in which they live (Berry, 2003), may involve values

(beliefs, attitudes, etc.) as well as behaviors (language use, social affiliation, etc.; Mariño, Stuart, & Minas, 2000). Based on questionnaire data from 93 Vietnamese American undergraduate students, we found that for those who integrated American and Vietnamese values, the interaction of American and Vietnamese values endorsement predicted cultural blendedness, $R^2 = .17$, $F(1, 25) = 4.39$, $p = .05$, $\beta = .17$. Specifically, greater endorsement of Vietnamese values predicted greater cultural blendedness if endorsement of American values was relatively low. Conversely, greater endorsement of Vietnamese values predicted less cultural blendedness if endorsement of American values was relatively high. In conclusion, values acculturation predicts cultural blendedness, but the relationship is complex. These findings add to our understanding of biculturals, particularly with regard to the relationship between values acculturation and the organization of cultural identities.

F162

CONCEPTUALIZING RELIGIOSITY AND SPIRITUALITY AMONG MULTIPLE RELIGIOUS GROUPS *Sam Cole; Loyola University, Chicago* – While the subject of religious beliefs and pursuits has been studied in a myriad of ways, little attention has been paid to either the distinction between religiosity (defined as focusing on practice and evangelism) and spirituality (defined as a search for meaning), or how this distinction may differ across religious faiths. With that in mind, the aim of the present study was twofold. Firstly, a diverse sample of religious faiths was obtained to broaden the currently narrow focus of psychological research regarding religion. This was accomplished using an internet questionnaire and distributing it to various religious groups across the country. Secondly, confirmatory factor analyses were used to shed light on the distinction between the concepts of religiosity and spirituality. It was theorized that religiosity and spirituality represent two distinct but correlated constructs, and that the degree of distinction an individual makes between these two constructs is dependent both on their specific religious faith and their degree of religious fundamentalism (belief in an inerrant religious text that should be followed according to unchangeable practices of the past). It was predicted that individuals exhibiting high levels of fundamentalist religious belief may not distinguish between religiosity and spirituality, whereas non-fundamentalist believers are more apt to perceive a difference. Contrary to predictions, analyses suggest that individuals exhibiting high levels of fundamentalist religious beliefs view the two concepts as separate constructs. Moreover, results also indicate that the correlation between the two constructs is smaller for Christian individuals than for individuals of non-Christian faiths.

F163

MORAL THEORIES OF LIBERALS AND CONSERVATIVES: EXAGGERATION OF DIFFERENCES ACROSS THE POLITICAL DIVIDE *Jesse Graham, Brian A. Nosek, Jonathan Haidt; University of Virginia* – Using a five-factor model of moral foundations, Haidt & Graham (2006) hypothesized that liberal morality is primarily concerned with Harm and Fairness, while conservative morality also involves concerns of Ingroup, Authority, and Purity. We tested this hypothesis by giving the Moral Foundations Scale to 2,212 U.S. citizens online. Participants indicated their own views about the relevance of various concerns and agreement with moral statements, and predicted the views of the 'typical' conservative or liberal. Participants' predicted typical liberal/conservative differences for each foundation were compared to actual self-reported answers for a general measure of exaggeration of moral differences. We predicted that extremity of implicit political identification (as measured by a liberal-conservative self-other IAT) would predict the amount of exaggeration, in that people at the extremes would exaggerate liberal-conservative differences the most. Self-reported ratings supported the general moral foundation hypothesis: liberals' moral concerns were based primarily on Harm and Fairness, whereas conservatives were concerned with all five foundations. In judging as

typical liberals or conservatives, participants exaggerated the existing differences in the hypothesized directions: liberals were seen as higher for Harm and Fairness, and conservatives were seen as higher for Ingroup, Authority, and Purity. Contrary to predictions, however, exaggeration of moral differences was not predicted by implicit political extremity, but by explicit political ideology: liberals were more likely to exaggerate moral differences than conservatives ($B = -.21, p < .0001$). Liberals underestimated the degree to which conservatives report concerns about Harm and Fairness, whereas conservatives recognized the universality of these moral foundations.

F164

DOES SOCIAL COMPARISON ACTIVATE SELF-REGULATION? THE RELATIONSHIP BETWEEN SOCIAL COMPARISON ORIENTATION AND SELF-DISCREPANCY MAGNITUDE AND ACCESSIBILITY Kevin P. McIntyre¹, Donna Eisen¹, Michael R. Leippe, Michael Cahill¹, Shannon M. Rauch²; ¹Saint Louis University, ²Eastern Illinois University – Recent research suggests that self-regulatory standards, and associated self-discrepancies, derive from cognitive representations that vary in accessibility, and are capable of being activated by a variety of social and environmental stimuli. The present study examined the role that social comparison plays in arousing perception of self-discrepancies. We reasoned that social comparison may activate self-standards associated with comparison targets, thereby increasing accessibility and perceived magnitude of ideal and ought-self discrepancies (as well as negative affect stemming from those self-discrepancies). We, therefore, hypothesized that individuals who readily engage in and rely upon social comparison information should report self-discrepancies of greater magnitude and do so more quickly (and also experience increased negative affect consistent with heightened attention to self-discrepancies), than individuals who infrequently engage in or rely less heavily on social comparison information. To test this, 68 college students completed the Social Comparison Orientation (SCO) scale (Gibbons & Buunk, 1999), which measures individuals' tendency to engage in social comparison, as well as a computerized measure of self-discrepancies and a measure of the frequency of experiencing agitation- and dejection-related emotions. In support of our hypotheses, individuals high in SCO reported significantly larger actual-ideal and actual-ought discrepancies than did those low in SCO. Individuals high in SCO also rated their self-discrepancies more quickly than those low in SCO, but only for actual-ideal discrepancies. Finally, individuals high in SCO reported a significantly greater tendency to experience agitation- and dejection-related emotions, consistent with research on the affective consequences of self-discrepancies. Implications for self-regulation research are discussed.

F165

ALCOHOL CONSUMPTION LEADS TO THE EXPRESSION OF CONSERVATIVE SOCIAL POLICY ATTITUDES. Jeffrey Goodman¹, Scott Eidelma¹, Christian Crandall², Jennifer Pattershall¹; ¹University of Maine, ²University of Kansas – Accumulating evidence connects basic psychological processes to several components of conservative ideology. For example, perceptions of personal responsibility, acceptance of hierarchy, and preference for the status quo all appear to occur without effort or intent. Our research draws a direct, empirical link between what appear to be automatic ways of thinking and political conservatism by asking participants to indicate their attitudes toward various social policies under naturally occurring variations in Blood Alcohol Concentration (BAC). Patrons at a popular drinking establishment filled out a short questionnaire which measured attitudes toward various social policies tied to political ideology (e.g., the death penalty, welfare, defense spending). The same patrons then took a breathalyzer test, and their BAC was recorded. We predicted that increased levels of alcohol intoxication would reveal participants' basic (uncorrected and unmanaged) psychological processes and – accordingly – more conservative attitudes

toward social policies. Consistent with predictions, increased levels of BAC significantly predicted more conservative social policy attitudes, $\beta = .22, t(60) = 2.36, p < .03$, while controlling for several third variables (gender, education, and party affiliation). These results are consistent with other findings from our lab, and suggest that some forms of conservative thinking have a basic, psychological advantage.

F166

IDENTITY AND OPENNESS TOWARDS INTERFAITH DATING AMONG SOUTH ASIAN CANADIANS AND EUROPEAN CANADIANS Reeshma Haji, Richard Lalonde; York University, Toronto, Canada – Prejudice towards religious groups has been referred to as “the neglected ‘ism’ in multicultural psychology” (Negy & Ferguson, 2004, p. 61). Although research on interethnic relationships is increasing, research on specifically interfaith relationships is limited. Given the prevalent religious diversity in Canada and the United States, openness towards interfaith dating is an indicator of high integration between various religious communities. The present study was conducted in Toronto, Canada, a large urban centre with a religiously diverse population. Participants ($N = 79$) were university students and adults from the community who were recruited by participant pool, posters, and convenience sampling. Because South Asians are among the largest immigrant groups in Toronto, the study aimed to compare interfaith dating attitudes of South Asian Canadians ($N = 44$) and European Canadians ($N = 35$). Participants completed questionnaires that measured attitudes towards interfaith dating, religious identity, Canadian identity, and social dominance orientation. Many participants had previously been involved in interfaith dating (64% of South Asians, 43% of Europeans). Most participants were Muslim (36%) or Christian (29%). Those high in Canadian identity had generally favourable attitudes towards interfaith dating. Among participants low in Canadian identity, South Asians had less favourable interfaith dating attitudes than did Europeans. Unexpectedly, among those high in religious identity, all had generally favourable interfaith dating attitudes, and there was no difference between South Asians and Europeans. Instead, among those low in religious identity, South Asians had less favourable interfaith dating attitudes than did Europeans. Implications will be discussed.

F167

EFFECTS OF SEMANTIC PRIMING ON JUDGMENTS ABOUT DRINKING BEHAVIOR: A TEST OF WEINER'S MODEL Kenneth Rasinski¹, Christopher Bauman², Asia Eaton³; ¹NORC, at the University of Chicago, ²The University of Illinois at Chicago, ³The University of Chicago – There is a substantial literature on the purported causal effect between judgments of personal responsibility for an illness, for example, alcoholism, and negative responses toward the afflicted individual (Weiner, 1995). Support for the model has come from correlational data, making conclusive statements of cause and effect difficult. We used a priming task to activate concepts of internal and external causality and observed the effects on ratings of a target described as having a drinking problem. 31 male and 93 female undergraduate psychology students were randomly assigned to one of three semantic priming tasks designed to activate either Internality (e.g., cause, control, choose) or Externality (e.g., genetic, inevitable, unmanageable), or to a Control task consisting of neutral words. Priming affected judgments of responsibility ($F(2,124)=5.09; p<.01$). Participants in the Internality condition were more likely to judge the target as responsible for his drinking behavior ($m=4.81$) compared to those in the Externality condition ($m=4.07$) but not compared to the control condition (4.90). There was no difference in affect or discriminatory behavior by condition. However, when primed with Externality words, judgments of responsibility evoked more compassion, less anger and less indignation and more willingness to help the target compared to the Internality or Neutral conditions. Implications for Weiner's theory and for changing stigma associated with alcoholism will be discussed.

F168

GENDER ROLE ATTITUDES AND LANGUAGE BROKERING ACTIVITIES AMONG LATINO AMERICAN CHILDREN

Kelly L. Turner, Christia Spears Brown; University of California, Los Angeles – Differences in Latino American men and women's acculturation experiences and gender role attitudes have been described as the "gender gap" (Montoya, 1996; Ramirez, 1967). Few studies, however, have examined these attitudes and experiences in Latino American children. Qualitative research suggests that socialization forces such as parenting behaviors and language brokering (i.e., acting as informal translators for parents) are different for Latino American boys and girls (Valenzuela, 1999). Two empirical studies investigated gender role attitudes and the gendered nature of language brokering among middle childhood-aged Latino children in Southern California. The first study found that although children typically endorse more egalitarian gender role attitudes with age, this was not true for Latino American boys. Whereas Latina American girls followed the typical pattern ($r = .50, p < .05$), Latino American boys endorsed fewer egalitarian gender role attitudes with age ($r = -.47, p < .05$). Results from the second study indicated that whereas Latina American girls are more likely to provide language brokering assistance when it is conducted from home (e.g., translating written correspondence), language brokering responsibilities outside the home (such as conversations between parents and other adults) are more evenly distributed among girls and boys. Implications of the gendered nature of these activities are discussed in terms of the development of Latino American girls' and boys' gender role attitudes.

F169

BEHAVIORAL FORECASTING AND THE PROJECTED-SELF

Colin Barnes, Ryan Brown; The University of Oklahoma – Despite the use of hypothetical vignettes in social science research and the potential relevance of hypothetical behavioral forecasts to social judgment and self-perception, almost no systematic research exists to account for how such hypothetical forecasts are made. The present studies investigate the basic elements of a new model of how people forecast their hypothetical behavior, the Projected-Self Model (PSM). According to the PSM, hypothetical forecasts primarily derive from three sources of information: people's relevant past behaviors, their personal values, and the perceived values of important others. Studies 1 and 2 examine the relative weights perceivers give to these variables in predicting how they would respond to another person's sexism (Study 1) or to broader ethical dilemmas (Study 2). Both studies demonstrate the important role played by personal values in accounting for biased forecasts for the self and close friends, but not for mere acquaintances (all relative to a generalized "typical other"). As expected, self-projection in behavioral forecasting diminished as the psychological distance between self and target increased. The utility of the PSM and the importance of hypothetical predictions for the self and social perception are discussed.

F170

HEIGHTENED MINDFULNESS AS A MEANS OF REDUCING AGGRESSIVE BEHAVIOR: DISPOSITIONAL AND SITUATIONAL EVIDENCE

Whitney L. Heppner¹, Michael H. Kernis¹, Chad E. Lakey¹, Patti J. Davis¹, Edward V. Cascio¹, W. Keith Campbell¹, Brian M. Goldman²; ¹University of Georgia, ²Clayton State University – Aggression research often focuses on factors linked with greater aggression, including various personality variables and situationally based instigators. Just as important, however, is understanding factors associated with lower levels of aggression. Toward that end, we focused on mindfulness, which refers to enhanced attention and awareness in the present moment (Brown & Ryan, 2003). A number of studies have linked mindfulness to various psychological and behavioral indices of health and well-being. Recent research and theory suggest that mindfulness may relate to relatively low ego-involvement (i.e., not being excessively self-esteem invested), implying that it may have implications for lowering hostility

and aggressive behavior. We conducted two studies to examine this possibility. In Study 1, high dispositional mindfulness (as measured by two popular mindfulness measures) correlated with low aggressiveness as assessed with multiple measures. In Study 2, participants either engaged or did not engage in a mindfulness induction task prior to receiving rejection feedback; remaining participants received acceptance feedback. All participants then had an opportunity to administer noise blasts to opponents, which constituted our measure of aggression. Importantly, while participants in the mindful-rejected condition were no more aggressive than were participants in the accepted-only condition, participants in the rejected-only condition were significantly more aggressive. In addition, mindful-rejected participants were also less aggressive than rejected-only participants. Discussion centers on potential mechanisms by which mindfulness operates to lower ego-involvement and reduce aggressive behavior.

F171

SAY YOU, SAY ME: A META-ANALYSIS OF NEUROIMAGING STUDIES OF SELF- AND OTHER-PROCESSING

Hedy Kober, Josh W. Joseph, Samuel J. Gershman, Brent L. Hughes, Jamil Zaki, Tor Wager, Kevin Ochsner; Columbia University – The way we process information about ourselves and about other people has been of paramount interest to social scientists for many years. Some have suggested that self- and other-processing are similar in that they may rely on common cognitive processes (e.g. simulation). Others have suggested that people tend to attribute behavior to stable traits for other people but not for themselves, implying distinct cognitive processes. Neuroimaging is particularly well suited to answer questions about whether two processes are similar or distinct, by asking whether the two recruit common neural mechanisms. Indeed, recent neuroimaging studies of either self- or other- processing have reported activation in the medial portion of prefrontal cortex (MPFC), suggesting a common psychological and neural substrate. However, as most neuroimaging studies to date have not directly compared conditions in which participants think, evaluate, or make mental-state inferences about themselves and about others, it is unknown whether the areas of MPFC reported by these studies are indeed similar. Therefore, we conducted a meta-analysis of the current literature to try to directly answer this question by amalgamating the results of over 150 studies investigating various types of self- and other-referential processing. Results show both distinct and common neural activations in MPFC and other brain areas, suggesting that self- and other-processing engage both common and unique processes.

F172

MOTIVATIONAL UNDERPINNINGS OF ENDORSING THE STATUS QUO: SUBSTITUTION EFFECTS IN SYSTEM JUSTIFICATION TENDENCIES

Jojanneke van der Toorn, Ido Liviatan, John Jost; New York University – According to system justification theory, people seek to maintain the legitimacy and stability of existing forms of social arrangements despite evident shortcomings. System-justifying efforts are found to increase when the system is under criticism or threat. The current study aims to demonstrate that the tendency to justify the system functions as a basic goal that motivates people's behavior. One feature defining goal pursuit is substitutability: A person may follow different means to satisfy a goal, but once this goal has been attained, other means become less motivating. Hence, we investigated whether efforts to justify one aspect of a system under threat would be reduced following justification of other aspects of that system. Participants were presented with a passage describing either a system-level threat or no threat. They then completed a system-justifying measure followed by a stereotype differentiation measure or the same measures in reverse order. We expected participants in the system-threat condition to score higher on the system justification measure when it immediately followed the threat passage than when it was completed after the stereotype differentiation measure (which allowed attainment of the system-justifying goal through

the endorsement of the system's social hierarchy). No such differences were expected in the no-threat condition. Results indicated that participants in the system threat condition, but not in the no-threat condition, showed substitution on the system justification measure. These findings provide support for a goal-systems approach to system justification. Implications of these findings to the understanding of people's preference for the status quo are discussed.

F173**ESCAPING EVOLUTION: FEAR OF DEATH AND SUPPORT FOR CREATIONISM AND INTELLIGENT DESIGN** Aaron McVean,

Markus Kemmelmeier; *University of Nevada, Reno* – Terror Management Theory (TMT) predicts that awareness of one's mortality motivates individuals to distance themselves from reminders of their own mortal existence, with its inherent limitations, and to embrace culturally shared beliefs. Because Darwin's theory of evolution emphasizes the "creatureliness" of humans, we predicted that mortality salience (MS) would evoke a rejection of evolution and increase support for creationism and the more recent theory of intelligent design. We conducted two studies to examine these predictions. Study 1 used an experimental design and found that MS increased support for creationism, but only among participants who identified as Evangelical Christians. Study 2 used state-level ecological data in a correlational design. We found that among states with high proportions of Evangelical Christians, the experience of higher numbers of Iraq casualties (per state inhabitant) was linked to greater support for a creationist perspective on the origin of life. We discuss whether the recent public support for ID can be viewed as the result of world events (e.g., wars, terrorist attacks) that render mortality salient.

F174**TESTING THE UNIVERSALITY OF THE FIVE FACTOR MODEL**

Lawrence Wright, David Funder; *University of California, Riverside* – In recent years researchers have claimed that the Five Factor Model (FFM) of personality represents a universal model for the description of personality (Costa & McCrae, 1992). However, one source of personality relevant data that has received limited attention in the FFM literature is people with personality disorders. Widiger, Trull, Clarkin, Sanderson, and Costa, (2001) have proposed a translation of the DSM-IV personality disorders in FFM terms. This study tested their proposed relationships using a normal sample. As a part of a multifaceted study on accuracy in personality judgments, 180 college students completed the BFI (as a measure of the FFM) and the MMPI-2 (as a measure of personality disorders). Additionally, each of the target participants recruited two acquaintances who also provided FFM ratings of the targets. The results indicate that the pattern of observed correlations between the FFM traits and the MMPI-2 Personality Disorders was consistent with the Widiger, et.al, (2001) DSM-IV translations. These patterns were consistent for both self FFM ratings and acquaintance FFM ratings. These results provide further evidence for the utility of the FFM in clinical as well as normal populations.

F175**ANGER, GENDER, AND STATUS CONFERRAL** Victoria Brescoll,

Eric Uhlmann; *Yale University* – Three studies examined the relationship between anger, social status, and gender. Participants viewed videotapes of professional job interviews and rated male and female interviewees on multiple dimensions of social status (e.g., salary, power, independence, status, and employability). Male and female interviewees displayed either anger, sadness, or were emotionally neutral. Across all studies, both male and female participants consistently gave less status to angry women than to angry men, but gave equivalent statuses to sad women and sad men. Moreover, judgments of female targets were dependent upon the degree to which they were perceived to be "out of control." Study 2 also varied the objective status of the targets and found that

participants viewed an angry woman as less deserving of status regardless of whether she was an "assistant trainee" or a CEO. Moreover, evaluating an angry woman but not an emotionally neutral woman implicitly activated words related to gender stereotypes (e.g., "skirt," or "bake"). Study 3 found that when participants were provided with explicit justifications for why the male and female targets were angry, they gave equivalent status to angry female and angry male targets. Together, these results highlight the salience of prescriptive gender stereotypes for anger display, and the norms underlying our social evaluations.

F176**IMPLICIT STEREOTYPES, GENDER IDENTIFICATION, AND MATH-RELATED OUTCOMES** Amy Kiefer¹, Denise Sekaquaptewa²;

¹*University of California, San Francisco*, ²*University of Michigan* – A prospective study examined the effects of gender identification and implicit and explicit gender-math stereotyping on undergraduate women enrolled in a college-level calculus sequence. Women's gender identification and gender-math stereotyping were assessed after the first course midterm. Implicit, but not explicit, gender-math stereotyping interacted with gender identification to affect women's performance on their final exams, $\beta = 0.28$, $t(61) = 2.30$, $d = 0.58$, $p < .05$. Implicit stereotyping predicted poor performance for low gender-identified women, $\beta = -0.36$, $t(61) = -1.93$, $d = 0.49$, $p < .05$, but not for highly gender-identified women, $\beta = 0.21$, $t(61) = 1.28$, $d = 0.33$, ns. This interaction remained significant, $\beta = 0.23$, $t(60) = 2.21$, $d = 0.57$, $p < .05$, when controlling for pre-assessment midterm scores, $\beta = 0.53$, $t(60) = 4.66$, $d = 1.20$, $p < .001$. Moreover, these factors interacted to predict women's desire to pursue math-intensive careers, $\beta = -0.31$, $t(60) = -2.57$, $d = 0.66$, $p < .05$. Women high in implicit stereotypes and gender identification were the least inclined to pursue math-based careers. Implications for the under-representation of women in math and the hard sciences are discussed.

F177**DUAL EXISTENTIAL SYSTEMS, SELF-DETERMINATION, AND TERROR MANAGEMENT: THE ROLE OF SPECIFIC VS. ABSTRACT PROCESSING IN MORTALITY SALIENCE** Lane

Beckes¹, Phillip Cozzolino², Chad Marsole¹; ¹*University of Minnesota*, ²*University of Essex* – Tested the notion of dual-existential systems (Cozzolino, in press) incorporating predictions regarding death primes from Self-Determination Theory (Deci & Ryan, 2000), Terror Management Theory (Solomon, Greenberg, & Pyszczynski, 1991), and Marsolek's (2004) theory of hemispheric asymmetries in processing abstract (categorical) vs. specific (individual) stimuli. Research indicates that priming people with abstract death scenarios (mortality salience) leads to defense of categorical worldviews (e.g. nationalism; Arndt, Greenberg & Cook, 2002), whereas priming people with specific death scenarios (death reflection) leads to less defensive behavior (Cozzolino, Staples, Meyers, & Samboceti, 2004). Can hemispheric asymmetries in abstract and specific processing account for seemingly contradictory effects of death-related primes? Hemispheric asymmetries suggest that categorical aspects of death are processed more effectively in the left hemisphere than the right, whereas more individualized aspects of death are processed more effectively in the right hemisphere than the left. If so, death primes should increase the accessibility of nationalistic words when they are presented directly to the left hemisphere and decrease the accessibility of nationalistic words when they are presented directly to the right hemisphere. We tested this hypothesis by subliminally priming 20 participants with "death" or "pain", and later presented words (e.g. nationalistic) briefly in either the left or right visual field. We found a significant interaction between prime, hemisphere, and dispositional mindfulness (an individual difference measure of attentional awareness). The predicted pattern of results was observed in participants high in

dispositional mindfulness, but a reverse pattern of results emerged among participants low in mindfulness.

F178

THE RELATIONSHIPS BETWEEN HOMOPHOBIA, EMPATHY, AND BELIEF IN A JUST WORLD *Amy Hackney-Hansen, Harry E. Maze II, Tawny D. Mullins; Georgia Southern University*—Homophobia is an irrational fear of someone solely because that person may be homosexual. Homosexuality and the associated fears of it have become a widespread topic of debate in the personal, political, and religious realms. Little research, however, has focused on relating homophobia to other personality variables. The current research investigated the relationships between homophobia, empathy, and just world beliefs. Empathy was measured using Davis' (1990) Interpersonal Reactivity Index, just world beliefs were measured using the Belief in a Just World Scale (Correia, Vala, & Aguiar, 2002), and homophobia was measured using the Homophobia Scale (Wright, Adams, & Brenat, 1999). Participants were 96 volunteer undergraduate students from a Southern regional university. Participants were categorized via a median split on the components of empathy (Fantasy, Empathic Concern, and Perspective Taking) and Belief in a Just World. Higher homophobia was associated with lower levels of fantasy, empathic concern, and perspective taking; higher homophobia was also associated with higher just world beliefs. Furthermore, men were more homophobic than women and republicans were more homophobic than democrats. Results are discussed in terms of models of reducing prejudice.

F179

THE PROTOTYPE AND FACTOR STRUCTURE OF "SOULMATES." *Greg Strong, Bianca Acevedo, Amy Stein, Arthur Aron; State University of New York at Stony Brook*—Several common terms in relationship research are difficult to define (e.g., love, commitment). Often, the term is better represented as a prototype. "Soulmate" appears to be one of these terms. In this paper, the prototype structure of the concept of "soulmate" is examined in two studies. Following Fehr's (1988) methodology, participants in study one listed any words they thought belonged to the concept of "soulmate." We predicted relationship relevant words to be listed most frequently. For study two, the most frequently listed words (and some less frequently listed) were used to develop a measure and a new sample rated each word's centrality to "soulmate." Our first prediction was that the most frequently listed words would also be rated most central. The second prediction, that a factor analysis would produce multiple, orthogonal factors representing different concepts of what a "soulmate" means in different contexts. Results supported all hypotheses. Words related to romantic relationships were most frequently listed (e.g., love, trust). These words were also rated most central. However, some frequently listed words had low centrality ratings (e.g., tall, perfect) suggesting more factors (e.g., Aron and Westbay, 1996). We conducted an exploratory factor analysis and found support for a four-factor structure. Physical/personality traits (e.g., athletic, handsome) loaded on factor one, nurturing traits (e.g., caring, helpful) on factor two, character traits (e.g., honesty, patient) on factor three, and romantic/idealistic traits (e.g., love, romantic) on factor four. Some individual differences, limitations, and future directions are discussed.

F180

WORKING MODELS OF ATTACHMENT AND REACTIONS TO DIFFERENT FORMS OF CAREGIVING FROM ROMANTIC PARTNERS IN A STRESSFUL SITUATION *Heike A. Winterheld¹, Jeffrey A. Simpson¹, W. Steven Rholes², M. Minda Oriña¹; ¹University of Minnesota, ²Texas A&M University*—Guided by attachment theory, we tested a series of theoretically-derived predictions about connections between working models of attachment to one's parents (as assessed by the Adult Attachment Interview, AAI) and the effectiveness of specific types of

caregiving that were spontaneously displayed by dating partners during a stressful conflict resolution discussion. Specifically, 93 couples participated in the study. Each partner first completed the AAI. One week later, each couple was videotaped while they tried to resolve a point of contention in their relationship. Independent observers then rated each interaction for the degree to which: (a) emotional, instrumental, and physical caregiving behaviors were displayed, (b) care recipients appeared to be calmed by their partners' caregiving attempts, and (c) each partner seemed anxious/distressed. Consistent with attachment theory, Actor-Partner Independence Model (APIM) analyses revealed that individuals who had more secure representations of their parents were rated as being more calmed when their partners provided more emotional care during the conflict resolution. Moreover, those who had more insecure (dismissive) representations of their parents reacted more favorably to instrumental caregiving behaviors from their partners, especially when they were more distressed. The theoretical implications of these findings are discussed.

F181

TOLERATING INCOMPETENCE: WORK-MASTERY ORIENTATION AND THE ENJOYMENT OF FREE-TIME ACTIVITIES *Amanda Durik, Danielle Johnson; Northern Illinois University*—Competence and autonomy are the cornerstones of intrinsically motivated behavior (Deci & Ryan, 1985), and individuals enjoy activities in which they feel competent and autonomous. However, during intrinsically motivated behavior, feelings of competence may be more important in predicting task enjoyment for some individuals than others. The current study examined whether feelings of competence differentially predicted task enjoyment, depending on level of achievement motivation. Specifically, individuals high in work-mastery are driven to work hard and master skills (Spence & Helmreich, 1986). These individuals invite challenges and are spurred on by difficult tasks, whereas individuals low in work-mastery are likely to dislike difficult tasks. In the current study, we examined whether task enjoyment among participants low in work-mastery was more closely associated with competence beliefs than among participants high in work-mastery, who would enjoy tasks in spite of (or because of) feeling minor incompetence. First-year college students reported an extracurricular activity they engaged in and rated the extent to which it added to their sense of competence and autonomy. Participants also reported how much they enjoyed the activity. Consistent with theory, participants reported high competence and high autonomy in extracurricular activities, and both predicted enjoyment. Moreover, when competence beliefs and work-mastery were used to predict enjoyment, the positive relationship between competence beliefs and task enjoyment was stronger for individuals low in work-mastery than for those high in work-mastery. In the context of free-time activities, it appears that feeling competent is not as critical to task enjoyment among work-mastery-oriented individuals.

F182

HOW DEPLETING IS IT?: A META-ANALYTIC REVIEW OF EGO-DEPLETION *Anthony Pascoe; Duke University*—We used meta-analysis to review sixty-five evaluations of the effects of ego-depletion on self-regulatory behavior. The ego-depletion hypothesis states that there is a general, finite resource used for self-regulatory behaviors in a wide variety of daily activities (Muraven & Baumeister, 2000). Performing any act of self-regulation depletes this resource. Individuals will display performance deficits in activities that require the self-regulatory resource if this resource is not given time to replenish. To examine the effects of ego-depletion compared to a control sample, a meta-analytic review was conducted on the results of sixty-five studies. Articles from the past eight years were collected through a search of social psychology databases, journals, and an exhaustive ancestry search and coded on 24 separate constructs. Studies were chosen based on a randomized sample, concurrent depleting and measurement tasks, and a valid control

condition. The authors sought to determine 1) which measurement techniques were the most sensitive to resource depletion 2) what methods of depletion were the most effective, and 3) whether control participants performing a similar task contributed to smaller effect sizes than control participants who did not perform a task. Overall, findings provide evidence of a strong ego-depletion effect in the behavior of depleted individuals compared to non-depleted control participants. Analyses of the study constructs are reported.

F183**DOES ATTACHMENT STYLE MODERATE THE EFFECTS OF MOOD ON ATTRIBUTIONS FOR AMBIGUOUS PARTNER TRANSGRESSIONS?**

Heidi Kane, Nancy Collins; University of California, Santa Barbara – Prior research has demonstrated that mood can cloud and influence how people perceive and process information about social interactions. However, very little is known about what kinds of people are most susceptible to these mood effects. The purpose of this study was to examine how affect regulation strategies associated with internal working models of attachment moderate the influence of mood on attributions made for ambiguous romantic partner transgressions. To explore this question, we induced either a negative or neutral mood using a writing procedure and then had participants explain their partner's or a hypothetical partner's behavior in two hypothetical vignettes. Participants gave both open-ended explanations and rated concrete relationship distressing and benign attributions for each event. Irrespective of mood, individuals high in avoidance were more likely to endorse relationship distressing attributions and less likely to endorse benign attributions. However, individuals low in avoidance were more likely to endorse relationship distressing attributions and less likely to endorse benign attributions in the negative mood condition relative to the neutral mood condition. Mechanisms for how individuals perceive, feel and regulate their moods were also examined using self-report measures. In terms of negative mood regulation, secure individuals reported having the most capability of regulating their negative mood, while fearful individuals reported having the least. The results suggest that individuals high in avoidance, especially dismissing individuals, do not pay attention to their mood and do not feel their emotions as intensely as individuals low in avoidance when they experience them.

F184**ORIGIN AND FATE OF CULTURAL DIFFERENCE IN INDIVIDUALISM-COLLECTIVISM: US-JAPAN COMPARISONS**

Takeshi Hamamura; University of British Columbia – Collectivism in East Asia and individualism in North America has been one of the key notions in cultural psychology that gave rise to much important research and advanced the understanding of the interplay between culture and psychology. One important question that has not received much attention yet is that of whether differences in individualism-collectivism across cultures has widened or narrowed over time. In fact, lay observations and anecdotes suggest that societies in East Asia might have become more individualistic over the last several decades. In considering the origin and fate of cultural differences in individualism-collectivism, this research employs two theories. One is the so-called "modernization theory" which posits that economic development importantly influences psychology via changes in culture. The other is so-called "heritage theory" which suggests that heritage of society (e.g., Confucianism, Christianity) importantly influences its culture. Current research investigates these two theories by focusing on changes within culture over time. Various society level variables (e.g., divorce rate, size of average household, number of lawyers) and psychological variables (e.g., trust, emphasis in socialization) that pertain to the dimension of individualism-collectivism were obtained from Japan and the US, and changes in the level of individualism-collectivism over time were inferred. Variables pertaining to economic development were also obtained. Results indicate that (1) individualism has increased in both

societies over the last several decades, (2) difference between the US and Japan on individualism-collectivism has narrowed although the difference does persist. Implications of the current research are discussed.

F185**QUALIFYING THE [MAL]ADAPTIVENESS OF PERFORMANCE APPROACH AND PERFORMANCE AVOIDANCE GOALS: A REGULATORY FIT APPROACH**

Carl Falk¹, Olga Godes², Judith Harackiewicz², Steven Heine¹; ¹University of British Columbia, ²University of Wisconsin, Madison – In pitting performance approach goals against performance avoidance goals, the latter are typically branded as maladaptive strategies that can undermine an individual's performance on an activity or in a class. Previous research has yet to clearly demonstrate conditions in which performance avoidance goals may be adaptive, or at least less harmful. Thus far, most achievement goal research has not considered whether participants inherently pursue an approach or avoidance strategy. Building on research in domains outside of achievement behavior (e.g., Elliot et al., 2001; Higgins, 2000), we propose that performance avoidance goals may not be maladaptive for those who tend to adopt an avoidance strategy, especially over the long-term. Similarly, performance approach goals may be best suited for those who are familiar with an approach strategy. The present research used measures of achievement motivation, previous grades, both types of performance goals and approach and avoidance motivation collected at the beginning of a semester to predict final course grades in a small diverse university sample. Partial support was found for our predictions as two interactions were found: Performance approach goals were most adaptive for those who were high in approach motivation (Beta = .566, $p = .028$), whereas performance avoidance goals were seemingly only maladaptive for those low in avoidance motivation (Beta = .443, $p = .076$). We also include a discussion on the limitations of this data, implications for achievement goal theory, and cultural factors that may contribute to such an effect.

F186**RED, BLUE, BLACK, AND WHITE: SOMATIC MARKERS OF PREJUDICE IN A MINIMAL GROUP SITUATION**

C. Lamonte Powell, Michael Philipp, Lisa Elliott, Christopher Arrison, John Ryan, Eric J. Vanman; Georgia State University – Several studies have demonstrated that people sometimes exhibit various somatic markers of prejudice when they view or interact with others on the basis of race, ethnicity, or other naturally-occurring social categories. We hypothesized, however, that such somatic markers should be evident even in laboratory situations where ingroups and outgroups are formed arbitrarily, as is the case in Tajfel's minimal group paradigm. In this study, 88 participants (38 Black or African American, 50 White) participated in two testing sessions. In the first group session, two racially-mixed teams of 4-6 members were formed and designated the "Red" or "Blue" team. Participants were given t-shirts to wear that signified their team's color, and individual photos were taken. The two teams then worked independently on two group discussion activities. At the second individual session several days later, electrodes were attached to measure smile and brow muscle activity, heart rate, and skin conductance while the participant viewed and rated photos of other red and blue team members who were not present at the first group session. Although participants did not rate targets differently on the basis of team color, they did exhibit somatic markers of prejudice in their facial muscles which indicated an ingroup preference for their team color. These somatic markers were greater for the African American participants. We discuss the results in the framework of the somatic marker model of prejudice.

F187**ETHNIC SELF-IDENTIFICATION IN THE AFRICAN AMERICAN COMMUNITY: THE ROLE OF AGING IN LABEL PREFERENCES**

Phia S. Salter¹, Kristi S. Multhaupt²; ¹University of Kansas, ²Davidson Col-

lege—Although psychologists have long explored the relationship between personal identity and autobiographical memory, investigations on the relationship between historical memory and collective identity have been limited. The present study examines the possible influence of aging, political activism, social setting, and additional factors on ethnic self-identification. Historically, African Americans have used different labels to express their collective identity. In a North American context, these terms have evolved from Colored, to Negro, to Black, and African American, each label evoking a different connotation. I surveyed 85 Americans of African descent, primarily investigating whether the dominant label used in social discourse during the years that define a generation (ages 17-25) determined self-identification label preferences. Though not statistically significant (due to low power), trends suggested that labels used during the formative years influenced self-identification preferences: Adults aged 18-41 ($n = 38$) preferred the label African American more than the adults of age 56-66; Adults 56-66 ($n = 12$) preferred Black more than the adults 18-41. Analyses also indicated that social setting influenced the self-identification of African Americans. When talking with someone unfamiliar, 53% of the participants preferred to use the term African American ($n = 18$) and 47% preferred to use the term Black ($n = 16$). However, when talking with someone familiar (e.g., friend), 21% preferred to use the term African American ($n = 7$) while 79% preferred to use the term Black ($n = 27$). Results suggest further exploration of the intersection between collective and individual identification (and memory) processes.

F188

TRADITIONALISM IS IN THE DETAILS: ABSTRACTION CAUSES PROGRESSIVENESS, AND CONCRETENESS CAUSES TRADITIONALISM, IN IDEOLOGICAL VIEWS *Michael Wojnowicz, Thomas Gilovich; Cornell University*—Why are universities so progressive? Why is there a trend towards increasing conservatism with age? Why does this trend suddenly reverse around retirement? We argue that tendencies towards abstraction and concreteness, whether temporary or stable, foster measurable shifts in sociopolitical worldviews. In particular, concreteness encourages traditionalism or a desire to preserve the status quo. Abstraction encourages progressiveness or a desire to transgress the status quo. We build our arguments from two observations. First, one can see the world through a concrete or abstract lens. One computer programmer sips “a Coke,” another “a soda,” a third “a drink.” Like previous researchers (e.g. Frietas et al., 2004, Vallacher & Wegner, 1986), we assume that concrete or abstract mindsets produce different levels of construal, vary dispositionally and situationally, and can be “primed” like semantic content. Second, previous research (e.g. Semin et al., 2005) suggests that concrete and abstract mindsets are connected to different motivational systems. In one study, 86 participants were led to adopt concrete, abstract, or control mindsets through Fujita’s concrete/abstract category task (Fujita et al., 2006) and through a novel variant of Wegner and Vallacher’s Action Identification Scale (Wegner & Vallacher, 1989). Immediately after this mindset induction, participants filled out three traditionalism scales: philosophical traditionalism, political traditionalism, and experiential traditionalism. Results supported the hypothesis. Effects from mindsets were significant for both philosophical traditionalism, $F(2,84)=3.07$, $p=.05$ and experiential traditionalism, $F(2,84)=4.17$, $p<.02$. The political traditionalism scale was conflated with authoritarianism, but also showed a nonsignificant trend in the same direction.

F189

LIFE AFTER THE BREAKUP: PREDICTORS OF POST-DISSOLUTION HAPPINESS IN A LONGITUDINAL SAMPLE *Jennifer Rodden, Arthur Aron; State University of New York at Stony Brook*—There is minimal longitudinal research on the predictors of affective response to relationship dissolution. This report is based on a longitudinal study of 194 undergraduates who reported on relationship variables and current

happiness every 2 weeks over a 12 week period. Of those in romantic relationships at Time 1, 26 experienced a breakup. There was a strong overall decline in happiness from Time 1 to immediately following the breakup. We examined degree of decline (predictors of post-dissolution happiness controlling for Time 1 happiness). Including other in the self (IOS Scale), self-expansion (SEQ), and attachment avoidance (ECR-Attachment) were substantial predictors (and significant or near significant, even with the small N); relationship length, attachment anxiety, gender, commitment, satisfaction, investment, and quality of alternatives did not approach significance. IOS (partial $r = -.60$) and SEQ ($-.41$) predicted especially large declines, suggesting especially great unhappiness after losing a partner with whom one was very close or gained a lot from. Those high on attachment avoidance (partial $r = +.63$) experienced much less decline in happiness, perhaps due to their fear of closeness. They were only slightly less happy at Time 1 than low avoidants and showed minimal change after losing their partner; low avoidants showed dramatically decreased happiness. (For all three variables, effects were somewhat weaker, but still substantial, not controlling for Time 1 happiness. Analyses also controlled for gender and relationship length; but these made little difference.) Limitations, implications, and future directions are discussed.

F190

TRANSCENDING THE SELF VIA POSITIVE EMOTION: INDIVIDUAL DIFFERENCES IN THE EXPERIENCE OF AWE AT VAST NATURE *J. Patrick Seder, Jonathan Haidt; University of Virginia*—Throughout history, experiences of awe have had a profound impact on religion, politics, architecture, philosophy, and the arts. Awe has been influential in the founding of new religions, the rise of charismatic leaders, the establishment of popular self-help programs (e.g., Alcoholics Anonymous), and the success of a large percentage of the highest-grossing movies of all-time (e.g., Star Wars and Lord of the Rings). Psychology has, however, provided no existing empirical research on awe (Keltner & Haidt, 2003). Four initial investigations of awe were undertaken. These included two experiments that induced awe using a film depicting vast nature, and two personality studies that investigated the correlates of being more or less prone to the experience of awe. Together, Study 1 and Study 2 show that awe can indeed be reliably elicited in the lab, distinguished from generalized positive emotion, and may be intensified in a group (vs. individual) setting. Studies 3 and 4 suggest that individuals most responsive to awe tend to be high on openness to experience, extraversion, subjective well-being, empathy, and perspective-taking, and low on neuroticism and need for cognitive closure. Further research is suggested in order to determine the mechanisms of this long-neglected emotion.

F191

FRAMING RACISM: PERCEPTIONS OF TARGETS WHO FRAME RACISM IN A HUMOROUS VS. NON-HUMOROUS FASHION *Kathryn Morris; Butler University*—Although a growing body of research demonstrates the harmful consequences of derogatory jokes (e.g., Morris, 2000, 2001; Ford, 2000), less research has focused on people’s attitudes toward targets who tell derogatory jokes. In my own past research (Morris, et. al., 2006), participants judged a target who made a derogatory racist joke less negatively than they judged a target who made a similar, but non-humorous racist statement. The goal of the current research was to determine if this effect occurs because the use of humor leads to attributional ambiguity about the target’s dispositional level of racism. To investigate this idea, participants read a conversation in which the target made a racist joke, made a non-humorous racist statement, or made a comment unrelated to race. Participants then rated the target on a series of traits and made attributions about the extent to which they believed the target was dispositionally racist. Results demonstrated that participants disliked the target significantly less when he made a racist joke than when he made a non-humorous racist statement. In addition,

participants made fewer dispositional attributions about the target and perceived him to be less racist when he made a racist joke than when he made a non-humorous racist statement. These results support the idea that racial humor may be perceived as more excusable than non-humorous forms of racism, primarily because people are uncertain about the extent to which that racial humor reflects the target's underlying disposition.

SATURDAY, JANUARY 27, 12:30 - 2:00 PM

Poster Session G

G1

AN FMRI INVESTIGATION OF THE EFFECTS OF A NEGATIVE MOOD INDUCTION PROCEDURE ON SELF-REFLECTION

Bryan T. Denny, William M. Kelley, Joseph M. Moran, Todd F. Heatherton; Dartmouth College, Hanover, NH – This study examined the neural consequences of a negative mood manipulation on self-reflection using the Velten mood induction procedure (MIP). Functional magnetic resonance imaging (fMRI) data were collected from 25 participants. While in the scanner, all participants completed the neutral version of the Velten MIP, a state measure of mood, and then judged the personal relevance of a series of 100 personality trait adjectives. The procedure was then repeated within the same functional run for each participant using the negative Velten MIP. Functional brain data were subjected to a state-item analysis to evaluate state (extended) and item (transient) neural effects. Behavioral results indicated the negative Velten MIP induced the expected change in mood. In terms of neural activity, robust activation of the ventral anterior cingulate cortex (vACC) was observed for a contrast of post-negative MIP self-referencing events versus post-neutral MIP self-referencing events, indicating strong item effects. Less robust yet still significant activation was found for an analogous contrast using self-referencing blocks rather than events, indicating a mild state effect. These results are consistent with our prior work showing that vACC is involved in processing the valence of self-relevant information, and is also consistent with literature indicating vACC dysfunction in depressed patients. As such, these data have implications for understanding the effect of mood on the processing of self-relevant information.

G2

AGING AND THE POSITIVITY BIAS: AGE-RELATED DIFFERENCES IN RECALL OF VALENCED AUTOBIOGRAPHICAL MEMORIES

Emily Schryer, Michael Ross, Myra Fernandes, Matthews Melanie; University of Waterloo – According to socioemotional selectivity theory, older adults are motivated to maintain well-being through self-regulation of emotional states: relative to younger adults, older adults are more inclined to focus on and remember positive episodes (Mather & Carstensen, 2005). Research on the age-related positivity bias has examined recall of pictures and words – stimuli only peripherally associated with emotional well-being in everyday life. The present study examined recall of positive and negative autobiographical memories among older (60-85) and younger (17-30) adults over a two week time period. In the first week, participants reported 4 positive and 4 negative recent autobiographical memories; they were asked to recall the same memories again in the second week. In week 1, older and younger adults recalled an equal number of positive events; however, older adults recalled significantly fewer negative events than younger adults. In week 2, younger adults remembered more week 1 events than older adults, and both younger and older adults recalled more positive than negative week 1 events. There was no evidence in correct recall of an age-related positivity bias. The age-related positivity bias did, however, emerge in false memories (memories of events not reported in week 1). Older participants reported more false memories than younger participants. In these false memories, older adults were more likely to report positive than negative events. Younger adults did not differ in the number of positive and negative false memories they reported. We suggest that false remembering might be an important means of emotional self-regulation for older adults.

G3

THE ROLE OF SELF-ESTEEM IN DETERMINING EYE-MOVEMENTS DYNAMICS

Krzysztof Krejtz¹, Izabela Krejtz², Maksymilian Bielecki¹, Katarzyna Paszy¹; Wojciech Ciemniowski¹, ¹Warsaw School of Social Psychology, ²Institut of Psychology, Polish Academy of Sciences – Dynamical perspective on self-esteem suggests that people tend to persevere, stabilize and fixate on self-related information confirming their self-evaluation. We claim that this process may be reflected in dynamical features of self-esteem congruent attentional bias. Therefore depending on the level of self-esteem people direct their attention toward different regions of their phenomenological field. The hypothesis was tested with an eye-tracking procedure. Participants were exposed to 60 experimental trials consisting of two schematic faces, smiling, sad and threatening, being randomly presented on a six-slot matrix. Participants were to memorize the place where the faces appeared. During memorization phase their eye gaze was recorded. Time of eye fixations, number of returning saccades and a first saccade were of our interest. Results are discussed in the theoretical framework of complex systems explaining the relation between global self characteristics and dynamical patterns of attention.

G4

CULTURE AND STEREOTYPING: HAN CHINESE SCHEMAS ABOUT HUI MUSLIM AGGRESSION AND VIOLENCE

Irene Yeh; University of Arizona – Cultural contexts, derived from political, economic, and social systems, fundamentally shape people's perceptions of self and other. Using independent and interdependent models of cognition and stereotyping theories, the present research examined the model of stereotyping used by both majority and minority group members in an interdependent culture. Two studies of majority Han Chinese stereotyping of the minority Muslim Hui as aggressive and violent suggest that stereotyping can function as an event schema, or a mental association network that connects features and actions in a sequence of events. In Study 1 (N = 325), analysis of questionnaire responses revealed that Han and Hui participants attributed dispositional aggression and violence to situational context. Moreover, the Han also did not stereotype the Hui at the individual level. Study 2, which involved a content analysis of interviews (N = 32), showed that the Han stereotyped the Hui using an event schema of aggression and violence, associated these attributes with the target's entitativity (cohesive group action), and incorporated dialectical reasoning (acceptance of contradiction) about the target. These results suggest that stereotyping can occur as a narrative about situational conditions under which an entitative group is likely to take aggressive or violent action. Implications for how people in different cultures use stereotypes to interpret out-group aggression and violence are discussed.

G5

EVERY GARDEN HAS ITS WEEDS: GRIT, SELF-CONTROL, AND RESPONDING TO FAILURE

Seth Gitter¹, Dianne Tice¹, Angela Duckworth²; ¹Florida State University, ²University of Pennsylvania – Even the most successful in life face the prospect of failure. People differ greatly however, as to how they respond to negative feedback. Some face failure head on, using it as diagnostic information for later performance. Others abstract failure as due to external factors in order to remain positive about their current situation. Self-handicappers go so far as to preemptively provide external causes for poor performance (Tice, 1991).

The current study's aim was to identify those people who are more likely to use these strategies when faced with failure. We propose that those individuals who are highly ambitious and possess a high degree of self-control will be more likely to reassess failure toward more positive, motivational ends. Those lacking in these traits however are predicted to be more likely to avoid failure and its implications -- opting to feel good now rather than planning for the future. A correlational study was conducted to assess the relationship between self-control, grit (extreme ambition and perseverance; Duckworth, under review) and measures addressing responses to negative feedback and self-handicapping behaviors. Individuals high in self-control and grit were less likely to use self-handicapping behaviors than those scoring low on these measures. Those high in self-control and grit also seemed to use more positive and motivational coping styles to evaluate their failure. These results suggest that although everyone faces failure in life, those who are highly focused and ambitious are more likely to use that failure as a learning experience than their less ambitious counterparts.

G6
**LOVE AND MASTERY: CONTINGENT REGARD AND THE COM-
 PULSIVE REGULATION OF MASTERY GOALS** Ryan D. Acuff¹, Guy Roth², Arlen C. Moller¹, Edward L. Deci¹; ¹University of Rochester, ²Ben Gurion University of the Negev – Positive parental conditional regard (PPCR)—providing more love and affection than usual when child meets parents' expectations—is a common socializing strategy in our society. Past research has found that PPCR is successful at socializing parentally desired behaviors in various domains (e.g. prosocial behavior, emotion control, sports), but the recipient of conditional regard tends to enact their behavior out of a sense of internal compulsion rather than an experience of choice. Although PPCR seems to incur emotional costs for the recipient, research has not investigated the effects of these parenting practices directed toward an outcome which is consistently linked with well-being. The current study seeks to clarify whether the emotional costs of PPCR are a result of the socializing practice or the specific object of socialization. This study examines consequences of college students' self-reported PPCR (from mothers) and autonomy-support parenting (ASP) toward their mastery goals (a competence goal that has been consistently linked with well-being outcomes). We found a significant indirect effect between PPCR toward mastery goals and subsequent adoption of mastery goals through a sense of internal compulsion toward mastery goals. In addition, there was an indirect effect between ASP toward mastery goals and the subsequent adoption of mastery goals through the experience of choice. These results indicate that 1) positively conditionally regarding mastery goals may motivationally transform mastery goals into compulsively regulated goals that are less enjoyable and 2) autonomy-supportive parenting practices may be an alternative to conditionally regarding practices.

G7
**GLOBAL AND CONTEXT-SPECIFIC ASPECTS OF PLURAL PRO-
 NOUN USAGE AS A MEASURE OF INTERDEPENDENCE** Jeffrey M. Williams, Linda K. Acitelli; University of Houston – Plural Pronoun Usage (PPU) has been used to measure cognitive interdependence or the extent to which an individual views the romantic partner as part of the self. PPU is calculated by counting the number of first-person plural pronouns (we, our, us) participants use when describing their relationship. We examined the convergent, divergent, and predictive validity of PPU as a function of different questions used to elicit PPU. The spontaneous usage of plural pronouns was assessed by conducting face-to-face interviews with each member of 238 couples. Individually, participants were asked six open-ended questions regarding different facets of their relationship, such as a general description of the relationship, how their relationship is different from others, and the "nice" things in their lives. Responses were parsed into discrete statements, and four coding schemes were used: (1) the raw number of

non-repetitive uses of a plural pronoun, (2) the number of statements using a plural pronoun, and (3 and 4) each of these divided by the total number of statements. We found similar results regardless of coding scheme. More importantly, dependence between partners' responses varied widely, and PPU predicted different outcomes, depending on the question asked. For example, PPU in response to the "different from others" question showed greater convergence with other measures of interdependence and was a better predictor of relationship satisfaction than other questions. Results are discussed in terms of the validity of PPU as a general measure of interdependence in light of differences in outcomes according to the question asked.

G8
**CORRELATES OF BODY SATISFACTION AMONG OVER 2000
 HETEROSEXUAL, GAY, LESBIAN, AND BISEXUAL PARTICI-
 PANTS: GLOBAL BODY SATISFACTION, WEIGHT CONCERN,
 AND GAY IDENTITY.** Curtis Yee, David Frederick, Natalya Maisel, Negin Ghavami; UCLA – Much research has been conducted on the body image concerns of heterosexual women, while research on men and sexual minorities has been relatively neglected. Past research has consistently found that gay men report poorer body satisfaction than heterosexual men – research on differences between lesbian and heterosexual women is less conclusive. The goal of this study was to identify the correlates of body satisfaction, as well as the relative level of satisfaction, across these groups. We reasoned that identification with the gay community may play an important role in body satisfaction for gay and lesbian individuals. Specifically, identification with the lesbian community would be related to increased body satisfaction, because historically the lesbian community may have been more accepting of a wider array of body types. In contrast, identification with the gay community would be related to poorer body satisfaction, because historically there has been an emphasis on the lean and muscular body in the gay community. We tested these associations in a study of over 2000 heterosexual, gay, lesbian, and bisexual participants. Among all groups, poorer body image was associated with less life satisfaction, more concern with how other people judge their body, attributing a lower quality of life to their feelings about their body, and a larger body mass. In contrast to the predictions, affiliation with the gay community was unrelated to body satisfaction, although perceptions that one had a "butch" appearance was associated with greater satisfaction for both gay men and lesbian women.

G9
**SPOKESPERSON FAMILIARITY AND PERSUASION: BOUNDARY
 CONDITIONS** Max Weisbuch¹, Diane Mackie²; ¹Tufts University, ²University of California at Santa Barbara – Familiarity plays an important role in persuasion. Familiar statements are especially likely to be evaluated as true (e.g., Arkes, Boehm, & Xu, 1991), familiar messages tend to be processed non-analytically (Garcia-Marques & Mackie, 2001) and familiar spokespersons have a persuasive advantage over unfamiliar spokespersons (Bornstein, Leone, & Galley, 1987; Weisbuch, Mackie, & Garcia-Marques, 2003). The latter finding has yet to be convincingly incorporated into an established model of familiarity. Here, we focus on a fluency attribution model of familiarity (e.g., Jacoby, Kelley, & Dywan, 1989) to more fully examine spokesperson familiarity effects. According to this model, repeated exposure to a spokesperson gives rise to a positive perceptual experience (fluency), which can be mis-attributed to the value of the persuasive message. One important boundary condition for spokesperson familiarity effects should therefore be the fluency-attribution target. Specifically, when spokesperson-generated fluency is attributed to a non-message variable, positive attributions to the persuasive message itself should be eliminated. Such non-message attributions would preclude any persuasive advantage for a familiar spokesperson, according to the fluency-attribution model. In two experiments a woman's photo was repeatedly (subliminally) presented,

and subsequently accompanied a persuasive message. Consistent with hypotheses, inflated ratings of the message followed repeated spokesperson exposure (compared to a no exposure control), but only when inflated ratings of the spokesperson (fame or recognition) or her photo (perceptual clarity) were not observed. Discussion focuses on (a) implications for familiarity theories and (b) guidelines for maximizing the influence of familiar spokespersons.

**G10
DOES MOTHER KNOW BEST?: EXAMINING CULTURAL ORIENTATION DIFFERENCES IN THE EFFECTS OF 3RD-PARTY OPINION ON DATING CHOICES.**

J. L. Robyn Howard, Jason R. Brewster, H. Colleen Sinclair; *Mississippi State University* – In Iyengar & Lepper's (1999) research, they found that Anglo-American students, in contrast to Asian-American, performed less well and liked tasks less when these tasks were chosen by their mothers as opposed to self-selected. These differences were explained in terms of collectivistic vs. individualistic identity. In this study, we extended these findings to see how parental opinions might affect dating choices, expecting that individualists would be less likely to abide by the choices of their parents, and collectivists more so. In a mock virtual dating game experiment, 90 participants were told that their bachelors/bachelorettes had been rated for them by, depending on condition, their mother, best friend, or experimenter (contact information for the 3rd-parties had been obtained in a screening survey, along with individualistic-collectivistic orientation information). We then examined how the participant ranked the bachelor(ette) the 3rd-party had chosen for them, as well as how much they liked the candidate. Significant differences were found between individualists and collectivists as far as where they ranked and how much they liked the candidate allegedly chosen for them by their parents. Results generally confirmed expectations. Collectivists liked the candidate chosen by their parents the most, whereas individualists liked the approved candidate no more than any other. No differences were found for friends, in that individuals tended to go with whomever their friends chose. Limitations will be discussed, as will future directions. Also, implications of information source and cultural differences in the elusive "Romeo & Juliet effect" will be addressed.

**G11
EFFECTS OF ATTACHMENT ORIENTATIONS AND RELATIONSHIP INSECURITIES ON SEXUAL MOTIVES**

Yanna J. Weisberg¹, Gurit E. Birnbaum², Jeffrey A. Simpson¹; ¹*University of Minnesota*, ²*Bar-Ilan University* – Adult attachment orientations are known to be associated with the functioning of the sexual system in romantic relationships (Feeney & Noller, 2004). In that sexual behavior can meet attachment-based needs such as intimacy and closeness, situations such as relationship insecurity that activate the attachment system should increase sexual motivations. Recent survey studies have found that perceived relationship threat is associated with enhanced sexual motivation (Davis, Shaver, & Vernon, 2004; Schachner & Shaver, 2004). Additionally, these sexual motives should not be independent of the individual's attachment orientation. The correlational nature of previous studies has, however, precluded drawing firm conclusions about the possible causal link between the accessibility of attachment orientations and specific sexual motives and the added effect of relationship insecurities. We have performed an experimental investigation of the effects of both attachment orientation and relationship insecurities on sexual motives. In two studies, participants completed measures of motives for having sex following an imagination task. In Study 1, participants imagined an external relationship threat, an internal relationship threat, or a non-relational threat scene. Results showed that external threat enhanced extraneous sexual motivations (e.g., impressing peers), whereas internal threat enhanced intimacy motives. In Study 2, participants visualized a relationship in which they felt secure, avoidant, or anxious. The findings indicated that both anxiety and avoidance

primes promoted self-enhancing motives, primarily among highly avoidant and less anxious persons. These results illustrate the connection between attachment and sexual motivations and promote research into further understanding of the function of sexual behavior in romantic relationships.

**G12
THE EXTENDED CONTACT EFFECT: THE INFLUENCE OF GROUP TYPICALITY ON INTERGROUP ATTITUDES**

Leo Kiu, Stephen C. Wright, Monica M. Toews; *Simon Fraser University* – The extended contact hypothesis holds that knowing of an ingroup member who has an outgroup friend can increase positive outgroup evaluations (Wright et al., 1997). This hypothesis emphasizes the possibility of reducing intergroup prejudice without the requirement of having outgroup friends oneself. Several mechanisms thought to explain this effect describe perceptions of how typical the two friends are of their respective groups as crucial. The current study examined the proposed exemplar mechanism by using laboratory-created groups, manipulating the typicality of the two cross-group friends, and measuring outgroup evaluations. Participants were asked to observe a video of an ingroup member and an outgroup member (confederates) interacting with each other on a competitive puzzle task. The typicality of each confederate was independently manipulated. Results showed that observing a friendly interaction between a typical ingroup member and a typical outgroup member led to more positive outgroup attitudes than observing the same interaction with one or both members being atypical of their respective groups. This data provides support for the role of group typicality works as an explanatory mechanism in the extended contact hypothesis. It is also worth noting that this effect of ingroup and outgroup typicality was found only for those who self-identified with their ingroup. In conclusion, the extended contact effect provides a promising practical platform for improving intergroup relations. These outcomes should encourage the development of more cross-group friendships, which in turn should provide opportunities for greater improvement of intergroup attitudes.

**G13
PUTTING ON A HAPPY FACE: THE ROLE OF INDIVIDUAL DIFFERENCES IN MASKING EMOTIONS**

Dawn De Gere, Yuichi Shoda; *University of Washington* – People often hide their emotions by masking, or concealing a felt emotion with the expression of a different emotion. While masking was first documented in the psychological literature over 30 years ago (Ekman, 1972), few studies have systematically investigated the phenomenon. Using self-report measures, the present research has determined: 1) the emotions that are typically masked and the emotional expressions used to conceal them; 2) the social contexts in which people mask emotions (i.e., with whom people mask); 3) the effects of masking on subsequent mood states; and 4) the individual difference factors related to these masking behaviors. Several individual difference factors were associated with participants' reports of the types of emotions that they mask, the social contexts in which they mask them, and the effects that they believe masking has on their subsequent moods. Specifically, women report masking negative emotions in the presence of outgroup members more than men ($p < .01$). Asian Americans report masking positive, but not negative, emotions more than European Americans across all social contexts ($p < .05$) and report feeling better when they do so ($p < .001$). Finally, both depression ($p < .05$) and neuroticism ($p < .01$) are associated with reports of feeling worse when masking negative emotions than when expressing them. The findings establish descriptive information about masking behavior, which is essential for future research on the phenomenon. They also shed light on gender, cultural, and individual differences in affect expression and indicate that the impact of emotion regulation on mood varies systematically as a function of these factors.

G14**INDIVIDUAL DIFFERENCE CORRELATES OF HUMAN VALUES**

Alexander M. Guindon, Jordan B. Peterson; University of Toronto – Schwartz (1992) posited a theory of basic human values identifying 10 motivational types and developed the Schwartz Values Scale. Although some values are inherently in conflict with others (hedonism with benevolence, for example), the administration of the questionnaire using the traditional Likert scale design allows respondents to rate themselves equally high on all items and positive responding bias is a problem. The Schwartz items were instead presented in a forced choice ranking format, along with measures of intelligence, creativity, "Big 5" traits, and future discounting, to 190 (56 men, 134 women) ethnically diverse participants from the introductory psychology course. A Varimax rotation analysis yielded three principal components with Eigenvalues greater than 1, accounting for 57.5% of the variance; Self-Centered Power Seeking, Agreeable Conforming, and Non-traditional Sensation Seeking. Creativity was predicted by three first order Schwartz value factors and two higher order values. Intelligence only weakly predicted Self-directedness and Benevolence. Participants having a high benevolence value demonstrated lower future discounting. Several strong associations were noted between a number of motivational values and each of the Big 5 traits except for neuroticism. Schwartz and Boehnke's (2004) modified circumplex model was supported using this forced choice ranking questionnaire design with significant negative correlations between orthogonal values and positive correlations between related values. The prime motivational factor of "Self-Centered Power Seeking" in this sample of university students is of social interest. The use of a values questionnaire as an independent predictor of personality traits is also considered.

G15**THE PSYCHOPHYSIOLOGY OF ELEVATION: VAGAL WITHDRAWAL, VAGAL REBOUND AND TENDERNESS**

Gary Sherman¹, Christopher Oveis², Jonathan Haidt¹; ¹University of Virginia, ²University of California, Berkeley – Elevation, an emotion triggered by the good deeds of others (Haidt, 2003), is characterized by distinctive physical sensations (e.g., pleasant feelings in chest, "lump" in throat) and, for some, by subsequent feelings of warmth and tenderness. In two studies, we investigated whether these phenomenological dynamics are associated with changes in the activity of the vagus nerve. We conducted two within-participant, video induction studies, using respiratory sinus arrhythmia (RSA) as an index of vagal activity. In Study 1 (N = 45), elevation, but not amusement, was associated with withdrawal of RSA and with concomitant heart rate (HR) acceleration. This finding was replicated in Study 2 (N = 51), in which elevation was compared to a similar, other-focused emotion, admiration. Elevation, but not admiration, was associated with RSA withdrawal and concomitant HR acceleration. In addition, the degree to which participants exhibited subsequent rebound in RSA was positively correlated with self-reported feelings of tenderness ($r = .43, p < .01$) and also predicted future heart rate responses to the admiration video ($r = -.70, p < .001$), presumably reflecting a shift to parasympathetic dominance and the inhibition of sympathetically-mediated responses. These findings are consistent with Porges' polyvagal theory (2001) which argues that vagal withdrawal, by allowing for increased metabolic output without activation of the sympathetic nervous system, facilitates active social engagement and that subsequent vagal rebound facilitates behavioral calmness and tenderness. Such changes in autonomic physiology may underlie elevation's ability to promote interpersonal warmth (Algoe, Haidt & Silvers, 2006).

G16**HIGH MATH AND SCIENCE WOMEN: RESISTING GENDER GROUP INFORMATION AND STEREOTYPE THREAT**

Cherie D.

Werhun, Jonathan Freedman; University of Toronto – According to Stereotype Threat (ST; Steele, 1995; 1997), when faced with gender stereotypes regarding math, women highly invested in math will underperform in their presence. Challenging this claim, Werhun and Freedman (under review) showed that when investment is defined by vocational commitment, women pursuing highly math and science-focused (HMS) domains were resistant to ST, performing similarly between gender threat and no information conditions. In contrast, only women pursuing applied math and science domains showed ST. Tests of self-identity revealed HMS women felt neither implicated nor threatened personally by gender group information. The present research extends this work by including an additional third condition of "no gender differences" in an ST experiment. Previous research suggests this condition ameliorates math performance. To further demonstrate their independence from gender group information we predicted HMS women would not show improved math performance. In line with our predictions, women pursuing HMS domains did not under-perform under gender threat compared to the other conditions ($p > .05$), nor did they show greater performance under the "no gender differences" condition ($p > .05$). Furthermore, tests of state self-esteem revealed no difference in performance confidence across conditions, and no difference in interest in math and science areas at the end of the experiment ($p > .05$). Results suggest that the presence of gender group information, in both negative and positive terms, has little effect on HMS women; implying they are able to separate their individual identities from general group information and avoid stereotype threat.

G17**HOW SELF-CONSTRUAL SHAPES THE BOWLING ALONE**

Monika Bauer, Galen V. Bodenhausen; Northwestern University –

In *Bowling Alone*, Robert Putnam (2000) makes well-documented suggestions as to the societal factors that may account for the steady decline in civic engagement that has marked North American society in recent decades. The present research investigated one perspective on how these societal changes have influenced people's thinking about the social world, ultimately contributing to changing patterns in social behavior. The hypothesis that self-construal is a variable that affects people's choices to spend time pursuing individual or group activities, as well as the quality of their experiences doing so, was tested. Experiment 1 showed that self-construal impacts preferences to work alone or in groups, in that an interdependent self-construal was associated with an increased preference to work in groups, whereas an independent self-construal was associated with an increased preference to work alone. Next, we were interested in addressing why people display varying preferences for individual and group activities as a function of self-construal. In Experiment 2, participants were randomly assigned to work alone or in a group. Their ratings of invested effort, as well as their actual performance, depended on whether their working conditions aligned with primed self-construal; specifically, participants primed with independence reported investing more effort and performed better when working alone, whereas participants primed with interdependence invested more effort and performed better when working in a group. A third study provided support for the idea that independents' and interdependents' contrasting preferences for individual and group activities generalize beyond the sphere of work activities and that they relate to belonging need fulfillment.

G18**THE IRONIC EFFECTS OF TRYING TO PROVE HOW SMART YOU ARE: FOCUSING ON DEMONSTRATING INTELLIGENCE TO OTHERS IMPAIRS TEST PERFORMANCE**

Ista Zahn¹, Andrew Elliot¹, Marcus Maier²; ¹University of Rochester, ²University of Munich –

The present study investigated the effects of test description and reasons for performance-approach goal adoption on test performance. Previous research in the achievement goal tradition suggests that focusing on

demonstrating one's ability to others is negatively associated with achievement outcomes, including performance. Other evidence suggests that the way tests are presented (e.g., as tests of intelligence, vs. problem solving exercises) can also have an impact on test performance. However, previous work has not directly investigated whether presenting a test as diagnostic of intelligence is sufficient to disrupt performance, or whether this effect will occur primarily when individuals are focused on demonstrating their intelligence. We sought to directly address this issue by manipulating both test description, and reasons for performance-approach goal adoption. Participants were randomly assigned to one of four conditions created by crossing test description (IQ test vs. control) and demonstration focus (demonstrate how intelligent you are vs. control). Results revealed that those instructed to demonstrate their intelligence scored significantly lower on an anagram test than those who did not receive this instruction. Presenting the test as a measure of intelligence did not impair test performance; however, the effect of the demonstration manipulation was more pronounced in this condition. These results indicate that framing a task as a measure of intelligence is not sufficient to impair test performance. Rather, presenting tests in this manner appears to exert an inimical influence primarily when individuals are also focused on proving how smart they are.

G19

GROUP IDENTITY AND PERCEIVED PREJUDICE: DO STRONGLY AND WEAKLY IDENTIFIED AFRICAN AMERICANS EXPERIENCE DIFFERENTIAL EXPOSURE TO PREJUDICE?

Nao Hagiwara¹, Jennifer S. Pratt-Hyatt¹, Cheryl R. Kaiser²; ¹Michigan State University, ²University of Washington – African Americans who are strongly identified with their racial group report experiencing more prejudice than their weakly identified counterparts. Previous research examining the relationship between racial identification and perceived prejudice has focused primarily on understanding whether stronger levels of racial identification cause individuals to interpret ambiguous events as due to prejudice or whether perceiving more prejudice causes individuals to identify more strongly with their racial group. In this study, we examined another possible explanation for this relationship. Specifically, we tested whether strongly identified African Americans actually experience more objective prejudice than their weakly identified counterparts. To test this explanation, we had 80 White Americans who had previously completed an anti-Black attitudes measure evaluate an African American target who expressed strong or weak levels racial identification. Consistent with predictions, participants evaluated the strongly identified target more negatively than the weakly identified target. Moreover, this effect was not moderated by participants' endorsement of anti-Black attitudes, indicating that both prejudiced and non-prejudiced participants liked strongly identified African Americans less than weakly identified African Americans. The results suggest that the positive relationship between racial identification and prejudice perceptions may be based on real differences in exposure to prejudice rather than on differences in subjective construal of the social world.

G20

ATTITUDE DISSOCIATION? THE INTERPLAY OF ASSOCIATIVE AND DELIBERATIVE ATTITUDE PROCESSES

Michael McCaslin, Chris Loersch, Richard Petty; The Ohio State University – In recent years, considerable controversy has surrounded the nature of implicit and explicit attitudes and what is captured by the implicit and explicit measures used to assess them. The purpose of the present research is to shed light on this debate by examining whether or not different modes of evaluation (i.e., associative versus deliberative) are uniquely reflected in different kinds of attitude measures (i.e., implicit versus explicit). One possibility suggested by previous literature is that different attitude measures reflect different modes of evaluation, such that implicit measures are only sensitive to association-based processes and explicit measures are only influenced by deliberative processes. A second

possibility suggested by prior research is that both kinds of measures can be affected by either type of attitude process. To examine these two possibilities, positive/negative associations toward a target person were created using a classical conditioning procedure, and explicit positive/negative behaviors enacted by the target individual were also presented for consideration. The impact of the associative and deliberative information on attitudes was then assessed using both implicit and explicit measures. Results provided evidence for the view that implicit and explicit measures do not uniquely reflect just one mode of evaluation. For example, the associative information created by the conditioning procedure significantly influenced participants' responses on explicit measures, and a significant effect of the explicit information emerged on the implicit measure. In sum, this research suggests that the impact of associative and deliberative processes of attitude formation can be reflected in both implicit and explicit measures.

G21

DOES LOVE MAKE US BLIND?—EFFECTS OF ATTRACTION ON SELF AND PARTNER PERCEPTIONS

Shanhong Luo; University of North Carolina at Wilmington – Although we have a relatively good understanding of what leads to romantic attraction, little is known about how attraction may influence individuals, for example, their perceptions of themselves and of their partner. Previous research provides evidence that positively biased partner perceptions (i.e., positivity bias), enhanced self perceptions, and perceptions of one's partner as overly similar to one's actual self (i.e., similarity bias) and as overly similar to one's ideal self (i.e., idealization bias) are all associated with greater attraction. Most researchers have interpreted these findings as indicating that such perceptions lead to attraction. However, I argue that the perception-attraction link should be conceptualized as a bidirectional process rather than a unidirectional one. More specifically, I hypothesize that attraction leads to the positivity bias, enhanced self perceptions, the similarity bias, and the idealization bias. In Study 1 I tested these hypotheses in a sample of single individuals (N=154) and in Study 2 in a sample of individuals who just started dating (N=137). Across both samples and across two different attraction manipulations, I found robust and replicated evidence suggesting that increased attraction led participants to show the positivity, similarity, and idealization biases. Attraction also had some, although weak effects on enhanced self perceptions. Additional analyses suggested that these observed attraction=>bias effects could not be accounted for by mood effects. Theoretical and practical implications of these findings are discussed.

G22

CONTROLLING MONEY MAKES YOU FUNNY: THE EFFECTS OF POWER ON LAUGHING

Tyler F. Stillman, Roy F. Baumeister; Florida State University – Researchers have suggested that the human capacity to laugh evolved as a mechanism by which people can affect perceivers so as to create social bonds and promote reciprocal altruism (Owren & Bachorowski, 2003). Three studies tested this theorized role of laughter by measuring laughter in individuals who were in the presence of someone with whom they would likely want a closer relationship—a high power or high status individual. The studies indicated that being in a position of relative low power increases willingness to laugh, even at unfunny jokes. Naturalistic observation of groups of restaurant patrons found lower status members laughed more than high status ones. In an experimental study, participants laughed more at an interviewer's jokes when the interviewer controlled their cash rewards than in the absence of monetary power. In a third study, low-power participants (manipulated again by expecting someone else will decide one's cash reward) laughed more than high-power ones even when they were alone. Low power also increased laughing at a coworker who did not hold reward power.

G23**WHEN INTERSECTION BECOMES INCONGRUITY: PERCEIVED CONFLICT AMONG MULTIPLE IDENTITIES**

Brooke Allison Lewis Di Leone, Phillip Atiba Goff; The Pennsylvania State University – Every individual has multiple identities (e.g., male, straight, White, etc.). The current research examined one instance in which others may perceive a conflict among a target's multiple identities. Based on stereotypes of Black male hypermasculinity and hyper(hetero)sexuality, it was predicted that participants would perceive a target's masculine, Black, and homosexual identities to be incompatible. Study 1 examined whether individuals were less likely to picture a Black target when they were asked to picture a gay man. Study 2 examined whether gay word primes increased response time when identifying male faces as Black. Study 3 examined whether Black gay male targets were imagined to have less central racial or sexual orientation identity than Black straight and White gay and straight male targets. Support was found for each hypothesis. Taken together, these results suggest that there is a perception that Black, masculine, and homosexual identities are incompatible. The impact of this perception on the construction of individuals' identities is also discussed.

G24**THE EFFECTS OF MINDFULNESS, PREVIOUS EXPERIENCE, AND METACOGNITIVE AWARENESS ON EMOTION**

Jessica Tipsord, Bertram Malle; University of Oregon – This study examined the effects of dispositional mindfulness, previous experience with yoga and/or meditation, and metacognitive awareness on emotion. Previous research suggests that mindful awareness of one's thoughts and emotions can reduce negative emotions such as anxiety (Kabat-Zinn, 1990; Segal, Williams, & Teasdale, 2002). Mindful awareness was induced by having participants take a distant perspective on their own mental states and label the type of thoughts and emotions they experience. In addition, half the participants were also taught to be aware of their breathing and re-focus on their breathing after each instance of labeling. Participants used their assigned strategy while performing a variety of tasks in the lab over two time points separated by several weeks. Results indicate that, regardless of strategy, those high in dispositional mindfulness reported less negative emotion at both time points, specifically less anxiety at time 2, and found their assigned strategy easier to use during time 1 than those low in dispositional mindfulness. In addition, those who had no prior experience with yoga or meditation reported more anxiety if their strategy was labeling with breathing than if it was mere labeling. Thus, for those who have no previous experience with meditative or breathing techniques or for those who are dispositionally low in mindfulness, learning strategies of mindful awareness may initially result in negative emotions. These results are consistent with meditative traditions, which suggest that negative emotions may occur when one first learns to meditate, but over time benefits such as reduced anxiety result.

G25**THE AWE-INSPIRED AND SOCIAL NATURE OF GOOSEBUMPS**

Richard H. Smith, David Y. Combs, Caitlin A. J. Powell, Sung Hee Kim; University of Kentucky – Definitions of goosebumps emphasize their origins in people's reactions to cold or to frightful objects. But goosebumps can also be caused by positive social stimuli, such as hearing a great speech. In fact there is reason to predict that social stimuli are more associated with goosebumps than individual concerns. According to Keltner and Haidt's (2000) analysis of awe, an extreme emotion often accompanied by goosebumps, this kind of emotion, in its primordial sense, serves an adaptive function of encouraging a submissive, sometimes fearful response to more powerful and dominant conspecifics. Such biologically-based, adaptive reactions to powerful individuals may then generalize to other entities associated with power, shaped by cultural norms. As goosebumps are clear physiological reactions that people can report with precision, they may be an especially good marker of the emotion of awe.

The purpose of this study was to examine retrospective accounts of feeling goosebumps to test predictions about their link to awe-inspiring stimuli. Undergraduate participants wrote anonymous accounts of a time when they felt goosebumps, and these accounts were coded for type of eliciting events as well as for other features of the experience. As predicted, the largest proportion of the accounts (47%) entailed reactions to extraordinary actions by others or social events external to the self. Forty-three percent described reactions to frightening events, and only 6% described reactions to personal achievements. Other features largely supported recent theoretical views on awe, suggesting that goosebumps are a good index of this emotion.

G26**VICARIOUS COLLECTIVE SELF-VERIFICATION: YOUR VERIFICATION IS MY VERIFICATION**

Lindsay Shaw Taylor, Serena Chen; UC Berkeley – Research indicates that people strive to be seen as they see themselves in the context of their social groups, a phenomenon known as collective self-verification (Chen et al., 2004). For example, people prefer to interact with partners who verify their important collective self-views over non-verifying partners, even when these self-views are negative. Drawing on social identity and self-categorization theories (e.g., Tajfel, 1982; Turner et al., 1994), which suggest that ingroup members have shared identities and experiences, the present studies tested the hypothesis that people can satisfy their collective self-verification strivings vicariously through ingroup members. In Study 1, female participants who view needing approval (a stereotypically feminine, negative attribute) as important to defining women were exposed to an ingroup member, Amy, who characterized herself as needing approval. They then heard an evaluator's remarks about Amy. The more participants saw the evaluator as verifying Amy's negative attribute, the more they liked the evaluator. This effect was particularly apparent among participants high in gender identification. In Study 2, female participants observed Amy being evaluated by both a verifying and a non-verifying partner. Among participants who view needing approval as important to defining women, liking for the verifying (but not the non-verifying partner) was greater to the degree Amy was perceived as being a representative or prototypical group member. Overall, these findings add to a growing body of research demonstrating that people may be vicariously affected by ingroup members' behaviors and experiences (Norton et al., 2003; Lickel et al., 2005).

G27**THE CENTRALITY OF EVOLVED MOTIVES ON THE NONCONSCIOUS EVALUATION OF OBJECTS ACROSS THEIR LIFE SPAN**

Julie Huang, John Bargh; Yale University – Previous research suggests that motivational states linked to survival and reproductive success, such as self-protection and mating goals, drive the selective processing of social information (e.g., Neuberg et al., 2004). The present research considers such evolved motives, along with concepts gained through early experience in the physical world, as "core" concepts upon which further concepts are based (Lakoff & Johnson, 1980). Priming these core concepts influences psychological phenomena including evaluation, goal pursuit, and social perception (Bargh, 2006), but has yet to address innate or evolved motivational concepts. Accordingly, we tested the hypothesis that the nonconscious activation of a mate-search goal would have a more general influence on perception and judgment beyond the interpersonal domain. A set of participants were primed with a mate-search goal by reading a book passage about people on a date; control group participants read a description of a building. Participants then rated the attractiveness of different objects presented at various stages of their lifespan (e.g., unripened fruit, ripe fruit, and rotten fruit). As predicted, the evaluations of objects by participants primed with the mate-search goal were more affected by the object's stage in its "lifespan" than were the ratings by the control group. In a manner analogous to age preferences in mate selection (Kenrick & Keefe, 1992), immature and

past-prime objects were devalued and “ripe” or peak objects were enhanced in value. Overall, these findings suggest the central importance of evolved motives on judgments and evaluations across diverse real-world contexts.

G28

DOES STRESS MAKE YOU FAT? A PSYCHOPHYSIOLOGICAL STUDY OF STRESS AND EATING *Brandon Cosley¹, Shannon McCoy¹, Laura Saslow², Michelle Ehle³, Elissa Epel⁴, ¹University of Maine, ²University of California, Berkeley, ³University of Memphis ⁴University of California, San Francisco*—America is currently facing a dire epidemic of obesity. Approximately 35% of American adults are overweight (NHANES, 1999-2002). One factor that may contribute to weight gain is stress induced non-homeostatic eating (eating without metabolic demand). Stress is likely to increase both preference for, and consumption of, high fat sweet foods due to elevation of the stress hormone cortisol. In the current study, we investigated the relationship between perceived stress and eating behavior among moderately overweight women and examined the psychological and physiological mechanisms that mediate and moderate this relationship. Women participated in a modified version of the Trier Social Stress Task (i.e. Speech, Interview, Serial Subtraction) during which their cardiovascular (BP, ECG, ICG) and neuroendocrine (cortisol) reactivity were monitored. The administrators of the task provided either supportive feedback (challenge condition) or neutral feedback (threat condition). Participants then indicated their perceived stress and were led to an adjacent room where a variety of snacks varying in fat content were available. Although both conditions were demanding, women in the threat condition experienced more stress relative to the positive condition and consumed more fat grams (controlling for eating on non-stress day). Further mediational analyses suggest that this increase in fat calories consumed by women in the threat condition is due in part to the increase in stress. The relationships among perceived stress, physiological stress reactivity, and women’s eating behavior are discussed. These data suggest that interventions aimed at reducing women’s perceived stress may be effective in fighting the epidemic of obesity.

G29

WHEN INCLUSION ISN’T ENOUGH: THE EFFECTS OF PERFORMANCE THREAT, FEEDBACK, AND RANKING ON SELF-EVALUATIONS *Caitlin A. J. Powell¹, Jorgianne Civey Robinson², Richard H. Smith¹, ¹University of Kentucky, ²Duke University*—Although inclusion in groups is an important foundation for self-esteem, people who rank low on important group attributes may feel vulnerable to exclusion. The purpose of this study was to determine if the combination of low ranking and performance threat would lower self-evaluations of included participants, and if positive feedback from group members would mitigate the negative impact of ranking and performance threat. Two hundred and fifty undergraduate students participated in the study. The experiment was a 2 (ranking: high vs. low) × 2 (performance threat: high vs. low) × 2 (feedback: positive vs. neutral) between participants randomized design. Participants received instructions that their performances in the group activity would either be evaluated (high threat), or not (low threat). Participants were then told they ranked higher or lower than the other participants on an aptitude test. After choosing group members for an activity, participants learned they had been accepted in the group. They also received votes from fellow group members. Half of the participants received positive written statements on their votes (positive feedback). The other half did not receive written statements (neutral feedback). There was a significant three-way interaction for positive affect: participants who were under high threat, ranked lower than others, and received no ameliorative feedback reported the lowest levels of positive affect. There was also a significant main effect for feedback on state self-esteem: positive feedback led to higher self-esteem than neutral feedback. This indicates that even when a

person is included, additional factors can create negative self-evaluations.

G30

THROUGH THE BACK DOOR: IMPACT OF ART ON EMOTION CHANGE IN DEFENSIVE INDIVIDUALS *Maja Djikic^{1,2}, Keith Oatley¹, Sara Zoeterman¹, Jordan Peterson¹; ¹University of Toronto, ²Harvard University*—An experiment tested the hypothesis that defensive individuals (as defined by their attachment style and self-enhancing tendencies) will experience greater change in emotion than non-defensive individuals in response to art. One hundred and sixty-six first-year undergraduates (112 women and 54 men, mean age = 19.5 years) from a large urban university participated in the experiment. After filling out a set of questionnaires including the Attachment Style Questionnaire, Balanced Inventory of Desirable Responding, and Emotion Checklist, the experimental group read the short story *The Lady with the Toy Dog* by Anton Pavlovich Chekhov, while the control group read the control text that had the same content as the story, but was documentary in format. The control text was controlled for length (6,358 words), readability (Flesch-Kincaid Grade Level score was 6.7), and interest level. Following this, all participants filled out another set of questionnaires, including the Emotion Checklist. As hypothesized, our results show that while experimental (art) group had experienced significantly greater change in emotions than the control (non-art) group $F(1, 164) = 5.73, p = .05$, it was the defensive individuals who experienced most emotion change [$F(2,163) = 2.7, p < .05$ for the Condition X Egoistic Bias; and $F(2,163) = 2.92, p < .05$ for Condition X Avoidant Attachment]. We conclude that when exposed to art, the defensive individuals are more vulnerable to emotion change than their non-defensive counterparts.

G31

PLAY FOR NO PAY: A SOCIAL PSYCHOLOGICAL STUDY OF ILLEGAL DOWNLOADING AMONG COLLEGE STUDENTS *Frederick Leach, Dale Miller; Stanford University*—Every day millions of otherwise law-abiding people log on to peer-to-peer file-sharing networks and download music illegally. Yet why they do so is poorly understood. A longitudinal study was conducted involving 117 college freshmen to understand the social forces and psychological processes associated with illegally downloading music via peer-to-peer file-sharing networks. Results indicated that perceptions of descriptive norms for downloading (how many people are downloading) rather than prescriptive norms (how many people approve of downloading) were most important in determining whether or not students downloaded music illegally. Neither attitudes toward the music industry, beliefs about economic harm to artists, concern about punishment, interest in music, nor beliefs about the morality of downloading reliably distinguished downloaders from non-downloaders. Additional results demonstrated that rather than being calculating rational actors, students who downloaded were very concerned with the moral implications of their behavior and took non-rational action and constructed beliefs to maintain a positive self-view. We conclude that focusing on self and social beliefs is necessary to combat many forms of illegal behavior.

G32

ESCAPING ACCUSATION: AN INTERSUBJECTIVE PERSPECTIVE *A. David Nussbaum, Claude M. Steele; Stanford University*—Seventy three European American participants expecting to tutor minority children and be tested on their ability were randomly assigned to two manipulations: the test was either good or bad and the context of judgment was either judgmental or supportive. Manipulating the quality of the test was intended to differentially constrain participants from disengaging from the implications of the test. In the judgmental context the test was presented as assessing the level of participants prejudice and their ability to interact with minorities. In the supportive context the test was presented as designed to help enhance interracial interactions for

participants assumed to be unprejudiced. Participants' disengagement was measured, as was the amount of time they spent avoiding tutoring by working on a different task. Consistent with previous findings by Nussbaum & Steele (in press), time spent avoiding tutoring was mediated by disengagement among participants in the judgmental context, but not in the supportive context. The less participants were able to disengage from the test's implications the more they avoided it. Notably, disengagement was lower when the test was described as good rather than bad and, as a result, time spent avoiding the test was higher. The findings suggest that participants who felt accused of potential prejudice were inclined to try to disprove the allegations, but only to the extent that they were able to disengage from the implications of possible failure. When they were unable to disengage, participants instead chose to avoid the test. This pattern was absent in the supportive context.

G33

ON THE BENEFITS OF EXPRESSIVE WRITING ABOUT A SINGLE VS. MULTIPLE TRAUMATIC EVENTS Megan L. Robbins, Cindy K. Chung, James W. Pennebaker; *University of Texas at Austin* – The expressive writing paradigm is characterized by people experiencing significant health and behavioral benefits after writing about their deepest thoughts and emotions about a traumatic experience in their lives. The present study was conducted to find whether writing about different stressful or traumatic events for each of three expressive writing sessions was more beneficial to mental and physical health than writing about one event. Furthermore, it examined whether participants who had a choice in number of topics experienced more or less health benefits than those who wrote about an imposed number of events. Participants were randomly assigned to one of three conditions: expressive writing about one event, expressive writing about three events, or choice of number of events. Participants who wrote about one event, by obligation or by choice, experienced greater improvements in mental and physical health at the one-month follow-up than participants who wrote about three events. The writing samples were analyzed by multiple trained coders and by automated text analyses to uncover why writing about one traumatic event might be more beneficial to health than writing about three events. This poster presents coding and language differences between writing about single versus multiple events. Based on the present study's results, it is recommended that future expressive writing interventions have participants focus on a single event over the course of three writing sessions to experience maximal health benefits.

G34

REGULATORY FOCUS AND INTERDEPENDENT MOTIVES Geofrey Leonardelli, Jun Gu; *University of Toronto* – Interdependent motives are typically defined by how much individuals are concerned competitive (proself) or cooperative (prosocial; Pruitt & Carnevale, 1992). We propose an additional dimension to interdependent motives, that is, their focus on comparative or unitary outcomes. Comparative motives seek to minimize or maximize the difference between an individual's outcome and that of another person, whereas unitary ones seek to maximize a singular outcome, with little attention to differences between self and other. Moreover, we argue that regulatory focus predicts individuals' orientation to comparative or unitary motives. Individuals with a prevention focus, who seek security and safety, exhibit a comparative orientation: when prosocial, they want to minimize differences between outcomes (to prevent the other person from engaging in conflict), and when proself, they want to maximize differences between outcomes (to punish the other person for being a source of conflict). By contrast, those with a promotion focus, who seek growth and nurturance, exhibit a unitary orientation: when proself, they seek to maximize their personal gain (to get the best personal outcome possible) and when prosocial, they seek joint gain (to nurture the relationship). A correlational study and a laboratory experiment support predictions: Those with a prevention focus were more likely to minimize or maximize differences between

outcomes, whereas those with a promotion focus were more likely to maximize personal or joint outcome. This research suggests the importance of comparative outcomes to creating feelings of security and provides a theoretical framework of regulatory focus in social conflict and interpersonal relations.

G35

SUBJECTIVE SOCIAL STATUS: PSYCHOLOGICAL CONSEQUENCES IN A LABORATORY SETTING Benita Jackson¹, Jean Twenge², Jessica Chiang¹, Elizabeth Goodman^{3,4}; ¹Smith College, ²San Diego State University, ³Brandeis University, ⁴Heller School for Social Policy and Management – How do social hierarchies influence health? Recent research suggests that as early as adolescence, lower subjective social status (SSS) is associated with depressive symptoms. This association holds even after accounting for objective social status indicators. However, the mechanisms by which SSS influences mental health have not been characterized. The process of chronically paying attention to the causes, consequences, and symptoms of one's distress is called ruminative coping. Ruminative coping has been shown to increase depressive symptoms, but the relationship between social status and ruminative coping remains unexplored. We hypothesized that inducing low (v. high) SSS would promote ruminative coping. Thirty-six female college students—16 self-identified as Black, 20 as White—were randomly assigned to imagine themselves as either high or low on a SSS “ladder” at a future college reunion. Using a 2 (social status, high/low) x 2 (race/ethnicity, Black/White) experimental design, participants who imagined themselves at the bottom of the ladder showed significantly higher levels of ruminative coping ($M = 1.28$; $SD = .75$) than those at the top ($M = .09$; $SD = .27$), $F(1, 32) = 33.8$, $p < .0001$. Race/ethnicity was not associated with ruminative coping and did not alter the effect of low SSS. Because ruminative coping was non-normally distributed, we also conducted non-parametric testing; the pattern and statistical significance of findings remained the same. Therefore, low SSS increases ruminative coping and may be a plausible mechanism by which SSS influences depressive symptoms.

G36

AFFECTIVE FORECASTING WHEN EMOTIONS CONFLICT: THE UTILITY OF MEASURING GUT REACTIONS IN ADDITION TO THOUGHTFUL EXPECTATIONS Catherine D. Rawn, Elizabeth W. Dunn; *University of British Columbia* – Recent lines of research have examined both anticipatory emotions (which people viscerally experience in the present when they think about a future stimulus/event) and anticipated emotions (which people expect to experience in response to a future stimulus/event, but do not necessarily experience in the present). Yet, virtually no research has examined the relationship between anticipatory emotions and anticipated emotions (or “affective forecasts”). Although people should typically draw heavily on their anticipatory emotions in making affective forecasts, there may be circumstances in which people's thoughtful forecasts become divorced from their gut-level anticipatory emotions. In this study, we expected dieters would experience conflict between their (a) anticipatory emotional response to a diet-relevant food and (b) thoughtful affective forecast about enjoying that food. Participants were presented with a bite-sized cookie and a piece of celery, one at a time (order counterbalanced). For each food, two surreptitious raters blind to condition coded participants' anticipatory emotions immediately after the food was revealed. Participants then made thoughtful affective forecasts, ate the food, and reported actual enjoyment. Results revealed that among dieters, who are motivated to override initial responses to the food items, both rater-coded anticipatory emotions and thoughtful forecasts uniquely predicted self-reported enjoyment of the foods. As expected, nondieters' rater-coded anticipatory emotions were aligned with thoughtful forecasts, making no unique contribution to the prediction of food enjoyment. We conclude that when people have

conflicting emotional reactions to a stimulus, anticipatory emotions contribute meaningfully to the prediction of actual enjoyment, beyond measurements of anticipated emotions.

G37**PUTTING SOCIO-COGNITIVE CONFLICT IN CONTEXT: DISAGREEMENTS ARE MORE THREATENING IN COMPETITION**

Sheree M. Schragger¹, Céline Darnon^{1,2}, Judith M. Harackiewicz¹; ¹University of Wisconsin, Madison, ²University of Clermont, Ferrand – An emerging literature on “socio-cognitive conflict,” or disagreement with another person regarding the solution to a problem (Doise & Mugny, 1984), posits two sets of consequences arising from such disagreement: On one hand, doubting the validity of one’s knowledge can lead to epistemic curiosity, cognitive reconstruction, and subsequent task engagement (Ohlsson, 1996); on the other, it can threaten perceptions of one’s own competence (Butera & Mugny, 2001). We hypothesized that competition would moderate the effects of socio-cognitive conflict, such that conflict in a non-competitive context would lead to greater engagement and perceived competence, whereas conflict within a competitive context would be experienced as threatening and lead to disengagement and lowered perceptions of competence. In a 2 (conflict: present/absent) x 2 (competition: present/absent) factorial design, participants arrived at the lab in pairs and solved five practice word puzzles on a computer. The other participant’s solutions were then ostensibly displayed; in fact, participants saw manipulated responses that either matched (non-conflict condition) or differed from (conflict condition) their own. Participants subsequently either competed or worked independently on the word game Boggle. Measures of engagement (enjoyment, involvement, competence valuation) and perceived competence were taken several times during the session. On each measure, the conflict x competition interaction emerged as predicted, suggesting that participants find the socio-cognitive conflict threatening within competition but engaging when their competence is unconnected to the disagreeing other. We are currently analyzing data from a follow-up study and hope to provide converging evidence that threat is responsible for these results.

G38**A MULTILEVEL NONLINEAR MODEL OF ADJUSTMENT TO BEREAVEMENT: EVIDENCE FROM A NATIONAL LONGITUDINAL STUDY**

Christopher T. Burke¹, Niall Bolger², Patrick E. Shrout¹; ¹New York University, ²Columbia University – Bereavement research suggests that grieving should end within a few years of the loss, and that longer-lasting grief reactions are cause for concern. However, much of this research has focused on general outcomes, such as level of depression, while few have examined variables related to the grief process, such as the frequency of thoughts about the deceased. Recent work by Carnelley, Wortman, Bolger, and Burke (in press) found that grief processes like this are still commonly reported many years after the loss. Using a nonlinear model that predicts adjustment that is rapid initially and slows over time, approaching an asymptote, Carnelley and her colleagues found evidence that some of these processes occur even decades after the loss. One limitation of this work, however, is the use of a cross-sectional sample to study an inherently longitudinal process. The present study uses a multilevel version of the nonlinear model to examine grief process in a longitudinal sample. Using data from the Changing Lives of Older Couples survey, we look at individual differences in the frequency of positive and upsetting thoughts about a deceased spouse over the first four years following the loss. This analysis extends the findings of Carnelley and her colleagues, demonstrating that there is an overall positive shift in the tone of thoughts about the spouse over time. Additionally, analysis of the random effects shows important individual differences in these trajectories. We discuss these findings in terms of a restructuring of the mental representation of the partner following the loss.

G39**SELF-FOCUS AND THE SADNESS-SPLURGE EFFECT**

Cynthia Cryder¹, Jennifer Lerner¹, James Gross²; ¹Carnegie Mellon University, ²Stanford University – The sadness-splurge effect is the tendency for decision makers in a sad emotional state to acquire a commodity at significantly higher prices than decision makers in a neutral state (Lerner, Small & Loewenstein, 2004). This effect occurs even when sadness is unrelated to the choice at hand and even when decision makers deny any influence of sadness on their choices. Although this effect involves one of the most routine activities in daily life (i.e., making purchases), the precise mechanisms underlying the sadness-splurge effect remain poorly understood. The present experiments (N = 68): (a) replicate the effect in two different real-world buying paradigms, increasing external validity over past studies, and (b) test one hypothesis regarding underlying mechanisms. Results reveal, for the first time, the main mediating mechanism: thoughts about the self. Specifically, in both studies, the more decision makers made references to themselves when asked to describe their reactions to a sad film, the more they paid to acquire a commodity. Self references mediated outcomes over and above the effects of emotional intensity. By studying individuals’ actual behavior when real financial incentives are at stake, these studies reveal not only new theoretical implications for self-focus and emotion but also practical implications for individuals’ every-day choices.

G40**THE DYNAMICS OF SOCIAL SUPPORT PROVISION IN COUPLES**

Masumi Iida¹, Christopher Burke¹, Patrick E. Shrout¹, Niall Bolger²; ¹New York University, ²Columbia University – Intimate partners provide each other social support for a variety of reasons and the likelihood of support provision varies from day to day. We have shown that partners are more likely to provide support when the potential recipient is distressed, when support equity is not in balance, and when time toward a major planned stressful event is running out (Iida et al, submitted). An analysis of discrete determinants of support provision, however, ignores possible dynamic processes by which likelihood of support oscillates over a fixed period. In this poster we present new results on dynamical models (Boker & Nesselroade, 2002) for provision of support among couples who are approaching a major acute stressful life event. Results are based on analysis of daily diary reports of 166 cohabiting couples who completed diary forms for five weeks before one member of the dyad – a recent law school graduate – sat for the state bar examination. Daily reports of support provision by the partner of the examinee defined the primary outcome variable. An initial multilevel model of support provision provides smoothed estimates of provision likelihood. These are analyzed with a dynamical multilevel model that provides both average patterns of oscillation in support provision, and an assessment of individual differences in these patterns. We found evidence for cycles of support, and for dampening of the cycles (providing more consistent support) as the acute stressful event approaches. Results are represented both quantitatively and graphically.

G41**THE NEED SATISFYING POTENTIAL OF VIDEO GAMES: MOTIVATIONAL AND ENERGETIC OUTCOMES OF PLAY IN VIRTUAL ENVIRONMENTS.**

Andrew Przybylski¹, Richard Ryan¹, Scott Rigby; ¹University of Rochester – With annual revenues exceeding that of Hollywood, the video gaming industry has become a dominant entertainment medium. Daily, millions of Americans spend hours engaged in video games. Yet to date little empirical research has investigated the motivation behind this preoccupation. In this study we apply Cognitive Evaluation Theory (CET; Deci & Ryan, 2000) and Baumeister and Voh’s (1998) Ego-depletion model to examine the need satisfying potential of virtual environments and their effects on intrinsic-motivation and energy. We test the Ego-depletion hypothesis that tasks requiring self-regulation deplete energy, and the CET prediction that

insofar as activities satisfy needs for autonomy and competence they facilitate intrinsic-motivation and moderate the main effect predicted by the depletion model. Participants ($n = 88$) played a popular video game for twenty minutes. Before and after the session state vitality and need satisfaction were assessed and intrinsic motivation and in-game need satisfaction were measured following play. Because the task entailed behavioral regulation, we found a significant drop in vitality, or depletion effect, across participants pre- to post-play. However, in-game autonomy and competence perceptions moderated this effect, and were associated with a positive change in vitality and intrinsic motivation. Results suggested that mere exposure to a “fun” virtual environment does not by itself elicit positive outcomes. A virtual environment only energizes players insofar as it meets basic psychological needs. These results also suggest that although events in a virtual environment are not “real” in the strictest sense, they nonetheless have real and measurable effects on energy and motivational states.

G42

EVERYDAY SOCIAL SUPPORT AND BIOLOGICAL RESPONSES TO A LABORATORY STRESSOR Sarah L. Master¹, Barbara J. Lehman², Clayton J. Hilmet³, Shelley E. Taylor¹; ¹University of California, Los Angeles, ²Western Washington University, ³North Dakota State University—Social support is believed to beneficially impact health and longevity, in part by attenuating biological stress responses. The present investigation examined relationships between everyday social support and neuroendocrine and autonomic responses to an acute laboratory stressor. This study extends prior research that has largely focused on cross-sectional or longitudinal links between levels of social support and static health indicators or has manipulated social support in the laboratory to determine its effects on stress responses, inadvertently allowing for distraction and/or evaluation apprehension. In the present study, 110 UCLA students and staff members rated the closeness of their college friendships and indicated if they were in a committed relationship. Participants also completed self-report measures of psychosocial resources, including validated measures of time spent giving and receiving support and of coping responses. Within the following week, participants engaged in the Trier Social Stress Test (TSST), during which cortisol and cardiovascular responses were assessed. Lower cortisol reactivity to the TSST was significantly associated with closer college friendships, being in a committed relationship, more hours spent giving and receiving support, and greater use of emotional and instrumental support when coping with stressors, but not with any other coping strategies. Participants in committed relationships also had faster cortisol recovery responses. Some interesting gender differences were also found. Cardiovascular reactivity to the TSST was unrelated to the social support measures. These findings suggest that social support in everyday life may beneficially impact health and longevity by attenuating neuroendocrine responses to the various daily stressors we undoubtedly face.

G43

HOW WAS YOUR DAY? THE ROLES OF GENDER AND ATTACHMENT STYLE ON COUPLES' EMOTIONAL RESPONSES TO TELLING AND HEARING ABOUT POSITIVE AND NEGATIVE EVENTS OF THE DAY Angela Hicks, Lisa Diamond; University of Utah—Building on previous research on “capitalization” (the mood-boosting effects of sharing positive experiences with social partners), we used daily diary data, collected from 49 cohabiting couples over a 3-week period, to examine gender and attachment style effects on one of the most common and emotionally salient aspects of romantic life: telling your partner about the most positive and negative events of your day, and also hearing about the most positive and negative events of your partner’s day. We predicted that capitalization (changes in mood associated with telling about positive events) would be matched by corresponding “hearing” effects (changes in mood associated with your partner telling

you about a positive event). This prediction was confirmed, although the “hearing” effect was less pronounced among women high in attachment avoidance. With respect to discussing negative events, we found unexpectedly that hearing about a partner’s most negative event was associated with reductions in negative affect among men. We also examined how the emotional effects associated with telling/hearing about positive and negative events compared to the emotional effects of events directly involving the partner. On days when participants listed a partner interaction as the best or worst event of their day, they reported greater emotional changes than when they simply told their partner about a non-partner event. These effects, too, were moderated by female’s attachment avoidance. Overall, this work contributes to our understanding of how the day-to-day emotion regulation functions of sharing positive and negative experiences varies as a function of gender and attachment style.

G44

POSSIBLE CAUSES OF LOW SELF-ESTEEM AMONG CHINESE Huajian Cai, Qiuping Wu; Sun Yat-Sen University—It is well established that Easterners exhibit lower self-esteem than Westerners (Hemert & Hui, 2006). Three possible causes have been proposed: Modesty (Brown, 2003), Dialecticism as reflected by ambivalence (Spencer, Peng, Wang & Hou, 2004) and absence of the need for self-esteem (Heine, Lehman, Markus & Kitayama, 1999). Two studies were conducted to examine these possibilities by using data from China. In Study 1, 379 college students completed the Rosenberg Self-esteem Scale, a modesty scale and a dialecticism scale. Modesty and Dialecticism were independent of each other ($r = .10$, n.s.) and had independent, negative associations with self-esteem, $\beta_{modesty} = -.41$, $\beta_{dialecticism} = -.26$, $p < .001$. Study 2 examined the need for self-esteem by examining positive self-evaluation bias in Chinese. A meta-analysis was conducted on studies assessing self-esteem in Chinese academic journals. The 59 qualified studies included 71976 subjects across 125 independent samples. The standardized difference between the raw scale score and the scale mid-point served as the index of self-evaluation bias. There was a significant positive self-evaluation bias, $M_{weighted} = .66$, 95% CI = 0.63 to 0.69. We conclude that, like individuals in other cultures, Chinese have a clear need to maintain positive self-evaluations. However, Modesty and Dialecticism significantly reduce the magnitude of self-esteem expressed by Chinese.

G45

NARCISSISTIC STRIVING FOR SUCCESS: AN EXPERIMENTAL TEST OF THE SPECIALIZATION STRATEGY Damian J. Moskowitz, Oliver P. John; University of California, Berkeley—The “Nobel Prize Complex” refers to a condition in which narcissists strive to achieve great success, such as winning a Nobel Prize, becoming President, or winning an Oscar (Tartakoff, 1966). Here, we propose that narcissists try to attain success by specializing in narrow domains in which they think they have the potential to excel. Non-narcissists, we hypothesize, tend to strive more for well-roundedness. If true, narcissists should be more likely than non-narcissists to spend time practicing skills at which they think they can excel instead of skills at which they think their likely performance potential is average. We tested this hypothesis in an experiment in which participants had the opportunity to specialize in one of three computer games. Narcissism was measured using the Narcissistic Personality Inventory. Participants received false feedback that their initial performance was “outstanding” on one game and only “okay” on the other two. The dependent variable was whether participants chose to practice the “outstanding” game instead of one of the two games for which they had received “okay” feedback. Indeed, the predicted interaction effect was observed. Consistent with our specialization hypothesis, narcissistic individuals were more likely to practice the game for which they received “outstanding” initial performance feedback. In contrast, non-narcissistic individuals were less likely to further practice the game in which they received “outstanding” initial performance

feedback. Moreover, additional ratings showed that narcissists' efforts to specialize were motivated by a desire to outperform others (superiority motivation) rather than to feel good about themselves (self-esteem motivation).

G46**UNDERSTANDING THE PSYCHOLOGY OF MORAL CONVICTION: A TEST OF THE UNIVERSALISM AND CONSEQUENTIALISM HYPOTHESES**

Brad Lytle, Linda Skitka; University of Illinois at Chicago – Research reveals that people who disagree with perceivers' moral views are reacted to with greater levels of intolerance and rejection than those who disagree with perceivers' non-moral views. What causes people to react more vehemently to those who disagree with their moral views than their equally strong, but non-moral views? Two possible answers are that attitudes held with moral conviction are higher in universalism (i.e., the belief that all people should share their moral view), consequentialism (the belief that a morally right action is one that produces good consequences), or both, relative to strong but non-moral attitudes. If people perceive their moral convictions to be true for everyone they will become more universalistic when their moral conviction is activated, but if people believe their moral convictions should lead "good" consequences they will become more consequentialistic when their moral conviction is activated. Two studies tested these hypotheses. Participants viewed a videotape or read an essay of someone who described their stance about a potentially morally divisive topic. The results of both studies were the same: Participants whose position on the essay or video topic was held with strong moral conviction were more universalistic from pre- to post-test, but were similarly consequentialistic. Participants who did not see the issue in a moral light remained constant in the level of universalism and consequentialism from pre- to post-test. Results confirm that activating moral convictions in interpersonal contexts lead people to take a more universalistic, but not a more consequentialist, view of morality.

G47**AN EXAMINATION OF ANTI-ISRAEL AND ANTISEMITIC BELIEFS**

Yael Granot, Jannay Morrow; Vassar College – The idea that anti-Israel sentiment is equivalent to antisemitism has been gaining currency with popular sources and scholars. Antisemitism has also been discussed in terms of dimensions, including traditional antisemitism (e.g. Jews are conniving), the belief that Jews have too much power, and perceptions of Jews as clannish. Most research has not examined these dimensions or considered whether anti-Israel views relate to anti-Jewish prejudice or discrimination. The current study explores these issues and tests whether anti-Jewish and anti-Israel beliefs are distinguishable. Undergraduates completed a survey in which beliefs about Jews were embedded, and some participants rated a Jewish college applicant. Anti-Israel beliefs and overall antisemitism were weakly correlated. Traditional, power-focused, and clannish-focused antisemitism were strongly correlated. Only power-focused antisemitism was related to anti-Israel beliefs. Although anti-Israel sentiment and antisemitism were not synonymous, anti-Israel beliefs predicted some discrimination and anti-Jewish attitudes. Anti-Israel beliefs predicted less willingness to admit the target to the participants' college and beliefs that target would not fit-in at Harvard. Anti-Israel sentiments predicted viewing the target as more selfish, elitist, cliquish, and pushy. Hierarchical regressions tested whether anti-Israel beliefs and dimensions of antisemitism predicted beliefs about Jews. Anti-Israel beliefs and traditional antisemitism negatively correlated with the belief that Jews value peace. Power-based antisemitism predicted the belief that Jews should not think of themselves as "Chosen." Traditional antisemitism predicted that Jews overestimate the prevalence of antisemitism. These findings suggest that anti-Israel beliefs do predict some forms of anti-Jewish prejudice and research should consider various dimensions of antisemitism.

G48**PROVIDING EMOTIONAL SUPPORT TO INDIVIDUALS IN DISTRESS: WOMEN'S UTILIZATION OF NONVERBAL CUES.**

Donna Whitsett, Yuichi Shoda; University of Washington – What features of a distressed individual's disclosure (i.e., sharing personal thoughts, feelings, and information) influence a potential support-provider's decision to provide emotional support? The current research identifies the cues that potential support-providers use in deciding whether to help an individual in distress and examines individual differences in cue-use. Participants viewed short video clips of 65 different individuals disclosing in response to the same stressful situation. Clips varied only in the characteristics of the distressed person and how the reaction to the stressor was expressed. Participants viewed random pairs of clips and were asked, for each pair, to select which person they would be more willing to provide emotional support. For each comparison, participants indicated why they chose one individual over the other, in a free-response format. Responses were coded in order to determine what features of the clips each participant relied on in order to make support-relevant judgments. The results showed that, compared to men, women's responses contained significantly more cues ($p < .001$). In general, women were more likely to report using body language cues ($p < .01$), including fidgeting ($p < .05$). Women were also more likely to report using facial cues than men ($p < .05$). These findings were replicated in Study 2, which used a similar research paradigm. The results of the present study shed light on the cues that potential support-providers use when deciding whether to help an individual in distress, and suggest that females are more likely to rely on nonverbal cues when making support-relevant judgments.

G49**ATTITUDES AS PREDICTORS OF POLICE USE OF FORCE**

Brandon D. Riley, Donna M. Desforges; Sam Houston State University – Purpose: This study examined the influence that attitudes have on tolerance for the use of force by police, as measured via questionnaires and scenarios involving varying degrees of severity of police violence against suspects of different ethnicities. Methods: Participants completed a questionnaire packet that included the Symbolic Racism (SR; Sears & Henry, 2003), Legal Authoritarianism (LA; Kravitz, et al., 1993), and Social Dominance Orientation (SDO; Pratto et al. 1994) scales. Later, participants read a vignette describing a police capture of a suspect and rated the appropriateness of the officers' use of force. They selected the most likely outcome of the suspect's complaint of excessive force, and indicated what they thought should have happened. Results: Both SDO and LA emerged as predictors of SR in hierarchical multiple regressions. SR, LA, and SDO demonstrated significant correlations with approval of force, with SR emerging as the greatest predictor for use of force, followed by LA. Whites and males more approving of force than non-Whites and females. Non-Whites were more tolerant of use of force when the suspect was White. SR, LA, and pro-police attitudes correlated positively with perceptions that the police department would probably react punitively toward the officers. Non-Whites were more likely to perceive that the sanctions against the officers would probably not be as severe as they deserve. Conclusion: Racial/ethnic differences in perceptions of police treatment continue to be a controversial issue. Our study uncovers some of the individual attitudes that contribute to those differences.

G50**SEXUAL AND ASEQUAL INTERPRETATIONS OF FACIAL ATTRACTIVENESS**

Robert G. Franklin Jr.¹, Reginald B. Adams Jr.¹, Adam J. Rubenstein²; ¹The Pennsylvania State University, ²Old Dominion University – Little consensus exists as to which components of a facial stimulus make a face attractive. Several different explanations of attractiveness exist, including averageness, sex-typicality, symmetry, and neoteny. Explanations for the existence of attractiveness are generally either sexual or asexual in nature. Sexual explanations refer to

attractiveness as indicating mate quality while asexual explanations of attractiveness indicate general aesthetic preferences for facial stimuli. We hypothesized that these constructs represent fundamentally different forms of processing and are combined in the singular construct represented as attractiveness. Participants rated faces for either how "attractive" they were or how "appealing" they were in a sexual and asexual situation. Sexual and asexual attraction both highly predicted general attraction ($r=.886$ and $r=.911$, respectively). Additionally, asexual and sexual attraction were intercorrelated ($r=.901$). We also ran partial correlations to see if sexual and asexual attractiveness ratings would continue to significantly predict general attractiveness ratings when controlling for the other. When controlling for sexual attraction, ratings of asexual attraction remained significant (partial $r=.346$, $p<.01$), and vice versa (partial $r=.599$, $p<.001$). In addition, when subjecting the corresponding effect sizes to a direct comparison using Fisher's z transformations (see Rosenthal & Rosnow, 1984), the partial correlation for sexual attraction was significantly larger than that for the partial correlation for asexual attraction, though only marginally ($p=.0523$). These findings indicate that attractiveness can be influenced by sexual and asexual situations, suggesting that different theories of attractiveness may be testing different constructs of face preference.

G51

COGNITIVE DISSONANCE AND VICARIOUS DISSONANCE IN EAST ASIA: CAN I FEEL YOUR DISCOMFORT BUT NOT MY OWN? *Jihye Chong, Joel Cooper; Princeton University*—Classic cognitive dissonance research has shown that individuals in Western cultures change their attitudes after engaging in a counter-attitudinal behavior. Additionally, individuals in the West experience vicarious dissonance after observing an ingroup member engage in an attitude discrepant behavior (Norton, Monin, Cooper, & Hogg, 2003). The observers reconcile vicariously aroused discomfort, like personally aroused discomfort, by changing their own attitudes. The present research involves two studies that examine whether Koreans (as a group representing East Asian culture) experience cognitive dissonance, vicarious dissonance, or both. In Study 1, Korea University (K.U.) students participated in a classic cognitive dissonance experiment. Results demonstrated that K.U. students did not change their attitudes to compensate for their discrepant behavior. This finding is congruent with previous research findings on cognitive dissonance conducted in East Asia. In Study 2, K. U. students participated in a vicarious dissonance experiment. As East Asians are prone to be collectivistic, East Asians are inclined to be sensitive about ingroup members' attitudes and behaviors. Thus, we hypothesized that East Asians might still experience vicarious dissonance despite the lack of personal dissonance. We found that K.U. students who were highly identified with the university changed their attitudes after observing an ingroup member participate in an inconsistent behavior. Together, the two studies suggest that East Asians are responsive to an ingroup member's discomfort but not to their own, whereas individuals in the West are responsive to both an ingroup member's discomfort as well as to their own.

G52

ROMANTIC LOVE IN AMERICA AND JAPAN *Irene Tsapelas¹, Helen Fisher², Arthur Aron¹; ¹State University of New York at Stony Brook, ²Rutgers University*—Experiences of romantic love were examined in Japanese ($N=191$) and American (150) samples of young people currently "in love". Participants rated 54 statements regarding their relationship (e.g., "The person I am infatuated with is the center of my life", "Sometimes my feelings for my partner are overwhelmed by passionate, romantic feelings for another person"). Factor analyses for each group yielded three latent factors (after Varimax rotation) with similar loadings in both groups. The first factor reflected strength of romantic feelings, including devotion and commitment. The second involved a preoccupation with the partner's perception of oneself and doubt regarding the partner's

feelings. The third indicated sexual interest in general, with components involving interest in the partner as well as interest in others. Scales were created for each of the three variables based on items with high loadings for both groups (alphas from .78 to .90), which then served as the dependent variables in a 2 (nationality) X (gender) ANOVA. For all three factors, there were significant ($p<.01$) main effects for nationality but main and interaction effects for gender did not approach significance. Americans scored higher on Factor 1 (strength of romantic feelings), while the Japanese scored higher on Factor 2 (preoccupation and doubt) and substantially higher on Factor 3 (sexual interest). Discussion considers cultural and historical variables that may account for these mean differences (and also for some interesting subtle differences in factor content) and potential explanations for gender playing such a surprisingly small role.

G53

CULTURAL BELIEF SYSTEMS, SELF-ESTEEM AND LOCUS OF CONTROL: AN EXISTENTIAL PERSPECTIVE ON CRIMINAL BEHAVIOR *Daryl R. Van Tongeren, Jacqueline M. Anson; University of Colorado-Colorado Springs*—This study examines relationships among cultural belief systems, self-esteem, and perceived control within a sample of incarcerated female offenders ($N = 76$). Viewing criminal behavior from an existential perspective, the authors posit that lack of a solid cultural belief system may lead some individuals to turn toward non-traditional and/or criminal behavior in search of self-esteem. Indeed, results suggest that individuals lacking secure belief systems (which include both strong existential and religious belief schemas) demonstrate significantly lower self-esteem than those reporting strong integrated religious and existential schemas ($p < .001$). Additionally, those with strong religious orientations and a high level of perceived existential well-being showed marginally lower levels of criminal thinking ($p = .066$). Groups also showed significant differences in locus of control ($p = .012$) with those reporting predominantly religious belief schemas having the highest levels of external locus of control, and those with an integrated belief system (strong religious beliefs coupled with a strong sense of existential well-being) having the highest sense of internal control. Inmates reporting higher external locus of control were significantly more likely to rationalize their crimes ($p = .004$) and demonstrated marginally higher levels of criminal thinking ($p = .062$) than those more internally controlled. Such findings imply that the existence, strength, and nature of one's belief system directly affect levels of self-esteem, perceived locus of control, and ultimately perhaps, the adoption of counter-cultural attitudes and criminal behavior.

G54

CIRCA: A NEW ICONIC MEASURE OF SOCIAL GRAMMARS AND RELATIONSHIPS. *Lotte Thomsen¹, Alan Fiske², Jim Sidanius¹; ¹Harvard, ²UCLA*—We present the Circles in Relational Configuration Arrays (CIRCA), a new, non-verbal and iconic measure of conceptual primitives that structure a grammar of social relations. We first demonstrate that the abstract, spatio-relational primitives depicted by CIRCA are valid measures of specific social relationships (Study 1); that people's interpretations of and preferences for CIRCA icons are internally consistent and temporally reliable (Study 2); and that people generate new icons of social relations by intuitively using the same conceptual primitives as utilized by CIRCA (Study 3). We then demonstrate that the domain of inter-group relations is structured by preferences for different CIRCA icons. Amongst other variables, such preferences predict SDO, RWA, multiculturalism, racism, xenophobia and mediate cross-national differences hereof (Study 4). Interpersonal and personal phenomena, such as attachment, self-reported health, happiness, life-satisfaction and clinical depression, anxiety and stress, are also predicted by interpretations of and preferences for CIRCA icons (Study 5). Finally, Inuit hunters and children interpret the CIRCA icons in the same way as do American, Swiss, and Danish students and the effects of preferences

for the conceptual primitives captured by CIRCA replicate amongst Inuit hunters and children (Study 6).

G55**"SHE WASN'T CUTE!": THE EFFECT OF ATTRACTIVENESS AND COMMITMENT ON RATINGS OF CHEATING BEHAVIORS**

Amanda Whitworth, Eddie Clark, Karen Breejen, Karen Wilson, Brent Mattingly, Dan Weidler; Saint Louis University—Research has shown that highly committed individuals are less likely to engage in acts of infidelity (Drigotas & Barta, 2001). Infidelity is pervasive in society, yet it is increasingly unclear what behaviors constitute infidelity. Wilson, Clark, Mattingly, Breejen, & Whitworth (2004) developed a scale to determine what behaviors constitute infidelity by having participants rate 15 behaviors varying in severity. Three factors emerged; ambiguous behaviors, secretive behaviors, and explicit behaviors. In the current study, researchers examined how the attractiveness of a potential alternative partner and priming commitment affected not only the extent to which participants rated 15 behaviors as cheating, but also how likely participants would be to engage in those behaviors with the individual in the photo. Commitment was primed, and participants were shown photos which were either high or low attractiveness, and then asked behavioral and extent questions regarding acts of infidelity. All participants were in current relationships. A three-way Gender X Commitment X Photo interaction emerged for the ambiguous cheating behaviors, in that males were less likely to engage in the ambiguous cheating behaviors with the person in the photo when commitment was primed and the photo was low attractiveness. There were also two main effects of commitment and attractiveness, in that participants were less likely to engage in ambiguous cheating behaviors if commitment was primed, and more likely engage in ambiguous cheating behaviors if the photo was attractive.

G56**SOCIOECONOMIC STATUS (SES) -BASED REJECTION SENSITIVITY AND SES IDENTITY CONCEALMENT**

Rodolfo Mendoza-Denton, Michelle Goldman-Flythe; University of California, Berkeley—We investigated the influence of rejection sensitivity on concealment of a context-specific stigmatized identity, specifically socioeconomic status (SES), in rejection-relevant contexts. A measure of socioeconomic status-based rejection sensitivity (RS-ses) was developed and validated (Study 1) based on existing rejection sensitivity measures (Downey & Feldman, 1996; Mendoza-Denton et al., 2002) and research on SES, relative deprivation and status (Exline & Lobel, 1999; Ostrove, Feldman, Adler, 1999). Self-reported concealment of SES identity was examined in university and home environments among lower and higher SES students (Study 2). We proposed that rejection based on SES would be a relevant threat for both lower and higher SES students in a diverse university environment, but only lower SES students would find SES a relevant threat in their home environment. RS-ses positively predicted SES concealment at the university, regardless of SES. RS-ses positively predicted SES concealment at home for lower SES, but not higher SES students. We discussed future implications of this research.

G57**"FRANKIE AND JENNY": SEX STEREOTYPING AND THE COGNITIVE MISER REVISITED**

Douglas Martin, C. Neil Macrae; University of Aberdeen—Understanding the complex relationship between controlled and automatic processes in perceiving other people has been one of the major themes of social psychological research over the past 30 years. Much of this work has focused on the way our social interactions are guided by the propensity to infer information about other people based on our knowledge of the groups to which they belong. It has often been suggested that such categorical processing is an automatic and inevitable consequence of encountering a group member. Recent research, however, has indicated that category activation may be considerably more

conditional than previously assumed. In particular, research has shown that exemplars that are less prototypical of a particular group (e.g., African American), produce less activation of information associated with that category. In the current investigation, we explored whether removing an important categorical cue of sex (i.e., hairstyle) would impact on automatic and controlled sex categorization. We examined this using a sequential sex-priming paradigm in which primes comprised blurred facial images with or without hair cues. An explicit sex-classification task using the same priming stimuli as targets was also undertaken. The results revealed that responses on the priming task (automatic categorization) were only mediated by the faces that contained hair cues; whereas for the classification task (explicit categorization), faces from both conditions were accurately categorized. This apparent lack of category activation suggests that categorization is not necessarily an inevitable product of perceiving a person.

G58**HOW GENDER DIFFERENCES IN PERCEIVED TRAITS OF THE PROTOTYPICAL COMPUTER SCIENTIST MAY CONTRIBUTE TO THE GENDER GAP IN CAREERS**

Lauren E. Brewer, Joyce Ehrlinger; Florida State University—There is a large and persistent gender gap in fields such as math, computer science and engineering. The present research explores whether women see themselves as less similar to prototypical members of these fields than do men and, further, whether this feeling of dissimilarity contributes to a reticence to pursue these careers. Participants described the prototypical computer scientist and rated the extent that this description was similar to the self. Participants also rated both themselves and the prototypical computer scientist on a series of traits before rating their own interest in courses and careers related to computer science. As predicted, women rated themselves as less similar to the prototypical computer scientist than did men and this difference mediated their relative disinterest in pursuing future courses and careers related to computer science. Even more interesting, womens' descriptions and trait ratings of the prototypical computer scientist were different from those that men offered. Women were more likely to specifically mention that the prototypical computer scientist was male and were more likely to rate this prototypical person as highly intelligent. In each case, the descriptions differed in a direction that would contribute to women's feelings of dissimilarity. For example, women offered higher ratings of intelligence to the prototypical computer scientist but lower self-ratings of intelligence than did men. These patterns, when combined, exacerbated the perceived difference between the prototype and female participants' self-concept. We argue that the resulting feeling of dissimilarity leads women to feel like they do not belong in these fields.

G59**THE DEPLETED CHAMELEON: SELF-REGULATORY CONSEQUENCES OF SOCIAL ASYNCHRONY**

Amy N. Dalton¹, Tanya L. Chartr¹, Eli J. Finkel²; ¹Duke University, ²Northwestern University—People spontaneously and nonconsciously imitate, or mimic, their interaction partners. We asked whether well-coordinated and poorly-coordinated mimicry can have self-regulatory consequences for interactants. Experiments 1-3 used a two-task paradigm in which self-regulatory performance was assessed after participants interacted with a confederate who either mimicked or anti-mimicked (adopted different) behaviors. Experiment 1 demonstrated that anti-mimicry negatively impacts self-regulation. Moreover, Experiment 1 compared anti-mimicry to the effect of another resource depleting manipulation, emotion suppression, to demonstrate that anti-mimicry affects regulatory resources in the same manner as other self-regulatory tasks. Experiment 2 included a control condition and showed that the effect of mimicry versus anti-mimicry is entirely driven by the depleting effect of being anti-mimicked, rather than a replenishing effect of being mimicked. Experiment 3 tested the proposition that anti-mimicry consumes regulatory resources because it generally violates schema-based

expectations for social interactions, not because anti-mimicry is inherently depleting. We included race as a moderator and found that mimicry can deplete resources (just as anti-mimicry can) when it is unexpected, as in cross-race interactions. Finally, experiment 4 asked what precisely is taxed by unexpectedly poor coordination. We used a divided attention paradigm in which participants completed an attention-demanding regulatory task while interacting with a mimicking or anti-mimicking confederate. To the extent that the social interaction imposed attentional demands on participants, performance on the second attentional task would be impaired. The results showed that anti-mimicry demanded more attention than mimicry, suggesting that anti-mimicry depletes interactants by taxing their attentional resources.

G60**REDUCING UNCERTAINTY OVER TIME: THE ROLE OF MEMORY PERSPECTIVE IN ASSESSMENTS OF PERSONAL CHANGE**

Ryan Brunner, Gifford Weary; The Ohio State University – Previous research on the effects of memory perspective has shown that negative past selves are more likely to be recalled from the third-person perspective (Libby, Eibach, & Gilovich, 2005). Two studies seek to test this idea in a domain in which chronic differences exist in the ability to distance oneself from a negative past self. Specifically, feelings of Causal Uncertainty (CU), or the feeling that one is unable to understand causes, are associated with negative affect and lead to the generation of action plans to reduce uncertainty. Thus, although it is a chronic goal to reduce feelings of uncertainty, research has shown that CU feelings remain chronically available for many people over time (Weary & Edwards, 1994, 1996). Study one first tested whether memory perspective varied as a function of chronic CU levels. Participants were asked to recall uncertain events from their distant past; after recall, they judged whether they remembered the event from either a first or third-person perspective. Results demonstrated that individuals high in CU recalled events in the first person and those low in CU in the third person. Study two also had participants recall uncertain events, but manipulated memory perspective as well. Results showed that assessments of personal change in ability to understand causes varied as a function of memory perspective only when individuals believed the ability to understand causes could change over time; for those who believed this ability was fixed, the perspective manipulation had no effect. Implications for theory and applications will be discussed.

G61**AGENCY AND PATHWAYS COMPONENTS OF HOPE: ARE BOTH ALWAYS NECESSARY?**

Randolph Arnau¹, Jamie Rhudy², John Finch³; ¹University of Southern Mississippi, ²University of Tulsa, ³University of California, Los Angeles – Snyder's (1995) hope theory stresses the importance of both the Agency and Pathways components of hope. However, a recent longitudinal study indicated that although hope predicted a decrease in depression and anxiety, the effect was completely accounted for by the Agency component (Arnau, Rosen, Finch, Rhudy, & Fortunato, in press). One possible explanation may be that Agency and Pathways are both predicting the same variance, or it is also possible that the importance of Pathways is found in an interaction with Agency. The current study utilized the same data from the Arnau et al. study, but was based on new analyses designed to explore these two possibilities. Participants were 522 college students who completed a battery of measures at two time points, with one month between administrations. Hierarchical regression analyses predicting time 2 depression, anxiety, and stress from time 1 Agency and Pathways scores, were conducted. Results indicated that for all criterion variables, the addition of Agency in the second step always led to a significant increase in accounted variance beyond Pathways, but Pathways never led to an increase in accounted variance beyond that of Agency. To evaluate whether Pathways interacts with Agency, hierarchical regressions were conducted with time 1 Agency and Pathways scores step one, and the Agency-Pathways

interaction term in the second step. The results indicated no significant Agency-Pathways interactions. Contrary to Snyder's (1995) theory, Pathways does not appear to account for any additional variance beyond Agency in depression, anxiety, or stress scores, either as a main effect or as an interaction with Agency.

G62**ANXIOUS ENOUGH? THE EFFECT OF SELF-RELEVANCE ON THE REGULATION OF EMOTIONS**

Susan Markunas, Heather Drury, Ralph Erber; DePaul University – To what extent do people try to attain a negative affective state when they believe it helps optimize their performance on a task? This experiment sought to identify conditions in which participants would attempt to increase or decrease their felt level of anxiety in order to perform optimally on a task that is either high or low in self-relevance. It was predicted that participants would attempt to change their level of anxiety when they believed it would further their performance on a task high in self-relevance and would be less likely to change their level of anxiety if the task was low in self-relevance. Participants completed an anxiety measure and anticipated completing an IQ test that differed in levels of self-relevance. Participants were informed that optimal performance on similar tests occurs under moderate levels of anxiety and were then told that their anxiety level was either too high or too low. Used as a means to alter levels of anxiety, participants rated their preference to watch movies that differed in terms of their propensity to induce anxiety (scary movies). Results indicated a significant interaction between anxiety level and self-relevance, in that participants attempted to change their level of anxiety when the task was not self-relevant. This indicates that individuals will actually seek to make themselves more anxious when they believe it will help them perform better on a task low in self-relevance. However, the choices made by participants in the high self-relevance conditions may reflect self-handicapping.

G63**MORE POWER TO YOU: ATTRACTIVENESS OF POSITIONS OF POWER AFTER EXPOSURE TO THE AMERICAN FLAG**

Travis Carter, Melissa Ferguson; Cornell University – The American flag is a dramatic and explicit symbol of America's power and influence throughout the world, but what implicit influences does it have on our attitudes towards power and influence? We investigated whether the mere presence of the American flag can influence our social interactions or daily choices by altering our conceptions of the attractiveness of power. The American flag has previously been shown to nonconsciously activate concepts of war and aggression (Ferguson & Hassin, 2006), which are both forms of dominance and expressions of power. Wealth and material goods similarly connote power, and have been shown to be more attractive after exposure to the American flag (Carter & Ferguson, 2006). Thus, it may be that exposure to the American flag activates the concept of power, perhaps even making it more attractive. In this study, participants were primed with either the American flag or a control figure, and then completed measures examining the attractiveness of positions of power. In addition, we measured the amount of U.S. political news participants followed. When primed with the American flag, participants high in news following found positions high in power more attractive, while those low in news following found positions low in power more attractive. That is, the American flag does implicitly influence our conception of power, but the concepts it activates are different for different people; it activates a desire for more power in some, and a desire for less power in others, depending on exposure to the U.S. political news media.

G64**PROJECTION OF ATTITUDES TO POLITICAL CANDIDATES AT ZERO ACQUAINTANCE**

Jordan Pemefather, Bernadette Park; Univer-

sity of Colorado, Boulder—In the present study 66 participants (33 Democrat and 23 Republican) rated 8 targets identified as congressional candidates. Four targets were identified as Democrats and four were identified as Republicans. The participants rated the targets on the Big Five personality traits (Norman, 1963), as well as political attitudes and values at two times. The first ratings were made using only the target's photographs accompanied by their names and political parties (Time 1). The second rating was made after listening to short ambiguous political messages, which were counterbalanced across candidate party affiliation (Time 2). For attitudes and values, significant projection was obtained, and this occurred primarily for ingroup candidates. Surprisingly, participants' trait judgments showed projection, however there was no significant difference in projection towards ingroup and outgroup candidates. Attitude projection decreased between Time 1 and 2. Trait and value projection did not change significantly over time. These results demonstrate that for projection is present at zero acquaintance, and either remained stable, or in the case of attitudes decreased with exposure to information.

G65

DISRUPTION OF COGNITIVE RESOURCES REVEALS BIAS *Katrina Koslov, Wendy Mendes; Harvard University*—Many people wish to appear unbiased in their decisions and behavior. However, the ability to correct bias may require controlled processes to override automatic and reflexive responses. What happens if the ability to correct is disrupted by limiting cognitive resources? Three studies examined how disruptions of controlled processes affected decisions in the intergroup domain, where motivation to correct is high. We manipulated disruption of controlled processes using cognitive load, time pressure, and physiological threat, which were increasingly more cognitively taxing. Study 1 showed that subjects under cognitive load during a forced choice celebrity preference task had a strong relationship between implicit race bias and choice: greater implicit race bias against Blacks predicted fewer Black celebrities chosen. No relationship between race bias and choice was found in the no load condition, where presumably subjects could "correct" their bias. Study 2 manipulated time pressure and reward during a resume task in which the best candidates for a managerial position had to be selected. Participants in the time pressure plus reward condition chose significantly fewer Black candidates than the expected number. In this condition, implicit race bias predicted the number of Black candidates chosen. Study 3 explored the effects of stress, specifically threat motivation, on decision-making. Participants assigned to the threat condition produced more race-stereotypical answers on a projective test than those assigned to the challenge condition. Together these studies suggest that the ability to correct bias requires cognitive resources, which can be disrupted to reveal stronger associations between implicit bias and choice.

G66

INJUNCTIVE AND DESCRIPTIVE NORMS FROM ROMANTIC PARTNER'S PREDICT CIGARETTE SMOKING DURING THE FIRST FOUR MONTHS OF A NEW DATING RELATIONSHIP *Paul E. Etcheverry¹, Christopher R. Agnew²; ¹Iowa State University, ²Purdue University*—Many studies of adolescent cigarette use find links between peer smoking, peer smoking norms and young adult smoking. However, studies of romantic partner influence on young adult smoking are rare. The current study tests the association of injunctive and descriptive smoking norms from a romantic partner with participant smoking over the initial four months of a dating relationship. Data to test our hypotheses were collected as part of UPTERN, a longitudinal study designed to understand cigarette smoking in young adults involving 35 weekly measurements. Each week participants indicated the number of cigarettes smoked during the preceding week. During the second week, participants indicated if they were in a romantic relationship and whether their romantic partner smoked (Descriptive Norms) and would

approve or disapprove of the participant smoking (Injunctive Norms). These romantic relationship questions were repeated every four weeks after Week 2 (Week 6, 10, 14 etc.) A Growth Curve Analysis was performed using descriptive and injunctive norms from a romantic partner as time-varying covariates to predict participant smoking levels, controlling for participant smoking levels for the weeks before relationship initiation. To study recently initiated relationships, these analyses included only participants not in a romantic relationship at Week 2. Both injunctive and descriptive norms from romantic partners were associated with participant smoking levels. Specifically, as romantic partners smoked more or were more approving of smoking participants smoking levels increased, even after controlling for past participant smoking. These results suggest the importance of romantic partner influence on young adult smoking.

G67

BEYOND DEATH ANXIETY: RELIGIOUS WORLDVIEWS AND SOCIAL JUSTICE BEHAVIOR *Janice Adelman, Allen Omoto; Claremont Graduate University*—The current study aims to explore various factors involved in social justice work. Specifically, what motivates an individual to support others who hold different worldviews? One perspective suggests that maintaining and upholding one's own cultural worldview increases self-esteem, thereby reducing existential anxiety. By contrast, another perspective suggests that various facets of religion provide a cultural worldview that speaks to either the enhancement or attenuation of social justice actions. Older adults (N = 206) responded to the question "The prospect of my own death arouses anxiety in me" on a 5-point scale (DA). Additional multiple-item measures of Religious Identity (RI), Faith in God (FIG), Religious Commitment (RC), and Lifetime Interest in Social Justice Issues (SJI) were also completed. Correlational analyses indicated that DA was not significantly related to any measures, except a weak negative association with RI ($r = -.16, p < .10$). Further mediational analyses of religion and DA provided no support for claims that mortality salience leads to greater support for nationalistic motives of political activity (Beta = $-.03, n.s.$). Despite the mortality salience null effect, RI and RC were both significant predictors of SJI (Betas $> .14, ps < .10$), while FIG was a significant negative predictor (Beta = $-.16, p < .01$). These findings point to the impact that religiousness has on such issues as social justice work. Given that religion serves as a valuable meaning system, these religious values and beliefs may enable researchers to focus on meaningful factors that lead people to engage in socially just behaviors.

G68

BEYOND BLACK AND WHITE: ACADEMIC DISENGAGEMENT AND PERFORMANCE OF EUROPEAN AMERICAN VERSUS ASIAN AMERICAN HIGH SCHOOL STUDENTS IN AN AFFLUENT SUBURB *Alisha M. Watts, Stephanie A. Fryberg, Toni Schmader; University of Arizona*—Academic disengagement refers to the process by which individuals disconnect their self-esteem from academic performance. Prior research has proposed disengagement to explain the performance gap between stigmatized ethnic minorities (e.g., African Americans and Latinos) and European Americans. We argue more broadly that academic disengagement is a situational coping mechanism in reaction to social stigma such that any individual facing social stigma in a domain can potentially respond with disengagement. Specifically, conceptually expanding prior research, we propose that academic disengagement can play a critical role in the performance gap between Asian American and European American students. 147 European American and 177 Asian American students from an upper class, suburban, majority (49%) Asian American high school completed questionnaires that assessed their levels of disengagement, self-esteem, academic performance, and stigma consciousness. Consistent with the expectation that prevalent social messages about European American underperformance relative to Asian Americans would impact academic performance, European American

students underperformed relative to Asian American students. Moreover, academic disengagement emerged as a significant predictor of academic performance for upper class, European American students but not for upper class, Asian American students. Together, these results suggest that academic disengagement is a situational coping strategy that has application beyond stigmatized ethnic minorities. Under theoretically predictable circumstances, seemingly privileged majority groups (e.g. upper class European Americans) are susceptible to academic stigmatization, and therefore, to academic disengagement. Implications for alleviating academic disengagement will be discussed.

G69

FOLLOWING THE HEART VERSUS THE HEAD IN THE REPORTING OF IMPLICITLY FORMED ATTITUDES *Richard V. Kendrick, Michael A. Olson; University of Tennessee* – Previous research indicates that attitudes can form via the implicit (unconscious) detection of covariations between attitude objects and other valenced stimuli (Olson & Fazio, 2001, 2002). We suspect that attitudes resulting from these “implicit evaluative conditioning” experiments are more affective in nature and less linked to semantic representations of the attitude object because participants in such studies are unaware of the covariations that influence their attitudes. In other words, implicitly formed attitudes should resemble “gut intuitions” more than “rational beliefs.” This suggests that participants will be more likely to express implicitly formed attitudes when told to rely on their intuitions compared to when they are told to rely on their rationale judgments. After submitting participants to an evaluative conditioning procedure designed to create attitudes toward novel objects in the absence of conscious awareness, we led some participants to believe that they had a very intuitive style and should “trust their gut” in making judgments. Other participants were told that they had a very rational style, and that they should “trust their reasoning skills” when making judgments. All participants then provided explicit evaluations of the conditioned attitude objects. As predicted, participants who were led to believe that they had a more intuitive style expressed their implicitly formed attitudes, whereas participants who were told they were more rational did not. Thus, while implicit attitude formation may be a pervasive phenomenon, the present results suggest that implicitly formed attitudes may be expressed only under certain conditions.

G70

THE RIGHT TO WRONG: VICTIM ENTITLEMENT TO BEHAVE IMMORALLY *Emily Zitek, Alexander Jordan, Frederick Leach, Benoit Monin; Stanford University* – A series of studies was designed to examine whether a particular type of moral licensing occurs – do people feel entitled to wrong others after first being wronged? This feeling of entitlement could relate to a specific situation, such as a fraternity brother feeling entitled to haze new members because he was hazed when he first joined. It could also take the form of people feeling generally entitled not to suffer too much. Correlational and experimental studies provide evidence of this victim licensing effect. For example, a survey study revealed that people who have had their bike lights stolen in the past are more likely to report that they would steal someone’s bike light in the future if they needed one. Additionally, a lab study showed that men who were the victims of inequitable money allocation reported being more likely to allocate money between themselves and another participant inequitably. Other work aims to demonstrate that people might wrong others in a different domain than that in which they were previously wronged and that suffering in the past leads to greater feelings of entitlement. Real world implications of these results are discussed.

G71

RELATIONSHIP QUALITY MODERATES THE IMPACT OF PARENTAL SOCIAL CONTROL ON ADOLESCENTS’ SELF-CARE BEHAVIOR AND WELL-BEING *Sarah Novak¹, Vicki Helgeson²; ¹Yale University, ²Carnegie Mellon University* – Many parents of adolescents with diabetes attempt to regulate their children’s health behavior through monitoring, reminding, and offering help. The impact of these social control attempts is not well understood. While social control may improve the child’s self-care behavior, it may undermine self-efficacy and well-being over time. It was expected that social control would lead to relatively positive outcomes in the context of higher quality parent-child relationships, and more negative outcomes in lower quality relationships. 132 adolescents with Type 1 diabetes were interviewed about their parents’ diabetes-related social control, the quality of their relationship with their parents, their self-care behavior, and their well-being (self-efficacy, self-worth, depression, and anger). A follow-up interview was conducted one year later. Cross-lagged analyses were used to determine whether social control predicted any changes in the outcome variables from one year to the next. No main effects of social control were found, but it interacted with relationship quality to predict changes in self-efficacy and depression. When these analyses were repeated focusing on the child-mother relationship, these interactions became more pronounced, and interactions predicting anger and self-care behavior emerged. Interestingly, in all of these cases, the interactions revealed that in the higher-quality relationships, social control was associated with more negative outcomes, and in lower-quality relationships, it was associated with more positive outcomes. The attention and support conveyed through social control appeared to be beneficial when the parent-child relationship was weaker, but these attempts to influence health behavior undermined functioning in relationships that were otherwise strong.

G72

FORMS OF DEATH CONTEMPLATION AND THE SELF-REGULATION OF PROSOCIAL BEHAVIOR: A COMPARISON OF MORTALITY SALIENCE AND DEATH REFLECTION *Christopher Niemiec¹, Philip Cozzolino², Maarten Vansteenkiste³, Edward Deci¹; ¹University of Rochester, ²University of Minnesota, ³University of Leuven* – Terror management theory (Greenberg, Solomon, & Pyszczynski, 1997) posits that the potential for anxiety, prompted by considerations of death, initiates an automatic, defensive response that is intended to manage existential terror, and research by Jonas, Schimel, Greenberg, and Solomon (2002) indicated that mortality salience (MS) led people to demonstrate increased prosocial attitudes and behaviors. However, self-determination theory (Deci & Ryan, 2000) suggests that behavior can be regulated with the experience of either autonomy or control. Accordingly, Cozzolino, Staples, Meyers, and Samboceti (2004) examined two forms of death contemplation and found that, whereas MS led extrinsic participants to manifest greed, death reflection (DR) led extrinsic participants to manifest unselfish, intrinsic behavior, suggesting that MS and DR may engender different types of motivation in people. The present research examined the relative impact of MS and DR on the motivation for engaging prosocial behavior. Participants, exposed to MS or DR, were given the opportunity to help another researcher by completing word-search puzzles after being told the study was completed. Results suggested that MS participants reported more controlled motivation for prosocial behavior. Additionally, although no differences in the performance of MS and DR participants were found, a comparison of within-cell correlations suggested that MS participants experienced less choice, and felt more pressure, as their performance on the prosocial task (i.e., number of words found) increased. Thus, both self-report and behavioral indices suggested that MS engenders a controlled form of prosocial behavioral regulation.

G73

STEREOTYPE THREAT TESTING DECREMENTS IN MINORITY ENVIRONMENTS MAY REQUIRE CONTINUOUS OUT-GROUP PRESENCE PRIMING.

Lloyd Ren Sloan, Grady Wilburn, Deborah Camp, Jamie Barden, Katie Chipungu, LeKisha Mixon; Howard University—Qualifying Steele and Aronson's (1995) original proposal, diagnostic testing with challenging, stereotype-related materials in exclusively in-group settings doesn't produce performance decrements (Sloan, 2000; 2006). However, Stereotype Threat performance decrements do occur in out-group contexts, suggesting that stereotype threat may require out-group presence, perhaps acting as reminders or primes for expected negative stereotyping or unfair evaluation. Declaring an intellectual test is "fair" eliminates performance decrements. Therefore could anticipation of immediate evaluation by potentially stereotyping out-group members produce stereotype threat decrements within in-group contexts where it is usually absent? Could decrements be produced by an out-group evaluator's brief appearance (or expected appearance) or even by mere, non-evaluative, out-group presence during the test (a simple but continuous reminder of the out-group)? Students at an African-American university (n=324) received challenging verbal (SAT) tests described as individually Diagnostic or Nondiagnostic by White or Black experimenters or by Black experimenters with a White co-participant present. In two other conditions, the Black experimenter; (1) told students that a White professor would arrive and score their tests before they left, or (2) the White researcher interrupted the Black experimenter just before the SAT test began saying that he would "return before the session ended", in order to investigate whether increasingly credible expected out-group evaluation would impact performance. White experimenters' testing produced stereotype threat performance decrements while African American experimenters' didn't, except when a White student participated in the testing session, surprisingly suggesting that evaluation or Stereotype Threat priming by out-group presence may depend on continuing out-group presence.

G74

MOTIVATIONAL NATURE OF IMPLICIT MOTIVATION TO CONTROL PREJUDICE

Sang Hee Park, Jack Glaser; UC Berkeley—The motivational nature of Implicit Motivation to Control Prejudice (IMCP) was explored. IMCP is defined as the nonconscious motivation to be nondiscriminatory and egalitarian. Previous studies investigated its effect on an unintentional discriminatory response -- the Shooter Task (Correll et al., 2002), finding IMCP to moderate the effect of implicit race-weapons stereotype on shooter bias (Glaser & Knowles, 2006) and to buffer the effect of cognitive depletion on controlling the shooter bias (Park, Glaser, & Knowles, 2006). As a motivation, it was expected that for those high in IMCP, once the egalitarian goal is satisfied, the goal pursuit would abate, and IMCP would have less effect on spontaneous discriminatory behavior. IMCP was calculated as the product of Negative Attitude toward Prejudice (NAP) and Belief in Own Prejudice (BOP), both of which were measured with Go/No-Go Association Task (Nosek & Banaji, 2001). Participants were given a bogus race IAT: in the "Egalitarian Goal Attained" condition, the Black-good/White-bad block was given after a very difficult Health-bad/Disease-good block so that it would be perceived as relatively easy, thus providing participants with the experience of implicit egalitarianism. In control condition, Black-good/White-bad block followed an easier Health-good/Disease-bad block. Lastly, spontaneous discriminatory behavior was measured with the Shooter Task. The results suggest that while those high in IMCP showed less bias on the Shooter Task in control condition, in the Goal Attained condition being high in IMCP did not help in Shooter Task performance. Thus IMCP indeed seems to have one quality of automatic goal pursuit.

G75

MAKING LEMONADE? DEFENSIVE COPING STYLE MODERATES THE EFFECT OF STEREOTYPE THREAT ON WOMEN'S MATH TEST PERFORMANCE.

Sylvia Perry; The University of Illinois at Chicago—Research on stereotype threat (ST) suggests that the high stress associated with a ST situation should cause all individuals to underperform on challenging tasks associated with a self-relevant stereotype (Steele & Aronson, 1995). However, evidence of ST effects does not consistently emerge for all individuals or even at all in some studies (Saunders, 2004). The uneven effects of ST on performance suggest that there may be individual differences in why or how ST leads to underperformance. Consistent with this idea, other research indicates that individual differences in coping styles affects people's academic performance (e.g., Cantor, Norem, Niedenthal, Langston, & Brower, 1987). People high in defensive pessimism, that is, people who cope with performance pressure by ruminating about failure, perform better under stressful than non-stressful situations (Cantor et al., 1987). Some members of stereotyped groups might therefore successfully use defensive pessimism as a chronic coping style to cope with ST, and may perform better under high rather than low ST conditions. To test this hypothesis, we designed an experiment to explore whether individual differences in defensive pessimism moderated the effects of ST on women's performance on a difficult math test. Results of this study revealed that higher levels of defensive pessimism were associated with improved performance in the ST condition, but that defensive pessimism had no effect on performance in the no threat condition. These results suggest that some individuals perform better, not worse, under conditions of high rather than low ST.

G76

PREDICTING IDENTIFICATION WITH A NEW SOCIAL GROUP: THE ROLE OF INDIVIDUAL-LEVEL AND GROUP-LEVEL ADAPTATION PROCESSES

Catherine Amiot¹, Deborah Terry²; ¹Université du Québec à Montréal, ²The University of Queensland—Classic intergroup theories have specified the processes explaining situational shifts in social identification. However, the mechanisms whereby social identities change more profoundly and become integrated intraindividually within the self have to be proposed. To this aim, the present studies investigate the processes by which group members integrate a new social identity as they are joining a new group. Combining a social identity approach and stress and coping models, this research tests if social factors (i.e., needs satisfied by fellow group members, social support) have an impact on the adaptation strategies group members use to deal with the novelty of the situation and to fit into their new group (e.g., seeking information & adopting group norms vs. disengaging). These strategies, in turn, should predict intraindividual changes in level of identification with one's new social group over time, as well as enhanced psychological adjustment. These associations were tested among university students over the course of their first academic year (Study 1; N = 132) and among online gamers joining a newly established online community (Study 2; N = 314). Path analyses provided support for the hypothesized associations. Coping and adaptation processes also mediated the associations between social factors and change in social identification as well as psychological adjustment. The results are discussed in light of recent theoretical developments pertaining to intraindividual changes in social identities and their integration in the self.

G77

EXPRESSION OF POSITIVE AND NEGATIVE EMOTION, COMMUNAL ORIENTATION, AND INTERPERSONAL LIKING

Adrian Ward¹, Margaret Clark², Steven Graham³; ¹Furman University, ²Yale University, ³New College of Florida—We predicted that expression of both positive and negative emotions would be associated with positive relationship outcomes—namely, liking and communal behavior. To investigate this, we analyzed data from a longitudinal study of college

roommates. Participants indicated levels of expression of both positive and negative emotion to and from the roommate, their liking for the roommate, and their communal orientation toward the roommate. Early in the relationship, positive emotional expression both to and from one's roommate was positively correlated with both liking and communal orientation, while negative emotional expression and liking were unrelated. By the end of the year, however, both positive and negative emotional expression to and from one's roommate were positively correlated with both liking and communal orientation. We believe that these results may reveal a general trend in the formation of communal relationships: if someone desires to have a communal relationship, they may express negative emotions as a way of indicating a need. If this need is met as a consequence of negative emotional expression, a communal relationship will form, negative emotional expression will persist, and liking will increase. If this need is not met, however, a communal relationship will not form, people will no longer express negative emotions in order to indicate needs, and liking may decrease.

G78

CONFIDENCE MODERATES THE EFFECT OF TOKEN STATUS ON MINIMAL GROUP TOKENS' PERFORMANCE *Judith White; Dartmouth College* – Token status has been linked to both performance decrements (Inzlicht & Ben-Zeev, 2001; Lord & Saenz, 1985) and performance enhancements (Fuegen & Biernat, 2002). The divergent effects of token status on performance indicate the presence of one or more moderating variables. Group-level variables such as status and stereotypes have been examined, but cannot fully explain why token status apparently helps some and hurts others. An individual difference variable, confidence, has been found to moderate tokens' expectancies (Cohen & Swim, 1995) and to mediate the effect of token status on performance (Sekaquaptewa & Thompson, 2003). Yet these effects are confounded with the direct effect of token status on an individual's confidence, especially in mixed-gender groups (Stangor, Carr & Kiang, 1998). To test whether individual confidence independently moderates the effect of token status on performance, participants were scheduled in single-gender groups of three or four, and their confidence about performance on a math test was measured before token status was assigned. A minimal group paradigm (the dot estimation task) was then used to assign all but one participant to a majority (i.e., overestimators), while a single participant was assigned to token status (i.e., underestimators). On the math test, highly confident tokens performed better, and unconfident solos performed worse, than non-tokens. The pattern was the same in all-male groups and all-female groups. The results are consistent with previous research on group status, stereotypes, and confidence, and further our understanding of when token status will help or harm an individual's performance.

G79

PREJUDICE TOWARD CHINESE IN JAPAN: THE RELATIONSHIP BETWEEN IMPLICIT AND EXPLICIT PREJUDICE AND ITS MODERATORS. *Kenji Hanita, Koji Murata, Kumiko Takabayashi; Hitotsubashi University* – This study examined Japanese prejudice toward Chinese and the relationship between its implicit and explicit components, and also explored the moderating roles of patriotism and motivations to respond without prejudice. Japanese students participated in the experiment and completed measures of implicit and explicit attitudes toward Japanese and Chinese. Implicit attitude was measured with an affect misattribution procedure (AMP), proposed recently by Payne et al. (2005). Explicit attitude was measured with self-reported rating scales. Participants also completed another questionnaire, including measures of patriotism and overall motivations to respond without prejudice. Results showed the anti-Chinese bias in implicit attitude measure and the magnitude of this bias positively correlated with explicit attitude measure. These results indicate that Japanese implicit prejudice toward Chinese is consistent with their explicit, more controlled prejudice. The

relationship between implicit and explicit attitudes, however, was moderated by participants' individual differences. First, the relationship was moderated by participants' patriotism. Although patriotic individuals showed correspondence between implicit and explicit measurements, less patriotic individuals didn't show this pattern. Motivations to respond without prejudice was also moderator. Interestingly, the positive correlation between implicit and explicit measures was observed in not low motivated individuals but high motivated individuals. These results may indicate the possibility that Japanese motivations to control prejudice toward Chinese is different from their motivations to control overall prejudice. In other words, motivation to control prejudice may be domain-specific.

G80

PERCEPTION OF INDIVIDUALS AND ORGANIZATIONS: IMPACT OF SOCIAL-MORALITY AND COMPETENCE DOMAINS *Emily Chan¹, Oscar Yba²; ¹Colorado College, ²University of Michigan* – When perceivers form impressions of other social entities, the contents can mostly be categorized into two domains: social-morality (e.g., honesty) and competence (e.g., intelligence). In 2 studies, we examined how these two domains influence the formation of impressions of individuals and organizations. In study 1, we hypothesized that perceivers would require less negative social-moral than negative competence information to make judgments about others because undesirable behaviors from the social-moral domain is considered more diagnostic than the competence domain. Thirty-nine participants completed a self-report questionnaire and the data supported the hypothesis: People indicated they needed less evidence to infer that someone is deceitful, inconsiderate, and hostile than stupid, unimaginative, and clumsy. Study 2 examined if the same judgment principle (negative social-moral more diagnostic than negative competence) applies to perception of organizations. Fifty-four participants read a fictitious news report about a utility company spilling sewage into the waterways. The report was identical except in one version, it raised questions about the utility's social-morality (e.g., "Does it care about the neighbors downstream?"), and in the other version its competence (e.g., "Does it have an updated plan to perform the necessary maintenance work?"). Participants then indicated how much they would fine the utility should it spill sewage in the near future, and how long the utility would have to say "spill-free" before they would feel the sewage problem has been addressed. Results confirmed our hypothesis that judgments about organizations are also more influenced by negative social-moral than competence information

G81

PERCEIVED ENTITATIVITY OF SOCIAL NETWORKS *Tasuku Igarashi¹, Yoshihisa Kas²; ¹Osaka University, ²University of Melbourne* – When do people see a group where they only see a social network, that is, interpersonal relationships among multiple individuals? Past research showed that perceived entitativity, the extent to which an aggregate of individuals is perceived to form a coherent entity or a social group, is based on factors such as the amount of interaction among the individuals. Little research, however, has addressed how structural properties of social networks affect perceived entitativity. Social network structures were graphically presented, in which a dot represented an individual and a line connecting dots represented a relationship between two individuals. Size (5, 10, 15, and 20) and density (a proportion of the maximum possible number of lines: .05, .10, .20, and .50) of the network were manipulated factorially. The network graphs were presented in three different formats. Overall, perceived entitativity increased as a non-linear function of the size and the density of the social networks. In particular, perceived entitativity increased as a sigmoid function of network density; however, its shape varied as a function of network size. When the network was small, entitativity remained low at lower levels of density, but it rapidly increased with further increases in density. In a

larger network, however, perceived entitativity increased steadily at lower density levels and leveled at higher levels of density. Cultural background of the participants and presentation format had a little effect on group entitativity. Implications of the findings for perceptions of groupness are discussed.

G82**HIRING DISCRIMINATION BASED ON PARENTHOOD STATUS: THE ROLE OF SEX, EMPLOYMENT HISTORY, AND JOB SEX-TYPE**

Bettina J. Casad¹, Amy Marcus-Newhall²; ¹California State Polytechnic University, Pomona, ²Scripps College – This study examined evaluations of job applicants who varied on their degree of gender stereotype violation using subjective and objective measures to examine shifting standards in judgments. Evaluations were predicted to follow stereotypic patterns on objective measures and counterstereotypic patterns on subjective measures. Participants (N = 232) read the application materials of a job applicant who varied on four factors: job sex-type, employment history, parenthood status, and sex. There was a two-way interaction between parenthood status and sex on subjective hireability, $F(1, 143) = 8.13, p = .005$. Fathers were more likely to be hired ($M = 3.39$) than nonparent males ($M = 2.97$), $t(72) = 2.47, p = .016$. Nonparent females were somewhat more likely to be hired ($M = 3.56$) than mothers ($M = 3.30$), $t(75) = 1.53, p = .13$. On objective hiring, discrimination against nonparents was evident, $R^2 = .138, \beta = 1.65, p = .044$. Nonparents were more likely to be hired in masculine than in feminine jobs, $t(1) = 3.76, p = .053$. There was no effect for parents. Nonparents were required to have a good “fit” with the job description ($M = 5.00$), more so than parents ($M = 4.17$), $F(1, 146) = 3.71, p = .056$. However, in the masculine job, parents were held to higher minimum standards necessary to be hired ($M = 80.46$) than nonparents ($M = 77.24$), $t(76) = 2.05, p = .044$. Additional results including implicit and explicit sexism as a moderator of shifting standards will be presented.

G83**PROVIDING MOTIVATION TO PERSEVERE: PRIDE IN ACTION**

Lisa A. Williams, Dave DeSteno; Northeastern University – Pride has been largely neglected in the search for social-behavioral outcomes of emotions. While many have theorized about the antecedents and situational requirements of pride (Lewis, 1997; Tangney, 1999; Tracy & Robbins, 2004), little experimental research has examined triggers of pride and/or resulting behaviors. Two studies presented here work in tandem to accomplish two main goals. Firstly, it was important to establish an in vivo manipulation of pride. Secondly, we sought to test the motivational hypothesis of pride; that is, that pride serves as a motivator that will drive the prideful individual to endure short-term costs for potential long-term benefits, or, in other words, persevere. The paradigm was similar across studies. Participants received differing levels of feedback from an experimenter with regard to a recently completed task; importantly, individuals in the pride condition received social acclaim. Participants were then asked work on a taxing mental rotation task believed to be related to the initial task as long as they chose. One study ruled out expectancies for success (as manipulated by feedback) while the other ruled out happiness (as manipulated with an emotion induction) as alternative explanations. Participants in the pride condition in both studies reported higher on a pride index and spent significantly longer on the mental rotation task when compared to the respective comparison groups. Beyond group differences, a regression analysis revealed that as individuals report more pride, they persevere more on a related task. These results lend strong support for the motivational hypothesis of pride.

G84**UNDERSTANDING RACIAL/ETHNIC DIFFERENCES IN ATTITUDES TOWARD GAY MEN AND LESBIANS.**

Luke Fiedorowicz,

John Edwards; Loyola University, Chicago – Introduction: Previous studies show some differences in sexual prejudice between racial groups but little is known about the possible religious and political ideological correlates of such differences. This study examined the differences between Whites, Blacks, Asians, and Hispanics in attitudes toward gay men and lesbians and the importance of the religious and political ideology factors when predicting sexual prejudice. Method: The study was administered online to 154 undergraduate students. Attitudes toward gay men and lesbians were assessed using the Modern Homophobia Scale. The religiosity measure assessed 7 components: importance, fundamentalism, behaviors, extrinsic, intrinsic, belief in after life, and quest. The political ideology scale measured beliefs about Supreme Court’s control over social issues, government’s control, traditional family structure, traditions, and acceptance of diversity. Results: The results showed that Whites, Asians, and Hispanics did not differ in attitudes toward homosexual people. Blacks tended ($p < .08$) to report more sexual prejudice than did the other groups. The comparison of multiple regressions revealed that the set of religiosity and political ideology factors did not predict attitudes equally well for all 4 groups. Furthermore, the groups differ in the importance of the individual factors when predicting attitudes. Conclusion: This study clarifies the comparisons among racial/ethnic groups in the degree and the religious and political ideological correlates of their attitudes toward homosexuals. Such knowledge provides a better understanding of the constructs of sexual prejudice and gives rise to suggestions for more effective techniques in reducing prejudice against gay men and lesbians.

G85**EFFECTS OF CAUSAL UNCERTAINTY ON GLOBAL VERSUS LOCAL PROCESSING**

Erik Helzer, John Edwards; Oregon State University – Causal uncertainty (CU; Weary & Edwards, 1994; 1996) is a feeling that one may not understand the causal conditions for events. The current studies examine the effects of causal uncertainty on the use of global versus local processing. The former involves a focus on more global, general information whereas the latter involves a focus on details at the expense of the overall pattern of information. Two studies were conducted, one perceptual in nature and the other involving more social stimuli. Causal uncertainty was both measured and primed in these studies. The first was the Navon (1977) task, in which participants view letters (“global level”) that are made up of smaller (“local level”) letters, and are asked identify either the global or local letters. Time to make this judgment is assessed. Higher chronic CU led to slower times to name global letters, indicating interference from the local level letters making up the larger letter. This suggests an inclination by high CU people to attend to more specific details of stimuli on perceptual tasks. The second task was the Behavior Identification Form, in which participants’ tendency to construe behavior at abstract, global level versus a more specific level is assessed. Higher causal uncertainty was associated with more abstract behavior identifications. The pattern of results across the two studies suggests that high causal uncertainty leads to more detailed attention on basic perceptual tasks, but to more abstract, attributionally useful conceptualizations when the stimuli are social in nature.

G86**THE NEURAL CORRELATES OF EXTRAVERSION: ACTIVATION AND CONNECTIVITY OF REWARD REGIONS IN RESPONSE TO AMUSING FILMS**

Cendri Hutcherson¹, Philippe Goldin¹, Wiveka Ramel¹, John Gabrieli², James Gross¹; ¹Stanford University, ²Massachusetts Institute of Technology – Theories about the psychological and biological bases of extraversion have long held that extraverts are more sensitive to reward (e.g. Lucas & Diener, 2001), and that this reward sensitivity may be based on dopaminergic function in the brain (Depue & Collins, 1999). Although appealing, a paucity of data exists to support this hypothesis. Recently, advances in neuroimaging techniques have suggested that extraverts show greater responses to positive social stimuli in the amygdala, a

region implicated in emotional processing (Canli et al., 2002); however, other areas considered more central to reward processing, such as the nucleus accumbens and other regions lying along dopaminergic pathways, have less frequently been identified in neuroimaging studies of extraversion. One reason for this may be the relatively subtle emotional manipulations used in previous studies. Using a combination of fMRI and more dynamic, intensely evocative films to elicit amusement and sadness in a sample of 28 women, we confirmed that extraversion predicts greater response in the amygdala to amusing stimuli. However, we found that extraversion negatively predicts activation in the nucleus accumbens during amusement. Extraversion also predicted differences in connectivity between the nucleus accumbens and regions of the medial prefrontal cortex, both overall, and specifically during amusing films. These results suggest the need for further studies to better understand how extraverts process rewards of differing type and intensity, and how extraversion may modulate the integration of signals from regions responding to different aspects of reward (such as anticipation and outcome).

G88

ABSTRACT AND CONCRETE SELF-REGULATORY MINDSETS AND THE COMPARTMENTALIZATION VS. GENERALIZATION OF LIFE SATISFACTION

Sheri Clark, Antonio Freitas; State University of New York, Stony Brook – Construing action in abstract, purpose-oriented terms (relative to concrete, process-oriented terms) was hypothesized to facilitate viewing different aspects of life satisfaction to be causally related. This hypothesis was tested in three experiments that manipulated level of action construal by changing temporal distance to the construct assessed (Liberman & Trope, 1998) or by making accessible general self-regulatory mindsets (Freitas, Gollwitzer, & Trope, 2004). Participants' ratings of getting along well with others and of relationship satisfaction correlated more positively when they considered the distant future ($r = .45, p < .0001, N = 105$) than when they considered the present ($r = .11, p > .26, N = 100$) and more positively after an abstract mindset induction ($r = .46, p < .0001, N = 73$) than after a concrete mindset induction ($r = -.18, p > .11, N = 75$). A final study used items with a clear part-whole relationship (see Schwarz, 1999): academic-achievement satisfaction and overall life satisfaction. Responses again correlated more highly when considering the distant future ($r = .72, p < .0001, N = 68$) than the present ($r = .52, p < .0001, N = 69$). Moreover, the strength of the association was greater when the 'part' (academic satisfaction) was assessed before the 'whole' (overall life satisfaction) for participants considering the present, but not for participants considering the future, who apparently were able to perceive a substantial causal link between the two constructs irrespective of the order in which they were assessed.

G89

OTHERS ARE GOOD, BUT I'M BETTER: IMPLICIT SELF/OTHER EVALUATIONS, GOAL-ACHIEVEMENT CONFIDENCE, AND PERCEIVED INVULNERABILITY TO RISKS

Aileen Chou, Antonio Freitas; State University of New York, Stony Brook – Understanding how people construe the "nonspecific other" in implicit self/other evaluations has been an issue of some controversy, with evidence variously suggesting that categorizing stimuli as self-related or not (i.e., "me" vs. "not me") imbues the "nonspecific other" with negative valence (Karpinski, 2004) or near-neutral valence (Pinter & Greenwald, 2005). To examine separately the affective associations of self and of nonspecific others, the present research use a recently developed method of assessing affective and semantic associations between constructs that does not require explicit categorization. Instead, this "joint-target" task allows analyzing participants' error rates when indicating where on a computer screen target words appear. Whether self-related stimuli (e.g., "me"; "mine") or other-related stimuli (e.g., "other"; "theirs") served as targets, participants were significantly more likely to mistakenly respond in the location of a positively valenced word (e.g., "love"; "happy") than in the

location of a negatively valenced word (e.g., "rotten"; "ugly"). However, this positivity bias was significantly stronger on self-related trials than on other-related trials, suggesting a generally more positive implicit evaluation of the self than of nonspecific others. Moreover, individual differences in the self/other positivity bias correlated meaningfully with explicit self-reports of perceived invulnerability to various risks and with explicit self-reports of confidence to reach one's goals. These findings suggest that measuring affective associations without compelling explicit categorization can be a useful means of understanding meaningful variation in implicit evaluation.

G90

THE STONY BROOK INTERGROUP FAST FRIENDS PROJECT:

SOME INITIAL RESULTS *Kristin Davies¹, Arthur Aron¹, Stephen Wright², Tracy McLaughlin-Volpe³; ¹Stony Brook University, ²Simon Fraser University, ³Boston College*

– The current work employed well-established closeness-generating procedures (Aron et al., 1997) as a prejudice intervention strategy. White college freshman ($n = 338$) were randomly divided into same-race or cross-race pairs, and participated in the above procedures within the first 2 weeks of entering college. Measures of contact and positive attitude for student racial outgroups were assessed at 1 week and immediately before the intervention, and again 4 weeks post-intervention. Preliminary analyses indicate that, as predicted, attitudes towards racial outgroups 4 weeks post-intervention were significantly more favorable for participants having outgroup partners than those having White partners (controlling for pre-intervention attitudes). Reports collected immediately post-intervention found closeness to partner was strongly and positively associated with liking of partner and activity enjoyment. Analyses of data collected prior to intervention found that positive attitudes for outgroup were positively associated with direct contact, indirect or extended contact (Wright et al., 1997), closeness to outgroup member, personal importance of contact, and making an effort to understand the viewpoints of outgroup members. Further, direct and extended contact had a positive association with attitude that were unique from each other, extended contact having a stronger relationship and mediating the relationship between direct contact and attitude for some outgroups. Findings suggest that friendly, meaningful cross-group contact can be facilitated and positively impact intergroup attitudes. Before meaningful direct contact occurs, knowledge of cross-group contact involving ingroup members (extended contact) may have greater impact on attitudes than marginal direct contact experiences. Practical and theoretical implications are discussed.

G91

REASONING ABOUT RELATIONSHIPS FOCUSES CHILDREN'S ATTENTION ON SOCIAL CATEGORIES

Kristin Shutts, Elizabeth Spelke; Harvard University

– Adults use information about social categories to guide inferences about social relationships and shared properties. Three experiments with 3- and 4-year-old children investigated the developmental origins of this tendency. Experiment 1 tested whether children believe that people of a common race or gender are more likely to be friends with one another than with others who differ on these dimensions. On each trial, participants were introduced to a picture of one child (the target) and were asked to select the target child's friend from pictures of two other children. On "race trials," the target (e.g., a Black boy) was followed by pictures of two children of different races (e.g., another Black boy and a White boy); on "gender trials" the target was followed by pictures of two children of different genders. Four-year-old children selected the child who was the same race or gender as the target child significantly more often than chance, while three-year-old children performed at chance. Experiments 2 and 3 used a similar method to test whether children generalize familiar and novel properties (e.g., likes playing hide-and-go-seek, likes playing a game called "blicket") according to race and gender information. The performance of both 3- and 4-year-old children in Experiments 2 and 3

was at chance, and differed significantly from performance in Experiment 1. The results suggest that by 4 years of age, relationships among individuals (i.e., friendships) are more central than shared properties (i.e., shared preferences) to children's thinking about race and gender as categories.

G92

THE EFFECT OF FORMING IMPLEMENTATION INTENTIONS ON AVOIDANCE HEALTH GOAL ATTAINMENT *Helen W. Sullivan; National Institutes of Health* – Prior research has demonstrated that having people form plans (i.e., implementation intentions) helps them meet a variety of health goals (Gollwitzer, 1999). The goals studied have been approach goals, focused on trying to attain a positive state (e.g., increasing physical activity). However, many health goals are avoidance goals, focused on trying to avoid a negative state (e.g., quitting smoking). The current research sought to discover whether forming implementation intentions is an effective strategy for reaching avoidance health goals. One hundred and forty-five participants chose either an approach goal (i.e., "I will snack on more healthy foods over the next two weeks") or an avoidance goal (i.e., "I will snack on fewer unhealthy foods over the next two weeks"). Next, they were randomly assigned either to form an implementation intention or not. Participants reported the foods they snacked on between meals at baseline, one week later, and two weeks later. Participants who chose the avoidance goal did not differ on any baseline characteristics from those who chose the approach goal. Although there was little difference after one week, after two weeks participants who chose to work on the avoidance goal and did not form an implementation intention consumed more calories and more fat than did all other participants. These results suggest that forming implementation intentions for avoidance goals may be most useful for maintaining avoidance goal pursuit.

G93

THE SKINNY ON SKIN CANCER: EFFECTS OF AN APPEARANCE-BASED INTERVENTION AT TWO LOCATIONS *Heike I.M. Mahler¹, Daniel A. Barron¹, Shiloh Krieger¹, Heather A. Butler¹, James A. Kulik¹, Meg Gerrard², Frederick X. Gibbons²; ¹University of California, San Diego, ²Iowa State University* – Skin cancer, the most common type of cancer, has been strongly linked to sun exposure, yet young adults continue to receive large amounts of ultraviolet (UV) radiation. Limited survey data suggests regional differences in sun protection attitudes and behaviors. Recent work has demonstrated that appearance-based interventions may influence these outcomes. This study was designed to assess (1) differences in sun exposure and protection in two climatological regions, (2) the effectiveness of an appearance-based intervention containing photoaging information and a personal UV facial photograph, and (3) the interaction between location and the efficacy of the intervention. 194 Iowa State University (ISU) undergraduates (M=19.4 years, 53.1% male) and 240 University of California, San Diego (UCSD) undergraduates (M=19.7 years, 76.3% female) were randomly assigned to a condition in a 2 (photoaging information) x 2 (UV photograph) design and followed-up at three time points. In terms of regional differences, ISU undergraduates reported significantly riskier sun protection intentions and behaviors at all time points ($p < .001$), and were significantly more tan (assessed via spectrometry) at the end of summer ($p < .04$). The intervention resulted in higher sun protection intentions immediately, at four months, and at twelve months at both locations ($p < .001$). Also, participants who received the UV photograph reported higher sun protection behavior at six weeks ($p < .10$) and twelve months ($p = .03$). In the only interaction involving location, ISU students who saw their UV photograph reported more tanning booth use at six weeks, whereas UCSD students' tanning booth use did not differ across photo conditions ($p = .06$).

G94

ON THE UNDERLYING BASES OF IMPLICIT ATTITUDE MALLEABILITY *Thomas Allen¹, Karen Gonsalkorale¹, Jeffrey Sherman¹, Brian Nosek², David Amodio³, Nilanjana Dasgupta⁴; ¹University of California, Davis, ²University of Virginia, ³New York University, ⁴University of Massachusetts* – When implicit attitude measures first burst onto the social psychology scene, they were often conceived as uncontaminated reflections of automatic associations that were resistant to change. Numerous studies have since demonstrated that scores on implicit measures can shift in response to variations in stimuli, context, and characteristics of the individual. While this literature suggests that implicit attitudes are malleable, relatively little is known about the mechanisms underlying the effects. In the present research we applied the Quadruple Process Model (Conroy et al., 2005) to new and published data to examine the processes responsible for variability on implicit attitude measures. Exposure to positive exemplars (Study 1) and repeated practice (Study 2) reduced implicit racial bias by decreasing automatic activation of associations. Individuals who were trained to negate automatic associations (Study 3) and those who were internally (but not externally) motivated to respond without prejudice (Study 4) were shown to have less bias through enhanced accuracy detection and reduced association activation. Variability in automatic associations was also implicated in the racial attitudes of Blacks and Whites (Study 5), with Whites showing stronger associations than Blacks. Finally, age differences in implicit attitudes towards the old arose primarily from age-related declines in overcoming bias (Study 6). Contrary to the assumption that changes in implicit performance reflect fluctuations only in automatic associations, these findings suggest that qualitatively distinct processes involving self-regulation and accuracy detection also play a role.

G95

THE PERSONALITY/TEMPERAMENT TRAIT OF HIGH SENSITIVITY: FMRI EVIDENCE FOR INDEPENDENCE OF CULTURAL CONTEXT IN ATTENTIONAL PROCESSING *Sarah Ketay¹, Trey Hedden², Arthur Aron¹, Elaine Aron¹, Hazel Markus², John Gabrieli³; ¹Stony Brook University, ²Stanford University, ³M.I.T.* – Sensory-processing sensitivity (e.g., Aron & Aron, 1997) is a personality/temperament trait often labeled in infants as inhibitedness or reactivity, in adults as introversion, and in diverse animal species as reactivity or shyness (vs. boldness). The central characteristic of high sensitivity is processing information deeply. Other characteristics include greater awareness of subtle stimulation, being easily aroused, faster startle and reflex response, greater sensitivity to caffeine and pain, and greater emotional reaction to both positive and negative emotionally relevant stimuli. Sensitivity has been shown to be partially independent of extraversion and neuroticism. In this study, 10 Americans of European descent and 10 East-Asians recently in the U.S. underwent fMRI during performance of simple visuospatial tasks emphasizing judgments that were either context independent (typically easier for Americans) or context dependent (typically easier for Asians). As reported elsewhere, each group exhibited greater activation for the culturally non-preferred task in frontal and parietal regions associated with greater effort in attention and working memory. However, in further analyses, reported here for the first time, we found this effect was dramatically and significantly moderated by individual differences in sensitivity (assessed prior to scanning by a brief version of the standard Highly Sensitive Person Scale). Specifically, consistent with theory, highly sensitive individuals showed little difference as a function of culture; low-sensitives showed strong culture differences. This interaction remains significant controlling for neuroticism, social introversion, gender, and strength of cultural identity. Limitations, future directions, and implications for understanding trait sensitivity and for personality theory more generally are discussed.

G96

EMOTIONAL AND COGNITIVE CONTROL: AN FMRI STUDY OF EMOTION REGULATION AND MOTOR INHIBITION

Kateri McRae^{1,2}, Philippe R. Goldin¹, Wiveka Ramel¹, Supriya Misra¹, James J. Gross¹; ¹Stanford University, ²University of Arizona – Emotion regulation (ER) strategies are thought to differ in how they influence the emotion-generative process. In addition, the different strategies are thought to be composed of distinct, yet overlapping, cognitive processes. We used fMRI to examine the differential efficacy of two ER strategies: cognitive reappraisal and expressive suppression. Seventeen women viewed 15s film clips under four conditions – watch neutral, watch negative, reappraise negative, and suppress negative – while providing ratings of emotional experience and having their facial expressions videotaped. Subsequently, participants performed tasks designed to target cognitive processes differentially involved in reappraisal and suppression—a two-back working memory task and a Go/No-Go motor inhibition task. For the ER task, reappraisal was most successful in decreasing negative experience in response to the films, and suppression was most successful in reducing facial expressive behavior. Additionally, reaction time on the Go trials of the Go/No-Go task were positively correlated with the degree to which participants successfully down-regulated their facial expressive behavior during the suppression task. Prefrontal regions that were active during the Go/No-Go task showed greater activation during suppression than reappraisal. In addition, activity in regions previously associated with motor inhibition (e.g., right inferior prefrontal cortex) predicted the degree to which participants successfully down-regulated their facial expressive behavior during the suppression task. Together, the behavioral and neural findings indicate that there is a strong relationship between the inhibition of emotional and cognitive pre-potent response tendencies.

G97

MULTIPLE MEANS OF SYSTEM JUSTIFICATION AMONG IMMIGRANTS IN THE UNITED STATES.

Irina Feygina, John Jost; New York University – System justification theory posits that people are motivated to rationalize the societal status quo (Jost & Hunyady, 2002). Multiple means of system justification have been hypothesized (Jost et al., in press), but research is needed to elucidate the factors influencing their selection. According to goal systems theory (Shah & Kruglanski, 2000) the structure of a goal system influences means selection. We posited two means to system justification: economic and social. Furthermore, insofar as group variability in goal structures emerges through exposure to different circumstances, groups should vary in the extent to which they utilize economic versus social routes to system justification. For example, the economic system should be particularly salient for first-generation immigrants in search of economic improvement, whereas the social system should be increasingly salient for subsequent, more socially-immersed generations. Thus, we expected first-generation immigrants to show greater use of economic (vs. social) means, a pattern which should reverse across subsequent generations. 134 first-generation, 274 second-generation, and 453 subsequent-generation NYU participants completed economic and social system justification measures. A 2(means) by 3(generation) mixed-design ANOVA yielded a significant two-way interaction, $F(2, 858) = 5.69, p < .01$. Whereas first-generation participants justified the economic system more than the social system, second-generation participants justified the two systems equally, and subsequent-generation participants justified the social system more. Ethnic and gender group differences also emerged. These results have implications for a multiple means model of system justification and for understanding the reciprocal influence between circumstances and system justification processes for different social groups in society.

G98

"THIS DISEASE HAS NO CURE" AND OTHER STATEMENTS THAT AFFECT PERSONAL RISK ESTIMATES

Jodi Grace¹, James Shepperd²; ¹St. Thomas University, ²University of Florida – Most models of health behavior include personal risk as a necessary component for predicting health decisions. Yet, how do people judge their personal risk? The present study examined whether certain characteristics of a negative event affect personal risk perceptions. Female undergraduates ($N = 99$) participated in a health study that ostensibly offered them free testing for a fictitious disease affecting 20% of the college-age population at their university. Participants learned the disease was either stigmatizing (i.e., associated with multiple sexual partners, sexual intercourse at an early age) or not stigmatizing (i.e., associated with vitamin deficiencies, lack of sleep). Participants also believed the disease could be cured easily with one cycle of medication (high response efficacy) or believed the disease had no cure (low response efficacy). Participants reported their personal risk for the disease and whether they wanted to seek testing for the disease. Analyses revealed participants reported greater risk for the disease with no stigma than for the stigmatized disease. Participants also reported greater risk for a curable disease than for a non-curable disease. Stigma and response efficacy had no effect on the decision to seek testing; however, greater personal risk predicted testing for the disease. These findings suggest that health communicators should exercise caution in the information they distribute about diseases because disease portrayal affects personal risk estimates.

G99

FACIAL PRIMES IN MEASURES OF IMPLICIT PREJUDICE: THE ROLE OF SKIN COLOR, FACIAL PHYSIOGNOMY AND PRESENTATION MODE

Elena Stepanova, Michael Strube; Washington University in Saint Louis – In studies of implicit prejudice and stereotyping, participants are presented with racially typical African American and Caucasian faces. However, factors defining racial typicality such as skin color and facial physiognomy have been largely confounded, and mode of color presentation has not been explored as a potential contributor to racial typicality. We aimed to explore how different combinations of these characteristics affect implicit racial evaluations. We employed the following design: 3 (facial physiognomy of primes: high facial physiognomy African Americans, low facial physiognomy African Americans, and Caucasians) \times 2 (skin color: light and dark) \times 2 (valence of target words: positive or negative) \times 2 (prior-race activation: present or not) \times 2 (mode of color presentation: grayscale and color), with the first three factors varying within subjects. Implicit evaluations were measured using Payne's (2002) evaluative flanker task. A significant Facial Physiognomy \times Valence interaction emerged ($p < .01$): participants' implicit evaluations were more positive (participants made fewer errors on positive than negative targets) for Caucasian physiognomy than for low and high physiognomy African American faces. There was also a Skin \times Valence interaction ($p < .001$): participants' implicit evaluations were more positive for light than for dark skinned faces. In the polychromatic mode, participants' evaluations were more positive for light skinned faces than for dark skinned faces ($p < .05$). These findings suggest that both skin color and facial physiognomy affect implicit racial evaluations independently. The interaction pattern involving presentation mode also suggests that presentation mode should not be ignored when selecting ecological valid facial stimuli.

G100

THE INFLUENCE OF CULTURE ON HEALTH BEHAVIOR AND GYNECOLOGICAL HEALTHCARE SEEKING DECISIONS AMONG AFRICAN AMERICAN AND CAUCASIAN COLLEGE-AGED FEMALES

Cleopatra M. Abdou, Adam W. Fingerhut, Paul G. Davies; UCLA – Laboratory experiments were conducted to investigate how exposure to negative stereotypical images of African American female sexuality differentially influences self-reported health behavior and

healthcare seeking among African American and Caucasian college-aged females (N = 121). Cultural factors hypothesized to partially mediate the African American-Caucasian disparity in gynecological healthcare utilization were examined. Participants were asked to imagine themselves experiencing ambiguous gynecological symptoms, which could be attributed to either routine female infections or sexually transmitted infections. Participants were also given a photograph and biographical sketch of the middle-aged Caucasian male gynecologist who would attend to their symptoms. Participants were asked to report on anxiety and avoidance regarding treatment seeking; level of trust in the physician; and likelihood of compliance with treatment recommendations and scheduled follow-up visits. Participants also reported on health behaviors, such as tobacco, alcohol, and other substance use; exercise habits; use of vitamins and other supplements; number of lifetime sexual partners; healthcare use in the past year; and global mental and physical health status. Finally, participants completed measures of multiple cultural orientation dimensions: a) Spirituality/Religiosity, b) Health Schema, c) Present-focused Time Orientation, d) Holistic and Collective Worldviews, e) "I" and "We" Selves, f) Knowledge Acquisition through Introspection and Faith, g) Oral Transmission of Knowledge and Histories, and h) Acculturation and Acculturative Stress. Findings indicate that cultural factors affect health behavior and healthcare seeking among both African American and Caucasian college-aged females and that, in some cases, cultural factors and race/ethnicity interact in relation to these outcomes.

**G101
PERSONALITY PREDICTORS OF ACADEMIC OUTCOMES: BIG FIVE CORRELATES OF GPA AND SAT SCORES**

Erik E. Nofle, Richard W. Robins; University of California, Davis – Personality has been found to have an important influence on academic success (De Raad & Schouwenburg, 1996). Additionally, recent studies have shown that personality predicts academic performance, even when intelligence or cognitive ability are controlled (e.g., Duckworth & Seligman, 2005). However, no studies have examined how well personality predicts academic performance over and above standardized tests of "reasoning" that typically are used in college admissions procedures, such as the SAT. The present set of studies examined how the Big Five personality traits were associated with SAT scores and college GPA. First, we found that different personality traits tended to predict GPA and SAT scores, with Conscientiousness as the strongest predictor of GPA and Openness as the strongest predictor of SAT scores. Second, we examined which personality facets of broader dimensions explained these associations. Third, by considering both GPA and SAT scores in the same samples we were able to demonstrate that the effects of personality on GPA were largely independent of SAT. Finally, by comparing high school and college GPA in the same samples, we demonstrated that the effects of personality on college GPA were largely independent of high school GPA. We replicated our findings across three independent samples, including one sample of over 10,000 college students, and across three different personality inventories: the Big Five Inventory (John & Srivastava, 1999), the NEO Five-Factor Inventory (Costa & McCrae, 1992), and the HEXACO Personality Inventory (Lee & Ashton, 2004). Implications of the findings for personality psychology and education are discussed.

**G102
TRAUMA EXPOSURE OVER THE LIFE-SPAN: EFFECTS ON EMOTION AND HEALTH**

Kathryn P. Brooks¹, Joseph A. Mikels², Bridget Klest³, Laura L. Carstensen⁴, Jennifer J. Freyd³; ¹University of California, Los Angeles, ²Cornell University, ³University of Oregon, ⁴Stanford University – Trauma exposure is a known risk factor for a variety of psychological and medical disorders, but the extent to which the effects of trauma vary by age has not been explored. The goal of the present study was to investigate the effects of trauma on emotion and health across the life-

span. Participants (N=160) ranged in age from 18-93 and were stratified by gender, ethnicity, and socioeconomic status. Trauma exposure was assessed using a revised form of the Brief Betrayal Trauma Survey (Freyd & Goldberg, 2004), a measure that identifies 19 types of trauma. Experience-sampling methodology (ESM) was used to assess the intensity and frequency of emotion in daily life; participants carried an electronic pager and indicated their emotional states at five randomly selected times each day for one week. The Cornell Medical Index, an extensive inventory of physical and mental health symptoms, was used to determine health status. Across the sample, trauma experienced within the previous five years was associated with poorer health and less positive emotional profiles. Trauma experienced earlier in life was predictive of poor health but unrelated to emotion. These findings highlight the profound consequences of trauma across the life-span and suggest that the effects of trauma are particularly long lasting in the domain of health.

**G103
PREDICTING MOMENTARY WELL-BEING OF CHINESE CANADIAN BICULTURALS: THE ROLE OF IDENTITY INTEGRATION AND CULTURAL SALIENCE**

Wonkyong Beth Lee¹, W. Q. Elaine Perunovic¹, Daniel Heller²; ¹University of Waterloo, ²Tel Aviv University – The goal of the current study was to investigate biculturals' well-being as a function of cultural priming. More specifically, we examined the extent to which the experience of feeling torn between two cultural orientations (cultural conflict) and the perception of having compartmentalized cultural identities (cultural distance) predict momentary life-satisfaction and state neurotism of Chinese-Canadian biculturals. We primed Chinese biculturals living in Canada with Canadian or Chinese culture, based on the notion that multicultural individuals are capable of shifting between cultural frames depending on accessible cultural cues (Hong, Morris, Chiu, and Benet-Martinez, 2000). Results indicate that cultural conflict and cultural distance are orthogonal constructs, replicating previous findings (Haritatos & Benet-Martinez, 2002). In addition, analyses from structural equation modeling indicate that, when primed with the Canadian culture, both cultural conflict and cultural distance uniquely predicted lower life-satisfaction and cultural conflict also predicted greater neurotism. When primed with the Chinese culture, however, cultural conflict predicted greater life-satisfaction. The findings suggest that when biculturals are reminded of the mainstream culture (Canadian), perceptions of cultural divergence and compartmentalization may harm their well-being. However, when reminded of their heritage culture (Chinese), perceptions of divergence may instead promote greater feelings of life-satisfaction. We discuss ways in which cultural salience and cultural integration may interact to influence biculturals' well-being.

**G104
GOAL ATTAINMENT AND MOTIVATION: THE INFLUENCE OF THE QUANTITY OF AVAILABLE MEANS**

Paul A. O'Keefe, James Y. Shah; Duke University – The present study examined how the number of available means for achieving a goal affects motivation and the effectiveness of goal pursuit. Participants completed four writing tasks representing four interpersonal goals: impressing a friend, parent, professor, and potential romantic partner. Essay topics were presented in random order. Before each task, half of the participants selected a means (e.g., visit office hours) for accomplishing the goal (e.g., impressing your professor) from a list of 3. The other half selected from a list of 10. All means used in this study were derived from a pilot study, which identified the most effective means for pursuing each of the four goals. Their task was to write an essay about how they would use their selected means to accomplish the goal. Essays were coded by three research assistants for various constructs including the likelihood of accomplishing the goal. As predicted, results suggest that having more available means may decrease motivation and the likelihood of

subsequent goal attainment. Furthermore, as compared to participants exposed to 10 means, those exposed to 3 means spent more time on each of the writing tasks and wrote longer essays. The implications of these findings for goal pursuit and motivation are discussed.

G105

POLITICALLY POLARIZED EVALUATIONS OF THE BUSH ADMINISTRATION'S RESPONSE TO HURRICANE KATRINA *Michaela Huber, Leaf Van Boven, Bernadette Park, William Pizzi; University of Colorado, Boulder* – Political polarization is of enduring interest to social psychologists partly because of its potential to divide rather than unite citizens during national crises. We examined from three perspectives Americans' actual and perceived polarization in evaluating the Bush Administration's response to Hurricane Katrina's devastation of the Gulf Coast. First, we found in a nationally representative sample that Democrats evaluated the Bush Administration less favorably than did Republicans, and that ethnicity, gender, education, income, and state of residence did not moderate this political divide. Second, in a representative sample in Boulder and Denver, Co., we found that incidental emotional states moderated Democrats' and Republicans' polarized evaluations of the Bush Administration. Because anger inhibits people's tendency to correct initial judgments whereas sadness amplifies such correction, Democrats and Republicans who were incidentally angered exhibited more polarized evaluations of the Bush Administration than those who were incidentally saddened. Finally, we measured people's estimates of the typical Democrat's and the typical Republican's evaluation of the Bush Administration. Respondents correctly expected Democrats to evaluate the Bush Administration less favorably than Republicans. More interesting, respondents' own evaluative extremity was correlated with their perceived polarization. For both Democrats and Republicans, the more extreme their own political affiliation, the more critical they expected Democrats to be and the more supportive they expected Republicans to be of the Bush Administration. Political polarization is thus persistent across demographic traits, yet labile across emotional states, and intuitively associated with one's own extremity.

G106

CORRESPONDENCE BIAS AND PREDICTIONS ABOUT OTHERS' SITUATIONAL CORRECTION: WHEN JAPANESE SEE ONE'S OWN INFERENCES EGOCENTRICALLY *Eriko Kudo; Tokyo Woman's Christian University* – In this study, Japanese participants' situational correction in dispositional inferences and their intuitions about situational correction of others were examined. Although there are many studies reporting a strong correspondence bias (CB) among Asians with the standard no-choice procedure (Jones & Harris, 1967), some studies have revealed the conditions in which CB diminishes among Japanese (e.g., when the essay is unpersuasive). This study sought to examine whether Asians expect others to engage in a considerable amount of situational correction when they do so themselves. In the present study, Japanese participants were given an essay on euthanasia and asked to infer the true attitude of the author and predict how an average student in their university would infer the true attitude of the author. The essay was either in favor of or against euthanasia and was either persuasive or not persuasive. In addition to the standard choice and no-choice conditions, ulterior motive condition, in which CB should diminish (e.g., Fein, Hilton & Miller, 1990), was included in the experiment. Contrary to the previous finding, a substantial CB emerged in the no-choice condition regardless of the essay persuasiveness. The only condition in which CB disappeared was the ulterior motive condition with a less persuasive essay. And it was the only condition in which participants expected an average student to consider the situational constraints significantly less than themselves. Japanese participants were egocentrically biased in this aspect. These results suggest that Asians think others are more susceptible to CB when they make effortful corrections.

G107

SELF-SCHEMA DEVELOPMENT: AN FMRI STUDY IN 9 AND 10 YEAR-OLDS *Jennifer H. Pfeifer, Mirella Dapretto, Matthew D. Lieberman; UCLA* – Self-knowledge retrieval processes are typically associated with activity in medial prefrontal cortex (PFC) and precuneus, based on the results of over a dozen neuroimaging studies in adults. However, it has also been shown in adults that retrieving self-knowledge from highly central and practiced domains is associated with activity in amygdala, nucleus accumbens, and ventromedial PFC. We examined the neural structures involved in self-knowledge retrieval across two developmentally-relevant domains for evidence of similar shifts in neural correlates, to the extent children strongly identify with a domain. Forty children (aged 9.5-10.8 years) underwent functional MRI, while indicating whether short positive and negative phrases about academic skills and social competence were self-descriptive or not. Children's degree of identification with several domain-specific self-concepts was assessed outside the scanner. Results showed that left amygdala, dorsolateral PFC, lateral temporal cortex (LTC), and precuneus were increasingly active in high-identification domains compared to low-identification domains to the extent children identified with the former over the latter, while ventromedial PFC was less active. The patterns in amygdala, LTC, and precuneus were similar to those previously seen in adults, but were different in dorsolateral and ventromedial PFC. These findings suggest that, at least during childhood, self-schemas may develop first in temporal and parietal regions, while changes in PFC appear later. Furthermore, children appeared to be transitioning towards schematic self-knowledge retrieval in these domains, providing the first brain-based perspective on how and when schematic self-concepts become strongly associated with developmental outcomes including academic achievement, psychological adjustment, and risky behavior.

G108

MORAL EMOTIONS AND PROSOCIAL ACTION: DOES HELPING THE VICTIMS HARM THE OBSERVERS? *Sabrina Pagano; University of California, Los Angeles* – Prior research provides evidence that distinct moral emotions (including guilt, empathy, and moral outrage) are associated with support for distinct actions aimed at improving the welfare of the disadvantaged (e.g., Iyer, Leach, & Crosby, 2003; Pagano & Huo, 2006). The present study examines the antecedents and consequences of the above moral emotions by focusing upon the disadvantage of the working poor. The first goal of the present study was to examine whether distinct emotions can be produced by varying the type of information on which participants are focused (i.e., information relevant to the self, victim, or perpetrator). As predicted, self-focused information led to feelings of guilt, whereas perpetrator-focused information led to feelings of moral outrage. Surprisingly, however, victim-focused information did not lead to feelings of empathy. The second goal was to examine the unique pattern of relationships between each of these moral emotions and several distinct types of prosocial action (e.g., offering humanitarian aid). As predicted, guilt was a significant predictor of only reparative action. In contrast to Pagano and Huo's (2006) findings, empathy predicted none of the four prosocial actions examined. Instead, moral outrage emerged as a significant predictor of humanitarian, reparative, preventative, and retributive actions (only the latter two relationships were predicted). The third and final goal was to offer a preliminary examination of the relationship between moral emotions and psychological well-being of a third-party observer. While an unexpected relationship between moral outrage and anxiety emerged, only guilt (as predicted) was associated with decrements in self-esteem.

G109

PRINCIPAL COMPONENTS ANALYSIS OF THE NARCISSISTIC PERSONALITY INVENTORY FOR CHILDREN *Sarah J. Grafeman,*

Christopher T. Barry; University of Southern Mississippi – The internal structure of the Narcissistic Personality Inventory for Children (NPIC; Barry, Frick, & Killian, 2003) was examined in a sample of 394 adolescents, enrolled in a military-style intervention program. The NPIC is a 40-item downward extension of the Narcissistic Personality Inventory (NPI; Raskin & Hall, 1979) with the wording of NPI items being simplified and a 4-point, instead of 2-point, forced choice response format. Similar to the NPI on which the NPIC is based, subscales measuring different facets of narcissism are thought to exist. Principal components analysis was conducted to determine the internal structure of the responses to NPIC items. An initial unrotated solution was examined to determine the retention of factors for rotation. The scree plot, eigenvalues, and clarity of the solution were used in deciding the number of factors to retain. Using these criteria four factors were retained for rotation. A Promax rotation was used to allow the factors to be correlated, given that they are considered to be components of the same construct. The final factor solution accounted for 30.53% of variance. The four factors were labeled Exhibitionism/Vanity, Arrogance, Power, and Grandiosity. Additional analyses revealed moderate, but acceptable, internal consistency for these scales (i.e., $\alpha_{945} = .77$ for Exhibitionism/Vanity, $\alpha_{945} = .63$ for Arrogance, $\alpha_{945} = .65$ for Power and $\alpha_{945} = .63$ Grandiosity). The results suggest that meaningful subscales of the NPIC may exist. Further research is needed on the correlates of these different facets of narcissism as has been done with the adult NPI.

G110

A MONTE CARLO COMPARISON OF TESTS FOR THE NUMBER OF DIMENSIONS

Jane Thompson; University of Hawaii at Hilo – Personality psychologists often use data reduction or structure detection procedures such as factor analysis or principal component analysis. Determining the number of dimensions to extract is one of the most important decisions a researcher using these methods will make. This study simulates data under different conditions that are likely to impact the number-of-dimensions decision. The manipulated conditions consist of the presence of major vs. minor factors, the number of actual dimensions, strength and range of factor loadings, the number of indicators per factor, obliqueness of factors, and sample size. The conditions were chosen to simulate data that are commonly encountered in personality research. For example, real data will not fit the factor analysis structural model perfectly, so a model including “minor factor” variance was chosen for use in this study. One example of minor factor variance in personality research can be found in the Big Five. Each major domain factor can be broken down into smaller facets. For example, one would expect that items that were part of the facet of warmth would have common variance associated with warmth (minor factor variance) that was not common to the entire major domain of extroversion (major factor variance). Several decision rules are compared under these conditions. The tested decision rules consist of the Kaiser criterion, eigenvalues greater than zero criterion, TLI, RMSEA, parallel analysis, MAP, ECVI, and Chi-Square. Efficacy of decision rules is discussed and compared. The overall top four best-performing decision rules were the RMSEA, ECVI, Chi-Square, and MAP.

G111

GOAL ADJUSTMENT CAPACITIES: IMPLICATIONS FOR OLDER ADULTS' PHYSICAL HEALTH AND EMOTIONAL WELL-BEING

Erin Dunne, Carsten Wrosch; Concordia University – Throughout the lifespan, individuals strive to achieve goals by exerting control over their behavior (Heckhausen & Schulz, 1995). As such, perceived loss of control over personal goals can contribute to psychological distress. Previous research has emphasized active engagement and persistence of goal pursuits to counteract challenges and perceived loss. However, in the face of health challenges, some goals may no longer be attainable, and persistence may no longer be beneficial. In such instances, individuals' capacities to disengage from unattainable goals can have positive

implications for their subjective well-being. Additionally, the reengagement in alternative meaningful life pursuits may also be beneficial (Wrosch et al., 2003). Goal adjustment capacities may be especially important for preventing psychological distress in older adults experiencing acute physical symptoms (APS) that prevent them from accomplishing their daily goals. Thus, this study (N=215) examined whether the capacity of older adults to adjust their goals in the face of these health challenges may buffer the same-day and short-term impact of APS on negative emotions. It was hypothesized that APS would predict both same-day levels and short-term increase of negative emotions. Furthermore, it was expected that goal disengagement and goal reengagement would buffer the negative effects of APS on emotional well-being. The results demonstrated that APS predicted both same-day and an increase in negative emotions across days. Both goal adjustment capacities moderated the relationship between APS and same-day negative affect, while only goal disengagement buffered the relationship across days. Implications of the findings for successful aging are discussed.

G112

TO CHANGE OR NOT TO CHANGE: THE ROLE OF AUTONOMY SUPPORT IN FACILITATING ACCEPTANCE OF CHANGE WITHIN ROMANTIC RELATIONSHIPS

Matylda M. Osika, C. Raymond Kneib; University of Houston – Research suggests that facing changes in one's life tends to evoke feelings of uncertainty, stress, and fear (Leiter & Harvie, 1998). Most individuals find it difficult to cope with, and accept, life changes. The presence of autonomy support, defined as providing rationale, choices, and empathy to individuals facing a change, has been associated with increased psychological and physical well-being, improved coping, and increased change acceptance in several life domains (e.g., work, school, sports; Gagné et al., 2000). The present study examined perceived autonomy support as a mechanism for fostering acceptance of change in romantic relationships. A mediation model was proposed in which autonomy support was expected to predict the way in which the change would be appraised (as challenging or threatening), which in turn, would predict increased acceptance of change and higher relationship satisfaction. Data from 212 individuals involved in dating romantic relationships were gathered. Hierarchical multiple regressions revealed support for the model such that those who felt more autonomy support within their relationships were more accepting of the change and more satisfied with their relationships. More importantly, the association between autonomy support and acceptance of change was mediated by appraisal of change, such that feeling autonomy supported predicted perceiving the change as less threatening, which, in turn, predicted increased change acceptance. These findings build upon previous autonomy support research by exploring the utility of autonomy support within a new domain (that of romantic relationships) and demonstrating the importance of cognitive appraisal in coping with change.

G113

DIALECTICAL EMOTIONS: CULTURE AND THE EXPERIENCE, EXPRESSION, AND REGULATION OF EMOTIONAL COMPLEXITY

Jennifer Goetz¹, Tammy Eng¹, Kaiping Peng¹, Lei Wang²; ¹University of California, Berkeley, ²Beijing University – We suggest that the dialectical focus of East Asian cultures (e.g. Peng & Nisbett, 1999) may predispose individuals toward experiencing emotional complexity. We examined this hypothesis in a study comparing emotional experiences in China and the United States. Participants in both cultures described events in their lives in which they either felt one emotion (simple condition) or two emotions (complex condition). Event descriptions were coded qualitatively for emotional complexity, for the degree to which participants felt confused and uncomfortable with their emotions, and for the degree to which participants sought to regulate their emotions. Results revealed that participants in both cultures described similar life events. Relative to Americans, Chinese participants experienced multiple

emotions more often, felt more comfortable with multiple emotions, and sought to regulate experience of multiple emotions less. Although American individuals were more likely to experience and express emotions overall in daily life, they were less likely to express emotions that they rated as both positive and negative. These findings support our overall hypothesis that East Asian dialecticism predisposes individuals towards experiencing emotional complexity. In addition, our results suggest that cultural differences in emotional complexity have implications for emotional expression and regulation.

G114

ROLE OF THE FRONTAL P200 IN ENGAGING CORTICAL PROCESSES OF RESPONSE REGULATION. *Polina Potanina, David Amadio; New York University* – Research examining neural mechanisms of race bias have reported larger amplitudes of the frontal P200 ERP component in response to Black vs. White faces. Although this P200 effect has been interpreted to reflect automatic categorization on the basis of valence, we proposed and tested the hypothesis that the P200 reflects an early attentional mechanism for engaging frontal cortical processes in the service of response regulation. Subjects reporting high vs. low prejudice attitudes completed a race-priming task that required stereotype inhibition on some trials, while EEG was recorded. We examined P200s associated with the presentation of Black and White face onset and frontal EEG asymmetry EEG coinciding with responses and their subsequent intertrial intervals. Across subjects, Black faces elicited larger P200s than White faces. Among low-prejudice subjects only, larger P200s for Black vs. White faces predicted greater response regulation, as indicated by process-dissociation estimates of control, and this effect was mediated by greater approach-related frontal cortical activity, as indicated by left-sided frontal EEG asymmetry. Among high-prejudice subjects, these relationships were not observed, consistent with the idea that high-prejudice individuals are not motivated to regulate racially-biased behavior. We interpret these results as suggesting that the P200 is not a response to valence per se, but reflects attentional processing of a stimulus that functions to prepare an individual for action.

G115

HOW DEEP IS YOUR COMPASSION? THE IMPLICIT MEASUREMENT OF POSITIVITY AND CONNECTEDNESS FOLLOWING LOVING-KINDNESS MEDITATION. *Emma Seppala, Cendri Hutcherston, Sandra Roth, Alyssa Robinson, Rika Nina, James Gross; Stanford University* – A large body of research has examined the ways in which compassion, connectedness, and positive regard toward a person can be increased, and the influence of such feelings on prosocial behavior (e.g. Batson, 1981). However, relatively little research has explored the extent to which feelings of connectedness or positivity can be evoked at an implicit or automatic level. In a between-subjects design, we examined explicit and implicit measures of positivity and connectedness before and after a 7-minute compassion manipulation. The experimental group (N=35) engaged in an instructed loving-kindness meditation directed at the photograph of a neutral target, while the control group (N=24) engaged in an instructed, non-affective matched task directed at the photograph of a neutral target. Prior to and following the manipulation, participants reported their feelings toward the target as well as toward other faces and objects including faces of themselves and of a close other, and completed an affective priming task designed to assess automatic affective responses to the target. Both groups showed an increase in their self-reported feelings of connectedness to and liking of the target. However, only the experimental group showed positivity and connectedness effects that extended to the implicit level. Moreover, participants began responding to the target in the same way that they responded to the self and the close other. Responses to other non-target faces did not change as a result of the manipulation. The implications of these findings for inducing compassion, connectedness, and positive regard in a deep-seated, long-lasting way are discussed.

G116

SELF-ORGANIZATION OF ATTITUDES AS A FUNCTION OF ISSUE RELEVANCE *Melinda Bullock¹, Bradley Okdie², Helen Harton¹; ¹University of Northern Iowa, ²University of Alabama* – Dynamic social impact theory (DSIT; Latané, 1996) predicts that as people communicate and influence others about an issue, groups self-organize: regional differences (clustering) of attitudes form, attitudes on unrelated issues become associated (correlation), and attitude diversity decreases (consolidation). Although DSIT has received considerable support (see Harton & Bourgeois, 2004), few studies have investigated which cultural elements are most likely to cluster, correlate, and consolidate. Previous research integrating DSIT with the catastrophe theory of attitudes (CTA; Latané & Nowak, 1994) has shown that more involving issues self-organize to a greater extent, but these studies confounded importance with type of issue and amount of discussion. In this study, we controlled for these variables by manipulating involvement in a laboratory study in which participants discussed each issue for four minutes. 228 college students gave their opinions and rated the importance of several issues they believed were being implemented at their school (high relevance) or another school (low relevance). They discussed a subset of these issues over the computer in socially distributed networks, and gave their attitudes again. Attitudes about important issues were more extreme, and discussion led to increased extremity. Attitudes became more spatially clustered, decreased in diversity, and intercorrelated to a greater extent after discussion. As predicted, clustering and consolidation tended to be stronger for high relevance issues. These results provide further support for DSIT and CTA and their integration. They suggest that it is the involvingness of the issue and not content alone that makes involving attitudes more likely to self-organize.

G117

FEAR AND AFFILIATION REVISITED: THE ROLE OF INSTRUMENTALITY *Uriah S. Anderson, Darwyn E. Linder; Arizona State University* – Previous research on the effect of fear on desire to affiliate has found that fearful females prefer to be with others, but fearful males prefer to be alone. One explanation for this difference is that the genders respond to stress differently. Research on coping suggests that females typically use emotional-regulation strategies, while males typically use problem-solving strategies. It follows that any affiliation under stress should take place within the context of the preferred coping strategy. To the extent that fear and affiliation research does not allow a problem-solving strategy to be used, lower affiliation can be expected in males. The current study explored how fear affects affiliation when it is possible to employ a problem-solving strategy by giving males the opportunity to work on a task that allows them to avoid the fearful situation (i.e. an instrumental task). Groups of males were randomly assigned to one of two fear conditions (Low or High) and to one of three task conditions (No Task, Non-Instrumental Task, or Instrumental Task). They were then given the option to wait alone or work on the task with the other participants. Task type had no effect on desire to affiliate within the low fear condition. However, males within the high fear/non-instrumental condition were particularly unlikely to choose to affiliate. This suggests that male affiliation is more likely when it helps solve problems, but is decreased when the risk of public failure is not out-weighted by the potential benefit of avoiding the frightening situation.

G118

THE EFFECTS OF MOOD STATES ON THE STRATEGIES OF SELF-DESCRIBING. *Hideya Kitamura; Toyo University* – This study investigated the effect of mood states on the strategies of describing themselves. Researches on mood and information strategies has shown that positive mood enhances heuristic processing strategy and negative mood facilitates systematic processing (Schwarz, 1990). On the basis of these findings, it was hypothesized that people in a negative mood would be likely to engage in detailed oriented self description, and that

people in a positive mood would describe themselves in more abstract trait based way. An experiment was executed to examine whether mood states had an influence on the descriptions of the episodes of participants. One hundred twenty participants were asked to describe the situations in which either positive or negative expression was oriented toward their friends. Mood check showed participants who described their positive situations (i.e. told their joyful experiences to their friends) rated their mood states more pleasant and positive than the ratings of those who described their negative situations (i.e. be angry against their friends). In these descriptions, trait-based expressions and more concrete behavior descriptions were counted each. In the results, concrete behaviors were observed significantly more in negative situations than in positive situations ($F(1, 118)=2.90, p<.05$). Trait-based expressions were described more in positive situations than in negative situations ($F(1,118)=2.64, p<.05$). The hypotheses were confirmed and it was found that the valence of interpersonal situations had an impact on the way in which participants described themselves. The implied explanation on the characteristics of the self description would also be discussed.

G119

ENTITY VS. INCREMENTAL THEORIES OF INTELLIGENCE, ACHIEVEMENT GOALS, AND ACADEMIC PERFORMANCE

Carey S. Ryan, Anne Marie Robbins, Rebecca Shively, Andy Callens; University of Nebraska at Omaha – People vary in their implicit beliefs about intelligence, which may influence achievement goals, attributions for academic success and failure and, ultimately, academic performance. Entity theorists view intelligence as fixed, associating intelligence with innate ability. They tend to adopt performance goals in academic settings, focusing on demonstrating or validating their ability. In contrast, incremental theorists view intelligence as malleable. They tend to adopt learning goals, which involve the effort to develop skills and knowledge. Incremental theorists are thus expected to perform better academically. We examined these relationships among science majors and non-majors who were enrolled in undergraduate science courses. Students completed questionnaires that assessed their implicit theories of intelligence, achievement goals, and attributions for performance in their science classes to effort, ability, and luck. Students' semester and cumulative grade point averages (GPAs) were obtained from university records. The results indicated that endorsement of an entity theory of intelligence was associated with weaker learning goals, but was not associated with performance goals. Endorsement of an incremental theory was associated with stronger learning goals. However, students who adopted either type of goal were more likely to attribute their performance to effort and ability and less likely to attribute it to luck. In addition, having either type of goal was associated with significantly higher GPAs. These relationships remained when gender, major, and number of credit hours earned were controlled. Thus, students who had academic goals—whether to validate their ability or to develop their skills and knowledge—performed better academically.

G120

CULTURAL INFLUENCES ON PERCEPTIONS OF SELF AND OTHERS IN THE FUTURE

Deanna Messervey¹, Li-Jun Ji¹, Zhiyong Zhang², Tiejuan Guo¹; ¹Queen's University, ²Beijing University – Previous research in cultural psychology has found that East Asians are more contextual than European North Americans. In previous studies, however, researchers tended to focus on the present time period. The purpose of the present research is to extend this work by examining how Canadians and Chinese describe themselves and close others in the future. We administered a revised Twenty Statements Test (TST), in which 134 students from Beijing University in China and 118 students from Queen's University in Canada were asked to describe themselves or a close friend either tomorrow or next year. We found that Chinese made more contextual descriptions for themselves and for others in both the near and distant future than Canadians ($p < .01$). In addition, we found

that Chinese who described close others in the near future made more contextual descriptions than Chinese who described close others in the distant future ($p < .01$), whereas the opposite pattern emerged for Canadians ($p < .05$). Moreover, Canadians and Chinese made different types of descriptions. Chinese were significantly more likely to make statements that were qualified by reference to other people and things and by time, whereas Canadians were more likely to make statements that made reference to a specific feeling or mood, to group membership, and to psychological attributes. Discussion centers on implications for culture and perceptions over time.

G121

THIN SLICE METHODOLOGY: VARIABILITY IN IMPRESSIONS FROM HOMOGENEOUS AND HETEROGENEOUS BEHAVIOR SEQUENCES.

Matthew J. Lindberg, G. Daniel Lassiter, Katrina Brickner, James Mahnic, Melissa Smart; Ohio University – Research on social perception has demonstrated that judgments based on brief observations or “thin-slices” can be remarkably accurate (Ambady, Bernieri, & Richeson, 2000). Thin slices, as defined by Ambady and colleagues, are any excerpt of dynamic information less than five minutes in length. The main assumption underlying the thin-slice paradigm is that a thin slice is representative of the entire behavioral sequence. This would necessitate that for extremely short slices (four and ten seconds) to be accurate, the behavioral sequence that they are sampled from is homogeneous. Two studies were conducted to explore the impact that slices have on accuracy, when taken from either homogeneous or heterogeneous behavioral sequences. In both studies, participants viewed either three 4-second clips, three 10-second clips, or the full five minute video of a woman engaged in conversation. Accuracy was assessed by the extent to which impressions were consistent with those who watched the complete video. Study 1 demonstrated that impressions formed on the basis of thin slices taken from a homogenous video (consistently negative rapport) are significantly more extreme than impressions formed from watching the complete video, with no significant differences between length of slices. However, in study 2, when clips were randomly taken from a heterogeneous video (vacillating between positive and negative rapport), impressions differed significantly between the thin-slice conditions. The results of these two studies suggest that impressions formed from thin-slices will be accurate to the extent that they are sampled from a homogeneous behavioral sequence.

G122

HOW WE MET: A COMPARATIVE STUDY OF FRIENDSHIP IN TWO CULTURES

Tiane Lee¹, Sousuke Miyamoto², Susan Fiske¹; ¹Princeton University, ²Tokai University – We investigated culturally manifested friendship concerns and expectations, predicting that trust styles would impact people's approach to new acquaintances as well as size and permeability of their friendship circles. Two undergraduate samples from Japan (N=136) and US (N=229) reported their affective and behavioral responses to a hypothetical situation and previous experiences with new acquaintances and friends of friends, and rated descriptions of their friendship groups (e.g., openness to new people). The first analysis investigated the concerns of each sample separately. While both cultures expressed two common concerns—desire to approach a new acquaintance and get along with that person—Americans were higher on both. Japanese revealed unique concerns with emotional distress and jealousy, and relying on others. Americans revealed unique expectations that friendships are specialized relationships between two people and of quick attachment to new acquaintances. The second analysis investigated general concerns across samples. Three issues emerged: becoming friends through accommodating another's desire for friendship, even if the desire is not mutual; caring for a new friend through inclusion with one's friendship circle; and exercising caution in approaching a new acquaintance. The latter revealed a culture by gender interaction with women exaggerating

the cultural difference that Japanese exercise more caution than Americans. Overall, findings reflect selective trust among Japanese and broad trust among Americans (Yamagishi & Yamagishi, 1994) and demonstrate that belonging is a key social motive (Fiske, 2004) that people enact in culturally appropriate ways during friendship formation.

G123

WORKPLACE EXCLUSION: AN INTERACTIONIST PERSPECTIVE Robert Hitlan, Jennifer Noel; *University of Northern Iowa* – Social psychological research on ostracism, rejection, and exclusion indicate that such behavior violates an innate human need for belonging (Baumeister & Leary, 1995). From the target's perspective, perceived exclusion is related to a host of negative physical, psychological, and behavioral consequences including increased aggression. Research also indicates that people differ in their level of trait aggressiveness. Some people are innately more aggressive than others. However, few studies have investigated the interactive effects between these variables on workplace outcomes even though Williams (1997/2001) model of ostracism indicates that personality variables may serve to moderate the impact of exclusion on outcomes. To help fill this gap, the current research investigated the impact of workplace exclusion and personality dimensions on workplace deviance (e.g., aggression) using a sample of full-time employees from a mid-sized utility company in the Midwest. More specifically, this research examined the prediction that situational variables (i.e., workplace exclusion) interact with individual differences in personality (as indexed with the NEO-FFI) in the self-reported display of interpersonal and organizational deviance. One hundred and five full-time employees completed a Workplace Experiences Survey. Results provide support for the unique effects of workplace exclusion and personality in predicting acts of workplace deviance. The predicted interaction between personality and exclusion received limited support.

G124

ACTIVATION OF ROLE RELEVANT GOALS: IMPACT ON AUTOMATIC STEREOTYPING. Lorella Lepore¹, Henriette Hogh²; ¹*University of Reading, UK*, ²*University of Surrey, UK* – Recent research on stereotyping has underscored the importance of perceiver's motives, and that of contextual or situational features, in facilitating, reducing or preventing stereotype activation. The impact of goals elicited by the perceiver's social roles on automatic stereotyping, however, has been scarcely investigated. The present research examined the effect of perceiver's goals, as determined by roles in a given situation, on stereotype activation. We expected participants' roles to elicit activation of relevant goals and facilitate automatic perception of a target person in task appropriate rather than stereotypical terms. Research findings supported these predictions. Participants in specified roles responded reliably faster to words related to relevant goals, and to target related words potentially relevant to the situation rather than to stereotypical words, before any information other than the target person's role and ethnicity had been presented. Activation of goals pertinent to the role affected the early stages of information processing, triggering a mindset that resulted in increased accessibility of situation relevant rather than stereotypical target concepts. Thus, role relevant goals can automatically prevent the activation of ethnic stereotypes while facilitating situation relevant target construal. These findings contribute to a model of early social information processing and have implications for prejudice reduction.

G125

THE EFFECT OF EMOTIONAL VALENCE AND CERTAINTY ON THE USE OF THE PHYSICAL ATTRACTIVENESS STEREOTYPE IN AN EMPLOYEE SELECTION CONTEXT Dan Benkendorf¹, Kristin Sommer²; ¹*Fashion Institute of Technology*, ²*Baruch College, City University of New York* – Studies examining the effects of mood on information processing have generally shown that negative emotional states lead to deeper processing of information and lower reliance on simple decision

cues. More recent research suggests that the effects of mood on processing may have less to do with the valence of the affective state than with differences in certainty appraisals of the specific emotions (Tiedens & Linton, 2001). These studies suggest that emotions low (compared to high) in certainty encourage systematic processing. The present study examined emotional valence and certainty as possible moderators of the use of the physical attractiveness stereotype on an employee selection task. Participants viewed short film clips designed to induce four specific emotions that reflected the orthogonal combination of valence and certainty. They were then asked to rate the hireability of a hypothetical job candidate who was being considered for a sales associate position. Resumes were paired with a picture of an attractive or unattractive candidate. Participants in a negative (but not positive) emotional state were more likely to hire an attractive compared to unattractive candidate. Use of the physical attractiveness stereotype under negative mood conditions suggested that physical attractiveness may be perceived as diagnostic of success as a salesperson. Emotional certainty (compared to uncertainty) also led to a stronger preference for attractive compared to unattractive candidates, but only when candidates were male. The findings point to a complex relationship between emotional valence and certainty in predicting people's use of physical attractiveness cues in judgments of hireability.

G126

PSYCHOLOGICAL AND PHYSIOLOGICAL CONSEQUENCES OF ANTICIPATING PREJUDICE Pamela Sawyer¹, Sarah Townsend¹, Bettina Casad², Brenda Major¹, Wendy Berry Mendes³; ¹*University of California, Santa Barbara*, ²*California State Polytechnic University, Pomona*, ³*Harvard University* – Research shows that targets of prejudice and discrimination are at increased risk for mental and physical health problems ranging from depression to hypertension and stroke. The current study examines the possibility that these negative outcomes may be due not only to the experience, but also to the anticipation of discrimination. Fifty-five Latino-American women were told that they would be giving a speech to a white confederate. Via an exchange of attitude questionnaires, participants learned that their partner held either negative (prejudiced condition) or positive (non-prejudiced condition) views toward minorities. Participants' cardiovascular activity was monitored during speech preparation and expectations about the interaction and affect were reported following preparation but before speech delivery. Results indicate that women in the prejudiced condition expected the speech to be more stressful, felt more overwhelmed and fearful, and thought their partner wanted to work with them less than did women in the non-prejudiced condition. Participants in the prejudiced condition also exhibited a physiological response pattern characteristic of stress, including increased blood pressure, heart rate and vasoconstriction relative to those in the non-prejudiced condition. These findings suggest that members of minority groups need not actually experience prejudice in order to suffer from its consequences- simply anticipating and preparing for such an interaction may lead to psychological and physiological distress.

G127

BEYOND OBJECTIFICATION: THE ROLE OF THE CULTURAL IDEAL AND IDEOLOGY Rachel W. Kallen¹, Diane M. Quinn²; ¹*Colby College*, ²*University of Connecticut* – Objectification theory proposes that when women self-objectify they are at risk for negative psychological outcomes due to the fact that women inevitably fall short when they compare their own appearance with an internalized, often unattainable, societal ideal. Two experiments were conducted to demonstrate that an ideal is made salient for women in a state of self-objectification and how self-objectification may lead women to express greater intentions to engage in behaviors that will help them to achieve that ideal. Additionally, Study 2 explored how ideological messages of personal responsibility may affect the experience of self-objectification. In both

experiments, a state of self-objectification was manipulated by asking female participants to try on either a swimsuit or a sweater, and activation of the ideal was measured using a lexical decision task containing ideal versus neutral words and non words. In Study 2, participants were presented with primes of either personal responsibility or a more inclusive message about appearance. Results of both studies showed that being in a state of self-objectification led to activation of the societal ideal such that women in the swimsuits were faster than women in the sweaters to respond to words relating to the ideal. Results also indicated that women in a state of objectification were more likely to express intentions to engage in diet and exercise behaviors, especially when primed with messages of personal responsibility. These findings serve to expand current objectification research and highlight important processes implicit to the theory that have not previously been tested empirically.

G128

BEYOND 42: THE EFFECT OF SHARED REALITY AND ATTACHMENT SECURITY ON MEANING *Maya Sakellaropoulou, Mark Baldwin; McGill University* – Shared reality involves a sense that one's conception of reality corresponds with that of others. Given the intersubjective nature of shared reality, attachment theorists might expect the greatest benefits from sharing reality, including a sense that life is meaningful, to be reaped by those in a secure context. Indeed, theorists have suggested that one of the fundamental threats to meaning is the impossibility of having others partake fully in one's experiences (Yalom, 1980). Our previous correlational research showed meaning to be positively related to both shared reality and security. To clarify the nature of this relationship, the current study employed a contextual priming technique to temporarily activate feelings of attachment security. Sixty university students completed an attachment style questionnaire and a shared reality measure prior to arriving in the lab. In the lab, participants were presented with a guided visualization task involving either a prototypical attachment security episode, or a neutral, grocery-shopping episode, and then completed measures assessing meaning. Analyses revealed the highest sense of meaning in life to occur among participants who both felt a high degree of shared reality and had received the secure attachment prime. Interestingly, participants who felt little shared reality and who were primed with security evidenced less meaning than their control counterparts. These findings help to elucidate the relationship between shared reality, attachment security, and meaning.

G129

BUT DO YOU REALLY FORGIVE ME? INVESTIGATING AN IMPLICIT TEST OF HOLLOW FORGIVENESS *Kari A. Terzino¹, Frank D. Fincham², Susan E. Cross¹; ¹Iowa State University, ²Florida State University Family Institute* – This research aimed to investigate a new implicit test of "hollow forgiveness," a construct several forgiveness researchers hypothesize exists. Hollow forgiveness is believed to occur when victims express forgiveness to transgressors, but may not feel forgiveness privately. To date, no study has substantiated the theoretical construct. The present study utilized a reaction time task as a first step in examining hollow forgiveness. Participants completed a series of relationship, forgiveness, and well-being measures, and then wrote about a time in which they had forgiven their partner for a transgression. Following this prime, participants completed a lexical decision task comprised of positive and negative forgiveness words and Big Five personality traits, and unrelated words matched on valence, frequency, and word length. Reaction time results indicated the existence of two groups -- those with a stronger association (e.g., faster reaction time) to positive forgiveness and Big Five words, and those with a stronger association to negative forgiveness and Big Five words. Importantly, there were no differences between these groups on the explicit forgiveness measure, indicating that participants reported the same level of forgiveness despite differences in the implicit measure (e.g., reaction

time to forgiveness words). Additionally, there were no differences between the groups on the relationship or well-being measures. Finally, analyses revealed that group membership moderated the association between the explicit forgiveness measure and commitment. Implications for future research examining hollow forgiveness are discussed.

G130

PREJUDICE AGAINST GAY MEN: EXPLORING DETERMINANTS WITHIN THE AFRICAN AMERICAN COMMUNITY *Jamie Barden, Debbie Camp; Howard University* – According to social observers, a strong prejudice against gay men exists within the African American community, with organized religion identified as a key cause (King, 2004). Evidence suggests that adult role models such as parents serve as an important source of prejudiced attitudes (Sinclair, Dunn, & Lowery, 2005). However, there is surprisingly little research exploring the determinants of anti-gay prejudice in African American populations. The current research explores parental transmission of this prejudice and the potential of community leaders in reducing prejudice. In two studies, participants evaluated images of four types of couples: gay Black, gay White, straight Black, and straight White. Study 1 showed an extremely negative attitude towards gay couples regardless of race. Attitudes of the participant's religion towards gays predicted the participant's own attitudes. Critically, this was fully mediated by parental attitudes toward gays. Study 2 attempted to reduce this prejudice using actual quotations from leaders respected in the community (e.g., Desmond Tutu, Coretta Scott King). Compared to a control message about the environment, these quotations and sources decreased prejudice toward Black gay couples but not White gay couples, on the explicit measure used in Study 1 and an implicit measure of evaluation as well. Thus, prejudice reduction was achieved, but only in a surprisingly narrow way. This selective reduction of prejudice suggests some intriguing mechanisms (e.g., re-categorization by race). Study 2 also replicated all of the findings from Study 1. Together these studies highlight the importance of role models as determinants of prejudice.

G131

EMOTIONAL EXPERIENCES AMONG CHINESE STUDENTS: IS LOVE MORE THAN A FEELING? *Xiaomeng Xu, Bianca Acevedo, Arthur Aron; State University of New York at Stony Brook* – Many emotion theorists consider love to be an emotion (Gonzaga et al., 2001; Shaver et al., 1987, 1996); however, Aron and Aron (1991) argued that love is better understood as a goal-oriented motivational state. Some research supports the idea that love is different from emotions: Acevedo and Aron (2004) found that Americans and Mexican-Americans report having felt more opposite-valence emotions and more emotions overall for an experience of love than for experiences of fear, anger, sadness, or joy. Our study replicated Acevedo and Aron, but with a sample of 167 Chinese college students in Beijing. Following Acevedo and Aron, participants received two checklists, each consisting of 69 emotion items representative of the emotion domain taken from Shaver et al.'s (1987) prototype analysis and roughly balanced between positive and negative items. One asked participants to recall an experience of intense love and check all emotions they experienced as a result of the experience; the other asked participants to recall an experience of intense fear, anger, sadness, or joy (randomized) and check all emotions experienced as a result (questionnaires were counterbalanced). The checklists and instructions were translated into Mandarin. Replicating Acevedo and Aron's results, significantly more opposite-valence emotions were checked for an experience of intense love than for experiences of fear, anger, sadness, or joy. However, unexpectedly, participants did not check more emotions overall for love than for the other conditions. Implications, future directions, and possible explanations for differences, including a cultural difference in expressiveness, are discussed.

G132**WHEN RESOURCE CONFLICTS ARISE: DOES TESTOSTERONE PREDICT COMPETITIVE AND COOPERATIVE BEHAVIORS?**

Pranjal Mehta, Robert Josephs, Mark Van Vugt; The University of Texas at Austin – In a variety of animal species, testosterone (T) levels are associated with aggressive and dominant behaviors, but few studies have examined the relationship between T and dominance in humans. The present study tested whether higher T would predict competitive behaviors when individuals conflict over limited resources. Same-sex pairs of participants played ten rounds of the Chicken Dilemma, a game that deviates slightly from the Prisoner's Dilemma and is thought to model social power dynamics in dyadic interactions. Participants provided saliva samples before, during, and after the game, and were paid cash for their earnings. Results indicated that T predicted individuals' choices during the game. For example, individuals high in basal T were more likely to make competitive choices than individuals low in basal T. The relationship between basal T and behavior was stronger in men than in women. T levels also fluctuated during the game. These findings provide the first evidence that T predicts social behaviors in resource conflicts. More broadly, these results suggest that biological processes influence economic decisions and social behaviors.

G133**A LONGITUDINAL EXAMINATION OF THE EFFECT OF ACHIEVEMENT GOALS IN THE WORKPLACE**

Ayumi Tanaka¹, Takuhiro Okuno¹, Andrew Elliot²; ¹Doshisha University, ²Rochester University – Previous research on achievement goals has examined the costs and benefits of regulating under different achievement goals for different tasks and situations. In our research we examined whether achievement goals influence change in effort, persistence, and intrinsic interest in a real-world job setting over a year-long period. A sample of 57 (48 male and 9 female) Japanese newly hired policemen completed questionnaires on two occasions with a 1-year interval. Multiple regression analysis examining cross-lag relations revealed that there were significant positive influences of performance-approach goals on increased effort, persistence, and intrinsic interest. Significant negative influences of performance-avoidance goals on change in effort and intrinsic interest were also found. There was no significant longitudinal effect of either mastery-approach or mastery-avoidance goals on the three of outcome variables. These effects were observed when the influence of motive dispositions (the motive to achieve success and the motive to avoid failure) and competence expectations were controlled. These results highlight the benefits of performance-approach goals, and the costs of performance-avoidance goals in the workplace, and raise questions about the utility of mastery-approach goals in such settings.

G134**GOAL PURSUIT BY PROXY: ABSTRACT AND CONCRETE CONSTRUCTS OF VOTING**

Karen Langsam, Antonio Freitas; State University of New York at Stony Brook – Construing action in abstract, purpose-oriented terms (relative to concrete, process-oriented terms) was hypothesized to facilitate viewing one's decisions as reflections of one's important aims and values, thus impacting what it means to decide among representatives of oneself. Drawing on classic demonstrations of the motivational potency of uncompleted goals (Lewin, Dembo, Festinger, & Sears, 1944), we expected that making accessible such goals would motivate participants to take actions allowing them to reach those goals. In this experiment, we compared whether the same candidate would be evaluated differently as a function of whether her behavior was concordant versus discordant with participants' own goals. Ninety-six participants were randomly assigned to think about an unfinished career or health-related goal. Participants were then told that they would help elect a student representative to PsiChi. To instantiate a concrete or abstract mindset, participants were randomly assigned to think about the election as occurring in the near-future or the distant-future. After

receiving information on the candidates' life goals, participants voted. A significant relationship between goal compatibility and temporal distance to the candidate's term emerged, $F(1, N = 96) = 3.81, p < .05$. Participants in the distant-future condition chose the candidate who was pursuing a goal concordant with their own goal more often than the candidate who was pursuing a goal discordant with their own goal. No significant difference emerged among participants in the near-future condition. It appears that when thinking abstractly individuals elect representatives most closely approximating the kind of person they strive to become themselves.

G135**IMPLICIT RACE RECOGNITION AS EVIDENCE OF PRE-ATTENTIVE PROCESSING IN AN INATTENTIONAL BLINDNESS PARADIGM USED TO STUDY RACIAL PROFILING**

Neneh Kowai-Bell¹, Jim Blascovich²; ¹University of Houston-Clear Lake, ²University of California, Santa Barbara – The potential consequences of racial profiling for noticing non-profiled persons were investigated using an inattentional blindness paradigm. The paradigm tested the effect of directed attention on noticing an unexpected event, in this case, an interloper who entered the scene. The interloper was the same race as the attended or ignored group. Awareness of the interloper was measured explicitly via self-report and implicitly via electrodermal activity (EDA) and judgments about the unnoticed interloper. Explicit inattentional blindness was 72%. Among those who did not notice the interloper, an attention set and priming effect were found on electrodermal activity. As hypothesized, more EDA occurred when the interloper's race matched that of the attended group than when the interloper's race matched that of the ignored group. These results suggest pre-attentive processing for the stimuli that fit the attention set. Additionally, there was evidence of implicit perception of the race of the interloper among those who did not report seeing him. After being queried about the unexpected event, participants were shown photos of possible interlopers of various races and rated each photo on how likely that it was of the interloper. Participants rated the photos of persons who were the same race as the interloper as more likely to have been the interloper than photos of persons of other races ($p < .05$). These findings suggest that pre-attentive processing can emerge from both top-down (controlled) and bottom-up (stimulus driven) influences and suggest a promising method for studying pathways of racial profiling.

G136**MOMENTARY HAPPINESS: THE ROLE OF PERSONALITY AND PSYCHOLOGICAL NEEDS**

Ryan Howell, David Chenot; California State University, Bakersfield – Daily psychological well-being increases with increased psychological need satisfaction (Reis et al., 2000). Reports of global life satisfaction have been closely linked to personality traits (DeNeve & Cooper, 1998). We hypothesized that momentary happiness is a function of psychological need satisfaction, and that these relations are moderated by trait-level variables. Multilevel random coefficient analyses examined this hypothesis across 36 hourly reports of happiness and psychological need satisfaction (autonomy, belongingness, and competence). Participants also reported their satisfaction with life (Diener et al., 1985) and personality traits (John et al., 1991). Momentary happiness covaried with psychological need satisfaction. While behaviors that promoted autonomy and belongingness tended to increase reports of happiness, behaviors that promoted competence decreased happiness. However, competence-producing behaviors were rated as high on stress and low on enjoyment. Given the within-person covariation, analyses of trait-level moderators (satisfaction with life, extraversion, and neuroticism) were examined. Participants with higher SWL scores demonstrated stronger autonomy-happiness and belongingness-happiness relations. Participants low on extraversion showed stronger relations between belongingness and happiness. Participants high on neuroticism had stronger relations between autonomy and happiness.

These results are similar to Reis et al. (2000), with the exception of competence, which was negatively related to happiness. Thus, while competence-promoting behaviors may lead to global increases in well-being, initial engagement in these behaviors may come at an affective cost. These results demonstrate that trait-level personality variables and their interactions with state psychological need variables may be required to predict momentary happiness.

G137

OPTIMISTIC AND PESSIMISTIC BIAS IN EUROPEAN AMERICAN AND ASIAN AMERICAN COLLEGE STUDENTS Kathryn Zumberg¹, Edward Chang¹, Kate Min²; ¹University of Michigan, ²Syracuse University – Research on self-enhancement and self-criticism has supported the view that European Americans are guided by self-enhancement (Taylor & Brown, 1988) and that Asian Americans have a tendency to support self-criticism (e.g., Chang, 1996, 1998a). However, research on optimism and pessimism among European Americans and Japanese college students has not supported a simple mapping of self-enhancement to Europeans and self-criticism to Asians (Chang, Asakawa, and Sanna, 2001). Nonetheless, a mapping of self-enhancement to European Americans and self-criticism to Asian Americans may still be valid since it remains unclear if Chang et al.'s (2001) findings for Asian college students can be generalized to Asian American college students. The present research examined levels of optimistic and pessimistic bias in the prediction of positive and negative physical and psychological health outcomes between European American (N = 171) and Asian American (N = 168) college students in order to clarify whether Chang et al.'s (2001) findings will generalize to Asian American college students. Results of between-groups analyses indicated that European Americans compared to Asian Americans were more likely to expect that both positive and negative physical health outcomes would occur to self than to others. Importantly, results of within-groups analyses indicated an optimistic bias for European Americans and Asian Americans in predicting negative physical health outcomes, and both positive and negative psychological health outcomes. Asian Americans also indicated a pessimistic bias in predicting positive physical health outcomes. Overall these results point to the potential presence of both self-enhancement and self-criticism in these cultural groups.

G138

LET'S TALK IT OVER... OR MAYBE NOT? HOW PERCEPTIONS OF BIAS INFLUENCE STRATEGIC RESPONSES TO CONFLICT Kathleen Kennedy, Emily Pronin; Princeton University – People are more likely to perceive bias in others than in themselves, and these asymmetries in perception are particularly likely in the context of a disagreement (Pronin, Gilovich, & Ross, 2004). However, no research has examined the consequences of perceptions of bias on individuals' reactions to conflict. In three studies we show that perceptions of bias (vs. objectivity) in one's opponent affect the type of strategic responses advocated for dealing with disagreement. Participants were presented with fictitious opponents who disagreed with them regarding either university policy or political issues. In Study 1, participants were presented with a written statement from an opponent who was either rational and objective regarding the issue, or irrational and influenced by biases. In Study 2, participants were presented with a profile of an individual portrayed as either a generally rational and objective person or a generally irrational and biased person. In Study 3, participants were provided information about the degree of disagreement they had with their opponent, large or small, and used this information to impute their opponent's level of bias. In each study, participants rated endorsement of strategies for dealing with the other person's opposition. Strategy options fell into two categories: cooperative/discussion-oriented and non-cooperative/aggression-oriented. In all three studies, participants advocated more aggressive and less cooperative responses when contemplating opponents whom they thought were biased rather than objective. Moreover, bias perceptions

mediated the relationship between experimental condition and strategy preference, suggesting that these perceptions play a key role in shaping the course of a conflict.

G139

REASONED OPTIMISM: AN "INTUITIVE FUNCTIONALIST" ACCOUNT OF OPTIMISTIC BIASES Aaron M. Sackett¹, David A. Armor²; ¹University of Chicago, ²San Diego State University – Two experiments test the hypothesis that people regard overly optimistic predictions not solely as unwanted mistakes but rather as functionally useful biases. In Study 1, participants were instructed to list, and to rate the importance of, the advantages and disadvantages of making optimistic and pessimistic prediction errors. Results revealed that, rather than seeing optimistic and pessimistic errors as equally troubling mistakes, participants saw optimistic errors as beneficial. Participants indicated that optimistic errors have more advantages than disadvantages, and that these advantages are also more important; conversely, participants indicated that pessimistic errors have fewer advantages than disadvantages, and that these advantages are less important. In Study 2, participants were asked to generate and then evaluate the advantages and disadvantages of optimistic and pessimistic prediction errors in comparison to the advantages and disadvantages of making accurate predictions. Results again revealed that people's intuitions favored optimism: Even with accurate forecasts present as an alternative, participants indicated that the advantages of optimistic errors were greater in number and importance than disadvantages. They also indicated that the benefits of accuracy were neither more numerous nor more important than the benefits of optimistic errors, suggesting that optimistic errors are not only seen as the less worrisome of prediction errors, but also as equal if not greater in value in comparison to accurate predictions. Discussion focuses on how people's asymmetrical tolerance for optimistic errors, as demonstrated in the two studies presented, may offer insights into forecasting biases and social judgment.

G140

REJECTION SENSITIVITY, RELATIONSHIP POWER, AND WOMEN'S HIV RISK Kathy Berenson, Geraldine Downey, Nabila El-Bassel, Christine Paprocki, Kahlila Robinson; Columbia University – Rejection sensitivity, a processing disposition defined by anxious expectations for rejection, has been associated with costly efforts to maintain relationships. In their attempts to prevent rejection, highly rejection sensitive people are more likely than others to suppress or change their self-presentation and engage in ingratiating behavior – and research suggests they may do so even when it puts their own best interests, including health and safety, at risk. In previous studies of female adolescents and undergraduates, for example, rejection sensitivity predicted greater willingness to compromise their moral values, keep silent about their needs/opinions, and engage in sexual activity without protection rather than risk displeasing their romantic partners. The present study extends this work by examining the contribution of rejection sensitivity to the set of individual, relational, and systemic problems underlying the particularly high rate at which United States women continue to acquire human immunodeficiency virus (HIV) infection from their male romantic partners. 238 women seeking medical treatment at a hospital emergency department in a high-poverty urban neighborhood were recruited for participation in the study. They completed a structured psychosocial interview that included a version of the Rejection Sensitivity Questionnaire (Downey & Feldman, 1996) adapted for adults, and the Sexual Relationship Power Scale (Pulerwitz, Gortmaker & DeJong, 2000). Results showed that even after controlling for relevant sociodemographic and psychosocial factors, rejection sensitivity predicted lower levels of self-reported control and decision making power, and less consistent HIV prevention efforts, in participants' sexual relationships.

G141**A CROSS-CULTURAL EXAMINATION OF BELIEFS AND ATTITUDES REGARDING MENTAL ILLNESS AND THE MENTALLY ILL**

Assen Alladin, Alishia Alibhai, Amanda Epp, Laura Henwood, Cathie Wu; University of Calgary—The purpose of the present study was to conduct a cross-cultural comparison of the attitudes and beliefs regarding mental illness and the mentally ill among three minority groups within Calgary. The groups included in the study were Calgarian Muslims, Sikhs, and Buddhists. Sixty-three (63) Muslims, 73 Sikhs, and 20 Buddhists completed questions in response to a vignette depicting depression, and another depicting schizophrenia, as well as the Community Attitudes towards the Mentally Ill (CAMI) scale. Similarities and differences were assessed among the three cultures by comparing beliefs about the causes and treatments of mental illness along five dimensions: biological/physical, personal/psychological, interpersonal/social, spiritual/supernatural, and chance/uncontrollable. The results revealed that psychological and social causes for depression were most important to the Sikh and Muslim groups. With regards to schizophrenia, the Buddhist group endorsed psychological causes more so than the Sikh and Muslim groups whereas the Sikh group endorsed social causes more so than the Muslim and Buddhist groups. Finally, the Muslim group endorsed spiritual causes more so than the Sikh and Buddhist groups. Implications for the cultural competence of mental health professionals within Calgary, a growing and diverse city, will be discussed.

G142**THE INTERACTIVE EFFECTS OF WHITE GUILT AND SELF-EFFICACY ON PREJUDICE REDUCTION AND SOCIAL ACTION**

Ioana M. Latu¹, Tracie L. Stewart¹, Nyla R. Branscombe², H. Ted Denney¹; ¹Georgia State University, ²University of Kansas—Under what circumstances does guilt accompanying awareness of White privilege improve versus worsen Whites' attitudes and actions toward other groups? We hypothesized that awareness of White privilege would reduce Whites' prejudice and stimulate anti-discrimination actions when they felt efficient in their ability to help reduce inequality, but not when they felt inefficient (Stewart, Phillips, Branscombe, & Denney, 2005). White university students read a passage describing the underrepresentation of African-American faculty and its negative consequences for African-American students. Participants then wrote a letter lobbying for hiring changes and were told there was either a 95% or 5% chance that their actions would be effective. Control participants neither read the passage nor received efficacy information. Collective guilt, prejudice, number of anti-racial discrimination flyers taken for distribution, and optimism concerning hiring changes were assessed. High-efficacy condition participants reported significantly greater optimism concerning change than did those in either the control or low-efficacy conditions. Optimism was also higher for control versus low-efficacy participants. Higher optimism in turn predicted greater collective guilt, lower prejudice, and taking more flyers. Results suggest that awareness of White privilege, paired with optimism concerning one's ability to enact change, has positive consequences for social attitudes and actions. However, awareness of privilege paired with low optimism to enact change promotes less positive outcomes than found for a control group. Consistent with Schmitt, Branscombe, & Brehm (2004), the impact of efficacy on attitudes and actions was mediated in part by lesser collective guilt for those who believed their actions would be ineffective.

G143**A SOCIOFUNCTIONAL PERSPECTIVE ON POSITIVE INTERGROUP RELATIONS: FROM OPPORTUNITIES TO POSITIVE EMOTIONS TO POSITIVE BEHAVIORS**

David Richards, Catherine Cottrell; University of Florida—Do people feel positive emotions toward members of other groups? If so, how can we account for these positive responses? Whereas most research has focused on negative reactions, the

current research examines the positive side of intergroup relations. According to a sociofunctional approach, specific negative emotions arise from specific threats posed by an outgroup, and then prompt associated behaviors that functionally minimize the original threat (Cottrell & Neuberg, 2005). However, just as groups may afford each other threats, they may also afford each other opportunities. Putting a sociofunctional approach together with Fredrickson's (2001) "broaden and build" model of positive emotions, we propose causal paths from intergroup opportunity to positive emotion to positive behavior. That is, each specific perceived opportunity should elicit distinct positive emotional and behavioral responses that serve to maximize the beneficial opportunity. To test these predictions, a sample of 149 university students viewed material describing a novel ethnic group purportedly immigrating to the participants' geographic region. This material contained experimental manipulations of specific opportunities (e.g., protection of physical safety, willingness to do unpleasant work) presented by the immigrant group. Participants then reported their emotional responses (e.g., comfort, gratitude) and behavioral intentions (e.g., entrusting one's safety to members of the group, bestowing rewards on members of the group). As predicted, specific opportunities produced corresponding emotional responses, as well as behavioral intentions that functionally maximized the benefits offered by the immigrant group. In all, these data highlight the importance of considering both positive and negative reactions within intergroup interactions.

G144**COUNTERFACTUALS IN KATRINA: BLAMING HURRICANE KATRINA EVACUEES FOR THE NEGATIVE AFTERMATH**

Jason A. Cantone, Jennifer S. Hunt, Brian E. Armenta; University of Nebraska-Lincoln—Upward counterfactual thinking (i.e., imagining how a situation could have been made better) has been shown to predict tendencies to blame victims for their own misfortune (Nario-Redmond & Branscombe, 1996). However, few studies have examined this relationship outside of the laboratory. In this study, we examined the influence of counterfactual thinking on beliefs that Hurricane Katrina evacuees, who were predominately African American, were to blame for their misfortune (i.e., victim blame). In addition, we examined the relationships between several variables (e.g., perceived group threat, political ideology) and victim blame, and whether these relationships were mediated by upward counterfactual thinking. For this study, 368 residents of three communities that received substantial numbers of Katrina evacuees completed a telephone survey at three separate times. Analyses using the data from the first wave of our study showed that (1) perceived group threat, symbolic racism, perceived impact of evacuees and protestant work ethic each predicted victim blame, (2) counterfactual thinking predicted victim blame, (3) perceived threat, perceived impact of the evacuees and political views each predicted counterfactual thinking and (4) counterfactual thinking mediated the relationship between political views and victim blame, and the relationship between symbolic racism and victim blame. Longitudinal analyses revealed that the relationship between counterfactual thinking and victim blame remained stable over time. Additional longitudinal analyses will be conducted to test the mediation effects. These results expand theoretical assumptions regarding factors that predict victim blame in real-world situations and have implications for understanding why individuals might blame Katrina evacuees for their misfortune.

G145**VOTING AMONG YOUNG AMERICANS: POLITICAL EFFICACY AND CANDIDATE SUPPORT PREDICT VOTING BEHAVIOR AND ELECTION PERCEPTIONS**

Jennifer S. Pratt-Hyatt, Isis H. Settles; Michigan State University—Low voter turnout among American youth is seen as an important societal problem, but relatively little research has explored psychological factors related to youth voting or their perceptions of the election process. The authors predicted that young

people's attitudes toward political candidates and their feelings of control in the political realm would predict voting as well as post-election perceptions of the process. In this study 165 potential young voters completed measures of political efficacy and candidate support in the weeks before the 2004 presidential election. One week after the election they completed a questionnaire which assessed their voting behavior and perceptions of the election process. Results indicated that the strength of pre-election support for one's chosen candidate predicted voting and that this effect was moderated by external political efficacy. Youth who strongly supported their candidate and believed voters play an important role in the political process were especially likely to vote. Young voters with more internal political efficacy perceived the election to be less problematic and more understandable and those with more external political efficacy perceived the election to be more fair. Candidate choice also influenced post-election perceptions. Compared to George Bush supporters, students who voted for John Kerry saw the election as less understandable, more problematic, and less fair. These findings suggest that to understand voting behavior and post-election perceptions of young Americans, it is important to consider their attitudes about politics in general as well as their support of specific candidates in a given election.

G146

CHANGES OF JUSTICE PERCEPTIONS OVER TIME. REPEATED MEASURES OF APPLICANTS' JUSTICE PERCEPTIONS IN PERSONNEL SELECTION

Amelie Werther; University of Massachusetts at Amherst – Systematic variations of justice perceptions were studied in a simulated personnel selection situation. 95 German students answered a newly developed German multidimensional justice questionnaire at three times—before taking a selection test; directly after testing, but before receiving feedback; and one week later, upon receiving feedback. Three predictions about changes of justice perceptions were tested: First, justice perceptions were expected to be increased before testing, fulfilling a heightened need for control in this situation of uncertainty; after testing, uncertainty about the test-related (vs. the feedback-related) aspects of the selection situation should be reduced, leading to lower justice perceptions for these aspects. Accordingly, two repeated-measures ANOVAs confirmed that only these aspects were perceived as generally less just after than before the test. Second, justice perceptions were shown by a MANOVA to increase after a manipulated positive (vs. negative) feedback. Third, a scale measuring overall justice of the selection situation was regressed on the single aspect scales. As predicted based on salience changes of the aspects, the regression weights changed in size over time; however, the directions of the variations did not always follow predictions. Overall, although not all specific predictions were confirmed, the data support the basic assumption of systematic variations of justice perceptions over time. Apart from practical implications for personnel selection, such variations also indicate limits for conclusions that can be drawn from cross-sectional studies of justice.

G147

GROUP DYNAMICS IN LATENT SEMANTIC SPACE: AN ANALYSIS OF ORAL ARGUMENTS FROM THE SUPREME COURT OF THE UNITED STATES

Logan Grosenick¹, Alexandra Suppes²; ¹Stanford University, ²Columbia University – How are differences in group opinion related to individual representation of word meaning, and what can we infer about group consensus from group semantics? Latent semantic analysis (Landauer, 1998, Hyvarinen 2001) puts word meaning in a measurable space by analyzing how a word's meaning is constrained by the presence or absence of words around it. We applied several related LSA approaches to a parsed corpora of oral arguments from the Supreme Court of the United States. Using modern statistical learning techniques (Linear Discriminant Analysis (LDA), Support Vector Machine (SVM) (Vapnik 1995), and Multiple Additive Regression Trees (MART)(Friedman, 2001)), we then successfully predicted which Justices

would decide together using only their differences in latent semantic space. Using these models we then evaluated the evolution of the semantic space over time, the relationship and evolution of semantics between the Justices and the lawyers arguing before them, and the relative influence over time of the lawyers semantics on the justices word usage and case decisions. Implications for persuasion and conflict resolution are discussed.

G148

BLAME IT ON TIME: TIME-RELATED PERFECTIONISM AND TASK PERFORMANCE

Fuschia Sirois; University of Windsor – The current study tested the proposition that there are individual differences in the extent to which people attribute the quality of their performance to the quantity of time available. A sample of 980 adults (63.7% male) recruited online completed an Internet survey including time-related perfectionism items, personality and well-being measures, and questions regarding how time limits affects task performance. Confirmatory factor analysis supported the proposed three factor structure of the new 17-item scale: time perfectionism (the perception that more task time results in a higher quality performance), performance stress (anxiety about performing poorly under time constraints), and failure anticipation (expecting poor performance under time constraints). Split sample analyses revealed that all three subscales were positively associated with maladaptive perfectionism, procrastination, depression, and negatively related to self-esteem and self-regulation. A tertiary split of the scores for each dimension followed by ANOVAs found that high failure anticipators rated themselves as lower achievers. There were no differences among the levels of time perfectionists on achievement status or adaptive perfectionism, suggesting that this dimension may be less dysfunctional. High scorers on each of three dimension subscales indicated that time constraints negatively impacted their performance. Despite the fact that many people believe that they do their best work when under time pressure, these findings suggest that there are subsets of individuals who may be paralyzed by time limits and who live under the illusion that time limits keep them from achieving their true performance potential. Conceptual links with future selves and procrastination are discussed.

G149

EFFECTS OF TARGET'S GENDER, ETHNICITY & SEXUAL ORIENTATION IN SENTENCING: AN ANALOGUE STUDY OF A CUSTODY BATTLE

Lisa Brown; Austin College – Much of the research on stereotyping, prejudice and discrimination focuses on a single devalued characteristic at a time. However, in the real world targets of prejudice belong to multiple categories simultaneously. Some research studies more nuanced stereotypes of possible targets. For example, Niemann et al. (1994) and Walters and Brown (2005) looked at combined effects of targets' gender and ethnicity, while Maddox and Gray (2002) looked at skin color variation among African American targets. This study follows this approach by investigating effects of target's gender, ethnicity (Asian or White/Black or Latino) and sexual orientation simultaneously. Participants were told the study was about perceptions of crime, and they were given a scenario of two parents in a custody battle of their child. The parent with secondary custody kidnaps the child after learning that the parent with primary custody may receive a job transfer. The parent was found guilty of kidnapping, and the participants needed to assign a sentence. Regarding gender, participants assigned more prison time to male versus female targets. Regarding ethnicity, they tended to assign more time in psychological counseling, less favorable evaluations, and less sympathetic explanations for the motives of Black and Latino versus Asian and White targets. Regarding sexual orientation, they tended to describe less sympathetic motives for gay/lesbian versus heterosexual targets. Finally regarding the interaction of gender and ethnicity in two variables related to prison time, participants were most lenient towards Asian and White women relative to Black and Latino women and men in general.

G150

WHO'S THERE? IMPRESSION FLEXIBILITY IN COMPUTER-MEDIATED INTERACTIONS

Julian Parris; University of California, San Diego – Text-based computer-mediated communication (CMC), such as e-mail and instant messaging, is now embraced by a substantial portion of the population as a compliment to, or supplement for more traditional communication channels. Professional and personal relationships of all types are found, formed, and facilitated by the convenience of this communication platform. The structural features of these media allow for complete, real-time interactions to occur without either party having seen or heard the other. Such a capability is unique anthropologically, and poses new challenges psychologically. A growing body of literature suggests that text-based interactions are qualitatively different from face-to-face encounters in how users come to form impressions and understand each other; however, existing research often confounds what users say with the medium in which it was said. The present study used a new experimental methodology in which participants formed impressions following a staged interaction with a confederate using either CMC or voice-only communication. Literal communication content was controlled, allowing for specific structural effects to be examined. The data evidence significant positive relationships between perceptions of similarity and evaluations of liking for participants in CMC but not voice-only conditions. A significant positive relationship emerged between the personality characteristic of extroversion and subjects' perceptions of similarity only for participants in CMC conditions. Together, these results suggest that CMC affords flexibility in the understanding of another person not present in voice-only or face-to-face communication.

G151

SEEING RED (AND BLUE): THE EFFECT OF EXPOSURE TO PROTOTYPICAL ELECTION MAPS

Kantor Lauren, Sara Konrath; University of Michigan – Commentators (e.g. Gastner, Shalizi, & Newman, 2006) on the media's prototypical use of red-and-blue electoral maps have speculated that the use of such maps might give people the impression that Republicans dominate the United States, the way red dominates the maps. The use of representational cartograms (Gastner et al., 2006) or regional "purple" maps (Vanderbei, 2006) has been recommended to reduce this potential bias. However, we know of no research that empirically examines the effect of exposure to either of these maps. In this study, we randomly assigned online participants (n=195) to see a no-color control map, the traditional red-and-blue one, or a regional purple one. We then asked them various demographic and politically-related questions. Most relevant, we asked them which state they voted in, and to estimate what percentage of their state voted Republican. We calculated an electoral accuracy score by subtracting the actual percentage of Republican voters from their estimated percentage. Thus, positive numbers indicate an overestimate favoring Republicans, while negative numbers indicate an overestimate favoring Democrats. We conducted a stepwise regression examining the effect of type of map and participants' political affiliation on participants' estimations of Republican support in their state. After exposure to the red-and-blue map, participants exaggerated the perceived support for their own political party, thus their views became polarized. After exposure to the purple map, participants from both political parties accurately estimated support. Exposure to traditional red-and-blue maps may lead to a polarization in political perspectives of Americans. Further research is recommended.

G152

EMOTIONAL REACTIVITY UNDER SOCIAL EVALUATE THREAT: A SOCIAL NEUROSCIENCE INVESTIGATION

James Cavanagh, John J.B. Allen; University of Arizona – Individual differences in reactivity to social evaluative threat have been commonly studied using the Trier Social Stress Task (TSST). The ability of the TSST to elicit strong

emotional reactions may be useful for investigations into the affective and cognitive consequences of stress-reactive styles, but there has been little research into the neural correlates underlying these effects. One index of neural activity reflective of internal performance monitoring is the Error-Related Negativity (ERN), an event-related brain potential that occurs after erroneous responses and is hypothesized to be generated in the anterior cingulate cortex. The amplitude of the ERN is sensitive to the emotional significance of negative feedback, and thus may be used as an index of the cognitive consequences of stress-reactive styles. Participants (n=40) performed a stressful mathematical task designed to elicit response competition in a socially evaluative environment similar to the TSST. The amplitude of the difference-ERN (the change from correct responses) directly correlated with cortisol reactivity from baseline, and inversely correlated with fear and shame self-report ratings taken after the task. These effects retained significance even when controlling for baseline difference-ERN amplitude in a standard Erikson flankers task taken before the math task. Ratings of fear and shame were strongly correlated with negative appraisals of performance and rumination after the task. Cortisol reactivity during the task was significantly predicted by ratings of positive anticipatory appraisal taken before the task. Future directions on the cognitive consequences of individual differences in stress reactivity will be addressed.

G153

DISTINGUISHING BETWEEN MALADAPTIVE PERFECTIONISM AND TRAIT PROCRASTINATION: A CASE OF END-STATE THINKING?

Jennifer Voth, Fuschia Sirois; University of Windsor – Maladaptive perfectionism and procrastination are dysfunctional individual differences that interfere in goal attainment, yet both may manifest in distinct ways. One way of conceptualizing these distinctions is through the self-control and self-regulation components of Kuhl's action control theory (1984). Self-control inhibits competing activities and is associated with Conscientiousness. Self-regulation is negatively related to Neuroticism and refers to inhibiting irrelevant activities and facilitating relevant ones. The purpose of this study was to distinguish maladaptive perfectionism and procrastination through higher order personality factors and self-regulatory behaviours. 490 participants were randomly selected from a sample of 981 adults recruited through notices placed on the Internet. Measures of procrastination, maladaptive perfectionism, Conscientiousness, Neuroticism, self-regulation, wellness behaviours and perceived stress were assessed. Procrastination was negatively related to Conscientiousness whereas maladaptive perfectionism was positively related to Neuroticism. Hierarchical multiple regression analyses revealed that both Neuroticism and procrastination were associated with a failure to engage in wellness behaviours. Self-regulation failed to remain a significant predictor after the addition of procrastination. Neuroticism, maladaptive perfectionism and procrastination were positively related to perceived stress and self-regulation was not a significant predictor after adding maladaptive perfectionism and procrastination. These findings suggest that procrastination and maladaptive perfectionism are negatively related to self-regulation; however, maladaptive perfectionism is strongly associated to Neuroticism, which has been related to end-state thinking. End-state thinking occurs when a person ruminates about a goal and the associated feelings rather than ways to attain the goal. Thus, maladaptive perfectionism may differ from procrastination in a proneness to end-state thinking.

G154

WHEN GOING WITH YOUR GUT PAYS OFF: CHOICE QUALITY IN OLDER ADULTS IMPROVES WHEN DECISIONS ARE BASED ON FEELINGS

Joseph A. Mikels¹, Corinna E. Löckenhoff², Sam J. Maglio¹, Mary K. Goldstein², Alan Garber¹, Stanford University, Laura L. Carstensen¹; ¹Stanford University, ²VA Palo Alto – Older adults appear to use different decision strategies than their younger counterparts, gathering less

information and using less cognitively demanding strategies. Such differences are not surprising in light of age-related declines in cognitive control. However, it appears that emotional processes are well maintained across the life span. As such, a focus on emotional processing during a decision task could aid older people in making good choices. The current project explored this possibility. Older and younger adults were presented with information about two health care options (designed such that one option was better than the other) and were instructed to either (1) focus on remembering the details about the options or (2) focus on their emotional reactions to the options. In the memory-focus condition as well as in the emotion-focus condition, younger adults made decisions of equally high quality. The decision quality of older adults in the memory-focus condition was poorer than that of their younger counterparts but in the emotion-focus condition, decision quality was comparable across age groups. These findings suggest that the decision quality of older adults could be improved by encouraging emotion-focused strategies.

G155**CHINESE ARE BOTH MORE OPEN AND MORE RIGID THAN WESTERNERS: THE CONFUCIAN-DAOIST PARADOX**

Ara Norenzayan, Takeshi Hamamura, Ian Hansen; University of British Columbia – The ubiquitous cultural differences found between (Eastern) Chinese and (Western) Euro-Americans are often thought to arise from a common source of difference: e.g. individualism vs. collectivism. However, both Chinese culture and Western culture arise from complex confluences of distinct cultural psychological processes. Chinese culture is strongly influenced by Confucianism and Daoism, for instance, with Confucianism potentially promoting authoritarianism and Daoism potentially promoting dialectical understandings and perceptions. Though authoritarianism and dialecticism could both be considered collectivist cultural syndromes more likely to be found in the East than the West, there is potential psychological tension between these syndromes, since authoritarianism suggests rigidity and dialecticism suggests openness to change and juxtaposition of opposites. Indeed, Chinese scored higher on both dialecticism and authoritarianism scales than Euros, but these two variables were inversely correlated in both groups. Scales designed to measure agreement with Confucian precepts were correlated with authoritarianism, while those designed to measure Daoist precepts were correlated with dialecticism. Implications for the interpretation of cultural differences are discussed.

G156**MODELING THE COGNITIVE PROCESSES UNDERLYING THE IAT**

Christine Reyna, Pablo Gomez, Susan Markunas; DePaul University – The study of implicit, automatic attitudes has become a dominant theme in social psychology over the last two decades. While we know a great deal about the causes and consequences of such attitudes, we know very little about the specific cognitive processes underlying implicit attitude judgments. The present study models the cognitive mechanisms underlying one of our field's most widely used paradigms: the Implicit Associations Test (IAT). In this study we analyzed data from a race/name IAT using the diffusion model (Ratcliff, 1978). The diffusion model is a sequential sample model that assumes that, in binary choice tasks, participants accumulate evidence over time until one of two decision thresholds is reached. The IAT is one of such tasks. In many studies that use the IAT, data are averaged across participants to reveal an IAT pattern. We found that averaging across participants masks how different participants with the same IAT-score are indeed engaging in quite different cognitive processes. For example, data from Caucasian participants who show an IAT score in favor of African Americans are fit by different assumptions of the model than are data from African American participants that show the same IAT pattern. For the former, the decision thresholds account for the IAT effects, while for the latter,

the IAT effects are related to the rate of accumulation of perceptual information.

G157**INCREMENTAL THEORY OF MORAL CHARACTER AND COALITIONAL RELIGIOSITY: TWO PARTNERS OF RELIGIOUS DEVOTION THAT MAKE OPPOSITE PREDICTIONS OF RELIGIOUS INTOLERANCE**

Ian Hansen; University of British Columbia – In two studies, an incremental theory of moral character negatively predicted religious intolerance while coalitional religiosity positively predicted intolerance. Devotional religiosity was strongly positively related both to incremental theory and to coalitional religiosity. These studies illustrate how “religion” has potentially two opposite faces when it comes to religious intolerance: an incremental tolerant face and a coalitional intolerant face.

G158**I FEEL BAD ABOUT MY SELF WHEN...: IDENTIFYING INTRAINDIVIDUAL RELATIONSHIPS BETWEEN SELF-EVALUATION AND SITUATIONAL FEATURES**

Lee Jenna, Wang Jennifer, Shoda Yuichi; University of Washington – This study investigated the extent to which within-person variability in self-evaluative responses to social situations may be explained by psychological features embedded in these situations (Mischel & Shoda, 1995). The results suggested that individuals have unique relationships between how they may self-criticize or self-enhance in response to certain situational features. A traditional, between-subject analysis of the same data would have required treating this meaningful within-subject variability as noise. In two sessions, subjects (N=69) read 80 self-relevant scenarios and rated how positive and negative they would feel about themselves in each one. The self-evaluation ratings were standardized by situation such that they represented subjects' evaluations relative to others' evaluations. Pilot subjects identified situational features that may impact self evaluation (e.g., “having no control over the situation”), as well as the extent to which each feature was present in the scenarios. Subjects' unique relationships between self-evaluation and each feature were indexed by intraindividual slope coefficients predicting each subject's self-evaluation rating of a scenario from the amount that this feature was present. For some features, the intraindividual slopes varied widely in direction and magnitude (e.g. for the feature “trying to improve one's self”, coefficients predicting negative self evaluation ranged from -.48 to .38). This suggested that these features impact individuals' self-evaluations in unique ways. Split-half reliabilities of the individual profiles suggested that the profiles may reliably predict self-evaluative responses in the context of certain features (e.g., “trying to improve one's self”: $r=.42, p<.001$). Data from the second session yielded similar results.

G159**EVALUATION WITHOUT MEMORIZATION: INTUITIVE DECISION PROCESSES RELY LESS ON WORKING MEMORY THAN ANALYTIC DECISION PROCESSES**

Sam Maglio, Joseph Mikels; Cornell University – Traditional approaches to rational decision-making have held analytic strategies as the best path to sound choices. However, recent work has emphasized dual-process models of decision making that involve both analytic and intuitive processes. This second set of processes takes affect into consideration, suggesting that choices based on emotional processes may also lead to sound decisions. As such, an affect heuristic has been proposed as an automatic, easier decision strategy that is less cognitively demanding. In as far as analytic decision-making relies on working memory, reliance upon an affect heuristic should lead to lower levels of recall for detailed information. The present study tested this notion. Participants were instructed to process information regarding two healthcare options either by focusing upon memorization of the details or, conversely, upon their emotional reactions to the details. As predicted, the participants in the emotion-

focus condition recalled fewer details than those in the detail-focus condition, while the choice quality of both groups was comparable. These findings support the idea that utilization of an affect heuristic in decision-making operates in a manner not dependent upon cognitive working memory and without compromising choice quality.

G160

JEALOUSY, FRIENDSHIP, AND THE BANKER'S PARADOX *Brandy Burkett, Leda Cosmides, Daphne Bugental; University of California, Santa Barbara* – Friendships are deep-engagement relationships that were critical for navigating and surviving in our ancestral past. The threat of another person encroaching on this relationship signifies the potential for investment received from a friend to be diverted elsewhere, leading to feelings of being replaced. When asked to think of a time when they were jealous of a relationship their best friend had with someone else, participants reported feeling replaced by the third party significantly more when the interloper was of the same-sex as the participant than when the interloper was their friend's romantic partner. Conversely, participants reported feeling that their friend spent less time with them when the interloper was a romantic partner than when the interloper was a same-sex individual. These data suggest that same-sex individuals pose a threat specifically to replacing one's friendship slot whereas romantic partners are viewed as competitors for a best friend's time.

G161

INDIVIDUAL DIFFERENCES AND THIRD-PERSON PERSPECTIVE TAKING IN SELF IMAGERY *Eric M. Shaeffer, Lisa K. Libby; The Ohio State University* – Individuals can imagine performing behaviors from either a first-person visual perspective (looking through one's own eyes) or from a third-person visual perspective (an observer's viewpoint). Third-person perspective taking on the self is related to a host of interesting psychological variables: level of action construal (Libby, Shaeffer, & Eibach, in prep), perceptions of self-change (Libby, Eibach, & Gilovich, 2005), and causal attributions (Frank & Gilovich, 1989). Despite the important contributions of visual perspective to social phenomenon, relatively little is known about who is most likely to adopt a third-person perspective on the self. What individual difference variables, if any, correlate with the tendency to spontaneously adopt an observer's perspective when imagining oneself? In this study, we examined the relationship between third-person perspective taking and stable trait variables predicted to relate: emotional empathy, cognitive empathy, other perspective taking, private self-consciousness, need to belong, and self-monitoring. Participants answered questions tapping each of these constructs and then imagined themselves performing several different behaviors, reporting for each which visual perspective was spontaneously adopted. Imagined behaviors were either social, involving either a close or a not close other, or nonsocial in nature. Controlling for past experience with the imagined behaviors, we correlated third-person perspective taking with each of the individual trait variables. Persons high in emotional empathy, cognitive empathy, other perspective taking, private self-consciousness, and need to belong were significantly more likely to imagine themselves from the third-person visual perspective. These relationships were evident for both imagined social and nonsocial behaviors.

G162

EYES ON THE PRIZE: HOW GOAL PURSUIT CAN LEAD TO HEIGHTENED ANXIETY *Joyce Ehrlinger¹, Richard Eibach²; ¹Florida State University, ²Williams College* – Often highly skilled, highly motivated individuals are surprisingly underconfident, expressing seemingly unjustified anxiety and insecurity. We argue that this anxiety might stem from, rather than exist in spite of, goal pursuit. Highly motivated individuals' focus on their goals, bringing them closer to those goals but also making the distance between where they stand now and where they would like to be most salient. In contrast, those less focused on the future

are likely to be more aware of where they began. We explored the relationship between goal focus and anxiety by asking participants to list either what they still need to learn to succeed at their chosen career (goal focus condition) or what they have already learned that will help them be successful in their chosen career (present focus condition). Focusing participants on what they still needed to learn led them to report greater confidence that this is the career they would like to pursue (as rated on a 1-9 scale) but also made them more nervous. Using a similar 1-9 scale, participants who were focused on the goal reported greater anxiety about whether they would succeed in their career than did those focused on what they presently knew. Goal focused individuals also provided marginally higher estimates of the amount of coursework they still needed to complete to be successful in their career. Although focusing on one's goals is necessary for attainment, this research suggests that one should also recall what one has already attained.

G163

NORMATIVE CONFLICT RESOLUTION STRATEGIES AND THE ROLE OF SOCIAL SKILLS *Hiroshi Shimizu, Ikuo Daibo; Osaka University* – Argyle & Henderson (1985) argued about social skill as ability to understand and perform a norm. In this study, we attempted revealing what kind of "thinking style for conflict management" people have as a norm, based on the Interdependence Theory (Kelley & Thibaut, 1978). Within that theory, various dyadic interactions could be expressed by dividing 2x2 outcome matrix into three components; Self Control(SC), Partner Control(PC), Joint Control(JC). Kelley & Thibaut (1978) analyzed that "exchange conflict" (e.g. Prisoner's Dilemma Game: PDG) derived from a dissonance between one's SC and the other's PC, whereas "coordinate conflict" (e.g. Hero game: HG) derived from a dissonance between both persons' SC and JC. From those arguments, this study investigated how the structure of conflict of both PDG and HG would be transformed, by using a scene assuming method. 190 Japanese college students participated in the study. Participants were asked to assume two scenes (PDG and HG) where two characters cooperated and performed a college report assignment. Participants estimated the degree of outcome for each two characters. Analysis revealed that PDG was transformed harmonically, but HG was not. In addition, PDG was more harmonically transformed by participants who had higher scores on social skill. About HG, when the character's role was clear enough, conflict was solved comparatively. Results of this study indicated that people would share a "thinking style for conflict management" as norm for resolving conflict, especially when they had experienced an exchange conflict (PDG). (242words)

G164

PREDICTING CHANGES IN DEPRESSIVE SYMPTOMS AMONG OLDER ADULTS: THE CONTRIBUTION OF INVOLVEMENT IN RELIGIOUS ACTIVITIES *Rita W. Law, David A. Sbarra; The University of Arizona* – The present study aimed to examine the extent to which attending religious meetings may relieve depressive symptoms over time among older adults. Depressive symptoms were measured using the Center for Epidemiological Studies Depression Scale (CES-D) in 1992, 1994, and 1999 in the Australian Longitudinal Study of Aging (N=2,087 at baseline). Based on the self-reported frequency of religious meeting attendance obtained in 1994 and 1999, participants were categorized as attendees, non-attendees, those who reported attending religious meetings in 1994 only, and those who reported attending in 2000 only. Data from 791 participants (mean age = 75.62; range = 65 - 93 in 1992) who took part in all three waves of data collection were analyzed using multilevel models for change. Results supported a splined growth model, suggesting that the increase in depressive symptoms occurred mainly from 1994, i.e., 2 years post-study entry. The status of religious meeting attendance significantly predicted both the initial status and the rate of increase in CES-D, even after controlling for sex. Specifically, the estimated differential in initial CES-D between attendees/"inconsistent"

attendees and non-attendees was .622 ($p < .05$), with the latter scoring lower in CES-D at study entry. However, the estimated differential in the rate of change in CES-D ($-.63$, $p < .01$) suggests that the attendees/“inconsistent” attendees had a significantly slower rate of increase in depressive symptoms than the non-attendees. Findings of the present study converge with the extant literature which suggests a positive relationship between involvement in religious activities and well being among the aged.

G165

WHICH DIMENSIONS OF FLEXIBILITY OF SELF-ASPECTS ARE BENEFICIAL FOR MENTAL HEALTH?

Hiroko Kamide, Ikuro Daibo; Osaka University – The aim of this study is to clarify which dimensions of self-aspects are beneficial for mental health. Recent studies have suggested that the self is composed of various aspects, roles, perspectives (e.g., Higgins, 1987). Linville (1987) proposed that such various and flexible aspects of self served as a cognitive buffer against extreme affective reactions to life events and were beneficial for mental health. Rafaeli-Mor and Steinberg (2002), however, found flexibility of self-aspects' negative effect on mental health. These competing findings are partly due to their views and measurements of flexibility of self-aspects as single dimension. It is necessary to investigate effect of flexibility of self-aspects on multiple dimensions on mental health. In addition their measurements mixed interpersonal and personal self-aspects, so we focus on interpersonal self-aspects. 99 undergraduates evaluated mental health and self perceptions on 3 dimensions (familiarity, social desirability, activeness) per 5 situations that they were with 5 close others (e.g., a close friend, a family member) respectively. We regressed mental health on variances and averages of five self perceptions of each 3 dimensions simultaneously. The results showed that variance of social desirability affected mental health negatively, but variances of familiarity and activeness affected positively. Averages of self perceptions had little effects on mental health. This means that interpersonally not flexible but consistent responsibility (social desirability) and flexible familiarity and activeness lead good mental health. We discuss implications for competing theories of flexibility of self-aspects and comment on the use of this finding in studying the self.

G166

SHOULD I TAKE ANOTHER PSYCHOLOGY CLASS? ON-LINE REACTIONS, RECALL, AND BELIEFS AS PREDICTORS OF STUDENTS' COURSE CHOICES

Derrick Wirtz¹, Christie Scollon², Bryan Gest, Amanda Caldwell², Thomas Birchfield²; ¹Northern Arizona University, ²Texas Christian University – Two types of measures are commonly used by psychologists to capture subjective experience: momentary (on-line) and retrospective reports. On-line measures assess an individual's immediate reactions to an ongoing experience, while retrospective reports rely on an individual's recall of a past event. Although on-line reports are potentially less prone to distortion, recent research suggests that recall measures may be better predictors of choice (Wirtz, Kruger, Scollon, & Diener, 2003). The present research examines on-line and recalled experience in a naturalistic setting of interest to many psychologists: the classroom. Do students who report positive feelings during class recall the course positively afterward? To the extent that on-line and recalled experiences diverge, which better predicts students' future course choices? Study 1 tracked an introductory psychology course longitudinally over one semester. Students' expectations at the start of the semester, experiences during class throughout the semester, and recall at the end of the semester were measured, as well as beliefs about psychology and likelihood of taking future psychology courses. Study 2 followed several introductory psychology courses over a three-week period, measuring students' reactions immediately following class along with their subsequent recall, beliefs, and desire to take additional psychology courses. Results of both studies suggested that the best predictor of students' future course choices was not their experience

measured during class, but their recall of the course, which was also a product of initial expectations. Interestingly, students' beliefs about psychology as useful and relevant partially mediated the link between recall and future class selections.

G167

PSYCHOSOCIAL RESOURCES MODERATE PHYSIOLOGICAL STRESS RESPONSES AND AMYGDALA REACTIVITY

Lisa Burklund¹, Shelley Taylor¹, Naomi Eisenberger¹, Barbara Lehman², Clayton Hilmer³, Matthew Lieberman¹; ¹UCLA, ²Western Washington University, ³North Dakota State University – Previous studies have shown that psychosocial resources such as self-esteem, optimism, mastery, and extroversion can ameliorate potentially harmful psychological and biological responses to stress. Our research replicated and extended these findings by examining how these psychosocial resources may: (1) attenuate neuroendocrine and autonomic responses to a laboratory stress task and (2) moderate the dispositional reactivity of the amygdala, a neural structure known to be involved in stress responses and the detection of fearful or threatening information. Salivary cortisol and blood pressure were measured before, during, and after participants completed the Trier Social Stress Task (TSST), a paradigm known to elicit increased cortisol and cardiovascular activity. In a subsequent session, the same participants were scanned in an fMRI scanner while they viewed photographs of threatening facial expressions, a task designed to index dispositional amygdala reactivity. As predicted, participants with greater psychosocial resources exhibited decreased cortisol following, and decreased systolic blood pressure (SBP) during, the TSST. These findings are consistent with previous studies. We also found that participants with greater psychosocial resources exhibited significantly less amygdala activity in response to the threatening facial expressions relative to participants with fewer psychosocial resources. The heightened dispositional amygdala reactivity in individuals low in psychosocial resources may partially explain why these individuals are more sensitive to social stress and consequently may be more vulnerable to its negative physiological effects.

G168

WHAT HAPPENS WHEN CULTURE WORLDVIEW ENCOUNTERS SELF-ESTEEM?

Lin Yong¹, Jeff Greenberg², Daniel Kosloff²; ¹Northwest Normal University, China, ²University of Arizona – Lots of empirical works have been done on terror management theory have examined how mortality salience intensifies efforts to secure either culture worldview or self-esteem. But seldom did researcher put these two interdependent potentially striving attempts together in one experiment to explore the relationship between them. In this study, we manipulated culture worldview defense by giving participants either anti- or pro- America essay to read. Based on whether the participants' self-esteem depends on competitiveness or cooperativeness, we divided them into 2 groups and assigned them to either death or exam prime condition randomly. Participants were asked to play a prisoners' dilemma game and the number of times they chose to confess was recorded as our dependent variable. Our primary prediction of the experiment is that after thinking about death, those whose self-esteem depends on competitiveness will become more competitive, and whose self-esteem depends on cooperativeness will become more cooperative. But this will also be influenced by whether they play game with anti- or pro-America partners if culture worldview and self-esteem both work during the game. There are 2 findings should be mentioned. First, Culture worldview defense effects didn't show up when self-esteem, MS and gender of the participants were all put into consideration. Second, prime event and self-esteem have significant interaction on participants' behavior. But different from what we predicted, people who value cooperativeness more tend to compete more after thinking about death while those who value competitiveness more didn't show any significant difference.

G169

CULTURAL SENSITIVITY WITHOUT STEREOTYPING? THE EFFECT OF LEARNING ABOUT CULTURAL PSYCHOLOGY ON ATTITUDES TOWARD CULTURAL GROUPS

Emma E. Buchtel; University of British Columbia—What effect does learning about psychology have on students' interpretation of the world? The current study investigated whether taking a particular psychology course affected their interpersonal judgments. Specifically, we addressed the question of whether taking a cultural psychology course simply increased stereotypes about cultural differences in interpersonal communication, or if it fostered non-stereotyped perception and understanding of those differences. Senior undergraduates enrolled in a cultural psychology course were assessed during the first week of class and at the end of the semester 3 months later. Measures included open- and closed-ended measures of cultural sensitivity, and tendencies toward essentialistic thinking about ethnic groups. Asked to interpret behavior depicted in dialogs and scenarios, students showed a significant increase in non-Western interpretations of behavior. Most important, coding of open-ended responses indicated that while students' awareness of alternative explanations of behavior had increased, they did not appear to be applying particular cultural stereotypes. Moreover, essentialistic thinking about groups, i.e. beliefs that members of one ethnic group have an "essence" that makes them different from members of other ethnic groups, did not increase over the semester. Though learning about cultural psychology has the potential to increase prejudice and stereotyping, the current study suggests that in-depth study of cultural differences can beneficially increase perception of cultural dimensions of behavior, while avoiding increases in essentialist thinking about groups. Implications for the success of a multicultural society are discussed.

G170

GETTING INTO IT. SELF-CONTROL PERFORMANCE ENHANCES SELF-CONTROL PERFORMANCE AT SIMILAR TASKS.

Sabrina Bruyneel^{1,2}, Kelly Geyskens¹, Siegfried Dewitte¹; ¹Katholieke Universiteit Leuven, ²Carnegie Mellon University—In this paper we claim that the well-established reduction in self-control performance following prior exertion of self-control (the so-called ego depletion effect) is a consequence of people's adaptation to situational demands. Consistent with this claim that follows from cognitive control theory, we show that (1) self-control performance improves during tasks that are typically used as resource depletion tasks and that (2) typical depletion effects occur only when the nature of the response conflicts in the two subsequent tasks is different. When the nature of the response conflicts in the two subsequent tasks is similar, we found that exerting self-control improves subsequent self-control performance. Implications for the self-control strength model are drawn and avenues for future research are sketched.

G171

DESIRE + INTELLIGENCE = UNDERGRADUATE ACADEMIC SUCCESS

Ashley Turner, Jordan Peterson; University of Toronto—Though the zero-order effects of intelligence, personality, and motivation on undergraduate achievement have been extensively documented, only a handful of researchers have attempted to integrate these variables into a comprehensive model of academic performance. Most of these attempts have found no effect for motivation after intelligence and personality are controlled; however, it is possible that this is due to the use of incomplete measures, as standardized questionnaires measuring all aspects of motivation do not yet exist. The purpose of the present study was therefore to develop a measure of academic motivation that is both thorough and academically predictive, and to examine whether motivation, as defined by this measure, can be incorporated into a predictive model of performance. 120 statements based on various motivational theories were presented to 110 undergraduate students, who indicated the extent of their agreement with them on a Likert scale. Exploratory factor analysis suggested five factors, with only two of these

factors—"discipline" and "desire"—significantly predicting grade-point average (GPA). When these motivational factors were added into a regression equation with intelligence and personality, only desire and intelligence remained significant; however, these two variables alone explained more than 60% of the data, with desire ($r^2 = .49$) predicting more than twice much as intelligence ($r^2 = .20$). It thus seems that there is at least one aspect of motivation that is highly predictive of undergraduate achievement, even once intelligence and other dispositional variables have been controlled for.

G172

WHEN THE STATUS QUO TURNS SOUR: ROBUST EFFECTS OF INCIDENTAL DISGUST ON ECONOMIC TRANSACTIONS

Seunghee Han, Jennifer S. Lerner; Carnegie Mellon University—One of the most reliable findings in decision research is that decision makers disproportionately choose the status quo over other options (see Samuelson & Zeckhauser, 1988 for "status quo bias"). Drawing on an Appraisal-Tendency Framework (Lerner & Keltner, 2001; Lerner & Tiedens, 2006), the present three studies predicted and found that incidental feelings of disgust—that is, feelings elicited in a past situation that should have no normative influence on decisions in the present situation—eliminate the status quo effect. All three studies used real commodities, real money, and measured real behavior. Results held even when commodities were generic shapes for which status-quo preferences or aversions were scarcely justifiable. Finally, results held even when decision makers were explicitly warned about disgust's potential effect. Taken together, the results illustrate powerful effects of incidental disgust in everyday choice.

G173

PROMISING CAN LEAD TO DECREASES IN GOAL ACTIVATION: THE ROLE OF COMPETING GOALS AND AFFECT AS INFORMATION

Edward Orehek, Arie Kruglanski; University of Maryland—We investigated the effects of promising to complete a goal on subsequent goal activation. We predicted that when participants had the motivation to infer progress on the focal goal and when information relevant to such an inference was accessible, promising (vs. not promising) would lead to lower goal activation. First, participants listed a current goal. Then participants either listed activities they had already completed that day or activities they would like to complete later that day in order to manipulate the presence vs. absence of competing goals. Participants then either wrote a promise to complete their focal goal or wrote about their reasons for having the goal. In order to manipulate affect, participants were presented with either positive or neutral pictures. Finally, participants completed a lexical decision task in which their focal goal was imbedded, which served as a measure of the goal activation. We predicted and found that when positive affect was induced, the presence of competing goals resulted in lower goal activation after promising than in the control condition. However, when positive affect was induced and competing goals were not activated, goal activation was greater in the promising condition than the control condition. There were no differences in the neutral affect condition. These findings suggest that competing goals serve as a motivation to make an inference of progress toward a goal, and hence the goal activation will be inhibited when information (e.g. positive affect following a promise) is accessible that serves as evidence that progress has been made.

G174

TWO ROUTES TO RACIAL HATRED: THREAT AND PREVENTION-FOCUS WITH PERSUASION

Shannon M. Rauch¹, Michael R. Leippe², Donna Eisenstadt², Kevin P. McIntyre², Mark A. Stambush³; ¹Eastern Illinois University, ²Saint Louis University, ³Muskingum College—Hate groups and internet sites that promote racial hatred exist in alarming numbers and many have built an extensive following of supporters. The current study examined variables thought to be important in the

development of extreme racial attitudes. Specifically, we tested the prediction that negative racial attitudes would increase when individuals are in a prevention-focus (i.e., a state of avoiding negative outcomes), perceive a threat, and receive a persuasive message that links the threat to the minority outgroup. White college students (N =114) either did or did not write an essay that was designed to activate a prevention motivation. Then, half of the participants read threatening information about the future of college graduates while half read non-threatening information. Half of the participants received a persuasive message attacking social policy (i.e., affirmative action) that supposedly contributes to the threat and half read a non-persuasive message. Finally, participants completed Blatant and Subtle Racism scales, an attitude towards affirmative action scale, and positive and negative affect scales. Overall, threatened participants had higher blatant racism scores than non-threatened participants, suggesting that threat alone can increase racism. When participants were not threatened, however, the combination of prevention and persuasive message also increased both blatant and subtle racism scores, implying a second possible route to the development of negative racial attitudes. In addition, the persuasive message strengthened anti-affirmative action attitudes and led to increased anxiety and hostility, implying that an anti-affirmative action message that victimizes Whites can be an effective propaganda tool for those spreading hate.

G175

EVALUATIVE CONDITIONING WITH NOVEL ATTITUDE OBJECTS: IMPLICATIONS FOR CATEGORIZATION?

Stephen Livingston; The Ohio State University – Prior research has shown an attentional bias toward attitude objects that are associated with highly accessible and/or extreme evaluations (e.g., Roskos-Ewoldsen & Fazio, 1992; Smith, Cacioppo, Larsen, & Chartrand, 2003). These findings imply that learning experiences may also cause specific dimensions of the same attitude object to differentially draw attention, which would influence perceptions of objects that can be multiply categorized. While the object of perception remains the same, different perceivers may focus on certain aspects of that object depending on their prior experiences. Attitudes were conditioned toward simple polygon conditioned stimuli (CS) that varied on two dichotomous dimensions: shape and border style. One of the CS dimensions (e.g., shape) was reliably paired with an unconditioned stimulus (UCS) intended to evoke either positive affective reactions (i.e., a chord composed of consonant harmonic tones) or negative affective reactions (i.e., a chord composed of dissonant harmonic tones). Participants were then asked to make rapid categorization judgments about the polygon objects. Conditioning was predicted to influence performance on the categorization task in terms of response latencies for unambiguous (supraliminally-presented) attitude objects and forced-choice categorization responses for ambiguous (subliminally-presented) attitude objects. In a final study, the unique contribution of attitude extremity was explored by varying the intensity (volume) of the UCS while keeping the number of UCS-object pairings constant. These findings from these experiments may ultimately help to explain why different social perceivers are inclined to use different categorization dimensions (e.g., race, gender, religion, occupation, etc.) for an identical social target.

G176

NARRATIVE INDICATORS OF WELL-BEING AND HEALTH WITHIN THE NEO-SOCIOANALYTIC MODEL OF PERSONALITY

Aaron Geise^{1,2}, Jennifer Lodi-Smith¹, Brent Roberts¹; ¹University of Illinois at Urbana-Champaign, ²University of Missouri-Columbia – The neo-socioanalytic model of personality (Roberts & Wood, 2006) states that personality consists of four domains: traits, goals, abilities, and narratives. To date, little research has assessed relations across domains, let alone their concurrent prediction of important outcomes, such as well-being or health. The current study assessed relations across domains as

well as the incremental validity of the narrative domain of personality in predicting emotional and physical health above and beyond traits or goals. McAdams Life Story Interviews were administered to a diverse sample of participants age 19-86 within the Health and Aging Study of Central Illinois. Subsections of these interviews were coded for themes of affective and cognitive narrative processing. Affective processing correlated with both emotional stability and conscientiousness, whereas cognitive processing was not related to any trait. Both affective and cognitive processing were strongly correlated with exploratory growth goals and intrinsic growth goals. Both affective and cognitive processes were correlated with emotional and physical health. Incremental validity was observed for both narrative processes in predicting emotional health above and beyond traits and growth goals, with affective processing being the strongest predictor of emotional health in the full model. Finally, affective processing also demonstrated incremental validity in predicting physical health above and beyond traits and goals. Findings and limitations are discussed in regards to current research on broad personality as well as well-being and health.

G177

LOST IN TRANSLATION: THE COGNITIVE AND BEHAVIORAL CONSEQUENCES OF SEMANTIC PRESENTATION OF RISK INFORMATION

Sean Young, Danny Oppenheimer; Stanford University – Four studies explore the influence of verbal vs numerical descriptions of medical risk. On the basis of pilot research illustrating the vague and variable interpretations of verbal risk descriptors, we undertook two studies on perceived versus intended meaning of such descriptors. The results of both studies showed that people systematically overestimate relevant probabilities when provided with standard verbal descriptions such as “low risk” or “people may occasionally experience” and asked to translate the relevant terms into percentage of instances. This occurs both when people are called upon to estimate percentage risk on the basis of semantic descriptors (Study 1), and vice versa (Study 2). Consequently, as Study 3 and Study 4 illustrate, the decision to present semantic vs probabilistic information is tantamount to a decision about whether to encourage risk acceptance versus risk avoidance.

G178

SELF-DECEPTION AND DOUBT: HOW SOCIAL DESIRABILITY AND THE IMPOSTER PHENOMENON INFLUENCE PHYSICIANS' SELF-ASSESSMENTS

Sasha Kimel, William Sieber, William Norcross, Gene Kallenberg, Catherine Brouillard; University of California, San Diego – Purpose: While previous research indicates that most physicians' ratings of their competency and abilities do not correlate with others' ratings, the personality characteristics that may be associated with this incongruence have not yet been examined. Identifying these characteristics may help determine ways to enhance the accuracy of physicians' self-assessments and their use of feedback. Methods: 35 family medicine physicians along with their peer physicians, coworkers and patients evaluated their clinical competency and psychosocial abilities. These physicians also completed the Clance Imposter Scale, a measure of the belief that success was achieved by fooling others, and the Paulhus Deception Scale (PDS). The PDS is comprised of two subscales measuring the degree to which one purposely portrays (Impression management; IM) and believes they possess an overly positive social image (Self-Deceptive Enhancement; SDE). Results: Physicians scoring highly on IM were more likely to inflate assessments of their clinical competency, self-management skills, and their ability to communicate with patients ($r=.40 - .51, p<.05$) and to receive lower ratings from their coworkers in communication and respectfulness ($r= -.36 - -.37, p<.05$). Additionally, physicians scoring highly on SDE tended to receive lower scores from their colleagues on their self-management ($r= -.37, p<.05$). The imposter phenomenon was unrelated to physicians' assessments. Conclusion: These findings suggest that physicians who scored highly on IM and SDE tend to be perceived as less socially competent by their colleagues and coworkers. Thus, an

awareness of what personality characteristics contribute to physicians' poor self-assessment may help determine preventive methods for improving physicians' social functioning.

G179

EXTRAVERSION AND THE CONSEQUENCES OF SOCIAL INTERACTION ON AFFECT REPAIR Adam A. Augustine¹, Scott H. Hemenover²; ¹Washington University, ²Western Illinois University – A central feature of affect regulation involves the repair of aversive states (Larsen, 2000) and numerous taxonomies now exist identifying the most commonly used repair strategies (i.e., Parkinson & Totterdell, 1999). Despite these advances little work has explored individual differences in the effectiveness of various strategies. For instance, recent work suggests that the central feature of extraversion is enjoyment of social attention (Ashton, Lee, & Pausonon, 2002) and a wide literature has revealed the affect enhancement properties of pleasant social interactions. Therefore the repair effectiveness of social interaction may be moderated by extraversion, with extraverts benefiting more than introverts. To explore this possibility participants recorded their affective state (T1) and personality, and then viewed a negative affect inducing video. Participants then rated their affective state again (T2) and engaged in a 4-minute discussion task in which they talked about 2 neutral topics (food shopping, digital v. film media) either by themselves (solitary condition) or with a confederate trained to be pleasant (social condition). Participants then rated their affective state a final time (T3). Contrary to expectations, extraversion did not predict negative affect repair in the social condition, but did positively predict positive affect repair in the solitary condition. These findings suggest that the relatively more effective repair typically exhibited by the extravert (vs. introvert) is present when alone; however the presence of a positive person allows introverts to gain the same affect repair benefits as an extraverted individual experiences.

G180

“COUNTING TO 10” IS NOT AN OPTION: EXPERIMENTAL EVIDENCE THAT HATE IS A MOTIVE Christopher T. Burris, John K. Rempel; *St. Jerome's University* – We (Rempel & Burris, 2005) recently proposed that hate is a motive associated with the goal of diminishing or destroying the well being of the other. If we are correct, then hate should function thermostatically like other motives – “shutting off” or decreasing if an opportunity to hurt the other is successful, and remaining “switched on” (i.e., stable or increasing) when an opportunity to hurt the other is thwarted. To test this, 79 undergraduates read a case summary of a soon-to-be paroled repeat sex offender and indicated their initial hate for, and emotional reactions to, the offender. They subsequently wrote a letter to a target audience that either could (e.g., the parole board) or could not (e.g., the victim's family) affect the offender's wellbeing, and then learned that the letter either would or would not be sent to its intended target, after which levels of hate and emotional reactions were reassessed. Redress – a form of hate wherein hurting the other is intended to establish justice and restore order – decreased among participants who learned that their letters that could adversely affect the offender would be sent, and increased when they learned that their letters would not be sent. When the letters could not affect the offender's wellbeing, whether or not they were sent did not affect levels of redress similarly, nor were emotional reactions to the offender or other forms of hate similarly affected. These results offer direct experimental support for our conceptualization of hate as a motive.

G181

RACIAL CATEGORIZATION IN THE PRESENCE OF INDIVIDUATING CUES: AN ERP STUDY Heather Coulter, Tiffany A. Ito; *University of Colorado Boulder* – Processes involved in categorization and individuation were investigated using event-related brain potentials (ERPs). In particular, we tested for modulations of the racial

categorization process depending on the availability of individuating cues, as well as the task-relevance of identity versus category specifying cues. Participants viewed photographs of famous and non-famous White and African American faces while performing two tasks: a categorization task requiring a judgment of target race, and an individuation task requiring a judgment of target fame. Replicating past research, when the task demanded attention to race, we observed pronounced differences in the ERPs as a function of racial category. Specifically, ERPs differentiated White from Black faces (across all pictures) in the N100, P200, and N200 components. However, when the task required judgments of whether the face was famous or not, race differences in the P200 and N200 were only evident for non-famous faces. The findings suggest that early processing of racial cues (within 300 milliseconds) is attenuated for familiar targets when attention is directed toward identity. Implications for models of person perception and stereotyping are discussed.

G182

ON THE RELATIVE EFFECTIVENESS OF AFFECT REPAIR STRATEGIES: A META-ANALYSIS Kate Duangdao¹, Adam A. Augustine², Scott H. Hemenover³; ¹University of Nebraska, Lincoln, ²Washington University, ³Western Illinois University – Individuals constantly monitor and alter their affect experiences. They may do this to limit the consequences of an affective experience, maintain subjective well-being, motivate appropriate behavior, increase task efficacy, etc. Regardless of such goals attained through regulation attempts, some type of affect regulation strategy must be employed. Numerous strategies for affect regulation exist and the extant data suggests that these strategies should lead to differential levels of affect change. Additionally, categories contained in the taxonomies of affect regulation strategies should lead to differential levels of affect change. A meta-analysis of 26 studies (yielding 75 effect sizes) was conducted to examine the relative effectiveness of different affect regulation strategies and different categories of affect regulation strategies. Results of this meta-analysis indicate that, indeed, both the type and category of affect repair strategy utilized largely moderate the hedonic strength of the affect repair attempt. Examining only those strategies with more than one effect size, acting happy, reappraisal, the control condition manipulation, and exercise and were found to be the most effective specific affect regulation strategies. Additionally, the largest relative hedonic shift following an affect repair attempt was found with the following categories: act happy, direct tension reduction, and behavioral. The properties of any preceding affect induction also impacted the hedonic shift due to affect repair, with stronger negative affect inductions leading to the greatest hedonic shifts following repair. This meta-analysis has implications for the everyday use of affect repair strategies and the study of affect regulation.

G183

NARCISSISM, COMMITMENT, AND THE INVESTMENT MODEL Josh Foster, Shannon Clark, Jennifer Hughes, Jessica Van Slyke; *University of South Alabama* – Rusbult's (1980) investment model generalizes to a wide variety of individuals and types of relationships, and appears to be highly robust. Nevertheless, there is a lack of studies that incorporate personality into the model. In the present study, it was tested whether the personality trait of narcissism moderates the investment model. The results indicated that satisfaction, quality of alternatives, and investment predicted commitment for individuals both high and low in narcissism. Narcissism also interacted with each of the commitment mechanisms in such a way that for highly narcissistic individuals, commitment was more strongly predicted by individual differences in satisfaction, quality of alternatives, and investment. That is, for narcissists relative to non-narcissists, weakened commitment mechanisms were more strongly indicative of low commitment. The utility of incorporating personality into the investment model is discussed and possible future avenues of research are offered.

G184**WHEN IT PAYS TO PERSIST LESS: SELF-ENHANCEMENT AND BELIEF PERSEVERANCE**

Corey L. Guenther, Mark D. Alicke; *Ohio University* – Belief perseverance—the tendency to make use of invalidated information—is one of social psychology’s most reliable phenomena, and has been demonstrated in both self and social judgment (e.g. Ross, Lepper, & Hubbard, 1975; Anderson, 1983). Virtually all of the explanations proffered for the effect, as well as the conditions that delimit it, involve the way people think about or explain the discredited feedback. However, it seems reasonable that the importance of feedback for actors’ self-images would also influence the tendency to persevere. Three studies examined this issue. In Studies 1 and 2, actors and observers completed a word-identification task purported to assess a (fictitious) facet of intelligence and were given feedback suggesting the actor either succeeded or failed. Results indicated that after success feedback was discredited, actors and observers persevered in their perceptions of the actor’s intelligence and abilities to equal extents. However, following failure feedback, actors persevered less than observers. Study 3 provided evidence that task-importance moderates the influence of self-enhancement on belief perseverance. Participants completed a suicide-note discrimination task purported to assess either an aspect of intelligence (high-importance) or physiological measures (low-importance). It was found that after failure feedback was discredited, actors and observers in the low-importance condition persevered in beliefs about the actor to equal extents. In the high-importance condition, however, actors persevered to a lesser extent than did observers. Taken together, these results suggest that the motivation to maintain a favorable self-image may attenuate perseverance when discredited feedback threatens the self-concept.

G185**SELF DETERMINATION AS A DYNAMIC THEORY: WHEN BASIC NEEDS ARE FRUSTRATED, PEOPLE SEEK APPROPRIATE SOLUTIONS**

Alex Gunz, Kennon Sheldon; *University of Missouri* – Self Determination Theory (SDT) argues that we have at least three fundamental needs to satisfy in order to be happy - senses of competence, relatedness, and autonomy. Past research has treated these as required inputs. That is, they have assumed a non-dynamic model in which one is simply happy if one has these things, and not if one doesn’t. We argue that if they can also be considered active constructs that, like goals, dynamically trigger behaviour. Two studies show that when one of these needs do indeed impel appropriate corrective behaviour when frustrated. Study one shows that people who report being low in competence and autonomy desire outcomes that would ameliorate the lacking need more so than outcomes that would satisfy either of the other two. Study two replicates and extends this, showing that people manipulated to feel deprived of competence or autonomy go on to show an increased desire for future outcomes that would satisfy the deprived need. We contend that these findings extend SDT in an important direction, by making it not just a descriptive theory of when people are and aren’t happy, but a dynamic theory that helps to explain when people will seek out different types of experiences and inputs. Further, it underlines the adaptive nature of human behaviour, and lends support to the notion of an “Organismic Valuing Process” that tracks what we need to thrive, and guides us accordingly.

G186**PERSONALITY AND INCONSISTENCY IN THE IDEAL AFFECTIVE STATE**

Scott H. Hemenover¹, Adam A. Augustine²; ¹*Western Illinois University*, ²*Washington University* – Much recent theoretical and empirical effort has been devoted to understanding how people regulate their affective lives, with prominent theorists suggesting that people seek to reach an ideal affective set point or emotional homeostasis (Larsen 2000, Bonnano 2001). The personality and affect literature also links desired affective states with personality traits such as neuroticism and

extraversion (Rusting & Larsen, 1995). Given these links it is critical to further examine affective set points within an individual difference framework. Thus the goal of the current study was to examine the temporal stability of ideal affective states and their links to personality. Participants completed a measure of the Big-5 personality traits (Costa & McCrae, 1992), and then four times throughout the semester completed an affect checklist including items from the PANAS (Watson, Clark, & Tellegen, 1988) and the affective circumplex (Russell & Carroll, 1999). On a 1-5 Likert scale participants reported how strongly they would like to experience each of the 62 affects on an emotionally perfect day. On two of the four occasions they reported how they would like to feel at a birthday party and at a funeral. Results indicate that the ideal emotional state is relatively inconsistent over time (mean test-retest $r_s = .47 - .58$) and highly varied across situations. Additionally, neuroticism negatively predicted set point stability, such that the most neurotic participants were the least consistent in their ideal affective state. These findings reveal individual differences and social moderation of ideal affective states and suggest future research.

G187**KEEPING UP IMPRESSIONS: INFERENTIAL RULES FOR IMPRESSION CHANGE ACROSS THE BIG FIVE**

Lara Kammrath¹, Abigail Scholer²; ¹*Wilfrid Laurier University*, ²*Columbia University* – Not all first impressions have equal longevity. Which kinds of impression have the greatest mobility—downward and upward—over the course of acquaintanceships? We propose an inferential account of impression maintenance across Big Five trait domains. With data from field and laboratory studies, we provide evidence that positive impressions of agreeableness (A), conscientiousness (C), and emotional stability (ES) are especially vulnerable to small amounts of contrary evidence, whereas positive first impressions of extraversion (E) and openness (O) are more resistant to contrary information. Impressions of E and O demonstrated minimal susceptibility to negativity effects in a longitudinal study of college roommate impressions (Study 1) and in an experimental study of manipulated impression change (Study 2).

G188**TESTING THE SOCIOMETER: THE ROLE OF SELF-ESTEEM AS A DOMAIN SPECIFIC MEDIATOR**

P. S. Kavanagh¹, G. J. O. Fletcher¹, B. J. Ellis²; ¹*University of Canterbury*, ²*University of Arizona* – The current research tested the domain specificity sociometer model proposed by Kirkpatrick and Ellis (2001). Study 1 examined the association between relationship quality and the mediating role of state self-esteem (N=80) for participants in a current intimate heterosexual relationship. The DVs were relationship commitment and satisfaction, and friendship compatibility and investment, with state self-esteem, commitment, and satisfaction all measured pre/post. We hypothesised that manipulating mate value self-esteem would result in a change in perceived relationship quality in the intimate relationship domain but not the friendship domain. The results showed an interaction between the mating value manipulation and state self-esteem pre/post; an interaction between the manipulation and relationship commitment and satisfaction pre/post; and a relation between the manipulation and commitment that was mediated by self-esteem acting as a suppressor (Sobel’s $z=2.6$, $p<.05$). Similar suppressor mediational results were found with relationship satisfaction. The manipulation did not effect friendship investment, but did move friendship compatibility thus tentatively indicating domain specificity. Study 2 (N=82) replicated Study 1 and was conducted with participants not currently dating. Mate compatibility was substituted for relationship commitment and satisfaction. The results from this study strongly support the mediational domain specificity sociometer model. Explanations and implications for sociometer theory are discussed.

G189

MEASURING CULTURE ON THE OUTSIDE: A META-ANALYSIS OF STUDIES OF BOOKS, SONGS, ART, AND OTHER CULTURAL PRODUCTS

Beth Morling, Marika Lamoreaux; University of Delaware – Much research in cultural psychology compares cultures on psychological variables such as behaviors, self-reports of attitudes, or cognitive styles. However, according to prominent writers cultural psychology, culture and psyche “make each other up” (e.g., Shweder, 1990). Therefore, cultural differences should be studied not just in the psyche, but in the culture itself. Indeed, recent research has begun to measure culture outside the individual by documenting cultural differences in cultural products such as songs, advertisements, children’s books, newspaper coverage, art, and human-made physical surroundings. In this presentation we present results from a meta-analysis of such studies from journals in psychology, communication, and business. Over 100 effect sizes were analyzed, but we focus on differences between East Asia and North America. Comparisons of cultural products related to individualism that compared North America to East Asia were in the predicted direction, with an average effect size (.59) slightly larger than individualism comparisons based on self-report (.41; Oyserman, Coon, & Kemmerlmeier, 2002). Comparisons of cultural products related to collectivism that compared North America to East Asia were also in the predicted direction, with an average effect size (-.57) moderately larger than individualism comparisons based on self-report (-.21; Oyserman, et al., 2002). The poster will present these data, along with tables presenting many creative measures of cultural products that have been used in research.

G190

PUTTING THE SELF INTO SELF-PRESENTATION: EGOCENTRIC BIASES IN STRATEGIC PRESENTATIONS TO OTHERS

Kristian Ove R. Myrseth, Nicholas Epley; University of Chicago GSB – People commonly try to strategically influence others’ impressions, but such strategic self-presentation tactics are not always successful. We document here one possible reason why our self-presentational strategies may be less successful than hoped-that self-presentational strategies are egocentrically biased to impress oneself, with insufficient regard for how these strategies will be evaluated by the target of our self-presentation. Studies involving the selection of jokes, excuses, pick-up lines, and items on a resume support our hypotheses. Sometimes self-presentational strategies fail to impress others because they were designed to impress oneself.

G191

PICKING A LEADER: THE ROLES OF GROUP SALIENCE AND TASK TYPE IN DETERMINING LEADER SELECTION

Alexander M. Schoemann¹, Catherine E. Seta²; ¹University of Kansas, ²Wake Forest University – The social identity theory of leadership has demonstrated that when group salience is high, persons prefer a leader who is a prototypical in-group member, and they will rate a prototypical in-group member as a more effective leader (Hains, Hogg, & Duck, 1997). Most previous research on the social identity theory of leadership has focused on tasks based on group attitudes. The purpose of the current study was to investigate how different task types (attitude-based tasks or performance-based tasks) and the level of group salience affected the type of leader selected. Participants were placed in a high or low group salience setting, given a group task and asked to make a choice between leaders who were either a) prototypical of the group attitude or b) held stereotypical leader traits. Participants also rated levels of support and effectiveness for both leaders. A log-linear procedure on frequencies of leader selections showed an expected interaction between task type, group salience and leader type, $G2(4)=14.33$, $p<.01$. For attitude-based tasks, salience affected leader choice, $\chi2(1)=10.71$, $p=.001$. In the performance-based task, leader choice was not strongly affected by salience, $\chi2(1)=2.990$, $p=.116$. Ratings of leaders did not display an interaction between task type, group salience and

leader type for ratings of support, $F(1,159)=.070$, $p=.791$, or effectiveness, $F(1,159)=.001$, $p=.973$. Leader selection is influenced by both the group task and group salience, however the ratings of leaders did not display a similar pattern and this may be evidence for a dissociation between leader ratings and leader selection.

G192

ADAPTATION IN EMOTIONAL WELL-BEING: HOW TO BENEFIT MORE FROM WRITING ABOUT GRATITUDE

Minkyung Koo, Timothy D. Wilson; University of Virginia – The present research examined the adaptation process in emotional well-being, specifically by manipulating the sense making process in writing about events for which one is grateful. The emotional adaptation model (Wilson & Gilbert, 2003) suggests that the better one can explain or make sense of emotional events, the faster one can adapt to them. In Study 1, following the gratitude journal paradigm by Emmons and McCullough (2003), participants wrote about events that they felt grateful for over two weeks. Owing to sense-making processes, as time elapsed, those who explained why they felt grateful for the events as well as described what kind of events occurred experienced greater positive moods and less negative moods, as compared to those who described only what kind of positive events or neutral events occurred. Study 2 tested the mechanism of emotional adaptation by directly manipulating the degree of feeling of uncertainty toward each positive event people wrote about. One group of participants wrote about why it was surprising that the event occurred, whereas another group of people wrote about the ways in which the event was certain to become part of their life. Those who were induced to feel greater uncertainty exhibited higher well-being than those who felt certain about the events. Present findings suggest that writing a gratitude journal can exert an even greater effect in increasing people’s well-being if the writing method allows people to slow down the emotional adaptation process.

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