



# Welcome to SPSP 2010

## **The 11th Annual Meeting of the Society for Personality and Social Psychology**

We are delighted to welcome everyone to Las Vegas for the 11th Annual SPSP meeting. The society and the meeting continue to grow each year, and Vegas is an appropriately lavish city in which to celebrate this growth. To compete with the attractions of the Strip, we offer you an exciting and jam-packed meeting program.

Seventy-seven symposia and over 2,000 posters, which were selected from another record number of submissions, cover a wealth of personality and social psychology topics, representing the diversity, breadth, and depth of our field. In addition, there are several special sessions we wish to highlight, including the Presidential symposium and address, the Block and Campbell award addresses, a Keynote Panel on the role of genetics in social and personality research, and many opportunities and special sessions for graduate students.

This year's meeting opens with an exciting Presidential Symposium entitled "Transcending self-interest: Evolution, brains, and hormones." The symposium is chaired by SPSP President Jennifer Crocker, and features Dachner Keltner, Patricia Churchland, and Paul Zak as speakers. The Presidential Symposium takes place from 5:00-7:00 pm, followed by the Welcome Reception and the first Poster Session of the meeting, running concurrently from 7:00-8:30 pm.

The Presidential Address, entitled "The Social Self: Egosystem or Ecosystem?" is Friday afternoon. Friday's programming also includes the Campbell Award Address, "Envy Up and Scorn Down: How Comparison Divides Us" given by Susan T. Fiske. Saturday's programming includes both the Keynote Panel "The Role of Genetics in Personality and Social Psychology" featuring speakers Frances Champagne, Steve Cole, Robert F. Krueger, and Eric Turkheimer, and the Block Award Address, "On the importance of the FFM Personality Traits" given by Paul T. Costa, Jr.

In addition to the wealth of the regular program, some special programming features for graduate students include the special Graduate Student Symposium "A Graduate Student's Guide to External Funding" at 8:15 am Friday. Mentoring lunches for graduate students, coordinated by the Graduate Student Committee, are both Friday and Saturday, as well as a mentoring lunch sponsored by GASP, the GLBT Alliance in Social and Personality Psychology, held on Friday. The Training Committee Symposium also takes place on Friday.

We hope you'll find plenty of learning opportunities at this year's meeting. And, have fun in Las Vegas!

Monica Biernat, Convention Committee Chair

Serena Chen and William Fleeson, Convention Program Co-Chairs

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The SPSP Program Committee reserves the right to change the meeting program at any time without notice.  
This program was correct at the time of print.

# SPSP 2010 Schedule Overview

## Thursday, January 28, 2010

- 8:00 am - 4:30 pm Pre-Conferences
- 3:00 - 8:00 pm Pre-Registration Check-In, *Capri Rooms 101-102*
- 3:00 - 8:00 pm Onsite Registration, *Grande Ballroom Foyer*
- 5:00 - 7:00 pm Opening Session & Presidential Symposium, *Royale Pavilion 1-4*
- 6:30 - 8:30 pm Exhibits Open, *Grande Ballroom*
- 7:00 - 8:00 pm Welcome Reception, *Grande Ballroom*
- 7:00 - 8:30 pm Poster Session A, *Grande Ballroom*

## Friday, January 29, 2010

- 7:30 am - 6:30 pm Pre-Registration Check-In and Onsite Registration, *Grande Ballroom Foyer*
- 8:00 - 9:30 am Poster Session B with Continental Breakfast, *Grande Ballroom*
- 8:00 am - 8:00 pm Exhibits Open, *Grande Ballroom*
- 8:15 - 9:30 am Special Session A, *Various Rooms*
- 9:45 - 11:00 am Symposium Session A, *Royale Pavilion and Capri Rooms*
- 11:00 - 11:15 am Coffee Break, *Grande Ballroom*
- 11:15 am - 12:30 pm Symposium Session B, *Royale Pavilion and Capri Rooms*
- 12:30 - 1:30 pm Box Lunch Served, *Grande Ballroom*
- 12:30 - 2:00 pm Poster Session C, *Grande Ballroom*
- 1:00 - 2:00 pm Mentoring Luncheon, Sponsored by GSC, *Top of Riv, North*
- 1:00 - 2:00 pm Mentoring Luncheon, Sponsored by GASP, *Capri Rooms 112-113*
- 2:00 - 3:15 pm Symposium Session C and Presidential Address, *Royale Pavilion and Capri Rooms*
- 3:15 - 3:30 pm Coffee Break, *Grande Ballroom*
- 3:30 - 4:45 pm Symposium Session D, *Royale Pavilion and Capri Rooms*
- 5:00 - 6:15 pm Symposium Session E and Campbell Award Address, *Royale Pavilion and Capri Rooms*
- 6:15 - 7:45 pm Poster Session D and Social Hour, *Grande Ballroom*
- 6:15 - 7:45 pm Diversity and Climate Committee Reception, *Top of the Riv, North*

## Saturday, January 30, 2010

- 7:30 am - 5:30 pm Pre-Registration Check-In and Onsite Registration, *Grande Ballroom Foyer*
- 8:00 - 9:30 am Poster Session E with Continental Breakfast, *Grande Ballroom*
- 8:00 am - 8:00 pm Exhibits Open, *Grande Ballroom*
- 8:15 - 9:30 am Special Session B, *Various Rooms*
- 9:45 - 11:00 am Symposium Session F, *Royale Pavilion and Capri Rooms*
- 11:00 - 11:15 am Coffee Break, *Grande Ballroom*
- 11:15 am - 12:30 pm Symposium Session G and Keynote Addresses, *Royale Pavilion and Capri Rooms*
- 12:30 - 1:30 pm Box Lunch Served, *Grande Ballroom*
- 12:30 - 2:00 pm Poster Session F, *Grande Ballroom*
- 1:00 - 2:00 pm Mentoring Luncheon, Sponsored by GSC, *Top of Riv, North*
- 2:00 - 3:15 pm Symposium Session H and Block Award Address, *Royale Pavilion and Capri Rooms*
- 3:15 - 3:30 pm Coffee Break, *Grande Ballroom*
- 3:30 - 4:45 pm Symposium Session I, *Royale Pavilion and Capri Rooms*
- 5:00 - 6:15 pm Symposium Session J, *Royale Pavilion and Capri Rooms*
- 6:15 - 7:45 pm Poster Session G with Social Hour, *Grande Ballroom*

# Schedule of Events

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## Thursday, January 28, 2010

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- 8:00 am – **Pre-Conferences**  
4:30 pm
- Attitudes
  - Bridge(s) Over Troubled Waters: Traditional and Non-Traditional Careers for Personality and Social Psychologists
  - Close Relationships
  - Cultural Psychology
  - Emotion
  - Evolutionary Psychology
  - Group Processes and Intergroup Relations (GPIR)
  - Health Research in Social and Personality Psychology
  - Judgment and Decision Making (JDM)
  - Justice and Morality
  - Political Psychology
  - Psychology of Religion and Spirituality
  - Self & Identity
  - Social Cognition
  - Teaching
  - Webquests: The Utilization of Cooperative Learning, Current Events and Critical Thinking Skills to Enhance Learning in Project Based Online Instruction in Psychology
- 3:00 – **Pre-Registration Check-In**  
8:00 pm  
*Capri Rooms 101-102*
- On-Site Registration**  
*Grande Ballroom Foyer*
- 5:00 – **Opening Session and Presidential Symposium**  
7:00 pm  
**TRANSCENDING SELF-INTEREST: EVOLUTION, BRAINS, AND HORMONES**  
*Royale Pavilion 1-4*  
Chair: Jennifer Crocker, *University of Michigan*  
Speaker: Dacher Keltner, *University of California, Berkeley*, **BORN TO BE GOOD: AN EVOLUTIONARY APPROACH TO COMPASSION**  
Speaker: Patricia Churchland, *University of California, San Diego*, **BRAIN-BASED VALUES**  
Speaker: Paul Zak, *Claremont Graduate Center*, **THE MORAL MOLECULE: OXYTOCIN AND VIRTUE**
- 6:30 – **Exhibits Open**  
8:30 pm  
*Grande Ballroom*
- 7:00 – **Welcome Reception**  
8:00 pm  
*Grande Ballroom*
- 7:00 – **Poster Session A**  
8:30 pm  
*Grande Ballroom*

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## Friday, January 29, 2010

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- 7:30 am – **Pre-Registration Check-In And On-Site Registration**  
6:30 pm  
*Grande Ballroom Foyer*
- 8:00 – **Poster Session B with Continental Breakfast**  
9:30 am  
*Grande Ballroom*
- 8:00 am – **Exhibits Open**  
8:00 pm  
*Grande Ballroom*
- 8:15 – **Special Session A**  
9:30 am
- SSA1: GSC SPECIAL SYMPOSIUM  
A GRADUATE STUDENT'S GUIDE TO EXTERNAL FUNDING**  
*Capri Rooms 103-106*  
*Sponsored by the Graduate Student Committee*  
Chairs: Nicole E. Noll, *Temple University*, and Kathleen Fortune, *University of Manitoba*  
Speakers: Jenessa R. Shapiro, Amber L. Story, Laura A. King
- SSA2: FUNDING OPPORTUNITIES AT THE NATIONAL SCIENCE FOUNDATION**  
*Capri Rooms 107-110*  
Speakers: Kellina M. Craig-Henderson and Amber L. Story  
After 9:30 am, conversations with Kellina and Amber will move to Capri Room 111.
- SSA3: FUNDING OPPORTUNITIES AT THE NATIONAL CANCER INSTITUTE**  
*Capri Rooms 114-116*  
Speakers: Bill Klein and Heather Patrick
- 9:45 – **Symposia Session A**  
11:00 am
- A1: BEYOND LABORATORY-BASED TEST PERFORMANCE: EXPLORING THE FAR-REACHING CONSEQUENCES AND IMPLICATIONS OF STEREOTYPE THREAT**  
*Royale Pavilion 1*  
Chair: Valerie Jones, *Princeton University*  
Speakers: Priyanka Carr, Sonia K. Kang, Valerie Jones, Greg M. Walton
- A2: INTERPERSONAL COMPLEMENTARITY**  
*Royale Pavilion 2*  
Chairs: Debbie S. Moskowitz, *McGill University*, and Iven Van Mechelen, *University of Leuven*  
Speakers: Debbie S. Moskowitz, Iven Van Mechelen, Pamela Sadler
- A3: TAKEN FOR GRANTED: THE INFLUENCE OF FAMILY ON SOCIAL COGNITION, SOCIAL BEHAVIOR, AND WELL-BEING**  
*Royale Pavilion 5*  
Chair: Belinda Campos, *University of California, Irvine*  
Speakers: Belinda Campos, Kimberly J. Saudino, Gregory R. Maio, Karen L. Fingerman

**A4: CHECK ALL THAT APPLY: THE PSYCHOLOGICAL COSTS AND BENEFITS OF ADOPTING A MULTIRACIAL IDENTITY**

*Royale Pavilion 6*

Chair: Todd L. Pittinsky, *Harvard University*

Speakers: Lisa S. Giamo, Diana T. Sanchez, Margaret J. Shih, Kristin Pauker

**A5: FINDING MIND: ATTRIBUTING (AND DENYING) INNER LIFE TO PEOPLE, MACHINES AND GODS**

*Royale Pavilion 3-4*

Chair: Kurt Gray, *Harvard University*

Speakers: Nicholas Epley, Kurt Gray, Jesse Bering, Nick Haslam

**A6: FEELING, THINKING, AND THE BODY: DEVELOPMENTS IN EMBODIED COGNITION**

*Royale Pavilion 7-8*

Chairs: Norbert Schwarz and Spike W. S. Lee, *University of Michigan*

Speakers: Norbert Schwarz, Fritz Strack, Arthur Glenberg, Jonathan Zadra

**A7: CULTURAL LADDERS: CAUSES AND CONSEQUENCES OF SOCIAL HIERARCHY DEPEND ON NATIONAL AND REGIONAL CULTURE**

*Capri Rooms 101-102*

Chairs: Joe Magee, *New York University*, and Adam Galinsky, *Northwestern University*

Speakers: Nalini Ambady, Chen-bo Zhong, Krishna Savani, P.J. Henry

**A8: EMOTION REGULATION AND SELF-CONTROL: BASIC PSYCHOBIOLOGICAL MECHANISMS AND APPLICATIONS TO PUBLIC HEALTH**

*Capri Rooms 103-106*

Chairs: Paige G. McDonald, *National Cancer Institute*, and David M. Amodio, *New York University*

Speakers: James J. Gross, Wendy Berry Mendes, David M. Amodio

**A9: MEDIATION AND MODERATION AS TOOLS FOR THEORY DEVELOPMENT IN SOCIAL AND PERSONALITY PSYCHOLOGY**

*Capri Rooms 107-110*

Chair: Patrick Shrout, *New York University*

Speakers: Patrick E. Shrout, Dominique Muller, Kristopher J. Preacher, David P. MacKinnon

**A10: MAKING MEANING: THE HUMAN QUEST FOR UNDERSTANDING AND COHERENCE**

*Capri Rooms 114-116*

Chair: Keith Markman, *Ohio University*

Speakers: Keith Markman, Laura King, Steven Heine, Roxane Cohen Silver

11:00 –

**Coffee Break**

11:15 am

*Grande Ballroom*

11:15 am –

**Symposia Session B**

12:30 pm

**B1: RELIGION AND SUPPORT OF VIOLENCE AGAINST THE OUTGROUP**

*Royale Pavilion 1*

Chairs: Ariel Malka, *Yeshiva University*, and Adam Cohen, *Arizona State University*

Speakers: Gilad Hirschberger, Ariel Malka, Jeremy Ginges, Jesse Graham

**B2: WHAT IS BELOW THE BIG FIVE? STRUCTURE AND UTILITY OF LOWER LEVELS OF ANALYSIS**

*Royale Pavilion 2*

Chairs: Joshua Jackson and Brent Roberts, *University of Illinois*

Speakers: Colin DeYoung, Dustin Wood, Joshua J. Jackson, Stacy Eitel Davies

**B3: NEW DIRECTIONS IN THE STUDY OF LOVE: NEUROBIOLOGICAL PERSPECTIVES**

*Royale Pavilion 5*

Chairs: Joshua Poore, *National Institute of Health (NINDS)*, and Arthur Aron, *State University of New York at Stony Brook*

Speakers: Stephanie Ortigue, Bianca Acevedo, Joshua Poore

**B4: BASIC BUILDING-BLOCKS OF THE SOCIAL-RELATIONAL MIND**

*Royale Pavilion 6*

Chairs: Lotte Thomsen, *Harvard University*, *University of Copenhagen*, and Andrew Scott Baron, *University of British Columbia*

Speakers: Lotte Thomsen, Harriet Over, Kiley Hamlin, Andrew Scott Baron

**B5: PERSPECTIVES ON MORAL LICENSING: HOW PERSONAL MORAL HISTORY AFFECTS THE ENTITLEMENT TO TRANSGRESS**

*Royale Pavilion 3-4*

Chairs: Emily Zitek and Daniel Effron, *Stanford University*

Speakers: Emily M. Zitek, Sonya Sachdeva, Caitlin A.J. Powell, Daniel A. Effron

**B6: CULTURE AND EMOTION REGULATION**

*Royale Pavilion 7-8*

Chairs: Igor Grossmann and Ethan Kross, *University of Michigan*

Speakers: Michael Boiger, Ethan Kross, Cecilia Cheng, Iris B. Mauss

**B7: SOCIAL IMAGE AND CULTURE**

*Capri Rooms 101-102*

Chair: Susan Cross, *Iowa State University*

Speakers: Young-hoon Kim, Toshie Imada, Patricia M. Rodriguez Mosquera, Susan E. Cross

**B8: THE TWO FACES OF VERBAL MIMICRY: DOES LINGUISTIC SYNCHRONY PREDICT POSITIVE OR NEGATIVE SOCIAL OUTCOMES?**

*Capri Rooms 103-106*

Chairs: Matt L. Newman, *Arizona State University*, and Marlone D. Henderson, *University of Texas at Austin*

Speakers: Paul J. Taylor, Marlone D. Henderson, Lauren E. Scissors, Amy L. Gonzales

**B9: SURVEY SAYS?: INVESTIGATING THE POTENTIAL AND LIMITS OF SURVEY RESEARCH**

*Capri Rooms 107-110*

Chairs: Amanda Snook and David Kenny, *University of Connecticut*

Speakers: Charles Judd, Amanda Snook, Jon Kroznick, Niall Bolger

**B10: EXPERIENTIAL NEEDS AND BEHAVIORAL MOTIVES: DIFFERENT THINGS OR SAME DIFFERENCE?**  
*Capri Rooms 114-116*  
 Chair: Kennon Sheldon, *University of Missouri*  
 Speakers: Mark Leary, Ken Sheldon, Richard Ryan, Joy McClure

12:30 – **Box Lunch Served**  
 1:30 pm *Grande Ballroom*

12:30 – **Poster Session C**  
 2:00 pm *Grande Ballroom*

1:00 – **Mentoring Luncheon**  
 2:00 pm *Top of Riv, North*  
 Sponsored by the Graduate Student Committee  
 President: Austin Lee Nichols  
 Coordinators: Marina Milyavskaya & Jennifer Pattershall

1:00 – **Mentoring Luncheon**  
 2:00 pm *Capri Rooms 112-113*  
 Sponsored by GASP, the GLBT Alliance in Social and Personality Psychology  
 Coordinator: Lisa G. Aspinwall, *University of Utah*

2:00 – **Symposia Session C & Presidential Address**  
 3:15 pm

**C1: PRESIDENTIAL ADDRESS**  
**THE SOCIAL SELF: EGOSYSTEM OR ECOSYSTEM?**  
*Royale Pavilion 1*  
 Speaker: Jennifer Crocker, *University of Michigan*  
 Introducer: Richard Petty, *Ohio State University*

**C2: THE PERSON AND THE POLITICAL MIND: NEW INSIGHTS FROM RESEARCH ON VALUES, MINDSETS, PERCEPTIONS OF THE NATION, AND GENDER**  
*Royale Pavilion 2*  
 Chairs: Anat Bardi, *Royal Holloway University of London*, and Sonia Roccas, *The Open University of Israel*  
 Speakers: Anat Bardi, Gerard Saucier, Dennis T. Kahn, I-Ching Lee

**C3: SOCIAL PSYCHOLOGY FOR AN ECONOMIC RECESSION: EXAMINING THE EFFECTS OF SOCIOECONOMIC STATUS ON PSYCHOLOGICAL PROCESSES**  
*Royale Pavilion 5*  
 Chairs: Natalya C. Maisel, *University of California, Los Angeles*, and Paul K. Piff, *University of California, Berkeley*  
 Speakers: Paul K. Piff, Natalya C. Maisel, Elizabeth Page-Gould, Edith Chen

**C4: CONTENDING WITH DISCRIMINATION: PSYCHOLOGICAL, NEUROLOGICAL, PHYSIOLOGICAL, AND BEHAVIORAL CONSEQUENCES OF ATTRIBUTIONAL AMBIGUITY**  
*Royale Pavilion 6*  
 Chairs: Jenessa R. Shapiro, *University of California, Los Angeles*, and Sophie Trawalter, *University of North Carolina, Chapel Hill*  
 Speakers: Sophie Trawalter, Naomi I. Eisenberger, Brenda N. Major, Jenessa R. Shapiro

**C5: ACCURATE SELF-KNOWLEDGE**  
*Royale Pavilion 3-4*  
 Chair: C. Randall Colvin, *Northeastern University*  
 Speakers: Erika N Carlson, Elizabeth R Tenney, Lauren J Human, C Randall Colvin

3:15 – **Coffee Break**  
 3:30 pm *Grande Ballroom*

3:30 –  
 4:45 pm

**Symposia Session D**

**D1: THE PSYCHOLOGY OF STATUS**  
*Royale Pavilion 1*  
 Chairs: Nir Halevy and Taya Cohen, *Northwestern University*  
 Speakers: Taya Cohen, Sebastien Brion, Nir Halevy, Robb Willer

**D2: POSITIVE AND NEGATIVE EVALUATION IN SELF-REPORTED PERSONALITY**  
*Royale Pavilion 2*  
 Chair: Eric Turkheimer, *University of Virginia*  
 Speakers: Leonard Simms, Martin Bäckström, Amber Thalmayer, Erik Pettersson

**D3: THE SCIENCE OF MONEY AND RELATIONSHIPS: WAYS THAT MONEY HELPS AND HURTS INTERPERSONAL FUNCTIONING**  
*Royale Pavilion 5*  
 Chairs: Peter Caprariello, *University of Rochester*, and Nicole Mead, Kathleen Vohs, *Tilburg University, University of Minnesota*  
 Speakers: Nicole Mead, Scott Rick, Peter Caprariello, Xinyue Zhou

**D4: THE NATURE, CAUSES AND CONSEQUENCES OF OBJECTIFICATION**  
*Royale Pavilion 6*  
 Chairs: Steve Loughnan, *University of Melbourne*, and Anna Newheiser, *Yale University*  
 Speakers: Jeroen Vaes, Anna-Kaisa Newheiser, Jamie L. Goldenberg, Steve Loughnan

**D5: UNDERSTANDING IMPLICIT AND EXPLICIT ATTITUDES: EXPLORING THE DUAL-SYSTEMS PERSPECTIVE**  
*Royale Pavilion 3-4*  
 Chairs: Michael J. McCaslin, *Ohio State University*, and Chris Loersch, *University of Missouri*  
 Speakers: Robert Rydell, Kate A. Ranganath, Aiden P. Gregg, Michael J. McCaslin

**D6: BEYOND RECOGNITION: WHAT ARE THE SOCIAL (AND NOT-SO-SOCIAL) FUNCTIONS OF EMOTION EXPRESSIONS?**  
*Royale Pavilion 7-8*  
 Chairs: Jessica L. Tracy and Azim F. Shariff, *University of British Columbia*  
 Speakers: Azim F. Shariff, Arne Ohman, Alexander Todorov, Adam K. Anderson

**D7: THE ORIGINS, PREDICTORS, AND MODERATORS OF RELIGIOUS BELIEFS AND INVOLVEMENT**  
*Capri Rooms 101-102*  
 Chairs: Joni Sasaki and Heejung Kim, *UC Santa Barbara*  
 Speakers: Azim Shariff, Kristin Laurin, Joni Sasaki, Adam Cohen

**D8: PROHIBITIONS AND PUNISHMENTS: IMPLICATIONS FOR MORAL PSYCHOLOGY**  
*Capri Rooms 103-106*  
 Chairs: Sana Sheikh and Ramila Usoof-Thowfeek, *University of Massachusetts Amherst*  
 Speakers: Sana Sheikh, Fiery Cushman, Ramila Usoof-Thowfeek, Kevin M. Carlsmith

**D9: A PRIMER ON SOCIAL NEUROSCIENCE METHODS FOR CONSUMERS AND PRACTITIONERS: ENDOCRINOLOGY, GENETICS, AND NEUROIMAGING***Capri Rooms 107-110*

Chairs: Elliot Berkman and Matthew Lieberman, UCLA

Speakers: Pranjal Mehta, Baldwin Way, Eddie Harmon-Jones, Elliot Berkman

**D10: EXISTENTIAL EPISTEMOLOGY: THE SCIENCE OF MOTIVATED KNOWLEDGE CONSTRUCTION***Capri Rooms 114-116*Chair: Joshua Hart, *Union College*

Speakers: Sheldon Solomon, Zachary Rothschild, Nathan Heflick, Jessica Tracy

5:00 –  
6:15 pm**Symposia Session E & Campbell Award Address****E1: CAMPBELL AWARD ADDRESS: ENVY UP AND SCORN DOWN: HOW COMPARISON DIVIDES US***Royale Pavilion 1*Recipient: Susan T. Fiske, *Princeton University*Introducer: Peter Glick, *Lawrence University***E2: PERSONALITY TRAITS AS IMPLICIT CAUSAL THEORIES ABOUT PEOPLE***Royale Pavilion 2*Chair: Jim Uleman, *New York University*

Speakers: Laura Kressel, SoYon Rim, Tania Ramos, Randy J. McCarthy

**E3: COGNITIVE UNDERPINNINGS OF ATTACHMENT REPRESENTATIONS: EXAMINING RELEVANT KNOWLEDGE STRUCTURES***Royale Pavilion 5*Chair: Bulent Turan, *University of California, San Francisco*

Speakers: Leonard M. Horowitz, Amanda M. Vicary, Bulent Turan, Gulenbaht Algac

**E4: DIFFERENT ASPECTS OF ESSENTIALISM: LOOKING ACROSS RACE, STATUS, RELIGION, AGE, AND SEXUAL ORIENTATION***Royale Pavilion 6*Chair: Negin R. Toosi, *Tufts University*

Speakers: Japinder Dhesi, Negin R. Toosi, Matthew Christian Jackson, Ross D. Avilla

**E5: GIVING THEM WINGS TO FLY: ADVICE FOR SOON-TO-BE, NEW, AND ESTABLISHED FACULTY IN THE TRAINING OF GRADUATE STUDENTS***Royale Pavilion 3-4*Chairs: Jamie Arndt, *University of Missouri*, and Michael D. Robinson, *North Dakota State University*

Speakers: David Funder, Thomas D. Gilovich, Jennifer Crocker, Jeff Greenberg

**E6: BIASES IN PROCESSING SOCIAL CUES: LINKS TO EARLY AVERSIVE EXPERIENCES AND FUNCTIONING ACROSS THE LIFESPAN***Royale Pavilion 7-8*Chair: Karin G. Coifman, *Columbia University*

Speakers: W. John Curtis, Sarah E. Romens, Karin G. Coifman

6:15 –  
7:45 pm**Poster Session D and Social Hour***Grande Ballroom*6:15 –  
7:45 pm**Diversity and Climate Committee Reception***Top of the Riv, North*

Sponsored by the Diversity and Climate Committee

All are welcome to attend this social event to mix, mingle, and meet the recipients of the 2010 Diversity Fund Graduate Travel and Undergraduate Registration Awards.

Chair: Nilanjana Dasgupta, *University of Massachusetts-Amherst*

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**Saturday, February 30, 2010**

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**7:30 am – Pre-Registration Check-In And On-Site Registration**

5:30 pm

*Grande Ballroom Foyer***8:00 am – Exhibits Open**

8:00 pm

*Grande Ballroom***8:00 – Poster Session E with Continental Breakfast**

9:30 am

*Grande Ballroom***8:15 – Special Session B**

9:30 am

**SSB1: APA TASK FORCE REPORTS: AIDING, ADVANCING, AND APPLYING RESEARCH***Capri Rooms 103-106*

Sponsored by the American Psychological Association

Chair: Steve Breckler, *Director of the APA Science Directorate*

Speakers: Steve Breckler, Susan Saegert, Brenda Major, Monica Biernat, Eileen Zurbriggen, Janet Swim

**SSB2: SOCIAL PSYCHOLOGY IN THE SERVICE OF NATIONAL SECURITY: COLLABORATION OPPORTUNITIES IN SUPPORT OF THE FEDERAL SECURITY CLEARANCE SYSTEM***Capri Rooms 107-110*Chairs: Bryan Castelda and John Capps, *Office of the Director of National Intelligence, Special Security Center*

Speakers: Eric L. Lang, Bryan A. Castelda, Verónica Benet-Martínez, Cynthia L. Pickett

9:45 –  
11:00 am**Symposia Session F****F1: HOW PSYCHOLOGICAL PROCESSES SHAPE CULTURE***Royale Pavilion 1*Chair: Jonah Berger, *University of Pennsylvania*

Speakers: Todd Gureckis, Yoshihisa Kashima, Eytan Baskshy, Jonah Berger

**F2: PANEL DISCUSSION: FORGING CONNECTIONS BETWEEN SOCIAL MEDIA AND SOCIAL/PERSONALITY PSYCHOLOGY***Royale Pavilion 2*Chairs: Samuel D. Gosling, *University of Texas, Austin*, and Kate Niederhoffer, *Dachis Corporation*

Speakers: Cameron Marlow, Matthew Hurst, Winter Mason

**F3: SELF-REGULATION IN RESPONSE TO REJECTION AND SOCIAL THREAT***Royale Pavilion 5*Chair: Maire Ford, *Loyola Marymount University*

Speakers: Geraldine Downey, Peggy Zoccola, Maire Ford, Anett Gyurak

**F4: SPSP DIVERSITY AND CLIMATE COMMITTEE SYMPOSIUM - A MULTI-STAGE APPROACH TO UNDERSTANDING INTERGROUP CONTACT: CHALLENGES AND POTENTIAL SOLUTIONS**

*Royale Pavilion 6*

Chairs: Tamar Saguy, *Interdisciplinary Center (IDC) Herzliya*, and Tessa West, *New York University*  
 Speakers: Michael Inzlicht, Michael Norton, Tamar Saguy, Tessa West

**F5: WHERE AM I? CULTURAL PRODUCTS AND SELF-EXPERIENCE**

*Royale Pavilion 3-4*

Chair: Jean Twenge, *San Diego State University*  
 Speakers: Beth Morling, Batja Mesquita, Tug(çe) Kurtis, Jean Twenge

**F6: IMPULSE AND REFLECTION: UNDERSTANDING BEHAVIOR AND MOVING BEYOND THE IMPLICIT-EXPLICIT DISTINCTION**

*Royale Pavilion 7-8*

Chairs: Michael Haefner and Kees van den Bos, *Utrecht University*  
 Speakers: Fritz Strack, Michael Haefner, Kees van den Bos, Charles S. Carver

**F7: THE SELFISH ORIGINS OF SELFLESSNESS: INTEGRATING EVOLUTIONARY, ECONOMIC, AND PSYCHOLOGICAL MODELS OF HELPING & COOPERATION**

*Capri Rooms 101-102*

Chairs: Vladas Griskevicius, *University of Minnesota*, and Noah Goldstein, *UCLA*  
 Speakers: Douglas Kenrick, Noah Goldstein, Paul Van Lange, Vladas Griskevicius

**F8: FREE WILL, MORAL ACTION, AND MORAL RESPONSIBILITY**

*Capri Rooms 103-106*

Chairs: Yoel Inbar, *Harvard University*, and David Pizarro, *Cornell University*  
 Speakers: Joshua Greene, Yoel Inbar, Joshua Knobe, Jonathan Schooler

**F9: OUTDOORS PSYCHOLOGISTS: ADVANCING SOCIAL PSYCHOLOGICAL THEORY AND EXPERIMENTAL METHODS IN THE FIELD**

*Capri Rooms 107-110*

Chairs: Elizabeth Levy Paluck, *Princeton University*, and Ruth Dittmann, *Yale University*  
 Speakers: Ruth K. Dittmann, Robert B. Cialdini, Laura G. Barron, Glenn Adams

**F10: EMBODIED MOTIVATION: IMPLICATIONS OF BODY FEEDBACK FOR FUNDAMENTAL PROCESSES UNDERLYING MOTIVATED ACTION**

*Capri Rooms 114-116*

Chairs: Nils B. Jostmann and Jens A. Förster, *University of Amsterdam*  
 Speakers: Jens A. Förster, Simone Schnall, Nils B. Jostmann, Dennis R. Proffitt

11:00 – 11:15 am **Coffee Break**

*Grande Ballroom*

11:15 am – 12:30 pm **Symposia Session G & Keynote Panel**

**G1: "GIMME FIVE!" TACTILE COMMUNICATION AND ITS PROSOCIAL CONSEQUENCES**

*Royale Pavilion 1*

Chairs: Michael W. Kraus, *University of California, Berkeley*, and Christopher Oveis, *Harvard University*  
 Speakers: Matthew J. Hertenstein, Christopher C. Nocera, Christopher Oveis, Michael W. Kraus

**G2: KEYNOTE PANEL THE ROLE OF GENETICS IN PERSONALITY AND SOCIAL PSYCHOLOGY (11:15 AM -12:45 PM)**

*Royale Pavilion 2*

Chairs: Serena Chen, *University of California, Berkeley*, and William Fleeson, *Wake Forest University*  
 Panelist: Frances A. Champagne, *Columbia University*,  
**GENE-ENVIRONMENT INTERPLAY AND THE TRANSGENERATIONAL IMPACT OF THE SOCIAL ENVIRONMENT**  
 Panelist: Steve Cole, *David Geffen School of Medicine at UCLA*,  
**SOCIAL REGULATION OF GENE EXPRESSION IN HUMANS**  
 Panelist: Robert F. Krueger, *Washington University*,  
**GENES AND ENVIRONMENTS IN PERSONALITY AND SOCIAL PSYCHOLOGY: SOME REFLECTIONS ON SCIENTIFIC STRATEGIES**  
 Panelist: Eric Turkheimer, *University of Virginia*,  
**A NULL MODEL FOR THE GENETICS OF COMPLEX HUMAN BEHAVIOR**

**G3: THE BIOLOGY OF THE ATTACHMENT BOND**

*Royale Pavilion 5*

Chair: Paul Eastwick, *Texas A&M University*  
 Speakers: Paul Eastwick, Lisa Diamond, Peter Gray, James Coan

**G4: BEYOND PARTICULARISM IN THE STUDY OF INTERSECTIONAL IDENTITIES: BUILDING AND TESTING GENERAL THEORIES OF IDENTITY INTERSECTIONALITY**

*Royale Pavilion 6*

Chairs: Valerie Purdie-Vaughns, *Columbia University*, and Richard P. Eibach, *University of Waterloo*  
 Speakers: Margaret A. Thomas, Ram Mahalingam, Isis H. Settles, Valerie Purdie-Vaughns

**G5: NEW INSIGHTS INTO SOCIAL EVALUATION BIASES: FROM BRAIN TO BEHAVIOR**

*Royale Pavilion 3-4*

Chair: Jennifer S. Beer, *University of Texas at Austin*  
 Speakers: David Dunning, Jason P. Mitchell, Constantine Sedikides, Jennifer S. Beer

**Box Lunch Served**

*Grande Ballroom*

**Poster Session F**

*Grande Ballroom*

**Mentoring Luncheon**

*Top of Riv, North*

Sponsored by the Graduate Student Committee  
 President: Austin Lee Nichols  
 Coordinators: Marina Milyavskaya & Jennifer Pattershall

**Symposia Session H & Block Award Address**

**H1: POWER AND THE (NARCISSISTIC) SELF: THE EFFECTS OF POWER ON SELF PERCEPTION, SELF PRESENTATION, GOALS FOR THE SELF, AND ETHICAL DECISION MAKING**

*Royale Pavilion 1*

12:30 – 1:30 pm

12:30 – 2:00 pm

1:00 – 2:00 pm

2:00 – 3:15 pm



Chairs: Nathanael J. Fast, *University of Southern California*, and Senia Maymin, *Stanford University*  
 Speakers: Nathanael J. Fast, Senia Maymin, M. Ena Inesi, Jennifer R. Overbeck

## **H2: BLOCK AWARD ADDRESS**

*Royale Pavilion 2*

Recipient: Paul T. Costa, Jr., National Institute of Aging, **ON THE IMPORTANCE OF THE FFM PERSONALITY TRAITS**

Introducer: David C. Funder, *University of California, Riverside*

## **H3: BALANCING CLOSENESS AND DISTANCE IN INTIMATE RELATIONSHIPS**

*Royale Pavilion 5*

Chairs: Gertraud Stadler and Niall Bolger, *Columbia University*

Speakers: Gertraud Stadler, Masumi Iida, Benjamin R. Karney

## **H4: HOW WE FEEL ABOUT 'THEM': EMOTIONAL RESPONSES TO OUTGROUPS' PLEASURES AND PAINS**

*Royale Pavilion 6*

Chair: Mina Cikara, *Princeton University*

Speakers: Max Weisbuch, Matteo Forgiarini, Mina Cikara, Wilco Van Dijk

## **H5: DO I BELONG HERE? IDENTIFYING FACTORS THAT FORTIFY VS. ATTENUATE WOMEN'S SENSE OF BELONGING IN STEREOTYPICALLY MASCULINE ACADEMIC AND PROFESSIONAL DOMAINS**

*Royale Pavilion 3-4*

Chairs: Jane Stout and Nilanjana Dasgupta, *University of Massachusetts, Amherst*

Speakers: Jennifer Steele, Lisa Rosenthal, Jane Stout, Christine Logel

## **H6: THE DIFFERENTIATION OF POSITIVE EMOTIONS: RECENT ADVANCES IN THEORY AND RESEARCH ON POSITIVE EMOTIONS**

*Royale Pavilion 7-8*

Chairs: Michele M. Tugade, *Vassar College*, and Leslie D. Kirby, *Vanderbilt University*

Speakers: Craig A. Smith, Michelle N. Shiota, Michele M. Tugade, Anthony H. Ahrens

3:15 –  
3:30 pm

## **Coffee Break**

*Grande Ballroom*

3:30 –  
4:45 pm

## **Symposia Session I**

### **I1: UNITED AND DIVIDED WE STAND: ON THE COLLECTIVE AND PERSONAL FUNCTIONS OF CONFORMITY AND DISSENT**

*Royale Pavilion 1*

Chairs: Kimberly Rios Morrison, *The Ohio State University*, and Dominic J. Packer, *Lehigh University*

Speakers: Carsten K. W. De Dreu, Jolanda Jetten, Dominic J. Packer, Kimberly Rios Morrison

### **I2: REDRAWING THE BIG PICTURE: FROM PERSONALITY DATA (BACK) TO PERSONALITY THEORY**

*Royale Pavilion 2*

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

Speakers: Daniel Cervone, Peter Kuppens, Sander Koole, Gerald Matthews

### **I3: A BIOPSYCHOSOCIAL MODEL OF THREATS TO SOCIAL BELONGING: PERSPECTIVES FROM ACROSS THE SPECTRUM OF SOCIAL PSYCHOLOGY.**

*Royale Pavilion 5*

Chairs: Lisa M. Jaremka and Nancy L. Collins, *UC Santa Barbara*

Speakers: Lisa M. Jaremka, Sally S. Dickerson, Vivian Zayas, Daan Scheepers

### **I4: THE AGE OF OBAMA: A NEW ERA OF RACE RELATIONS, OR A NEW ERA OF MODERN RACISM?**

*Royale Pavilion 6*

Chair: Clayton R. Critcher, *Cornell University*

Speakers: Cheryl R. Kaiser, Clayton R. Critcher, Eugene M. Caruso, Carlos David Navarrete

### **I5: WHAT'S SO SPECIAL ABOUT THE SELF? OR IS THERE ANYTHING SPECIAL AT ALL?**

*Royale Pavilion 3-4*

Chairs: Kurt Peters and Bertram Gawronski, *University of Western Ontario*

Speakers: Marret K. Noordewier, Allen R. McConnell, Kenneth G. DeMarree, Kurt R. Peters

### **I6: ACHIEVING SUSTAINABLE HAPPINESS: PATHWAYS AND PITFALLS**

*Royale Pavilion 7-8*

Chair: Lara Aknin, *University of British Columbia*

Speakers: Barbara L. Fredrickson, Elizabeth W. Dunn, Julia K. Boehm, Lara B. Aknin

### **I7: SEX, STATUS, POWER AND PENALTIES FOR GENDER DEVIANCE: NEW DIRECTIONS IN BACKLASH RESEARCH**

*Capri Rooms 101-102*

Chairs: Corinne Moss-Racusin, *Rutgers University*, and Victoria Brescoll, *Yale University*

Speakers: Laurie A. Rudman, Corinne A. Moss-Racusin, Victoria L. Brescoll, Peter Glick

### **I8: A NEW LOOK ON AUTOMATIC BEHAVIOR: MODULATION, INTEGRATION AND CONSEQUENCES**

*Capri Rooms 103-106*

Chairs: Kai Jonas, *University of Amsterdam*, and Joseph Cesario, *Michigan State University*

Speakers: Kai Jonas, Joseph Cesario, Chris Loersch, Dirk Smeesters

### **I9: THE DYNAMIC SOCIAL MIND**

*Capri Rooms 107-110*

Chairs: Melissa Ferguson and Mike Wojnowicz, *Cornell University*

Speakers: William A. Cunningham, Mike Wojnowicz, Jonathan B. Freeman, Robin R. Vallacher

### **I10: HOW TO SURVIVE SIN CITY: THE ROLE OF COGNITIVE CONTROL IN FIGHTING TEMPTATION**

*Capri Rooms 114-116*

Chairs: Wilhelm Hofmann, *Würzburg University*, and Lotte Van Dillen, *Utrecht University Netherlands*

Speakers: Wilhelm Hofmann, Brandon Schmeichel, Lotte Van Dillen, Reinout Wiers

Schedule of Events

5:00 –  
6:15 pm

**Symposia Session J**

**J1: WORKING TOGETHER OR TEARING EACH OTHER  
DOWN: HOW MEMBERS OF LOW STATUS GROUPS TREAT  
THE INGROUP**

*Royale Pavilion 1*

Chair: Kerry Spalding, *University of Washington*  
Speakers: Laurie O'Brien, Dina Eliezer, Grace Lau,  
Kerry Spalding

**J2: UNDERSTANDING NARCISSISM: MODERN, EMPIRICAL  
APPROACHES TO CLASSIC CONTROVERSIES**

*Royale Pavilion 2*

Chairs: Ryan Brown, *The University of Oklahoma*, and  
Keith Campbell, *The University of Georgia*  
Speakers: Virgil Zeigler-Hill, Keith Campbell, Robert  
Horton, Ryan P. Brown

**J3: CONTEXTUALIZING INTERPERSONAL COMMUNICA-  
TION: WHEN "POSITIVE" BEHAVIORS ARE NEGATIVE AND  
"NEGATIVE" BEHAVIORS ARE POSITIVE**

*Royale Pavilion 5*

Chairs: James K. McNulty and V. Michelle Russell,  
*University of Tennessee*  
Speakers: Laura B. Luchies, Jeffrey A. Simpson, James  
K. McNulty, Ronald D. Rogge

**J4: THE SOCIAL FACE: HOW SOCIAL CATEGORIZATION  
INFLUENCES FACE PERCEPTION**

*Royale Pavilion 6*

Chairs: Kurt Hugenberg, *Miami University*, and Oliv-  
ier Corneille, *Catholic University of Louvain*  
Speakers: Olivier Corneille, Natalie Ebner, Kurt  
Hugenberg, Tiffany Ito

**J5: THE PSYCHOLOGICAL MEANING OF THINGS AND  
PLACES**

*Royale Pavilion 3-4*

Chair: Alison Ledgerwood, *UC Davis*  
Speakers: Melissa Ferguson, Courtney Bonam,  
Alison Ledgerwood, Geoffrey Miller

**J6: THE SOCIAL ECOLOGY OF EMOTIONAL DISCLOSURE**

*Royale Pavilion 7-8*

Chair: Kent Harber, *Rutgers University at Newark*  
Speakers: Matthias Mehl, Anita Kelly, Richard  
Slatcher, Kent Harber

**J7: DISTINCT AND COMMON EFFECTS OF VARIOUS  
PSYCHOLOGICAL THREATS**

*Capri Rooms 101-102*

Chairs: Gale M. Lucas and Daniel C. Molden, *North-  
western University*  
Speakers: Dianne M. Tice, Jeff Schimmel, Gale M.  
Lucas, Ian McGregor

**J8: CONSCIOUS AND UNCONSCIOUS THOUGHT IN DECI-  
SION-MAKING**

*Capri Rooms 103-106*

Chairs: Daniel Wegner, *Harvard University*, and Carey  
Morewedge, *Carnegie Mellon University*  
Speakers: Daniel Oppenheimer, Carey Morewedge,  
John W. Payne, Ap Dijksterhuis

**J9: WHEN AND HOW SOCIAL COMPARATIVE STANDING  
IMPACTS WELL-BEING AND AFFECT**

*Capri Rooms 107-110*

Chairs: Jason P. Rose, *University of Toledo*, and Zlatan  
Krizan, *Iowa State University*  
Speakers: William M. P. Klein, Ethan Zell, Jason P.  
Rose, Richard Lucas

**J10: FOR THE LOVE OF THE FRAME: MOTIVATIONAL  
SOURCES OF VARIATION IN EFFECTIVENESS OF HEALTH  
MESSAGES**

*Capri Rooms 114-116*

Chairs: Tamara Sims and Nanna Notthoff, *Stanford  
University*  
Speakers: John A. Updegraff, Ph.D., Nanna Notthoff,  
Tamara L. Sims, M.A., Andrew Ward, Ph.D.

**Poster Session G with Social Hour**

*Grande Ballroom*

6:15 –  
7:45 pm

# Featured Sessions

## Opening Session and Presidential Symposium

### **Transcending self-interest: Evolution, brains, and hormones**

Thursday, January 28, 2010, 5:00 - 7:00 pm, Royale Pavilion 1-4

Chair: Jennifer Crocker, *University of Michigan*

Speaker: Dacher Keltner, *University of California, Berkeley*, **BORN**

**TO BE GOOD: AN EVOLUTIONARY APPROACH TO COMPASSION**

Speaker: Patricia Churchland, *University of California, San Diego*, **BRAIN-BASED VALUES**

Speaker: Paul Zak, *Claremont Graduate Center*, **THE MORAL MOLECULE: OXYTOCIN AND VIRTUE**

## Outreach and Special Sessions

### **SSA1: GSC Special Symposium**

#### **A Graduate Student's Guide to External Funding**

Friday, January 29, 2010, 8:15 - 9:30 am, Capri Rooms 103-106

Sponsored by the Graduate Student Committee

Chairs: Nicole E. Noll, *Temple University*, and Kathleen Fortune, *University of Manitoba*

Speakers: Jenessa R. Shapiro, Amber L. Story, Laura A. King

### **SSA2: Funding Opportunities at the National Science Foundation**

Friday, January 29, 2010, 8:15 - 9:30 am, Capri Rooms 107-110

Speakers: Kellina M. Craig-Henderson and

Amber L. Story

### **SSA3: Funding Opportunities at the National Cancer Institute**

Friday, January 29, 2010, 8:15 - 9:30 am, Capri Rooms 114-116

Speakers: Bill Klein and Heather Patrick

### **SSB1: APA Task Force Reports: Aiding, Advancing, and Applying Research**

Saturday, January 30, 2010, 8:15 - 9:30 am, Capri Rooms 103-106

Sponsored by the American Psychological Association

Chair: Steve Breckler, *Director of the APA Science Directorate*

Speakers: Steve Breckler, Susan Saegert, Brenda Major, Monica Biernat, Eileen Zurbiggen, Janet Swim

### **SSB2: Social Psychology in the Service of National Security: Collaboration Opportunities in Support of the Federal Security Clearance System**

Saturday, January 30, 2010, 8:15 - 9:30 am, Capri Rooms 107-110

Chairs: Bryan Castelda and John Capps, *Office of the Director of National Intelligence, Special Security Center*

Speakers: Eric L. Lang, Bryan A. Castelda, Verónica Benet-Martínez, Cynthia L. Pickett

## Invited Addresses

### **C1: Presidential Address**

#### **The Social Self: Egosystem or Ecosystem?**

Friday, January 29, 2010, 2:00 - 3:15 pm, Royale Pavilion 1

Speaker: Jennifer Crocker, *University of Michigan*

Introducer: Richard Petty, *Ohio State University*

### **E1: Campbell Award Address**

#### **Envy Up and Scorn Down: How Comparison Divides Us**

Friday, January 29, 2010, 5:00 - 6:15 pm, Royale Pavilion 1

Recipient: Susan T. Fiske, *Princeton University*

Introducer: Peter Glick, *Lawrence University*

Introducer:

### **G2: Keynote Panel**

#### **The Role of Genetics in Personality and Social Psychology**

Saturday, January 30, 2010, 11:15 am - 12:45 pm, Royale Pavilion 2

Chairs: William Fleeson, *Wake Forest University*, and Serena Chen, *University of California, Berkeley*

Panelist: Frances A. Champagne, *Columbia University*, **GENE-ENVIRONMENT INTERPLAY AND THE TRANSGENERATIONAL IMPACT OF THE SOCIAL ENVIRONMENT**

Panelist: Steve Cole, *David Geffen School of Medicine at UCLA*, **SOCIAL REGULATION OF GENE EXPRESSION IN HUMANS**

Panelist: Robert F. Krueger, *Washington University*, **GENES AND ENVIRONMENTS IN PERSONALITY AND SOCIAL PSYCHOLOGY: SOME REFLECTIONS ON SCIENTIFIC STRATEGIES**

Panelist: Eric Turkheimer, *University of Virginia*, **A NULL MODEL FOR THE GENETICS OF COMPLEX HUMAN BEHAVIOR**

### **H2: Block Award Address**

Saturday, January 30, 2010, 2:00 - 3:15 pm, Royale Pavilion 2

Recipient: Paul T. Costa, Jr., *National Institute of Aging*, **ON THE IMPORTANCE OF THE FFM PERSONALITY TRAITS**

Introducer: David C. Funder, *University of California, Riverside*

# Symposia & Special Sessions Schedule

## Friday, January 29 - Morning Sessions

Location	Special Session 8:15 - 9:30 am	Session A 9:45 - 11:00 am	Session B 11:15 am - 12:30 pm
Royale Pavilion 1		A1: Beyond Laboratory-Based Test Performance: Exploring The Far-Reaching Consequences and Implications of Stereotype Threat <i>Valerie Jones</i>	B1: Religion and Support of Violence Against the Outgroup <i>Ariel Malka</i>
Royale Pavilion 2		A2: Interpersonal Complementarity <i>Debbie S. Moskowitz</i>	B2: What is below the Big Five? Structure and utility of lower levels of analysis <i>Joshua Jackson</i>
Royale Pavilion 5		A3: Taken for Granted: The Influence of Family on Social Cognition, Social Behavior, and Well-Being <i>Belinda Campos</i>	B3: New Directions in the Study of Love: Neurobiological Perspectives <i>Joshua Poore</i>
Royale Pavilion 6		A4: Check All That Apply: The Psychological Costs and Benefits of Adopting a Multiracial Identity <i>Todd L. Pittinsky</i>	B4: Basic Building-blocks of the Social-Relational Mind <i>Lotte Thomsen</i>
Royale Pavilion 3-4		A5: Finding Mind: Attributing (and Denying) Inner Life to People, Machines and Gods <i>Kurt Gray</i>	B5: Perspectives on Moral Licensing: How Personal Moral History Affects the Entitlement to Transgress <i>Emily Zitek</i>
Royale Pavilion 7-8		A6: Feeling, thinking, and the body: Developments in embodied cognition <i>Norbert Schwarz</i>	B6: Culture and Emotion Regulation <i>Igor Grossmann</i>
Capri Rooms 101-102		A7: Cultural Ladders: Causes and Consequences of Social Hierarchy Depend on National and Regional Culture <i>Joe Magee</i>	B7: Social Image and Culture <i>Susan Cross</i>
Capri Rooms 103-106	S1: GSC Special Symposium - A Graduate Student's Guide to External Funding <i>Nicole E. Noll</i>	A8: Emotion regulation and self-control: Basic psychobiological mechanisms and applications to public health <i>Paige G. McDonald</i>	B8: The Two Faces of Verbal Mimicry: Does Linguistic Synchrony Predict Positive or Negative Social Outcomes? <i>Matt L. Newman</i>
Capri Rooms 107-110	S2: Funding Opportunities at the National Science Foundation <i>Kellina M. Craig-Henderson and Amber L. Story</i>	A9: Mediation and Moderation as Tools for Theory Development in Social and Personality Psychology <i>Patrick Shrout</i>	B9: Survey Says?: Investigating the Potential and Limits of Survey Research <i>Amanda Snook</i>
Capri Rooms 114-116	S3: Funding Opportunities at the National Cancer Institute	A10: Making Meaning: The Human Quest for Understanding and Coherence <i>Keith Markman</i>	B10: Experiential Needs and Behavioral Motives: Different things or same difference? <i>Kennon Sheldon</i>

## Friday, January 29 - Afternoon Sessions

Location	Session C 2:00 - 3:15 pm	Session D 3:30 - 4:45 pm	Session E 5:00 - 6:15 pm
Royale Pavilion 1	C1: Presidential Address: The Social Self: Egosystem or Ecosystem? <i>Jennifer Crocker</i>	D1: The Psychology of Status <i>Nir Halevy</i>	E1: Campbell Award Address: Envy Up and Scorn Down: How Comparison Divides Us <i>Susan T. Fiske</i>
Royale Pavilion 2	C2: The Person and the Political Mind: New Insights from Research on Values, Mindsets, Perceptions of the Nation, and Gender <i>Anat Bardi</i>	D2: Positive and Negative Evaluation in Self-Reported Personality <i>Eric Turkheimer</i>	E2: Personality Traits as Implicit Causal Theories about People <i>Jim Uleman</i>
Royale Pavilion 5	C3: Social psychology for an economic recession: Examining the effects of socioeconomic status on psychological processes <i>Natalya C. Maisel</i>	D3: The Science of Money and Relationships: Ways that Money Helps and Hurts Interpersonal Functioning <i>Peter Caprariello</i>	E3: Cognitive Underpinnings of Attachment Representations: Examining Relevant Knowledge Structures <i>Bulent Turan</i>
Royale Pavilion 6	C4: Contending with discrimination: Psychological, neurological, physiological, and behavioral consequences of attributional ambiguity <i>Jenessa R. Shapiro</i>	D4: The Nature, Causes and Consequences of Objectification <i>Steve Loughnan</i>	E4: Different Aspects of Essentialism: Looking across Race, Status, Religion, Age, and Sexual Orientation <i>Negin R. Toosi</i>
Royale Pavilion 3-4	C5: Accurate Self-Knowledge <i>C. Randall Colvin</i>	D5: Understanding Implicit and Explicit Attitudes: Exploring the Dual-Systems Perspective <i>Michael J. McCaslin</i>	E5: Giving them wings to fly: Advice for soon-to-be, new, and established faculty in the training of graduate students <i>Jamie Arndt</i>
Royale Pavilion 7-8		D6: Beyond Recognition: What are the Social (And Not-So-Social) Functions of Emotion Expressions? <i>Jessica L. Tracy</i>	E6: Biases in processing social cues: Links to early aversive experiences and functioning across the lifespan <i>Karin G. Coifman</i>
Capri Rooms 101-102		D7: The origins, predictors, and moderators of religious beliefs and involvement <i>Joni Sasaki</i>	
Capri Rooms 103-106		D8: Prohibitions and Punishments: Implications for Moral Psychology <i>Sana Sheikh</i>	
Capri Rooms 107-110		D9: A primer on social neuroscience methods for consumers and practitioners: Endocrinology, genetics, and neuroimaging <i>Elliot Berkman</i>	
Capri Rooms 114-116		D10: Existential Epistemology: The Science of Motivated Knowledge Construction <i>Joshua Hart</i>	

# Symposia & Special Sessions Schedule

## Saturday, January 30 - Morning Sessions

Location	Special Session 8:15 - 9:30 am	Session A 9:45 - 11:00 am	Session B 11:15 am - 12:30 pm
Royale Pavilion 1		F1: How Psychological Processes Shape Culture <i>Jonah Berger</i>	G1: "Gimme Five!" Tactile Communication and its Prosocial Consequences <i>Michael W. Kraus</i>
Royale Pavilion 2		F2: Panel Discussion: Forging connections between Social Media and Social/Personality Psychology <i>Samuel D. Gosling</i>	G2: Keynote Panel: The Role of Genetics in Personality and Social Psychology (11:15 am -12:45 pm) <i>William Fleeson and Serena Chen</i>
Royale Pavilion 5		F3: Self-regulation in response to rejection and social threat <i>Maire Ford</i>	G3: The Biology of the Attachment Bond <i>Paul Eastwick</i>
Royale Pavilion 6		F4: SPSP Diversity and Climate Committee Symposium A Multi-Stage Approach to Understanding Intergroup Contact: Challenges and Potential Solutions <i>Tamar Saguy</i>	G4: Beyond particularism in the study of intersectional identities: Building and testing general theories of identity intersectionality <i>Valerie Purdie-Vaughns</i>
Royale Pavilion 3-4		F5: Where am I? Cultural products and self-experience <i>Jean Twenge</i>	G5: New Insights into Social Evaluation Biases: From Brain to Behavior <i>Jennifer S. Beer</i>
Royale Pavilion 7-8		F6: Impulse and Reflection: Understanding Behavior and Moving Beyond the Implicit-Explicit Distinction <i>Michael Haefner</i>	
Capri Rooms 101-102		F7: The Selfish Origins of Selflessness: Integrating Evolutionary, Economic, and Psychological Models of Helping & Cooperation <i>Vladas Griskevicius</i>	
Capri Rooms 103-106	S4: APA Task Force Reports: Aiding, Advancing, and Applying Research, <i>Steve Breckler</i>	F8: Free Will, Moral Action, and Moral Responsibility <i>Yoel Inbar</i>	
Capri Rooms 107-110	S5: Social Psychology in the Service of National Security: Collaboration Opportunities in Support of the Federal Security Clearance System <i>Bryan Castelda</i>	F9: Outdoors Psychologists: Advancing Social Psychological Theory and Experimental Methods in the Field <i>Elizabeth Levy Paluck</i>	
Capri Rooms 114-116		F10: Embodied Motivation: Implications of Body Feedback for Fundamental Processes Underlying Motivated Action <i>Nils B. Jostmann</i>	

## Saturday, January 30 - Afternoon Session

Location	Session C 2:00 - 3:15 pm	Session D 3:30 - 4:45 pm	Session E 5:00 - 6:15 pm
Royale Pavilion 1	H1: Power and the (Narcissistic) Self: The Effects of Power on Self Perception, Self Presentation, Goals for the Self, and Ethical Decision Making, <i>Nathanael J. Fast</i>	I1: United and Divided We Stand: On the Collective and Personal Functions of Conformity and Dissent <i>Kimberly Rios Morrison</i>	J1: Working Together or Tearing Each Other Down: How Members of Low Status Groups Treat the Ingroup <i>Kerry Spalding</i>
Royale Pavilion 2	H2: Block Award Address On the Importance of the FFM Personality Traits <i>Paul T. Costa, Jr.</i>	I2: Redrawing the Big Picture: From Personality Data (Back) to Personality Theory <i>Daniel Cervone</i>	J2: Understanding Narcissism: Modern, Empirical Approaches to Classic Controversies <i>Ryan Brown</i>
Royale Pavilion 5	H3: Balancing Closeness and Distance in Intimate Relationships <i>Gertraud Stadler</i>	I3: A biopsychosocial model of threats to social belonging: Perspectives from across the spectrum of social psychology <i>Lisa M. Jaremka</i>	J3: Contextualizing Interpersonal Communication: When "Positive" Behaviors are Negative and "Negative" Behaviors are Positive <i>James K. McNulty</i>
Royale Pavilion 6	H4: How we feel about 'them': Emotional responses to outgroups' pleasures and pains <i>Mina Cikara</i>	I4: The Age of Obama: A New Era of Race Relations, or a New Era of Modern Racism? <i>Clayton R. Critcher</i>	J4: The Social Face: How Social Categorization Influences Face Perception <i>Kurt Hugenberg</i>
Royale Pavilion 3-4	H5: Do I belong here? Identifying Factors that Fortify vs. Attenuate Women's Sense of Belonging in Stereotypically Masculine Academic and Professional Domains <i>Jane Stout</i>	I5: What's so special about the self? Or is there anything special at all? <i>Kurt Peters</i>	J5: The Psychological Meaning of Things and Places <i>Alison Ledgerwood</i>
Royale Pavilion 7-8	H6: The Differentiation of Positive Emotions: Recent Advances in Theory and Research on Positive Emotions <i>Michele M. Tugade</i>	I6: Achieving Sustainable Happiness: Pathways and Pitfalls <i>Lara Aknin</i>	J6: The Social Ecology of Emotional Disclosure <i>Kent Harber</i>
Capri Rooms 101-102		I7: Sex, Status, Power and Penalties for Gender Deviance: New Directions in Backlash Research <i>Corinne Moss-Racusin</i>	J7: Distinct and Common Effects of Various Psychological Threats <i>Gale M. Lucas</i>
Capri Rooms 103-106		I8: A New Look on Automatic Behavior: Modulation, Integration and Consequences <i>Kai Jonas</i>	J8: Conscious and Unconscious Thought in Decision-Making <i>Daniel Wegner</i>
Capri Rooms 107-110		I9: The dynamic social mind <i>Melissa Ferguson</i>	J9: When and How Social Comparative Standing Impacts Well-being and Affect <i>Jason P. Rose</i>
Capri Rooms 114-116		I10: How to Survive Sin City: The Role of Cognitive Control in Fighting Temptation <i>Wilhelm Hofmann</i>	J10: For the love of the frame: Motivational sources of variation in effectiveness of health messages <i>Tamara Sims</i>

# Poster Schedule

Poster sessions are scheduled on Thursday, January 28, Friday, January 29, and Saturday, January 30. 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 6:30 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 below. 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	Self-Identified Keywords Included
A	Thursday, January 28	6:30 pm	7:00 pm	8:30 pm	8:45 pm	Close Relationships/Belonging/Rejection; Emotion, Motivation/Goals; Person Perception/Impression Formation; Self/Identity; Social Judgment/Decision-Making; Stereotyping/Prejudice
B	Friday, January 29	7:45 am	8:00 am	9:30 am	12:15 pm	Applied Social Psychology; Gender; Individual Differences; Intergroup Relations; Mental Health; Motivation/Goals; Other; Prosocial Behavior; Psychophysiology/Genetics; Social; Social Development; Social Judgment/Decision-Making; Social Neuroscience; Social Support
C	Friday, January 29	12:15 pm	12:30 pm	2:00 pm	6:00 pm	Aggression/Anti-Social; Aggression/Anti-Social Behavior; Attitudes/Persuasion; Close Relationships/Belonging/Rejection; Groups/Intragroup Processes; Norms and Social Influence; Self-Regulation; Self/Identity
D	Friday, January 29	6:00 pm	6:15 pm	7:45 pm	8:00 pm	Culture; Emotion; Lifespan Development; Methods/Statistics; Person Perception/Impression Formation; Personality Processes; Self-Esteem; Stereotyping/Prejudice; Traits; Well-Being
E	Saturday, January 30	7:45 am	8:00 am	9:30 am	12:15 am	Assessment; Attitudes/Persuasion; Emotion; Evolution; Gender; Intergroup Relations; Norms and Social Influence; Other; Personality Processes; Physical Health; Self-Esteem; Social; Social Judgment/Decision-Making
F	Saturday, January 30	12:15 pm	12:30 pm	2:00 pm	6:00 pm	Culture; Groups/Intragroup Processes; Individual Differences; Motivation/Goals; Not Specified; Person Perception/Impression Formation; Prosocial Behavior; Stereotyping/Prejudice; Well-Being
G	Saturday, January 30	6:00 pm	6:15 pm	7:45 pm	8:00 pm	Applied Social Psychology; Attitudes/Persuasion; Close Relationships/Belonging/Rejection; Intergroup Relations; Self-Regulation; Self/Identity; Social Judgment/Decision-Making



# SPSP 2010 Exhibitors

SPSP extends our thanks to the following SPSP 2010 Exhibitors for their support and participation.

**American Psychological Association**

**Guilford Publications**

**Mangold International**

**Millisecond Software**

**MindWare Technology**

**National Cancer Institute**

**Noldus Information Technology**

**Oxford University Press**

**Psychology Press**

**SAGE**

**Sona-Systems Ltd.**

**Tobii Technology**

**W.W. Norton & Company**

**Wadsworth Cengage Learning**

**Wiley**

Please visit our exhibitors in the Grande Ballroom. Exhibit hours are:

Thursday, January 28, 6:30 - 8:30 pm

Friday, January 29, 8:00 am - 8:00 pm

Saturday, January 30, 8:00 am - 8:00 pm

## **Future Meetings**

SPSP 2011 will be held January 27-29, 2011, in San Antonio, Texas.

SPSP 2012 will be held in San Diego, California.

# Graduate Student Committee Events

The Graduate Student Committee (GSC) endorses SPSP goals and represents the interests, concerns, and ideas of its graduate students. We serve as liaisons between students and those more advanced in the field. The Graduate Student Committee (GSC) is pleased to be hosting several student-oriented events and the Graduate Student Poster Award program at the 2010 SPSP Conference. The Poster Award and Mentoring Lunch are returning by popular demand. In addition, we are hosting a Preconference, a Symposium, and a Poster that cover various professional topics. This page contains a detailed description of each event. We encourage you to attend and show your support for these programs so that they may continue in the future!

## **GSC Co-Sponsored Preconference Bridge(s) Over Troubled Waters: Traditional and Non-Traditional Careers for Personality and Social Psychologists**

*Thursday, 8:30 am - 4:30pm, Capri Rooms 109 & 110*

Dwindling support from state legislatures, shrinking investments and endowments, hiring freezes, and delays in the retirement plans of senior academics—to name but a few consequences of the downturn in the U.S. economy—mean that graduate students may be forced to consider alternatives to traditional career trajectories. This pre-conference is designed to provide attendees with information on both traditional (i.e., postdoctoral positions and tenure-track positions in research universities and four-year colleges) and non-traditional career options for personality and social psychologists, including academic appointments outside psychology departments, appointments in universities outside the U.S., and work in both the public and private sectors. A number of distinguished personality and social psychologists who have pursued both traditional and non-traditional career paths will speak of unique challenges and opportunities, both inside and outside academia. Among the topics to be covered: the work demands of traditional and non-traditional careers for personality and social psychologists; similarities and differences in securing professional positions; and the skills that it takes to succeed. In short, this pre-conference should be valuable and relevant for both junior psychologists who face immediate career challenges, and for senior psychologists for whom information will be valuable as they train the next generation of personality and social psychologists.

Given the intended training orientation of this pre-conference, ample time is reserved for questions and audience involvement. In particular, a roundtable lunch hour will present pre-conference attendees with the opportunity to discuss and receive feedback from speakers about career options. In addition, to round out the day, there will be panel discussion in which audience members can ask the speakers about the ins-and-outs of pursuing both traditional and non-traditional careers informed by expertise in personality and social psychology.

## **GSC Special Symposium A Graduate Student's Guide to External Funding**

*Friday, 8:15 - 9:30 am, Capri Rooms 103-106*

External funding is a topic of critical interest to graduate students and faculty alike. Yet for many academics, applying for grants and fellowships is a somewhat daunting task. In this symposium, our goal is to make that task more manageable by outlining the funding application process from several perspectives. Jenessa Shapiro will share lessons she learned as a graduate student applying for grants from various agencies and offer tips for success. Amber Story will explain the funding process at the National Science Foundation and give advice from the agency's perspective. Laura King will draw on her experience as a grant review panelist to provide insights as to what grant reviewers are looking for and the value of the proposal-writing process. The session will conclude with a discussion panel to address audience members' questions. This symposium will benefit both graduate students—by informing them of the ins and outs of graduate funding—and faculty—by arming them with knowledge they can pass on to their graduate students.

## **Mentoring Luncheon**

*Friday and Saturday, 1:00 - 2:00 pm, Top of Riv, North*

The mentoring lunch offers graduate students an informal opportunity to discuss their research interests and career development with an established professional in the field. The mentoring lunch will be held both days, providing over 300 students the opportunity to participate. Pre-registration for this event is necessary.

## Graduate Student Committee Poster **What Graduate Students Want Faculty to Know**

*Saturday, 6:15 - 7:45 pm, Session G, Grande Ballroom*

Do you ever wonder how your graduate school experience is similar to or different from the experiences of other graduate students? The SPSP GSC asked, and approximately 250 graduate students answered, providing their feelings and opinions about their advisors, their departments, their graduate coursework, their teaching requirements, their career aspirations, and more! Check out what we found. It is sure to be enlightening!

## **GSC Student Poster Award**

*Ongoing throughout the conference in the Grande Ballroom*

The GSC is hosting the Student Poster Award (SPA) again for the eighth year! Contenders submitted their poster abstracts for consideration last fall, and peer reviewers selected finalists to be judged in Las Vegas. Finalists are interviewed by secret judges throughout their poster session, and these judges select the winners. Three awards will be given out in each poster session—one First-Place award and two Runner-Up awards—to students whose poster presentation reflects excellence in research, clarity in presentation, and personal knowledge in a discussion with the judges. Award winners receive a small monetary prize, hardware and software provided by Empirisoft, and public recognition for their achievement.

# SPSP Diversity Program

In order to increase diversity within personality and social psychology and to foster a supportive climate, SPSP's Diversity and Climate Committee (DCC) sponsors four initiatives to facilitate the career development of members who come from underrepresented groups.

1. **The Diversity Fund Travel Award:** Each year qualified graduate students from underrepresented groups are invited to apply for travel awards to help defray the costs of attending the annual SPSP conference. This year 104 graduate students applied for a Diversity Fund Travel Award and 24 applicants received the award. Awardees received \$500 for travel expenses. They will also attend a diversity reception at the conference where they will have an opportunity to meet and chat individually with senior social psychologists who they admire and whose work has influenced their own intellectual development.

2. **The Undergraduate Diversity Registration Award:** Each year qualified undergraduate students who belong to underrepresented groups are invited to apply for awards that cover the cost of registering for the SPSP conference. Approximately 30 applicants received this award this year. Undergraduate awardees will also attend the diversity reception at the conference to meet graduate students and faculty interested in issues of diversity in social psychology.

3. This year we launched a new mentoring lunch for graduate students, postdocs, and young faculty associated with the Gay Alliance in Social Psychology (GASP). Our goal is to create a space for professional and social networking among social and personality psychologists who identify as gay, lesbian, bisexual, or transgender (GLBT) and/or whose research focuses on issues of sexuality. This lunch is being hosted jointly by the DCC and GASP.

4. Finally, the Diversity and Climate Committee sponsors a symposium at each year's SPSP conference that is closely related to issues of diversity. This year's symposium is entitled "A Multi-Stage Approach to Understanding Intergroup Contact: Challenges and Potential Solutions" scheduled for Saturday from 9:45-11:00 AM.

The Diversity and Climate Committee would like to thank individual SPSP 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 their ideas for additional initiatives by contacting any of the members on the Diversity and Climate Committee (Nilanjana Dasgupta, Denise Sekaquaptewa, and Keith Maddox).

## SPSP Diversity Fund Award Recipients



**Kathleen Bogart** grew up in Baton Rouge, Louisiana. She received her masters' degree in Social Psychology at San Francisco State University where she completed her thesis entitled Facial Expression Recognition, Social Competence, and Adjustment in People with Moebius Syndrome. She is currently a Psychology PhD student at Tufts University. She studies the psychological and social implications of facial paralysis. One of the most significant consequences of

facial paralysis is a face that is inexpressive of one's emotions and unresponsive during social interaction. Her present research examines how people with different types of facial paralysis communicate and how others perceive the emotions and traits of these individuals. She plans to pursue a career in academic research to build the knowledge about the psychology of facial paralysis.



**Tiffany Brannon** is a native of South Florida. Currently, she is a third year Ph.D. student in Social Psychology at Stanford University. Working with her primary advisor, Hazel Markus, she investigates dual cultural identities in African Americans. The goal of this work is to examine how mainstream American and African American culture contexts shape identity and psychological processes for African Americans. In another line of research, Tiffany works with Gregory Walton to examine the influence of social connections and enacting cultural behaviors on prejudice reduction. Tiffany's other research interests include academic disengagement and morality. Tiffany is currently the recipient of fellowships from the Ford Foundation and Stanford Center on International Conflict and Resolution (SCICN). Upon completing her doctorate, Tiffany aspires to become a research professor.



**Priyanka Carr** was born in Bombay, India and moved to Los Angeles, California in junior-high. She received her B.A. in psychology from Williams College in 2007. Her interest in social psychology was piqued there as she conducted research on stereotype threat and culture with Dr. Steven Fein. After graduation, she headed back to a warmer climate: She is currently a third-year Ph.D. student in social psychology at Stanford University. Her research examines stereotypes, achievement, and motivation. With Dr. Carol Dweck, she explores ways of increasing women's comfort and ease in conversations about science and thereby their interest in pursuing careers in science. In another line of research with Dr. Claude Steele, she investi-

gates stereotype threat's effects on cognitive flexibility and decision-making. With Dr. Greg Walton, she examines how minimal social connections can boost motivation and enhance performance. Priyanka plans to pursue a career in academia, conducting research and mentoring students.



**Jacqueline Chen** grew up in Moraga, California and Waterloo, Belgium. She received her B.A. in psychology with a minor in mathematics from Pomona College in 2007. Jackie is a doctoral candidate in social psychology working with Dr. David Hamilton at the University of California Santa Barbara. She conducts research with the hope of facilitating positive intergroup relations in today's demographically diverse society. Currently, she is studying monoracials' perceptions and categorizations of multiracial individuals. Jackie also works with Dr. Diane Mackie, extending Intergroup Emotions Theory, and with Dr. Heejung Kim on cultural differences in the provision of social support and its perceived effectiveness. Upon completing her PhD, Jackie plans to pursue a career as a research psychologist in an academic setting.

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**William T.L. Cox** completed a B.S. in Psychology at the University of Florida and is currently in his third year of his PhD in Social Psychology at the University of Wisconsin - Madison. He researches stereotyping and prejudice with Dr. Patricia Devine. One of his projects involves tracking race bias over Barack Obama's presidency, which is an outgrowth of his recent JESP paper, "The Obama Effect: Decreasing Implicit Prejudice and Stereotyping". Will is also developing and testing a theory that stereotyping may function directionally. For example, one can readily identify a target's race, and then stereotype (e.g., assuming a Black man is athletic), but in the case of concealable minorities, one may use stereotyping to identify group membership (e.g., inferring that a man who likes shopping is gay). Addressing the directionality of stereotyping will help advance research on stereotype formation/maintenance, and will help develop better stereotyping interventions.

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**Priscila Diaz** was born and raised in Blythe, a small desert(ed) town in southern California. Although she loved Blythe, she moved to beautiful San Diego and became a Career Opportunities in Research Scholar under the mentorship of Dr. Terry Cronan and Dr. Thierry Devos at San Diego State University. She graduated (at the top of her class) with a B.A. in Psychology in 2005. A National Science Foundation Graduate Fellow and an American Psychological Association

Minority Fellow, she is currently working on her dissertation at Arizona State University where she works with mentors Dr. Delia Saenz and Dr. Virginia Kwan. Priscila's research goals are to examine the resiliency provided by one's culture when culturally related negative events occur (stereotyping, discrimination) and how the

adaptation of bicultural individuals influences their health decision-making and functioning. After obtaining her Ph.D., Priscila will continue to pursue her research goals and teach at a university.



**Amanda Taylor Eggen** grew up in Texas and Louisiana, and completed a Bachelor of Science degree at Texas A&M University. She identified her enthusiasm for cultural research while working in Vietnam and Ethiopia as an English instructor for several years. Currently a second-year Ph.D. student at University of Wisconsin-Madison, she works with Dr. Yuri Miyamoto. Amanda's research examines cultural differences in explicit and implicit communication practices

and their consequences for relationships. She also has a longitudinal study underway to examine how cognition and communication styles of UW international students change through interactions with Americans, and what that means for their well-being. Building on these studies, she hopes to design an intervention program to improve acculturation experiences for migrants. After completing her Ph.D., Amanda intends to continue these lines of research while teaching cultural and social psychology at a major university.



**Jennifer Gutsell** was born and raised in Hamburg, Germany. After she completed her undergraduate studies at the University of Konstanz, she moved to Canada for graduate school at the University of Toronto. Working with Michael Inzlicht, Jennifer's research interests fall under two central themes. The first examines the relationship between prejudice and interpersonal sensitivity. She finds that, with increasing levels of prejudice, neural simulation - a neural process underlying

many forms of interpersonal sensitivity - is reduced for outgroup members. In her second line of research, Jennifer looks at self-control and how its failure is related to emotional reactivity. Her research suggests that in a state of depleted resources for self-control, people are less emotionally reactive. Upon completion of her Ph.D., Jennifer hopes to continue her research as well as to strike new interesting directions, as a professor at a research oriented University in North America or Europe.



**Arnold Ho** was born and raised in the San Francisco Bay Area, and received a B.A. in Psychology, with highest honors, from the University of California, Davis. He is currently a Ph.D. student in the Department of Psychology at Harvard University, where he studies social perceptions, attitudes, and beliefs that function to maintain social hierarchies. In collaboration with Jim Sidanius and Mahzarin Banaji, he examines the perception of multiracial individuals, with a

focus on the rule of hypodescent (i.e., ascription of such individuals to the socially less advantaged parent group). With Jim Sidanius and Felicia Pratto, he studies hierarchy enhancing attitudes and beliefs and individual differences in the preference for group-based hierar-

chy (i.e., social dominance orientation). Arnold plans to pursue a career in research and teaching at a research-oriented university.



**Deanna Jackson** received her B.A. in Psychology from Hollins University in Roanoke, VA in 2006 while studying under Dr. Richard Michalski. She is currently a third-year PhD student in the Social and Personality Psychology program at Florida Atlantic University. She studies humans as dynamical systems under her advisor Dr. Robin R. Vallacher. She has recently run experiments examining how power affected emotional and behavioral synchronization as well as an

empirical analysis of the phase angles and statistical properties of behavioral synchronization. Deanna's major research aims are examining the dynamical processes that drive the formation and dissolution of social groups and how synchronization could lead to the emergence of societal properties such as norms, scripts, and stereotypes. After Deanna finishes her PhD, she would like to pursue a career in academia performing research and mentoring students.



**Anjali Mishra** was born and raised in New Delhi, India. She came to the United States in 2003 to pursue a B.A. in Psychology at George Mason University, Virginia. Currently, she is a third year student in the Social-Personality Psychology Ph.D. program at the University of California, Davis, and works under the supervision of Dr. Robert Emmons. Her undergraduate honors thesis focused on age and gender differences in the experience, evaluation, and expression of gratitude.

More recently, via daily writing intervention studies, she has been examining the contribution of gratitude and meaning in life to the process of posttraumatic growth and psychological well being. In future, besides her current research, she plans to explore (a) the effects of positive psychological interventions, particularly gratitude, on the quality of romantic relationships, (b) the influence of gratitude on cognitive processes (e.g., self-conceptions and construction of a personal history across the life span), and (c) appraisals and experience of gratitude across cultures. After completing her Ph.D., Anjali plans to pursue a career in academia where she can continue her research and teach.



**Shanette Porter** is a native of Buffalo, NY. She received her B.A. in psychology from Yale University and her M.A. in industrial-organizational psychology from Michigan State University, where she was a recipient of the University Distinguished Fellowship. Currently, she is a fifth year Ph.D. student at Cornell University. Broadly, her research interests include intergroup processes, prejudice and stereotyping, and nonconscious goal pursuit. In collaboration with her advisor, Melissa Ferguson, much of her research has focused on the

impact of national identity on behavior, stereotyping, and intergroup attitudes and beliefs. Among other questions, this research addresses how subtle versus blatant reminders of identity can influ-

ence individuals' momentary cognitions and evaluations, and even predict their behavior days later. She also researches the mechanisms of nonconscious goal pursuit and the effects of language level of abstraction on audience impressions. After receiving her Ph.D., Shanette plans to pursue opportunities in both academia and industry.



**Stephanie Quezada** was born and raised in El Paso, Texas. She received her B.A. in Psychology from Vassar College where her interests in Social Psychology began under the guidance of Dr. Michele M. Tugade and Dr. Jennifer Ma. Stephanie is currently a second year Ph.D. student at the University of Texas at El Paso where she is pursuing her degree under the mentorship of Dr. Michael A. Zárate. Her research examines intergroup conflict among diverse popu-

lations. She is currently investigating the theory of cultural inertia, and is examining the extent to which cultural change threatens or affirms one's cultural identity. She is interested in understanding why cultural change is accepted or resisted by ethnic majority and minority groups. Upon obtaining her Ph.D., Stephanie plans to pursue a career in an applied field relevant to the effects of culture on intergroup conflict.



**Jessica Remedios** grew up in a small town near St. John's, Newfoundland, Canada and moved to Toronto, Ontario to attend university. She completed her Honours B.Sc. in Psychology at the University of Toronto at Scarborough and also received her M.A. in Psychology from the University of Toronto. Jessica, a second-year Ph.D. student, and her advisor, Dr. Alison Chasteen, currently examine group processes related to stereotyping, prejudice and discrimina-

tion behaviours. Primarily, Jessica is interested in how these processes affect individuals with "complex" identities. In one line of work, she examines the unique stigma-related concerns that multiracial people hold. In a second line of research, Jessica explores the strategies used by women of colour to cope with the multiple forms of prejudice that they experience in their daily lives. After obtaining her Ph.D., Jessica plans to conduct research, teach, and mentor undergraduate and graduate students at a research-oriented university.



**Jo Sasota** was born in the Philippines and grew up in Grand Rapids, MI. He received his B. S. in Psychology from the University of Michigan in 2006. He is currently a fourth-year graduate student in Social Psychology at The Ohio State University with Dr. Kentaro Fujita and Dr. William Cunningham and a Department Homeland Security Fellow. The bulk of his basic scientific research lies at the intersection of motivation and cognition with other lines of research examining

the psychological processes that underlie real-world behavior. He, along with his collaborators, have examined how narrative appeals

as opposed to rhetorical appeals increase persuasion towards social policies like affirmative action. In another line of research, they have examined how constructions of the self, self-construals, influence risk taking in a variety of domains.



**Krishna Savani** was born in New Jersey but grew up in western India. He returned to the U.S. for college got his B.A. in Economics at Stanford University. After conducting research in experimental economics, he changed course and decided to pursue a Ph.D. in Psychology, also at Stanford. He is currently a fifth year student working with Dr. Hazel Rose Markus and Dr. Carol S. Dweck. His research interests lie at the intersection of cultural psychology and decision-making,

with a focus on Indian cultural contexts. He has examined cultural variation in the extent to which people construe everyday actions as choices, the consistency between people's choices and evaluations, interpersonal influence and accommodation, and people's beliefs about intelligence and emotion. After his Ph.D., he plans to focus on developing interventions that would help improve people's well-being in educational and organizational settings, with a focus on individuals in cultural transition.



**Roberta Schriber**, a native Houstonian, received her B.A. in Psychology at Reed College in Portland, OR, and is now a fourth-year graduate student at the University of California, Davis. Under the supervision of Dr. Richard Robins, she is examining interpersonal perception and personality Processes as they relate to the experience and expression of the self and emotion. Accordingly, a major anchor for her research is the consideration of "self-conscious emotions" (e.g., pride, embarrassment, shame, and guilt).

Her current line of research investigates how the nonverbal expression of self-conscious emotions affects trait impressions, including whether such behavior might be uniquely suited for exposing, or seeming to expose, such characteristics as a target's level of self-consciousness, self-esteem, narcissism, and differential proclivities to (want to) "get along" versus "get ahead". Moreover, she is interested in how these characteristics in a perceiver might bias his impressions. A tightly overlapping line of research will pursue these questions in contexts of status and power. Like many of her colleagues, Roberta plans to stay in research and academia.



**Tamara Sims** is a first generation college graduate originally from Victorville, CA. She received a B.A. in Psychology from UCLA and a M.A. in Research Psychology from California State University Long Beach. She is now a 4th year Psychology Ph.D. student at Stanford University in the Personality, Psychopathology and Affective Science area. She recently received a Ruth L. Kirschstein NRSA to Promote Diversity in Health-Related Research to study cultural

differences in health care preferences across the life span. With her

advisor, Jeanne Tsai, she is examining ideal affect as one possible source of ethnic differences in health care utilization. She is also interested in how cultural differences in approaches to aging may affect how well people prepare for and adapt to old age. In her future work, she hopes to apply her findings to develop culturally appropriate interventions that optimize health care decisions among underrepresented groups.



**Deborah Son** was born in Chicago, Illinois, but spent her early childhood growing up in South Korea. She received her B.A. in psychology from Northwestern University, where she studied the role of political orientation on interracial romantic attraction with Drs. Jennifer Richeson, Eli Finkel, and Paul Eastwick. Currently, Deborah is a second-year graduate student at Princeton University. Her research with advisors Dr. Nicole Shelton and Dr. Deborah Prentice broadly

address ways to improve intergroup relationships. One line of research investigates attributions to cultural differences to excuse close outgroup friends' negative behaviors. A separate project examines the influence of colorblind and multicultural ideologies on racial minorities' cognitive outcomes during interracial interactions. After obtaining her Ph.D., Deborah plans to pursue an academic career and improve intergroup relations through teaching and research.



**Karen Sixkiller** received her B.S. from the University of Washington, Seattle; and is now pursuing her Ph.D. in Personality Psychology at the University of Illinois, Champaign-Urbana. Her research focuses on the neurophysiology of personality and personality development. Using electroencephalograph (EEG) and functional magnetic resonance imaging (fMRI) technologies, she hopes to document the physiological "location" of personality traits in the brain as they pertain

to relevant patterns of thoughts, feelings and behaviors. Once the physiological indicators are identified, they can be tracked in a longitudinal study of age related personality change. These Neurophysiological landmarks can then serve as objective measurements of personality change due to intervention. Upon completing her graduate studies, Ms. Sixkiller intends to continue developing her research while pursuing a career in academia.



**John Oliver Siy** grew up in a suburb north of Chicago, IL. He obtained his bachelor's degree in psychology from the University of Illinois. A National Science Foundation Graduate Fellow, he is currently a second-year social psychology graduate student at University of Washington. Broadly, his research interests include stereotypes, identity, and belonging. In collaboration with his advisor Dr. Sapna Cheryan, he currently has three lines of inquiry: 1) what are the negative

consequences of positive stereotypes, 2) what factors deter women from participating in the field of computer science, and 3) who is

considered a sellout? Upon completing his graduate studies, he intends to pursue a career in research.



**Negin Toosi** was born in Iran but fled the country soon afterwards with her family to escape religious persecution. She was raised deep in the heart of Texas, and went to Stanford University to receive a B.A. in psychology and international relations. She is currently working on her dissertation under the brilliant supervision of Dr. Nalini Ambady at Tufts University. Negin is interested in examining, crossing, and blurring the lines that are typically drawn between

different social groups. Her research focuses on social identities including race, gender, culture, and religion, and the ways they intersect and shape each other in the realms of essentialism, non-verbal behavior, stereotyping, and group dynamics. She plans to pursue a career in academia upon completion of her graduate studies, and purposefully do her part to contribute to the betterment of the world.



**Matt Trujillo** was born and raised in Phoenix, AZ. He received his B.S. in Psychology, with a minor in sociology from Arizona State University. He is currently in his second year of graduate study at Princeton University. At Princeton he is enrolled in the Joint Degree Program of Psychology and Public Policy. Generally speaking his interests lie in ethnic identity, prejudice, and stereotyping. Under his advisor Nicole Shelton he investigates people's reactions to misperceptions of

their ethnicity. He, with Joel Cooper, is also conducting research applying vicarious cognitive dissonance theory to prejudice. Matt's ultimate career goal is to become a professor where he can conduct research as well as share his passion for psychology through teaching.



**Elena Wright** received a Bachelor's Degree with Honors from Stanford University, where she studied emotion regulation and attentional deployment with James Gross. She is currently a second-year graduate student in Clinical Psychology at Yale University, where she works with Doug Mennin and Jack Dovidio. She has continued to study interpersonal emotion regulation and anxiety, and is also interested in identifying positive coping mechanisms for

minorities exposed to ambiguous versus overt racism. After graduate school, Elena hopes to continue working in academia and exploring ways to integrate clinical and social psychology.



GASP, the GLBT Alliance in Social and Personality Psychology, is an official affiliate of the Society for Personality and Social Psychology. Membership is open to all, regardless of sexual orientation or research interest. GASP provides social support and professional resources to Gay, Lesbian, Bisexual, and Transgender students and faculty in social and personality psychology. GASP's major goals are to maintain a safe and welcoming professional forum for LGBT students and faculty and their heterosexual allies, and to serve as a resource for researchers, teachers, and other professionals.

## Website and Listserv

Find us on the web at <http://www.psych.utah.edu/gasp/>

Our private moderated listserv sends noncommercial postings about GLBT research and professional issues to more than 270 members worldwide. To subscribe, <http://lists.csbs.utah.edu/listinfo.cgi/gasp>

## GASP Measures Database

Searchable database of measures designed for GLBT issues or populations, <https://apps.psych.utah.edu/psych/gasp/newdbindex.jsp>

## Contact Information

GASP was founded by Lisa G. Aspinwall and Lisa M. Diamond, both members of the psychology faculty at the University of Utah. You may reach us at [gaspmail@earthlink.net](mailto:gaspmail@earthlink.net)

# General Information

## Audiovisual Equipment for Talks

LCD projectors (for PowerPoint presentations) are provided in all rooms where spoken sessions are scheduled; however, computers are NOT provided. Presenters must bring their own computers and set them up BEFORE the start of the session in which they are presenting. Equipment is provided to allow several computers to be connected to the LCD projector in a room. Presenters are strongly encouraged to arrive in their scheduled symposium room a minimum of 30 minutes before their talk so that they know how to set up their equipment.

Overhead projectors are NOT provided unless the speaker has specifically requested such equipment.

## Automatic Teller Machine (ATM)

An ATM is located in the convention center lobby outside Capri Room 101. Please see the information desk for information about the location of a specific bank.

## Baggage Check

SPSP attendees staying at the Riviera Hotel may utilize the free baggage check at the Bell Desk adjacent the Front Desk in the main hotel foyer.

## Business Center

The Business Center located within easy walking distance to your guestroom or convention location, offers full business services including fax, copying, computer and secretarial services, Notary service, shipping and receiving, office supplies, printing and temporary support personnel.

Monday - Friday, 7:00 am - 6:00 pm  
Saturday and Sunday, 8:00 am - 5:00 pm

## Certificate of Attendance

To receive a Certificate of Attendance please visit the Registration Desk in the Grande Ballroom Foyer. If you require any amendments, we will be happy to email or mail a copy after the meeting. See also Receipts.

## Chair People

Please ensure that you are in your presentation room at least thirty minutes before the start of the session. It is the responsibility of the symposium chair to ensure that the session starts and ends on time.

## Contact Us

To contact us onsite, visit the Registration Desk, or send an email to [SPSP\\_Registration@TaraMillerEvents.com](mailto:SPSP_Registration@TaraMillerEvents.com). We will respond to your email at our soonest opportunity.

## Hotel Services

The Riviera Hotel and Casino is our exclusive hotel for the SPSP 2010 Annual Meeting. All SPSP 2010 meeting events are held at the Convention Center attached to the hotel.

The Riviera Hotel and Casino offers the following services.

*Aqua Massage Relaxation Station* - Soothing therapeutic massage. Located near Le Bistro Theatre.

*Bell Desk* - Assistance with luggage, packages and other carry-ons, plus call service for laundry. Located next to the Front Desk.

*Box Office* - Riviera show information and ticket reservations. Located next to the Le Bistro Theatre.

*Hertz Car Rental* - Daily and weekly rates available. Located in the Mediterranean South Tower Lobby.

*Jitters Coffee* - Gourmet coffee, pastries and sandwiches. Located near the Front Desk.

## Food Service

Complimentary food and beverage is available to all attendees at the following times in the Grande Ballroom.

*Thursday*

Welcome Reception, 7:00 - 8:00 pm

*Friday and Saturday*

Continental Breakfast, 8:30 - 9:00 am

Coffee Break, 11:00 - 11:15 am

Boxed Lunch, 12:30 - 1:30 pm

Coffee Break, 3:15 - 3:30 pm

## Internet Access

Free Internet terminals are located in the Grande Ballroom Foyer near the SPSP Registration Desk. Internet terminals are available during meeting registration hours on Friday and Saturday when not needed for onsite registration. See Onsite Meeting Registration.

## Lost & Found

Please check with the SPSP Registration Desk for any items lost and found.

Found items at the end of the conference will be taken to Hotel Security and held for claim up to 6 months.

## Meeting Rooms

Meeting rooms for symposia and special sessions are on the ground floor of The Riviera Convention Center.

## Messages

A bulletin board will be available for messages and job postings near the SPSP Registration Desk in the Convention Center foyer.

## Mobile Phones

Attendees are asked to silence their mobile phones when in sessions.

## Name Badges

The Riviera Hotel and Convention Center is open to public access. For security purposes, attendees, speakers and exhibitors are asked to wear their name badges to all sessions and social functions.

Entrance into sessions is restricted to registered attendees only. Entrance to the Exhibition is limited to badge holders only. If you misplace your name badge, please go to the SPSP Registration Desk for a replacement.

## Onsite Meeting Registration

The SPSP Registration Desk is located in the Grande Ballroom Foyer of the Riviera Hotel and Casino. Please see the SPSP Registration Desk to register onsite or to pick up your badge if you are pre-registered.

We recommend that you visit the SPSP Registration Desk as soon as possible after your arrival to avoid the long registration lines that develop immediately prior to the first sessions of the day.

SPSP Registration Desk hours are:

Thursday, 3:00 - 8:00 pm

Friday, 7:30 am - 6:30 pm

Saturday, 7:30 am - 5:30 pm

## Parking

SPSP attendees are offered free parking for the duration of the conference. Parking is open 24 hours a day, everyday.

*Valet Parking* - Elevator access to the front underground Valet is located on the casino level, behind the ABC store near the Front Desk.

*Self-Parking* - Easy street access to the Convention Center Entrance is located at the Convention Center Lobby.

## Photography and Videotaping

Photography, audiotaping, video recording, digital taping or any other form of duplication is strictly prohibited in the sessions and poster areas.

## Receipts

A receipt is located on the back of your name badge. SPSP does not mail badges, so the badge acts as both the receipt and assurance of attendance. You will also receive two receipts online, one from SPSP for registration and one from PayPal for payment. See also Certificate of Attendance.

## Registration

See Onsite Meeting Registration.

## Room Service

Room Service is available 24 hours per day. Please see individual restaurants for hours. Food Court closes at 2:00 am.

## Shipping

The closest shipping center is:

FedEx Office (formerly Kinko's)

Las Vegas Convention Center

3150 Paradise Road

Las Vegas, NV 89109

1.702.943.6780

usa5042@fedexkinkos.com

Hours: 8:00 am - 5:00 pm., 7 days a week

Kinko's offers large-format color printing, signs and banners, pre-convention printing and file assistance, scooter and wheelchair rental, coat and bag check.

## Smoking

Smoking is not permitted in or outside any of the meeting rooms or the exhibit hall.

## Social Hour

The final poster session of the day on Friday and Saturday (6:15-7:45 pm) includes a social hour. The social hour is

## General Information

meant to allow attendees to mingle with cash bar refreshments while viewing the posters.

## Speakers

All speakers must register and wear their name badge to present. Please ensure that you are in your presentation room at least thirty minutes before the start of your session. See also Audiovisual Equipment for Talks.

## Special Dietary Requirements

If you have informed us of special dietary requirements, please see a member of the catering staff at lunchtime. The catering staff will have a list of attendees who have requested a special meal.

## Transportation Around Las Vegas

*Taxi* - A taxi stand is located at the front entrance of the Riviera Hotel and Casino. The taxi ride from the Riviera Hotel to McCarran International Airport is approximately 20-30 minutes. A one-way is \$23-\$25, including tip.

*Shuttle* - Airport to hotel shuttles are located at McCarran Airport and the south lobby of the Riviera Hotel and Casino. Shuttle fare starts at \$6.50 per person.

*Bus* - Citizens Area Transit (CAT) operates a double-decker bus nicknamed the Deuce that operates along the Las Vegas strip. The Deuce runs 24 hours a day, 7 days a week. One-way transportation is \$3 and a day pass is \$5. Tickets can be purchased on the bus or at Deuce ticket vending machines located at bus stops along the strip.

*Monorail* - The Las Vegas Monorail travels along the east side of The Strip behind the resorts. Monorail hours are 7:00 am to 2:00 am, Monday through Thursday, and 7:00 am to 3:00 am, Friday through Sunday. A single ride ticket is \$5, a one-day pass is \$13, and a three-day pass is \$28. The closest station is located at the Las Vegas Hilton .

# Symposia and Special Sessions

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## Opening Session and Presidential Symposium

Thursday, January 28, 5:00 - 7:00 pm

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### TRANSCENDING SELF-INTEREST: EVOLUTION, BRAINS, AND HORMONES

Thursday, January 28, 5:00 - 7:00 pm, Royale Pavilion 1-4

Chair: Jennifer Crocker, University of Michigan

Speaker: Dacher Keltner, University of California, Berkeley

**Born to be good: An evolutionary approach to compassion**

Speaker: Patricia Churchland, University of California, San Diego

**Brain-based values**

Speaker: Paul Zak, Claremont Graduate Center

**The moral molecule: Oxytocin and virtue**

The idea that humans are ultimately motivated by self-interest has wide currency in psychology and the social sciences more generally. Indeed, animals from reptiles to humans have evolved motivational systems for self-preservation. Recently, researchers from a variety of disciplines have argued that humans also have an evolved motivational system for species-preservation—caring about and acting to promote the well-being of others. The speakers in this symposium—a social psychologist, a philosopher, and a neuroeconomist—discuss recent evidence for and implications of this innate human capacity for “goodness.”

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## Special Session A

Friday, January 29, 8:15 - 9:30 am

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Special Session A1

### GSC SPECIAL SYMPOSIUM

#### A GRADUATE STUDENT'S GUIDE TO EXTERNAL FUNDING

Friday, January 29, 8:15 - 9:30 am, Capri Rooms 103-106

Chairs: Nicole E. Noll, Temple University, and Kathleen Fortune, University of Manitoba

External funding is a topic of critical interest to graduate students and faculty alike. Yet for many academics, applying for grants and fellowships is a somewhat daunting task. In this symposium, our goal is to make that task more manageable by outlining the funding application process from several perspectives. Jenessa Shapiro will share lessons she learned as a graduate student applying for grants from various agencies and offer tips for success. Amber Story will explain the funding process at the National Science Foundation and give advice from the agency's perspective. Laura King will draw on her experience as a grant review panelist to provide insights as to what grant reviewers are looking for and the value of the proposal-writing process. The session will conclude with a discussion panel to address audience members' questions. This symposium will benefit both graduate students – by informing them of the ins and outs of graduate funding – and faculty – by arming them with knowledge they can pass on to their graduate students.

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### ABSTRACTS

#### DEMYSTIFYING GRANT-GETTING FOR GRAD STUDENTS Jenessa R.

Shapiro<sup>1</sup>; <sup>1</sup>University of California, Los Angeles – Getting grant funding as a graduate (or undergraduate) student is not easy, but it is an important time to start getting in the habit of thinking about grants and obtaining practice writing grants. In my talk I will focus primarily on resources for graduate students and the process of applying for (and getting) grants. I will talk about my experiences applying for grants, including how I have found information about funding sources, lessons I have learned, and how my perspective has changed over time. Some other, more general, topics that I will cover include: (1) Apply! Most people don't realize how many grants people apply for before they get one. (2) Think big and small. NSF and NIH always come to mind first, but there are many other agencies that give (smaller) grants for graduate research. (3) Ask for help. (4) Know your audience. Overall, my goal is to help demystify early career grant-getting for graduate students.

#### NATIONAL SCIENCE FOUNDATION: FUNDING OPPORTUNITIES AND STRATEGIES Amber L. Story<sup>1</sup>; <sup>1</sup>National Science Foundation – The funding process at the National Science Foundation will be described and funding opportunities will be discussed. Emphasis will be placed on opportunities and tips for graduate students and early career faculty.

#### CRAFTING A REALLY GREAT LOTTERY TICKET Laura A. King<sup>1</sup>; <sup>1</sup>University of Missouri, Columbia – When facing the challenge of writing a graduate fellowship application, many students find themselves facing a confluence of expectation and dread: The job is difficult, the odds of success seem slim, and yet the value of the pay-off seems inestimably high. Having mentored successful (and unsuccessful) fellowship applications and served on countless review panels, I hope to share with students what I have learned over the years. I will review the differences between writing for other venues and writing a grant application. Focusing on the differences in values and mindsets of the grant reviewer vs. the manuscript reviewer, I will highlight some common errors that students and their advisors can avoid. Finally, I will briefly consider the ultimate pay-off, not just in actually receiving funding, but in the process of crafting the application itself, the lessons that can be learned, and the pay-offs that come even from crafting the unfunded proposal.

Special Session A2

### GSC SPECIAL SYMPOSIUM

#### FUNDING OPPORTUNITIES AT THE NATIONAL SCIENCE FOUNDATION

Friday, January 29, 8:15 - 9:30 am, Capri Rooms 107-110

Speakers: Kellina M. Craig-Henderson and Amber L. Story

Special Session A3

### GSC SPECIAL SYMPOSIUM

#### FUNDING OPPORTUNITIES AT THE NATIONAL CANCER INSTITUTE

Friday, January 29, 8:15 - 9:30 am, Capri Rooms 114-116

Speakers: Bill Klein and Heather Patrick

## Symposia Session A

Friday, January 29, 9:45 - 11:00 am

### Symposia Session A1

#### BEYOND LABORATORY-BASED TEST PERFORMANCE: EXPLORING THE FAR-REACHING CONSEQUENCES AND IMPLICATIONS OF STEREOTYPE THREAT

Friday, January 29, 9:45 - 11:00 am, Royale Pavilion 1

Chair: Valerie Jones, Princeton University

Speakers: Priyanka Carr, Sonia K. Kang, Valerie Jones, Greg M. Walton

Hundreds of experiments demonstrate that stereotype threat (ST) undermines intellectual performance in laboratory circumstances (Steele, Spencer, & Aronson, 2002). Nonetheless, it has been charged that ST is of little consequence beyond laboratory tests (e.g., Sackett, Hardison, & Cullen, 2004; Stricker & Ward, 2004). Moreover, observed between-group differences in many domains unexamined in past ST research, including decision-making, aggression, and even learning, are hypothesized by some to have biological and genetic causes (e.g., Apicella et al., 2008; Herrnstein & Murray, 1994). Challenging these assumptions, four talks examine the broad-ranging effects of ST in previously untested and non-overtly stereotyped domains and in real-world performance environments. Carr and Steele find that ST modulates decision-making, leading to increased loss- and risk-aversion and potentially affecting financial outcomes. Kang and Inzlicht demonstrate that the negative psychological effects of ST spillover to affect outcomes in non-stereotyped domains. For instance, they provide neuro-physiological evidence that ST disrupts performance-monitoring, thwarting peoples' ability to exercise self-control in domains including aggression, eating, and decision-making. Jones and Walton show that ST undermines how well stereotyped students learn new information. The results suggest that ST contributes to group differences in achievement both by undermining learning and by undermining performance. Finally, Walton, Spencer, and Erman show in two meta-analyses that common real-world measures of academic performance—both grades and test scores—systematically underestimate the ability of stereotyped students. Their performances are dragged down by stereotype-related threats. Discussion addresses the importance of fostering identity-safe environments in a wide variety of academic, professional, and social domains.

#### ABSTRACTS

**STEREOTYPE THREAT AFFECTS WOMEN'S DECISION-MAKING** Priyanka Carr<sup>1</sup>, Claude Steele<sup>2</sup>; <sup>1</sup>Stanford University, <sup>2</sup>Columbia University – Women make up over half of the labor force in Fortune 500 companies, but lead only 3% of these companies (Catalyst, 2009). Prevalent gender stereotypes argue that women are not as adept as men in decision-making or math and finance and therefore may not be fit for leadership roles requiring tough decision-making and finance management. These stereotypes can affect hiring and promotion decisions. By triggering stereotype threat, these stereotypes can also affect women's decision-making, further affecting their chances of success. Past research finds gender differences in decision-making (loss-aversion and risk-aversion) and attributes these differences to biology or socialization (e.g., Apicella et al., 2008). The present research argues that these gender differences result from stereotype threat. Across three studies, we find support for this hypothesis. Men and women in academic and business settings were told that we were investigating either math and rational reasoning abilities (stereotype-relevant condition) or puzzle-solving (stereotype-irrelevant condition). Compared to those not under threat, participants experiencing stereotype threat (women in the stereotype-relevant condition) exhibited significantly greater loss-aversion (Study 1) and risk-aversion (Studies 2 and 3). The gender differences in decision-making

seen in past research were evident only when negative stereotypes about women's abilities were relevant. Furthermore, Study 3 finds that the effect of stereotype threat on decision-making was mediated by depletion of cognitive resources, the fuel for deliberative decision-making (Vohs, 2006). This research suggests that stereotype threat can have broad effects, affecting work and personal decision-making, and highlights the need to create identity-safe environments.

#### STEREOTYPE THREAT SPILLOVER: HOW THREATS TO SOCIAL IDENTITY AFFECT AGGRESSION, EATING, DECISION-MAKING, AND ATTENTIONAL CONTROL

Sonia K. Kang<sup>1</sup>, Michael Inzlicht<sup>1</sup>; <sup>1</sup>University of Toronto – Traditional examinations of stereotype threat (ST) have focused on the negative consequences that stereotypes can have for an individual's performance in stereotyped domains. In five studies, we examined whether the negative effects of ST spillover into various life domains where stereotypes are usually not considered to be "in the air". Study 1 examined if the experience of taking a threatening math test could lead women to respond with greater aggression and hostility. Study 2 investigated whether the experience of ST would lead women to indulge in unhealthy food and examined the moderation of this effect by personal characteristics that contribute to identity-threat appraisals. Study 3 examined the accrued effect of these personal characteristics by asking if Muslim (3a) and female (3b) students who tend to make identity-threat appraisals also show signs of uncontrolled eating (i.e., being heavier and more obese). In Study 4, we investigated if vividly remembering an experience of prejudice results in risky decision-making. Finally, in Study 5, we asked if coping with threat could directly influence attentional control and if the effect was implemented by disrupted performance-monitoring, as assessed by electroencephalography (EEG). Our results show that ST can spillover and impact self-control in a diverse array of non-stereotyped domains for members of a broad range of stereotyped groups including women and racial and religious minorities. Taken together, the diversity of domains and of affected groups reveals the potency of ST and suggests that its negative consequences extend much further than previously thought.

#### STEREOTYPE THREAT UNDERMINES LEARNING

Valerie Jones<sup>1</sup>, Greg M. Walton<sup>2</sup>; <sup>1</sup>Princeton University, <sup>2</sup>Stanford University – This research examines a far-reaching possible consequence of stereotype threat: Does stereotype threat undermine learning? Two experiments tested whether stereotyped students who learned novel material in threatening environments would perform less well on tests of that material even in psychologically safe settings. In Study 1, Black and White students learned novel words in either threatening (i.e., evaluative of learning ability) or non-threatening (i.e., non-evaluative of learning ability) conditions. One week later, participants recalled half the words' definitions in a non-threatening "warm-up" and half in a threatening "test." Replicating past stereotype threat effects, Black students performed worse on the "test" than on the "warm-up." White students were unaffected. But, critical was evidence of learning decrements: Black students who had learned in a threatening environment performed worse on the non-threatening "warm-up" than those who had learned in a non-threatening environment. Further, the performance and learning effects were additive. Black students who both learned and performed under threat performed 50% worse than those who both learned and performed without threat. Indeed, the latter was the best performing group overall. Study 2 conceptually replicated the effects using self-affirmation. Black students learned under threatening conditions after half had completed a self-affirmation. Self-affirmation eliminated the performance drop one week later. The results of these studies show that stereotype threat can contribute to achievement gaps both by preventing students from learning new material and by preventing students from performing well on tests of that material. The results underscore the importance of creating psychologically safe academic environments.

### **LATENT ABILITY: GRADES AND TEST SCORES SYSTEMATICALLY UNDERESTIMATE THE INTELLECTUAL ABILITY OF NEGATIVELY STEREOTYPED STUDENTS**

Greg M. Walton<sup>1</sup>, Steven J. Spencer<sup>2</sup>, Sam Erman<sup>3</sup>; <sup>1</sup>Stanford University, <sup>2</sup>University of Waterloo, <sup>3</sup>University of Michigan – Past research assumes that group differences in academic performance entirely reflect genuine differences in ability. By contrast, we provide evidence that standard measures of academic performance are biased against non-Asian ethnic minorities and against women in quantitative fields. This bias results not from the content of performance measures but from the context in which they are assessed – from psychological threats in common academic environments (e.g., stereotype threat), which depress the performances of people targeted by negative intellectual stereotypes. Like the time of a track star running into a stiff headwind, such performances underestimate the true ability of stereotyped students. Two meta-analyses, combining data from 18,976 students in five countries, tested this “latent ability” hypothesis. Each found that, under conditions that reduce psychological threat, stereotyped students performed better than non-stereotyped students at the same level of past performance. Discussion addresses the magnitude of the bias, implications for the interpretation of and remedies for achievement gaps, and implications for meritocracy and affirmative action.

### **Symposia Session A2**

#### **INTERPERSONAL COMPLEMENTARITY**

Friday, January 29, 9:45 - 11:00 am, Royale Pavilion 2

Chairs: Debbie S. Moskowitz, McGill University, and Iven Van Mechelen, University of Leuven

Speakers: Debbie S. Moskowitz, Iven Van Mechelen, Pamela Sadler

A key finding in the study of social behavior is that of interpersonal complementarity: Perceived communal behavior (ranging from quarrelsome to agreeable) tends to evoke similar behavior from the partner, whereas perceived agentic behavior (ranging from submissive to dominant) tends to evoke its opposite. The present symposium corroborates this finding and deepens it in several respects. For this purpose it relies on a plethora of behavioral data collected in everyday and laboratory settings. These data are analyzed with a broad spectrum of methods, ranging from multilevel methods, advanced time-series analyses, and novel interactive 3D graphics. The results reveal that interpersonal complementarity is a very rich phenomenon that shows up: (a) as a finding that holds for both normal controls and for clinical populations, (b) as a general psychological principle as well as a principle that is subject to (multidimensional) individual differences, and (c) as a pattern of covariation across situations as well as of synchrony or covariation across time.

#### **ABSTRACTS**

#### **INTERPERSONAL PERCEPTION AND BEHAVIOR: EFFECTS OF SOCIAL ANXIETY AND BORDERLINE PERSONALITY DISORDER**

Debbie S. Moskowitz<sup>1</sup>, Jennifer J. Russell<sup>1</sup>, Gentiana Sadikaj<sup>1</sup>, David C. Paul<sup>1</sup>, David C. Zuroff<sup>1</sup>; <sup>1</sup>McGill University – Considerable research has accumulated demonstrating the principles of interpersonal complementarity which posits that communal behavior (agreeable and quarrelsome behavior) evokes similar levels of communal behavior in others while agentic behavior (dominant and submissive behavior) evokes a reciprocal behavioral response from others such that dominant behavior evokes submissive behavior and its reverse also occurs. The present studies examined whether interpersonal perceptions and reports of interpersonal behaviors correspond to these interpersonal principles and the extent to which these principles also apply to individuals with psychopathology. Results will be presented from studies of individuals with Borderline Personality Disorder, individuals with Social Anxiety Disorder, and nonclinical controls. These individuals collected records including information about their behavior and their perceptions of others about their social interactions using event contingent recording over a 20-day period. Compared to controls, individuals with Borderline Personality Disorder

showed greater agreeable and quarrelsome behavior in association with the perception of high and low agreeableness in others, while individuals with Social Anxiety Disorder showed greater submissive behavior in response to the perception of dominance in others. Research on individual differences in interpersonal complementarity has the potential to illuminate the subjective cues that provoke exaggerated levels of behavioral responding in individuals with psychopathology.

#### **INDIVIDUAL DIFFERENCES IN INTERPERSONAL COMPLEMENTARITY**

Tinneke Timmermans<sup>1</sup>, Iven Van Mechelen<sup>1</sup>; <sup>1</sup>University of Leuven – Individuals are almost always interacting with other people. Interpersonal behaviors can be ordered making use of the interpersonal circle or circumplex (Carson, 1969; Kiesler, 1983; Leary, 1957; Wiggins, 1991), characterized by the two orthogonal dimensions of communion (ranging from agreeable to quarrelsome behavior), and agency (ranging from dominant to submissive). Within the interpersonal theory tradition, researchers reported evidence for the occurrence of complementarity patterns pertaining to how an individual's interpersonal behavior may vary due to the perceived behavior of the other person in the interaction. Although these patterns have been investigated as general psychological phenomena, there are intriguing indications that point to the existence of individual differences in their appearance. In this paper we report on an experience sampling study in which we systematically investigated this issue. On a general psychological level we found confirmation for the principle of complementarity. Furthermore, individual differences in interpersonal behavior showed up at all levels of perceived behavior of the partner, with the largest individual differences showing up at the more extreme levels. Finally, the found individual differences were multidimensional, in that they displayed a limited cross-situational consistency only, and in that at different perceived levels of the partner's behavior, individual differences in interpersonal behavior were related in a distinct way to Extraversion and trait Agreeableness. The latter results were interpreted in terms of behavioral inclinations linked to Extraversion and Agreeableness that come up only in situations where an appeal is made to them.

#### **ARE WE ON THE SAME WAVELENGTH? NUMERICAL AND GRAPHICAL CHARACTERIZATION OF RHYTHMIC PATTERNS OF MOMENT-TO-MOMENT COMPLEMENTARITY IN INTERACTING DYADS**

Pamela Sadler<sup>1</sup>, Erik Woody<sup>2</sup>, Nicole Ethier<sup>2</sup>, Gregory R Gunn<sup>2</sup>; <sup>1</sup>Wilfrid Laurier University, <sup>2</sup>University of Waterloo – The present study addressed individual differences in the patterns of cyclical entrainment between interacting dyad members in their moment-to-moment levels of dominance and affiliation. Using a computer joystick technique, four independent observers recorded the continuous stream of behavior separately for each partner in 50 mixed-gender dyads, and the data for each dyad were submitted to time-series analyses, including cross-spectral analysis. In most dyads partners shared behavior cycles of roughly the same frequency with strongly correlated variations in amplitude (coherence). Consistent with interpersonal theory, partners' affiliation behaviors tended to be strongly in phase, whereas their dominance behaviors were strongly out of phase. Of particular relevance, dyads varied considerably in their degree of entrainment: The range extended from close to zero (the minimum possible value) to close to one (the maximum possible value). Consistent with interpersonal theory, behavioral synchrony on affiliation was uncorrelated with behavioral synchrony on dominance. These cyclical forms of interpersonal complementarity were also distinguishable from other forms of complementarity, such as mutual adjustment in overall levels. A fascinating way to study the behavioral patterns of a dyad is to plot a three-dimensional graph of the partners' behavior, using dominance, affiliation, and time as the three axes. The talk will show, using interactive 3D graphics from the R statistics package, how this three-dimensional structure can be rotated to examine its structure and draw inferences about the interaction patterns of a particular dyad. Finally, we will discuss the promise that these new techniques have for studying important, subtle differences between dyads.

**Symposia Session A3****TAKEN FOR GRANTED: THE INFLUENCE OF FAMILY ON SOCIAL COGNITION, SOCIAL BEHAVIOR, AND WELL-BEING**

Friday, January 29, 9:45 - 11:00 am, Royale Pavilion 5

Chair: Belinda Campos, University of California, Irvine

Speakers: Belinda Campos, Kimberly J. Saudino, Gregory R. Maio, Karen L. Fingerman

The relational context of family is unique and understudied by social-personality researchers. Interdisciplinary perspectives, including evolutionary, developmental, and anthropological, have documented the pre-eminent role that family plays in the acquisition of social understanding, caregiving, health, and well-being. In contrast, social-personality researchers who study relationships have primarily focused on romantic bonds and marriages. The four talks in this symposium demonstrate that family relationships are a unique relationship context that influences cognition, emotion and behavior. Campos will present a framework for organizing the elements of family that are unique from other relationships and a series of studies showing that family is characterized by "assumed bonds" (e.g., shared biology) wherein the relationship is less voluntary and more tolerant of aversive social behavior. Saudino will present a study that illustrates a unique consequence of family relationships for social cognition - that parents show a rater bias for perceiving differences among siblings that are not supported by more objective measures or non-family perceivers. Maio will present research showing that the relational context of family uniquely affects forgiveness processes, which repair distressed relationships. Fingerman will present recent work showing that family relationships, which typically last throughout the life course, affect the current well-being of the parents of adult children. Together, these talks highlight the important contributions to understanding cognition and social behavior that can be gained by considering the unique elements of the family relationship context and offer directions for future research.

**ABSTRACTS****ASSUMED BONDS: THE RELATIONAL CONTEXT OF FAMILY INFLUENCES LOVE, TEASING, AND MORAL JUDGMENT**

Belinda Campos<sup>1</sup>, Dacher Keltner<sup>2</sup>, Serena Chen<sup>2</sup>; <sup>1</sup>University of California, Irvine, <sup>2</sup>University of California, Berkeley – Family bonds are important in all human societies. Anthropologists regard kinship as a universal feature of human social life that varies in terms of the culture based social roles and expectations assigned to family relationships. Although psychologists take great interest in family, little research has examined how the unique elements of this relational category influence cognition, emotion, and behavior. From a psychological perspective, family relationships are a prototypical communal relationship type that differs from other prototypical communal relationships by the unique fitness opportunities (e.g., shared genes) that typically characterize these relationships. The present work tested the hypothesis that an assumed bond rooted in shared biology would lead family to be regarded as less voluntary and more tolerant of aversive behavior than romantic relationships and friendships. Studies 1 and 2 used open-ended narrative methods to examine whether assumed bonds and tolerance for aversive behavior accounted for family specific variation in experiences of love, an emotion central to communal relationships, and teasing, a social behavior that tests relationships. Study 3 used social cognition methodology and a between-subjects experimental design to test whether the concept of "assumed bond" served as a relational schema for appropriate behavior toward family. As expected, social behavior that exemplified assumed bonds and an aversive willingness to push boundaries was rated as more morally acceptable and emotionally positive in family relationships. Across studies, family was uniquely characterized by assumed bonds and tolerance for aversive behavior and this pattern was associated with both positive and negative relational consequences.

**ARE PARENTS' PERCEPTIONS OF SIBLING DIFFERENCES IN TEMPERAMENT VERIDICAL?**

Kimberly J. Saudino<sup>1</sup>; <sup>1</sup>Boston University – Twin studies suggest that parent ratings of temperament are prone to rater biases that exaggerate differences between twins. These contrast biases may not be limited to twins. It is possible that whenever parents rate the temperaments of their children, they evaluate each child in the context of other children within the family. Thus, the rating of one sibling's temperament may be influenced by the perceived temperament of another sibling. Because most temperament research involves only one child per family these biases may go undetected. The present study explored contrast biases in nontwin siblings. 95 nontwin sibling pairs (ages 3-8) were assessed for activity level and shyness via parent ratings and objective measures. Parents completed questionnaires regarding each child's temperament, sibling relationship quality, and parental treatment. To obtain objective measures of activity level and shyness, children wore actigraphs (motion recorders) continuously for 48 hours and children's reactions to examiners upon laboratory arrival were the basis of behavioral observations of shyness. Siblings displayed no resemblance in parent-rated activity or shyness but sibling resemblance for actigraph activity and observer-rated shyness was substantial. Further, parents' perceptions of sibling differences in activity and shyness were not associated with observed behavioral differences. Thus, parents contrast their nontwin siblings when rating temperaments and parents' perceptions of sibling differences are not veridical. Moreover, the importance of sibling differences in temperament to sibling relationship quality and parental treatment varied across the different measures of activity and shyness, suggesting that parent perceptions may play a role in these associations.

**FORGIVENESS AND MOTIVES TO FORGIVE IN FAMILY RELATIONSHIPS**

Gregory R. Maio<sup>1</sup>, Geoff Thomas<sup>2</sup>, Frank D. Fincham<sup>3</sup>, Katherine B. Carnelley<sup>4</sup>; <sup>1</sup>Cardiff University, <sup>2</sup>Aston University, <sup>3</sup>Florida State University, <sup>4</sup>University of Southampton – Our research tested the hypothesis that the process of forgiveness is intrinsically different for, and within, family relationships. We tested this hypothesis by examining the role of forgiveness in different family relationships over time. In addition, we included novel analyses of motives to forgive, based on interviews with couples and theories of attitude function. In two lab sessions one year apart, 114 families (each including two parents and one child) completed a new measure of family forgiveness, a new measure of motives to forgive, and many individual-level, relationship-level, and family-level variables that have been previously linked with forgiveness. After validating the measure of family forgiveness and the measure of motives to forgive in cross-sectional analyses, longitudinal analyses examined the role of forgiveness in each family relationship over the one-year interval. Results indicated many potential consequences of forgiveness on individual traits, aspects of each family relationship, and general family environment. More important, there were asymmetries in associates of forgiveness and motives to forgive across parent-child and parent-parent relationships. Overall, the results demonstrate the relationship-specific nature of forgiveness.

**MIXED BLESSINGS: MIDDLE-AGED PARENTS' WELL-BEING AND PERCEPTIONS OF HOW THEIR GROWN CHILDREN TURNED OUT**

Karen L. Fingerman<sup>1</sup>, Yen-Pi Cheng<sup>1</sup>, Kira S. Birditt<sup>2</sup>, Laura Vanderdrift<sup>1</sup>; <sup>1</sup>Purdue University, <sup>2</sup>University of Michigan – Perceptions of family ties may influence own well-being, particularly for parents. Parents invest a great deal in raising children, and continue to help their children even after they are grown. As such, they may view their children's accomplishments and problems as a reflection on themselves as parents. We examined how multiple grown children in the same family may influence parental well-being. 633 middle-aged parents (302 men, 331 women) reported on each of their grown children (n = 1, 251) and rated their own psychological well-being. Parents rated each grown child's achievement with regard to work/education and relationships. They indicated problems each child had experienced using a standard inventory of problematic life events. We categorized participants based on perceptions of each



grown child into 4 family pattern composites: (a) all children successful, (b) all children problem ridden, (c) mixed, children with problems and with successes, and (d) no children in upper half for problems or success. Parents who perceived all of their grown children as successful reported better well-being than parents with an adult child who suffered problems. Parents provided help to children who were successful as well as to children with problems. Relationship quality and appraisals of how stressful or rewarding they found helping problem ridden and high-achieving grown offspring partially accounted for associations between family pattern variables and well-being. Discussion focuses on the role of social cognition and perceptions of family help that may allow parents to derive benefits or suffer detriments from how their grown progeny turn out.

### Symposia Session A4

#### CHECK ALL THAT APPLY: THE PSYCHOLOGICAL COSTS AND BENEFITS OF ADOPTING A MULTIRACIAL IDENTITY

Friday, January 29, 9:45 - 11:00 am, Royale Pavilion 6

Chair: Todd L. Pittinsky, Harvard University

Speakers: Lisa S. Giamo, Diana T. Sanchez, Margaret J. Shih, Kristin Pauker

Multiracial people have always challenged the conventional notions of racial categorization, exemplified by the recent debate over President Obama's racial identity—was he “Too Black” or “Not Black enough”? Despite his biological multiracial background, he consistently self-identifies as Black. This example illustrates the inherent flexibility in racial identification and raises questions about how this flexibility affects both the target and perceiver. This symposium assembles four diverse programs of research that explore race as a flexible construct. Our findings demonstrate how examining multiracial people can offer novel insight into the relationship between racial identification and discrimination, as well as their links to health and cognitive outcomes. Giamo and colleagues discuss how both perceptions of discrimination and parental ethnicity influence multiracial individuals' conveyance of their racial identity. Sanchez and colleagues investigate how White ancestry reduces multiracial individuals' credentials as an ethnic minority, affecting their worthiness as a candidate for affirmative action. Shih and La Plante explore the prevalence of health risk behaviors among monoracial and multiracial individuals. Finally, Pauker and Ambady examine whether multiracial individuals can flexibly adopt different racial identifications to guide preferential “own-race” memory and the involvement of discrimination narratives in such changes in racial identification. These studies introduce new advances in thinking about how perceived experiences with discrimination shape both self and other perceptions of racial identity. Additionally, they highlight that the adoption of a flexible, multiracial identity can engender a complex set of consequences and benefits, including both negative health outcomes and positive cognitive outcomes.

#### ABSTRACTS

#### THE INFLUENCE OF PERCEPTIONS OF DISCRIMINATION AND PARENTAL ETHNICITY ON MULTIRACIAL IDENTITY

Lisa S. Giamo<sup>1</sup>, Michael T. Schmitt<sup>1</sup>, H. Robert Outten<sup>1</sup>; <sup>1</sup>Simon Fraser University – Multiracial people may choose a variety of ways of communicating their racial identities that differ from the conventional ways in which we conceptualize racial categorization. However, we know little about what factors influence how multiracial people choose to convey their multiple identities. The current study examines how perceptions of discrimination and parental ethnicity influence the identity choices of multiracial people. Multiracial participants (N=257) were asked to list all the terms they would use to describe their ethnic identity, as well as provide information about their parents' ethnicity. They also completed measures of perceived discrimination and psychological well-being. Results demonstrate that multiracials describe themselves in a variety of ways: as mixed, multiracial, or “halfie”, by creating new group terms to describe a specific combination

of ethnicities (e.g., “Eurasian, Blackanese”), or listing multiple ethnic groups. In addition, both perceived discrimination and parental ethnicity were related to the terms participants used to describe their multiracial identity. Perceived discrimination was positively related to identifying as multiracial and or identifying with one ethnic group in particular. Perceived discrimination was negatively related to identifying as halfie. Parental ethnicity was related to identifying as halfie; those with one white parent were more likely to use this label. In addition, choosing the halfie label was most likely among multiracials with one White parent and who also did not perceive much discrimination. As found in other studies of ethnic discrimination, perceived discrimination was also negatively related to measures of psychological well-being.

#### MINORITY STATUS PERCEPTIONS OF BLACK/WHITE BIRACIAL INDIVIDUALS

Diana T. Sanchez<sup>1</sup>, Jessica J. Good<sup>1</sup>, George Chavez<sup>1</sup>; <sup>1</sup>Rutgers University – Affirmative action contexts may be particularly relevant in understanding perceptions of part-White biracial individuals (Sanchez & Bonam, 2009). Politicians have long debated about how to determine who should be considered an ethnic minority, and hence eligible for race-based affirmative action. For example, in their special report on affirmative action policies, the United Nations commission on human rights struggled with whether children of racially mixed marriages should be considered ethnic minorities. These dilemmas highlight the need to research whether perceivers consider biracial individuals to be ethnic minorities and thus, deserving of access to resources reserved for ethnic minorities, such as affirmative action. Using experimental methodology, the present studies examine how White ancestry influences the perceived minority status of Black/White biracial individuals as well as the implications of minority status for affirmative action decisions and stereotype use. Study 1 suggests that people judge those of Black/White biracial descent as having less minority status and thus, less appropriate recipients of affirmative action than those of Black monoracial or Black/Native American descent. Study 2 shows that a greater degree of White ancestry among Black individuals predicts being perceived as having less minority status, lower appropriateness for affirmative action type opportunities, and less use of Black stereotypes in impression formation. These findings persist regardless of the gender of the target and the framing of affirmative action. Study 3 also shows that the link between White ancestry and minority status can be explained by expectations about the target's skin color and experiences of racial discrimination.

#### HEALTH RISK BEHAVIORS OF MULTIRACIAL AND MONORACIAL YOUNG ADULTS

Margaret J. Shih<sup>1</sup>, Debi A. LaPlante<sup>2</sup>; <sup>1</sup>University of California Los Angeles, <sup>2</sup>Harvard Medical School – Research in public health finds that experiencing racial discrimination increases risk for negative health outcomes (e.g. Gee et al., 2007). While this research has mainly examined monoracial minority populations, the findings suggest that multiracial individuals may also be at risk. However, multiracial individuals also tend to perceive race as a social construction (Shih, et al. 2007) which might buffer the risk. Little is known about health discrepancies between multiracial and monoracial adults. Most public health data on multiracial individuals concern adolescents. Multiracial adolescents are more likely to have smoked a cigarette, to drink alcohol (Choi et al., 2006) and to get drunk on a regular basis (Udry et al., 2003) than monoracial adolescents. Multiracial adolescents are also more likely to engage in physically violent behavior (Choi et al., 2006), and to report using illegal drugs than their monoracial adolescent peers (Price et al., 2002). We examine whether such differential risk continues into early adulthood. It is possible that while multiracial individuals engage in more risky behavior during adolescence, they may “age out” of these behaviors as they mature. We conducted a secondary data analysis on the 3rd wave of the National Longitudinal Study of Adolescent Health (ADD Health) dataset. We found that compared to monoracial minority peers, multiracial young adults continue to be more likely to report engaging in numerous health risk behaviors. Parental closeness and support did not mediate this rela-

tionship. These findings suggest that multiracial individuals do not appear to “age out” of differential risk behaviors.

**MULTIRACIAL INDIVIDUALS’ FLEXIBLE “OWN-RACE” MEMORY** Kristin Pauker<sup>1</sup>, Nalini Ambady<sup>2</sup>; <sup>1</sup>Stanford University, <sup>2</sup>Tufts University – Situated within a society that overemphasizes race and confronted by constant queries about their racial background, multiracial individuals often become cognizant of the arbitrary, socially constructed nature of race. This flexible view of race may allow for multiracial individuals to adopt the framework of multiple racial identities. We explored whether contextual cues to social identity could direct biracial (Black/White) perceivers’ racial identification and subsequent memory for Black, White, and biracial faces. Biracial perceivers were asked to write an essay about a time they connected with their mother or father’s ethnic identity before completing a face recognition task. Results indicate that biracial individuals recognized in-group relevant faces better than out-group relevant faces, based on the identity prime they received. In other words, “Black primed” biracial individuals displayed a memory advantage for Black faces compared to “White primed” biracial individuals, and “White primed” individuals displayed a memory advantage for White faces. Furthermore, changes in biracial individuals’ racial identification—measured by their perceived closeness to their Black or White identity—explained the effect of the racial identity prime on memory performance. Interestingly, when the essays were coded for content, biracial individuals cited more discrimination experiences overall and used discrimination-related experiences as a way to adopt a stronger Black identification. These results provide novel evidence that contextual changes in social identification can shape in-group memory effects. Moreover, not only can biracial individuals flexibly adopt the perceptual lens of different racial identities, but discrimination narratives may be intricately tied to these shifts in racial identification.

### Symposia Session A5

#### FINDING MIND: ATTRIBUTING (AND DENYING) INNER LIFE TO PEOPLE, MACHINES AND GODS

Friday, January 29, 9:45 - 11:00 am, Royale Pavilion 3-4

Chair: Kurt Gray, Harvard University

Speakers: Nicholas Epley, Kurt Gray, Jesse Bering, Nick Haslam

How do you create a mind? It may seem that outlandish methods like cloning or magic are necessary to make a mind, but simply perceiving something as having a mind changes how we treat it. As we automatically see thoughts behind people’s actions and effortlessly anthropomorphize pets, appliances and supernatural agents, it seems we create minds every day. Perception can also take minds away, however, such as when we dehumanize people by refusing to see them as capable of cognition and emotion. The act of attributing or deny a mind has important moral consequences, for only those with minds are worthy of rights and justice. This symposium explores how we attribute and deny minds. It examines the emerging field of mind perception and uncovers the motivational, cognitive and affective conditions under which we perceive (or fail to perceive) the minds of both earthly and supernatural entities. Epley and colleagues investigate when we perceive minds behind pets and machines and discover the motivations that lead to anthropomorphism. Gray and Wegner explore perceptions of God’s mind, finding not only that God has a unique type of mind, but that its perception seems to thrive on suffering. Bering and Heywood examine the thought process of those who explicitly deny God’s mind – atheists – and show that they reason in much the same way as believers. Finally, Haslam explores the topic of dehumanization, investigating which mental qualities we deny people and which ethnic groups we are most likely to dehumanize.

### ABSTRACTS

**MAKING SENSE BY MAKING SENTIENT** Nicholas Epley<sup>1</sup>, Adam Waytz<sup>1</sup>, Carey Morewedge<sup>2</sup>, George Monetaeleone<sup>1</sup>, Jia-Hong Gao<sup>1</sup>, John T Cacioppo<sup>1</sup>; <sup>1</sup>University of Chicago, <sup>2</sup>Carnegie Mellon University – People commonly anthropomorphize nonhuman agents, imbuing everything from computers to pets to gods with humanlike capacities, particularly humanlike minds. Although widely observed, the determinants of anthropomorphism are poorly understood and rarely investigated. We propose that people anthropomorphize, in part, to satisfy effectance motivation—the basic and chronic motivation to attain mastery of one’s environment. We will present a series of experiments demonstrating that increasing effectance motivation (such as by increasing the apparent unpredictability of a nonhuman agent) increases the tendency to anthropomorphize that agent. Neuroimaging demonstrates that the neural correlates of this process are the same ones engaged in mentalizing other humans. Finally, increasing the extent to which people anthropomorphize a stimulus increases predictability and understanding of that stimulus, suggesting that anthropomorphism satisfies effectance motivation. Using the self or humans in general as a guide to nonhuman agents seems to satisfy the basic motivation to make sense of an otherwise uncertain environment.

**PERCEIVING THE MIND OF GOD: THE ULTIMATE MORAL AGENT** Kurt Gray<sup>1</sup>, Daniel M. Wegner<sup>1</sup>; <sup>1</sup>Harvard University – Believing in God requires not only a leap of faith, but an extension of our normal capacity to perceive the minds of others. Usually, we perceive minds of all kinds by trying to understand their conscious experience (what it is like to be them) and their agency (what they can do). While humans are perceived to have both agency and experience, we appear to see God as possessing agency, but not experience. This suggests that instead of having a superhuman mind, the Almighty may have only half of one. God’s one-dimensional mind means that He is capable of moral agency—doing right or doing wrong—but relatively incapable of moral patiency—being the target of right or wrong action. Recent research on moral typecasting suggests that God is perceived to lack experience not in spite of his capacity as a moral agent, but because of his capacity for moral action. We provide evidence to suggest that God’s unique mind is due to his position as the ultimate moral agent, the entity to whom all unexplained help and harm is attributed. God’s role as ultimate moral agent has some surprising implications, for example, belief in Him seems to thrive especially on human suffering.

**DO ATHEISTS REASON IMPLICITLY IN THEISTIC TERMS? EVIDENCE OF TELEO-FUNCTIONAL BIASES IN THE AUTOBIOGRAPHICAL NARRATIVES OF NONBELIEVERS** Jesse Bering<sup>1</sup>, Bethany Heywood<sup>1</sup>; <sup>1</sup>Queen’s University, Belfast, Ireland – Since many people argue that they are immune to any form of supernatural reasoning, recent theoretical claims regarding the universality or “default” cognitive bases of religious belief are justifiably met with skepticism by non-religious individuals. Indeed, atheists pose a special problem for such cognitive accounts of religion because they appear to contradict the assumption that human beings intuitively reason in supernatural terms. Although religious belief is increasingly the subject of empirical attention by cognitive scientists, the phenomenon of disbelief has been a comparatively neglected topic of investigation. Either atheists are qualitatively different types of thinkers from religious individuals (lacking so-called supernatural intuitions) or they somehow manage to suppress or executively override their supernatural intuitions. In the present study, a sample of US and UK self-professed theists (n=34) and atheists (n=34) were told that they were participating in an online study of autobiographical memories. Although theists gave significantly more teleological (i.e., inherent purpose-based) explanations regarding their major life events, the majority of atheists also reasoned about their major life events in such terms—things happened to them “because they needed to learn a lesson” or were “meant to be at that time.” These data suggest that reasoning in teleo-functional terms about one’s own major life events may be a sort of “explanatory default” oper-

ating even in the narrative styles of those who explicitly reject supernatural explanations.

**HUMANNESS, MIND, AND MIND DENIAL** Nick Haslam<sup>1</sup>; <sup>1</sup>University of Melbourne, Australia – This talk will present a program of research on the attribution and denial of humanness to individuals and groups. People are shown to understand humanness in terms of two distinct dimensions of mental attributes. One dimension (human uniqueness) consists of mental attributes that distinguish humans from animals and the other (human nature) consists of attributes that distinguish humans from machines. The two dimensions may be selectively attributed and denied to self and others. First, I present evidence of a universal tendency to ascribe greater human nature to the self than to others. Second, I report a study in which people perceive their humanness (human nature) to have been diminished when they experience social rejection. Third, I present two studies in which particular human ethnic groups are denied each form of humanness. Finally, I briefly discuss recent studies showing that objectified people are denied mental attributes, and that similar kinds of mind denial are involved in stigmatizing attitudes towards people with mental disorders. My fundamental claim is that attributing and denying mind is central to the process of humanizing and dehumanizing people, but that this process is not a unitary one.

### Symposia Session A6

#### FEELING, THINKING, AND THE BODY: DEVELOPMENTS IN EMBODIED COGNITION

Friday, January 29, 9:45 - 11:00 am, Royale Pavilion 7-8

Chairs: Norbert Schwarz, University of Michigan, and Spike W. S. Lee, University of Michigan

Speakers: Norbert Schwarz, Fritz Strack, Arthur Glenberg, Jonathan Zadra

We explore the role of the body in the interplay of feeling and thinking and highlight that an understanding of embodied cognition requires attention to specific body parts and functions. Addressing the role of embodiment in moral reasoning, Lee and Schwarz show that the morality-hygiene metaphor works in body-specific ways: leaving an unethical message on voice mail (using one's mouth) requires a cleaning of the mouth, but leaving the same message on email (using one's hands) requires a cleaning of the hands. Exploring the bodily underpinnings of fluency experiences, Topolinski and Strack show that fluency effects depend on stimulus-specific motor simulations: competing oral tasks, like chewing gum, eliminate fluency effects (from mere exposure to false fame), whereas competing manual tasks do not. Turning to the embodiment of affective reactions, Havas and Glenberg highlight the role of the recipient's facial movements in understanding emotional sentences. They show that Botox injections selectively impair comprehension when the paralyzed muscle is relevant to the emotion expressed in the message. Finally, Clore and Zadra revisit hypotheses of the "New Look" from an embodied perspective. They propose that emotion and perception are connected because both are embodied reflections of the available and required resources for coping with the world. Throughout, the contributions illustrate the need to pay close attention to specific body parts and functions and their interface with task characteristics.

#### ABSTRACTS

#### OF DIRTY HANDS AND DIRTY MOUTHS: THE EMBODIMENT OF THE MORALITY-HYGIENE METAPHOR IS SPECIFIC TO THE MOTOR MODALITY USED

Spike W. S. Lee<sup>1</sup>, Norbert Schwarz<sup>1</sup>; <sup>1</sup>University of Michigan – People make an intuitive distinction between the metaphoric "dirty mouth" (as in frequent swearing) and "dirty hands" (as in corrupt politics). We test whether these body-part specific metaphors give rise to a desire for mouth-rinsing after unethical utterances, but a desire for hands-cleaning after unethical acts. Re-analysis of published data from other labs and two studies of our own consistently show that the morality-hygiene metaphor operates in ways that link cleaning to the specific body parts

involved. Study 1 coded for motor modality in people's recall of their virtuous acts or moral transgressions. Mouthwash became more attractive after recalling an unethical behavior involving the mouth; hand sanitizer became more attractive after recalling an unethical behavior involving the hands. Study 2 manipulated motor modality in the lab. People left a voice message or wrote an email, in which they acted unethical by telling a lie or acted ethical by telling the truth. An unethical mouth made mouthwash more attractive; unethical hands made hand sanitizer more attractive. Throughout, the general principle is that whichever motor modality is involved in an unethical experience, the product that cleans it becomes more attractive. The observed role of the motor modality of the ethical or unethical act is compatible with the general emphasis on modality in embodiment processes. Theoretical implications will be discussed.

#### HOW NOT TO BECOME FAMOUS OVERNIGHT: EMBODIED CONTRIBUTIONS TO MEMORY

Sascha Topolinski<sup>1</sup>, Fritz Strack<sup>1</sup>; <sup>1</sup>University of Wuerzburg, Germany – In previous research we found that mere exposure effects depend on stimulus-specific motor simulations [Topolinski, S. & Strack, F. (2009). Motormouth: Mere Exposure Depends on Stimulus-Specific Motor Simulations. *Journal of Experimental Psychology: Learning, Memory, and Cognition*, 35 (2), 423-33.]. For example, we found that mere exposure effects for words (oral stimuli) disappear when individuals are engaged in a concurrent oral motor task (e.g., chewing gum), but remain stable during a concurrent manual motor task (e.g., kneading a ball with the hand). In the present approach, we extend these findings to judgments of fame, familiarity, and recollection of actor and brand names that were repeatedly presented [cf. Jacoby, L. L., Kelley, C. M., Brown, J., & Jasechko, J. (1989). Becoming famous overnight: Limits on the ability to avoid unconscious influences of the past. *Journal of Personality and Social Psychology*, 56, 326-338.]. We found that concurrent oral motor-tasks compared to manual motor-tasks prevent the impact of repeated exposure of words on increasing judgments of fame, familiarity, and the 'know'-component in the remember-know paradigm; but leave recollection and the 'remember'-component in remember-know paradigm unaffected. Thus, by these simple behavioral manipulations, we induced the clinical, Capgras-like state of recognizing names without feeling familiar with them. It is concluded that all fluency-based memory forms are genuinely embodied, while recollection is not based on embodied motor simulations.

#### EMBODIED MECHANISMS OF SOCIAL COGNITION: COSMETIC USE OF BOTULINIUM TOXIN AFFECTS EMOTIONAL LANGUAGE PROCESSING

David A. Havas<sup>1</sup>, Arthur M. Glenberg<sup>1</sup>; <sup>1</sup>University of Wisconsin - Madison – Embodied theories offer an exciting approach to social cognition research, but the mechanisms underlying embodiment effects are not well understood, leaving critics to argue that this research remains unconstrained and under-specified. Here, we report progress in understanding one embodied mechanism of interaction between emotions and social cognitive processing. Language can powerfully affect emotions and consequent actions, as when reading a favorite novel, or listening to a skillful orator. Based on earlier findings, we hypothesized that peripheral activity of facial muscles used for emotional expression contributes to a causal mechanism of interaction between emotion and language comprehension. Using electromyographic (EMG) recording from facial muscles, we first found that comprehending emotional (angry, sad, and happy) sentences automatically elicits differential patterns of activity in facial muscles involved in expressing emotions (i.e., smiling and frowning). We then tested the functional role of this facial activity in language processing with a second group of participants receiving injections of Botox for cosmetic treatment of frown lines. We found that Botox-induced temporary paralysis of the facial muscle corrugator supercilli (responsible for producing a frown) hindered processing, relative to pre-injection baseline, for angry and sad sentences, while processing for happy sentences was unaffected. Taken together, these results offer evidence for a functional interplay of language processing, peripheral physiology, and emotion systems. While the results provide strong support

for a “facial feedback” mechanism of emotional and cognitive processing, the novel methodology opens new avenues for investigating mechanisms of embodied social cognition.

**ON THE EMOTIONAL ALTERATION OF PERCEPTION** Gerald L. Clore<sup>1</sup>, Jonathan R. Zadra<sup>1</sup>; <sup>1</sup>University of Virginia – In the 1950’s proponents of the “New Look” in perception proposed that visual perception could be affected by motivation and emotion. Though roundly criticized at the time, related ideas have now re-emerged with more compelling data and a more viable theory. For example, Proffitt and colleagues report that the perception of the physical environment – slant and distance – reflect one’s available bodily resources in addition to visual variables. In this presentation, two experiments are presented in which the emotions of sadness and fear were found to influence judgments of slant as well as height. To integrate emerging results in this field, these data and research from other labs are placed into a general framework. In that view, emotions are seen to act as information about available resources and about the urgency of expending resources, information that in turn affects perception of spatial layout. It is proposed that emotion and perception are connected because both are embodied reflections of the available and required resources for coping with the world.

### Symposia Session A7

#### **CULTURAL LADDERS: CAUSES AND CONSEQUENCES OF SOCIAL HIERARCHY DEPEND ON NATIONAL AND REGIONAL CULTURE**

Friday, January 29, 9:45 - 11:00 am, Capri Rooms 101-102

Chairs: Joe Magee, New York University, and Adam Galinsky, Northwestern University

Speakers: Nalini Ambady, Chen-bo Zhong, Krishna Savani, P.J. Henry

This symposium organizes four papers that collectively offer a range of approaches to explore variation across national and regional cultures in the meanings and conceptualizations of social hierarchy and the consequences of this cultural variation for behavior. In the first paper, Ambady analyzes the neural underpinnings of dominance and submissiveness in Japanese and Americans, finding that regions of the brain involved in processing reward stimuli are activated by dominance in Americans but by submission in Japanese. In the second paper, Magee et al. demonstrate that power is associated with different concepts and goals across cultures that vary in independent versus interdependent self-construals. Amongst Westerners, they found power was associated, both implicitly and explicitly with self-interested action, whereas amongst East Asians, power was associated with inhibition and sacrificing for the collective. In the third paper, Shavani et al. provide evidence that Indians are more accommodating than Americans in their decisions because of the strength of deference norms in India. As a result, Indians primed with authority figures were more likely to adjust their choices in line with the authority’s preferences but without changing their own underlying preferences. In the fourth paper, Henry looks at within-country and cross-national variation in status, using archival data and experimental evidence to show that cultures of honor are connected to the strength of status disparities. Consistent with the theory of low-status compensation, in regions with greater status disparities, low-status groups were more likely to resort to aggressive strategies to combat chronic threats to their social worth.

#### ABSTRACTS

**POWER AND DOMINANCE: SENSITIVITY AND TUNING ACROSS CULTURES** Nalini Ambady<sup>1</sup>; <sup>1</sup>Tufts University – Judgments of power, dominance, and status are some of the core judgments that people make frequently and rapidly in their everyday lives. These judgments have important consequences for later behavior and interactions, and these judgments are vital to optimal social functioning. Behavioral and neural evidence indicate that people in different cultures are differentially

attuned to and differentially accurate in identifying power and dominance-related cues. In one study, Koreans were more accurate in their status judgments of members of dyads and also exhibited better memory for status than did Americans. In another study, we measured neural activity in Japanese natives and Americans using functional magnetic resonance imaging (fMRI) while they viewed some images depicting dominance and other images depicting subordination. We assessed these individuals’ self-reported tendencies toward dominance and subordination using a questionnaire (including statements such as, “I impose my will on others” or “I let others make the decisions”). As expected, Americans indicated a tendency toward more dominant behavior, whereas Japanese indicated a tendency toward more subordinate behavior. Moreover, in Americans, seeing dominant images activated two brain regions (the caudate nucleus and medial prefrontal cortex), whereas native Japanese individuals showed the completely reverse pattern, with these same brain regions activated by subordinate images. These regions are part of “mesolimbic reward circuitry,” which is involved in processing rewarding stimuli like food, alcohol, and status symbols. These results suggest that both behavior and neural activation to cues of dominance and status are shaped by culture.

#### **THE CULTURAL CONTINGENCY OF POWER: CONCEPTUAL ASSOCIATIONS AND BEHAVIORAL CONSEQUENCES** Joe C. Magee<sup>1</sup>, Chen-bo Zhong<sup>2</sup>, Adam D. Galinsky<sup>3</sup>, William W. Maddux<sup>4</sup>; <sup>1</sup>New York University, <sup>2</sup>University of Toronto, <sup>3</sup>Northwestern University, <sup>4</sup>INSEAD – Previous research suggests that the experience of power leads to behavioral approach and action and increases the link between internal psychological states and observable behavior (Galinsky, Gruenfeld, & Magee, 2003), which allow individuals to satisfy their enduring goals (Chen, Lee-Chai, & Bargh, 2001).

We argue that culture shapes enduring goals and that power accentuates cultural differences, making individuals truer representations of their cultures’ underlying values and behavioral tendencies. We contrast East Asians and Westerners and demonstrate that cultural background affects the associations with and the consequences of power. Our first set of studies explored whether Westerners and East Asians associate power with different concepts. Regardless of whether power was subliminally or supraliminally primed, among individuals with a Western cultural background or those primed with an independent cultural orientation, power was associated with more self-deservedness and less restraint. By contrast, among individuals with an East Asian cultural background or individuals primed with an interdependent cultural orientation, power was associated with responsibility and restraint. A second set of studies explored the behavioral consequences of power with regard to assertive action and self-serving behavior. High-power East Asians defected less often in prisoner’s dilemma, restrained themselves in a commons dilemma, were reluctant to make first offers, and were more likely to take others’ perspectives compared to both low-power East Asians and high-power Westerners.

#### **CULTURAL VARIATION IN DEFERENTIAL DECISION MAKING: THE INFLUENCE OF AUTHORITY FIGURES’ EXPECTATIONS ON CHOICES BUT NOT ON PREFERENCES** Krishna Savani<sup>1</sup>, Michael W. Morris<sup>2</sup>, N.V.R. Naidu<sup>3</sup>; <sup>1</sup>Stanford University, <sup>2</sup>Columbia University, <sup>3</sup>M.S. Ramaiah Institute of Technology – A number of scholars and practitioners have suggested that people in Indian contexts are more likely than those in American contexts to accommodate to authorities’ preferences while making decisions. In three studies, we explored three distinct mechanisms for this hypothesized cultural difference between Indians and Americans: (1) value orientations, such as collectivism or hierarchy, which emphasize acting according to and internalizing other’s expectations; (2) susceptibility to priming by significant others’ goals; and (3) control strategies of adjusting one’s behaviors toward expectations of salient others without internalizing those expectations. We found evidence for the third mechanism: a habitual tendency of deferring to authority figures’ expectations in choices, without internalizing those expectations. In Study 1, participants were primed with the expectations of either their managers or

their coworkers and then asked to choose between and evaluate useful academic vs. fun non-academic continuing education courses. In Studies 2 and 3, female participants were primed with the expectations of either their parents or their stylish friends and then asked to choose between and evaluate revealing vs. modest shirts. In each study, Indians' accommodated to authority figures' but not peers' expectations in their choices, whereas Americans accommodated to neither peers nor friends. Merely thinking of an authority figure's expectations altered Indians' behavior, even when the authority would never learn about their choices, suggesting that behavioral deference is a habitual, reflexive response in Indian contexts. Notably, the priming manipulations did not influence participants' evaluations of the courses or shirts, suggesting they did not internalize others' expectations.

### **LOW-STATUS COMPENSATION: A THEORY FOR UNDERSTANDING THE ROLE OF STATUS IN CULTURES OF HONOR** P.J. Henry<sup>1</sup>; <sup>1</sup>DePaul University

Heretofore, mechanisms tying herding to cultures of honor have been speculated about but not empirically tested. Using the theory of low-status compensation as a framework, it is proposed that issues of status may play an important role linking herding regions to cultures of honor. Herding regions may be associated with greater status disparities. Because members of low-status groups are sent chronic messages of their second-class citizenship and lower social worth, they may be more likely to resort to strategies designed to protect their existing sense of worth. These self-protection strategies may involve violence against people who further threaten their sense of worth (through insults, etc.). These status-based strategies therefore may link herding regions to cultures of honor. Four studies are presented. Study 1 replicates the finding that counties in the American South conducive to herding have higher murder rates than do counties conducive to farming but shows those differences are mediated by indicators of status disparities in a county. Study 2 replicates the findings of Study 1 with an international sample of 92 countries. Study 3 tests the theoretical idea that people who are low in socioeconomic status face stigma in society and show self-defensive strategies generally. Finally, Study 4 provides experimental evidence that low-status tendencies toward aggressing in the face of insults may be due to strategies to protect their sense of worth. The results are contextualized within the theory of low-status compensation as a theory for understanding the role status plays in predicting some forms of violence.

### **Symposia Session A8**

#### **EMOTION REGULATION AND SELF-CONTROL: BASIC PSYCHOBIOLOGICAL MECHANISMS AND APPLICATIONS TO PUBLIC HEALTH**

Friday, January 29, 9:45 - 11:00 am, Capri Rooms 103-106

Chairs: Paige G. McDonald, National Cancer Institute, and David M. Amodio, New York University

Speakers: James J. Gross, Wendy Berry Mendes, David M. Amodio

This symposium will highlight recent advances in basic research on emotion regulation and self-control and its application to issues of public health. Paige McDonald will introduce the session with an overview of how such research promises to elucidate key questions concerning the prevention and progression of disease, in line with the National Cancer Institute's goal to support basic behavioral research that can inform the study of cancer control. James Gross will describe of a broad model of emotion regulation and present research on how different emotion regulation strategies may have differential effects on health outcomes. Wendy Berry Mendes will describe a biopsychosocial model of the stress response and its relation to health. She will present data suggesting that poor emotion regulation at the cardiovascular level is associated with impaired social functions, thus affecting both mental and physical health. Finally, David Amodio will discuss how basic research on emotion and self-regulation can shed light on the enduring racial disparities in health. He will present data suggesting that discrimination-related stress may have negative effects on biological health as well as on health-

related decision making processes. Together, these talks highlight ways in which basic research on emotion regulation and self-control can be applied to address issues of cancer control and health.

### **ABSTRACTS**

#### **EMOTION REGULATION AND HEALTH: DIVERSE PROCESSES AND DIVERGENT OUTCOMES** James J. Gross<sup>1</sup>; <sup>1</sup>Stanford University

Emotions are often functional, helping us track important developments in our environments and respond appropriately to crucial challenges and opportunities. However, emotions are not always functional, such as when they are of the wrong type or intensity for a given situation. At such times, people often try to regulate their emotions. In the first part of my talk, I will chart the development of the field of emotion regulation, and describe a framework for conceptualizing emotion regulatory processes. In the second part of my talk, I will use this framework to review recent work from our laboratory and others, focusing on the implications of two common forms of emotion regulation (reappraisal and suppression) for a variety of important psychological and physical health outcomes. In the third part of my talk, I will briefly elaborate a set of questions I regard as some of the most important we now face in this area of emotion regulation and health.

#### **ACUTE PHYSIOLOGICAL REACTIVITY AS A MEDIATOR BETWEEN EMOTION AND PHYSICAL HEALTH** Wendy Berry Mendes<sup>1</sup>; <sup>1</sup>Harvard University

A common strategy among psychologists who are interested in how social factors are linked to health is to examine acute physiological changes that co-occur with emotional, motivational, and stress states, and then speculate that repeated activation of these psychological states will lead to health vulnerability via the physiological response. This "cumulative wear and tear" model, however, poses at least two obstacles: first, it assumes that distinct psychological states can be reliably inferred from physiological changes, and second, it assumes that these physiological responses experienced repeatedly will accumulate to disease etiology. In this talk I will present a series of data addressing these challenges using a variety of physiological responses. The first series of experiments explores individual differences in the biological milieu as a vulnerability factor in experiencing negative affect. Specifically, I will present data linking low levels of adrenal steroids (e.g., dehydroepiandrosterone) to exacerbated negative affect and blunted positive emotions; I will then describe data showing that poor cardiac vagal control (i.e., vagal modulation) is associated with reduced social sensitivity and emotional accuracy; and then present neural data demonstrating that greater right relative to left frontal cortical asymmetry can exacerbate cardiovascular responses to social evaluative threat. In the remaining part of my talk I will present data exploring the association between acute cardiovascular threat reactivity (i.e., peripheral vasoconstriction and low cardiac efficiency) and accelerated cellular aging. Although the data may appear promising, the importance of age, sex, and context as critical moderators of these effects will be emphasized.

#### **EFFECTS OF DISCRIMINATION-RELATED STRESS ON BIOLOGICAL HEALTH AND SELF-REGULATION: IMPLICATIONS FOR RACIAL DISPARITIES IN CANCER** David M. Amodio<sup>1</sup>; <sup>1</sup>New York University

In the United States, having minority-group status may be bad for your health. With few exceptions, Black Americans suffer from cancer at significantly higher rates than White Americans, in terms of tumor progression, treatment efficacy, and mortality, and these effects have been linked to Blacks' experience with discrimination. In this talk, I consider two routes through which discrimination may produce racial disparities in health. First, stress associated with discrimination may interfere with normal endocrine and immune function. Community-based data from my lab links Blacks' perception of discrimination and low public regard to heightened baseline levels of stress hormones and with proinflammatory cytokines implicated in tumor progression. This effect was especially strong among Black individuals with negative implicit evaluations of their racial group. Second, discrimination stress can modulate self-regu-

latory processes, which in turn may promote health-related decisions favoring short-term rewards over healthier long-term goals. I will present a theoretical model of this process, along with experimental data suggesting that acute stressors enhance some aspects of self-regulation but interfere with others. This broad program of research is intended to elucidate basic mechanisms of emotion, self-regulation, and health, while also attempting to address the major society problem of racial disparities in cancer and other forms of health.

### Symposia Session A9

#### MEDIATION AND MODERATION AS TOOLS FOR THEORY DEVELOPMENT IN SOCIAL AND PERSONALITY PSYCHOLOGY

Friday, January 29, 9:45 - 11:00 am, Capri Rooms 107-110

Chair: Patrick Shrout, New York University

Speakers: Patrick E. Shrout, Dominique Muller, Kristopher J. Preacher, David P. MacKinnon

Approaches to mediation and moderation that were described in the classic Baron and Kenny (1986) article are widely used in social and personality psychology, but they have also stimulated extensive methodological advances (e.g. MacKinnon, 2008; Bauer, Preacher & Gil, 2006; Muller, Yzerbyt & Judd, 2005; Shrout & Bolger, 2002), and they have also been critiqued from the causal analysis perspective (e.g. Jo, 2008; Kraemer, Kiernan, Essex & Kupfer, 2008). In this symposium we review advances in mediation/moderation methods with the goal of refining the understanding of social and personality processes. These methods allow emphases on within person mediation paths, and on how mediation effects might vary from person to person beyond specified moderators. Participants discuss ways that conventional Baron and Kenny analyses can be misleading, whether and how variables can serve both as mediators and moderators, benefits of new methods in structural equation models for multilevel data, and integration of formal causal models into mediation analyses. Practical suggestions will be made for more rigorous and informative mediation analyses that yield deeper insights into basic psychological process. We will end with an open discussion about whether publication standards for mediation analyses should be updated from current conventions.

#### ABSTRACTS

#### REFINING INFERENCES ABOUT MEDIATED EFFECTS IN STUDIES OF PERSONALITY AND SOCIAL PSYCHOLOGICAL PROCESSES

Patrick E. Shrout<sup>1</sup>, Niall Bolger<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>Columbia University — Mediation analyses attempt to build theory by explaining the processes by which experimental or quasi-experimental manipulations have an impact on outcomes. The mediation steps of Baron and Kenny (1986) are straightforward, but are based on important causal assumptions that are often incompletely considered. Most important is that a manipulation X causes mediating process M to change, which in turn causes a change in outcome Y. We review the basis of the causal assumptions, including the timing of the effects (X to M and M to Y) and the evidence that cross sectional correlations can be systematically misleading about psychological processes that unfold over time. We show how baseline (pre-randomization) measurements of mediating and outcome variables can be used to refine inferences about indirect paths through mediators, and how these adjustments open the door to secondary mediating processes that can be important for theory building. We illustrate the statistical and causal principles with numerical examples that are based on the current literature in social and personality psychology.

#### CAN A VARIABLE BE BOTH A MEDIATOR AND A MODERATOR?

Dominique Muller<sup>1</sup>, Vincent Yzerbyt<sup>2</sup>, Charles M. Judd<sup>3</sup>; <sup>1</sup>Université de Grenoble and Institut Universitaire de France, <sup>2</sup>Université Catholique de Louvain, <sup>3</sup>University of Colorado — Baron and Kenny's (1986) famous article is most often cited as the standard reference work for conducting mediational analyses. At the time the article was written, however, one of its

primary goals was to clarify the distinction between a moderator variable and a mediator. In general these days, researchers are clear about the distinction, so clear in fact that the idea that a single variable can serve simultaneously as a moderator and mediator may seem counterintuitive. Here we explore whether it is in fact possible that in some models a variable be both a mediator and a moderator of a treatment effect. After presenting examples, we lay out the models to be used to test for simultaneous mediation and moderation. Doing this highlights some interesting consequences of the same variable serving as both a mediator and a moderator. First, this implies that the treatment has a nonlinear effect on the outcome. Second, it implies that the treatment variable itself is the moderator in a moderated mediation model.

#### DEMONSTRATING MULTILEVEL STRUCTURAL EQUATION MODELING FOR TESTING MEDIATION: EFFECTS OF SELF-CRITICAL PERFECTIONISM ON DAILY AFFECT

Kristopher J. Preacher<sup>1</sup>, David M. Dunkley<sup>2</sup>, David C. Zuroff<sup>2</sup>;

<sup>1</sup>University of Kansas, <sup>2</sup>McGill University — Psychological data are often collected from groups of clustered individuals or over many repeated occasions from the same individuals. Such data are said to be hierarchically clustered. Methods for tackling mediation hypotheses with hierarchically clustered data include multilevel modeling (MLM) and multilevel structural equation modeling (MSEM). MLM is often used for mediation analysis but MSEM is rarely used, perhaps because it is new and less familiar to psychologists. There are reasons to consider this new method, including provision of model fit indices; unbiased between-cluster and within-cluster components of indirect effects; allowance for level-two outcomes, complex causal models, and latent variables with multiple indicators; and proper handling of the assumption violations associated with clustered data. We review these advantages of MSEM for testing mediation, and discuss the specification, fitting, and interpretation of MSEM mediation models using an example drawn from a study examining mediators of the effect of self-critical perfectionism on daily affect. Demographic information and self-critical perfectionism were assessed for 163 university students in a one-hour lab session on the first day. Daily diary data were then collected on daily affect, hassles, event stress, appraisals, coping, and social support each night for up to seven nights. Hassles, stress, social support, and coping were treated as potential mediators of the effect of perfectionism on both positive and negative daily affect. MSEM results differ from prior published analyses, which used a combination of MLM and single-level SEM. Reasons for these differences are discussed.

#### THE UNBEARABLE LIGHTNESS OF B: APPROACHES TO IMPROVE CAUSAL INTERPRETATION OF THE M TO Y RELATION

David P. MacKinnon<sup>1</sup>, Angela Pirlott<sup>1</sup>;

<sup>1</sup>Arizona State University — In typical mediation analysis, the b coefficient represents the population relation of the mediating variable (M) to the consequent variable (Y), adjusted for the antecedent variable (X). Standard mediation analysis has been criticized based on causal analysis of the relations among X, M, and Y (MacKinnon, 2008; Chapter 13). Using a potential outcomes approach, Holland (1988) showed under some assumptions (mainly random assignment), the typical regression coefficient for the relation of X on Y, c, and the relation of X on M, a, are valid estimators of the true causal effect, because of the randomization of units to treatment. The regression coefficient, b, (and also c' the relation of X to Y, adjusted for M), is not an accurate estimator of the causal effect of M on Y because this relation is correlational, not the result of random assignment. This ambiguous aspect of b occurs because M serves as both a dependent and independent variable in mediation analysis. In social psychology and other areas, longitudinal relations, theory, and prior empirical research are used to support the causal interpretation of the b coefficient. Furthermore, programs of randomized experiments are used to provide support for the relation of M to Y. This presentation outlines alternative approaches used to accumulate evidence for the relation between M and Y, focusing on blockage, enhancement, double randomization, and distillation designs. Although these designs provide more convincing evi-

dence, several limitations of mediation analysis remain, including the ubiquitous problem of interpreting  $b$  as a causal effect.

### Symposia Session A10

#### MAKING MEANING: THE HUMAN QUEST FOR UNDERSTANDING AND COHERENCE

Friday, January 29, 9:45 - 11:00 am, Capri Rooms 114-116

Chair: Keith Markman, Ohio University

Speakers: Keith Markman, Laura King, Steven Heine, Roxane Cohen Silver

In a landmark 1956 publication, concentration camp survivor Viktor Frankl espoused that an individual's primary motivational force is their search for meaning. Likewise, social-psychological theories have long acknowledged that the need for meaning, manifesting itself in a variety of processes such as consistency seeking, attribution, and sense making, is a fundamental motivation. For quite some time, however, this acknowledgement had been mostly tacit, as few empirical studies were designed to directly manipulate or measure the need for meaning. The purpose of this symposium is to highlight recent work that is directly examining the psychological processes associated with meaning making. Lindberg and Markman begin by describing several studies that implicate the role of counterfactual thinking in eliciting the phenomenology of explanatory coherence – the experiential sense that things “happen for a reason.” Next, King and colleagues focus on the psychological ramifications of “feeling” meaning, and how such meta-cognitive feelings enhance the believability and interpretability of objectively ambiguous stimuli. The next two presentations examine meaning making in a broader context. Heine, Proulx, and Randles describe a meaning maintenance model that provides a common account for individuals' reactions to a range of self-esteem threats, including feelings of uncertainty, cognitive dissonance, perceptions of an unjust world, and mortality salience. Finally, Silver, Updegraff, and Holman review a program of research that demonstrates the role of meaning making in facilitating adjustment in the wake of personal traumatic experiences. In all, this symposium underscores the importance of furthering our understanding of this fundamental human need.

#### ABSTRACTS

##### “IT WAS MEANT TO BE”: COUNTERFACTUAL THINKING AND THE CREATION OF MEANING

Matthew Lindberg<sup>1</sup>, Keith Markman<sup>1</sup>; <sup>1</sup>Ohio University – This work explores the phenomenology of explanatory coherence – the experiential sense that things “happen for a reason.” Participants read about an event that occurred in 1942 in which Boston College (BC) lost a football game to Holy Cross that they were heavily favored to win. Following the loss, the BC players chose not to spend the evening at a nightclub where they had originally planned to celebrate, only to later learn that a fire had killed 500 people at the nightclub that evening. In Study 1, participants who read a scenario describing both BC's loss and the fire retrospectively judged BC's loss as more fated and predetermined than did those who read a scenario that only described BC's loss. Participants apparently perceived that BC was “meant” to lose a game that they should have won in order for them to avoid dying in the fire. Study 2 suggested that the explanatory coherence mechanism is motivated: participants who read that BC was expected to win the game provided higher predestination ratings than did those who read that BC was expected to lose. Finally, in Study 3, the results of meditational analyses indicated that the influence of reading about the counterfactual on enhancing fate ascriptions were driven by perceptions that BC lacked control over the outcome of the game. We conclude that when individuals perceive that an outcome was “meant to be,” they are acknowledging the existence of external forces that help ensure that life events unfold in meaningful and coherent ways.

##### “I TOTALLY GET THAT!” POSITIVE AFFECT, INTUITIVE PROCESSING, AND THE FEELING OF MEANING

Laura King<sup>1</sup>, Joshua Hicks<sup>2</sup>, David Cicero<sup>1</sup>, Jason Trent<sup>1</sup>; <sup>1</sup>University of Missouri, Columbia, <sup>2</sup>Texas A & M University – Feelings of meaning refer to the phenomenological experience of “getting it” – the subjective sense that a potentially ambiguous target is understandable, that it fits with its context and one's expectations, in short, that it “makes sense.” This feeling was well described by James (1893) in his consideration of the non-sensory fringe of the stream of consciousness. The feeling of meaning is a feeling that there is something about a stimulus, an underlying comprehensibility, or a sense that there is a self-evident “there there.” Past research has shown that when faced with ambiguous videotapes of purported UFOs and ghosts, individuals high in intuition and positive affect (PA) rated the tapes as more believable and meaningful. The purpose of the present studies was to examine the possibility that this PA X intuition effect generalizes to the feelings of meaning (not just paranormal meaning) for the phenomena that individuals encounter in daily life. We will present a series of studies demonstrating the relevance of positive affect and individual differences in intuitive processing in the ascription of meaning to a broad range of stimuli, including ambiguous quotations, Zen koans, abstract artwork, the meaning experienced by fans after a football team loss in the conference championship game, and in events surrounding Hurricane Katrina (in individuals not directly affected). Finally, evidence for the accuracy of these feelings of meaning will be presented. Implications of this work for meaning making in response to life events, magical and referential thinking, and aspects of positive schizotypy will be discussed.

##### MAKING SENSE IN THE FACE OF NONSENSE: TESTS OF THE MEANING MAINTENANCE MODEL

Steven Heine<sup>1</sup>, Travis Proulx<sup>2</sup>, Daniel Randles<sup>1</sup>; <sup>1</sup>University of British Columbia, <sup>2</sup>University of California at Santa Barbara – The meaning maintenance model proposes that people have a need for meaning; that is, a need to perceive the world through mental representations of expected relations. When people encounter anomalies that are inconsistent with their schemas they may reaffirm alternative schemas as a way to regain meaning – even if those schemas are from domains different from the original meaning threat. This model provides a common account for people's reactions to self-esteem threats, feelings of uncertainty, cognitive dissonance, perceptions of an unjust world, and mortality salience. This presentation will discuss two experiments that provide convergent evidence for meaning making in response to anomalous cognitions. Study 1 reveals how people become more critical of a hostile out-group member, more defensive of the status quo, and more interested in high status goods following thoughts of the meaninglessness of one's life or of mortality salience. Study 2 demonstrates how counter-attitudinal dissonance can activate pattern-seeking motivations. Further, the results of these studies will be compared alongside more than a half dozen others using a divergent set of anomalies to highlight how responses to diverse meaning threats converge to show a common meaning-making impulse.

##### SEARCHING FOR AND FINDING MEANING IN BOTH PERSONAL AND COLLECTIVE TRAUMAS

Roxane Cohen Silver<sup>1</sup>, John Updegraff<sup>2</sup>, E. Alison Holman<sup>1</sup>; <sup>1</sup>University of California at Irvine, <sup>2</sup>Kent State University – For decades, psychologists have maintained that the need to make sense of the events in one's social world is a fundamental part of everyday social cognition, as well as a central part of theories of adaptation to trauma. This presentation will review a program of research on the role of meaning-making following personal traumatic experiences, including the sudden loss of a loved one, natural disaster, and childhood sexual abuse. In addition, we will address how collective traumatic events can also stimulate a search for meaning, even when one experiences no direct loss. Specifically, results will be presented from a prospective, two-year longitudinal study of a national probability sample of approximately 1,000 Americans that examined the predictors and long-term consequences of searching for and finding meaning in the September 11, 2001 terrorist attacks. Results demonstrate that both searching for meaning

and the ability to find meaning in the 9/11 attacks were predicted by demographics and high acute stress response in the weeks following the attacks. An early search for meaning in the attacks was associated with greater posttraumatic stress symptoms over time, while finding meaning predicted lower symptomatology over the subsequent two years. Consistent with social psychological theories of meaning, we found that the ability to find meaning facilitated adjustment by reducing Americans' fears of future terrorism. Results highlight the role of meaning-making in adjustment, both for individuals directly and indirectly exposed to trauma, and in particular following collective traumas that shatter people's fundamental assumptions about security and invulnerability.

## Symposia Session B

Friday, January 29, 11:15 am - 12:30 pm

### Symposia Session B1

#### RELIGION AND SUPPORT OF VIOLENCE AGAINST THE OUTGROUP

Friday, January 29, 11:15 am - 12:30 pm, Royale Pavilion 1

Chairs: Ariel Malka, Yeshiva University, and Adam Cohen, Arizona State University

Speakers: Gilad Hirschberger, Ariel Malka, Jeremy Ginges, Jesse Graham

Both religion and violence are endemic features of human social organization. Many argue that religion inherently promotes violence toward members of outgroups, casting them as nonbelievers or blasphemers. Is there an inherent linkage between religious sentiment and support of violence? Or does this linkage result from specific types of religiously relevant social messages that appear at particular times and places? The presentations assembled here address this question using a variety of theoretical frameworks and methodologies. Sampling Jewish and Muslim Israelis, Hirschberger demonstrates that the combination of religiosity and motivation to uphold one's cultural worldview sometimes promotes and sometimes decreases support of violence. This depends critically on whether the individual was recently exposed to a belligerent religious message or to a peaceful religious message. Malka then presents evidence, from representative American samples, that the relation between religiosity and violence-supportive attitudes is dependent on level of political engagement: Only among the highly politically engaged have the more religious been more favorable to violent policies. Next, sampling a diverse set of groups (including Palestinians, Israeli settlers, and Indian Hindus), Ginges demonstrates that exposure to collective religious ritual – but not religious devotion – is associated with support of suicide attacks. Finally, Graham demonstrates how group-level moral concerns can help predict and explain the relationships between religiosity and intergroup violence. Taken together, these findings suggest that the connection between religion and violence is neither direct nor simple. Rather, it depends on contextual factors – including the specific messages conveyed by religious and social elites.

#### ABSTRACTS

##### TERROR MANAGEMENT AND RELIGIOUS WRATH: AGGRESSIVE AND PACIFIC MANIFESTATIONS OF DEFENDING THE FAITH

Gilad Hirschberger<sup>1</sup>, Tom Pyszczynski<sup>2</sup>; <sup>1</sup>IDC Herzliya, <sup>2</sup>University of Colorado, Colorado Springs – The current research conducted with Jewish and Muslim citizens of Israel demonstrates that highlighting different aspects of religious faith moderates the influence of mortality salience (MS) on support of violent conflict. In Study 1, MS increased support among Israeli Jews for a pre-emptive nuclear strike on Iran among religious, but not secular Jews, but only after their faith in an afterlife had been threatened. In Study 2, MS led to negative evaluations of Israeli policies by Muslim

citizens of Israel after reading a passage from the Koran depicting Jews in negative terms; MS had the opposite effect after reading another passage from the Koran describing Judaism in positive terms. In Study 3, conducted with Israeli Jews, MS led to greater support of aggressive policies against Palestinians after reading a passage by Maimonides depicting Islam in negative terms. However, MS led to reduced support of such policies after reading a passage describing Islam as similar to Judaism; but this effect was found only among religious Jews. These findings indicate that the role of MS in the perpetuation of violent conflict is complex and depends both on the nature of the religious population, as well as on the aspects of religion that are highlighted.

##### RELIGIOSITY AND SUPPORT OF VIOLENT POLICIES: THE INDISPENSABLE ROLE OF POLITICAL ENGAGEMENT

Ariel Malka<sup>1</sup>, Yphtach Lelkes<sup>2</sup>, Adam Cohen<sup>3</sup>; <sup>1</sup>Yeshiva University, <sup>2</sup>Stanford University, <sup>3</sup>Arizona State University – From the crusades to the 9-11 terrorist attacks, there are plenty of examples of religious sentiment promoting violence against outgroups. Because religious beliefs are supernatural, and supernatural thought is a component of social backwardness, it is easy for commentators to draw the connection between religious devotion and senseless violence against those who are different. The present analyses use national sample survey data to gauge whether religious Americans have in fact been more supportive of violent social policies – such as wars and the death penalty – than have non-religious Americans. The results consistently point to the conclusion that religion has only promoted attitudes toward violent social policies to the extent that the person has been heavily exposed to political messages – and not that religious people are inherently in favor of violent social policies. Among individuals who were not engaged with political discourse, religiosity was not positively associated with, and was sometimes negatively associated with, preferences for violent solutions to social problems. The relations between religiosity and support of violent social policies also varied considerably across demographic (e.g., racial-ethnic) groups, and these effects were mediated by differential exposure to political discourse. Thus it requires cues from political discourse – indicating, for example, that it is “conservative” to be religious and it is also “conservative” to support particular violent policies – to cause the religious to be more supportive of violent policies than the non-religious. These findings are discussed in relation to prior evidence of basic psychological dispositions underlying religiosity and violence-supportive attitudes.

##### RELIGION AND SUPPORT FOR SUICIDE ATTACKS

Jeremy Ginges<sup>1</sup>, Ian Hansen<sup>1</sup>, Ara Norenzayan<sup>2</sup>; <sup>1</sup>New School for Social Research, <sup>2</sup>University of British Columbia – There has been widespread popular and scientific debate regarding the relationship between inter-group violence, suicide attacks and religion, with particular attention paid to Islam (Dawkins, 2003; Harris, 2005). The debate is understandable but empirical investigation of this question has been sorely lacking. In four studies carried out across different cultural, religious and political contexts, we empirically investigated a novel social psychological theory explaining an association between religion and popular support for suicide attacks. Studies 1 and 2, representative surveys of Palestinians, revealed that the frequency of prayer to God, an index of religious devotion, was unrelated to support for suicide attacks. Instead, attendance at religious services, predicted to enhance parochial altruism, positively predicted support for suicide attacks carried out by Palestinians against Israelis. In Study 3 we replicated that result in a cognitive priming experiment carried out with Israeli settlers. Reminders of participation in collective religious ritual, but not reminders of prayer to God, increased support for a suicide attack carried out by an Israeli Jew against Palestinians. In Study 4, a survey of six religions in six nations showed that attendance at collective religious services positively predicted a combination of willing martyrdom and outgroup hostility, while regular prayer did not. Implications for understanding the role of religion in suicide attacks are discussed.



**AROUND THE MAYPOLE: RELIGIONS FOSTER GROUP-FOCUSED MORALITY** Jesse Graham<sup>1</sup>, Jonathan Haidt<sup>1</sup>, Matthew S. Motyl<sup>1</sup>; <sup>1</sup>University of Virginia

— We argue that a social-psychological understanding of the relationship between religion and intergroup violence will require broadening our field's definition of morality. To this end, we present Moral Foundations Theory (Haidt & Graham, 2007), which encompasses not only the individual-focused concerns of compassion and fairness (which are prominent in liberal religious sects), but also the group-focused concerns of group loyalty, respect for authorities and traditions, and physical and spiritual purity. Including group-level moral concerns allows for a social-functional approach to religion in which beliefs, rituals, and other aspects of religious practice are best understood as means to create a tightly-bound moral community. We show the ways that religious practice is socially intertwined with all five moral foundations, particularly the "binding" foundations of Ingroup/loyalty, Authority/respect, and Purity/sanctity. We present data clarifying the relationships between these group-level moral concerns, religious practice, and support for religiously-motivated violence. Recognizing the existence of group morality can help explain the double-edged nature of both moral certainty and religious devotion, which have each been associated with so much good and evil throughout history.

**Symposia Session B2****WHAT IS BELOW THE BIG FIVE? STRUCTURE AND UTILITY OF LOWER LEVELS OF ANALYSIS**

Friday, January 29, 11:15 am - 12:30 pm, Royale Pavilion 2

Chairs: Joshua Jackson and Brent Roberts, University of Illinois

Speakers: Colin DeYoung, Dustin Wood, Joshua J. Jackson, Stacy Eitel Davies

It is commonly accepted that personality structure is arranged hierarchically (Markon, Krueger & Watson, 2005). Presently, however, there is little conceptual or empirical agreement for the structure underlying the Big Five. One reason for the lack of a replicable underlying structure is the overriding focus on the number of factors sufficient to capture trait variance. Identifying the lower order structure for personality traits is one of the next big goals in personality assessment. Using finer grain assessments can provide increases in prediction (Paunonen & Ashton, 2001), reveal greater overlap with related constructs, and may be better attuned to biological level analysis (Roberts & Jackson, 2008). With the interface between personality psychology and other fields becoming more prevalent there is an even greater need to promote personality assessment beyond a Big Five profile. This symposium discusses the recent developments in lower order assessment and highlights advantages a lower order approach offers. DeYoung presents data on lower order aspects of the Big Five and discusses how this lower order approach has implications for statistical artifacts and the neurobiological basis of traits. Wood, Nye and Saucier discuss a new lower order measure that assesses a number of distinguishable dimensions of individual differences in a desire to provide more comprehensive personality assessments. Davies and colleagues validate the facet structure of extraversion and provide evidence for the increased utility of using extraversion facets. Jackson and Roberts demonstrate the benefits of assessing conscientiousness facets for both development and the association between conscientiousness and health.

**ABSTRACTS****EMPIRICAL AND THEORETICAL UTILITY OF A LEVEL OF PERSONALITY STRUCTURE BETWEEN THE BIG FIVE AND THEIR FACETS** Colin

DeYoung<sup>1</sup>; <sup>1</sup>University of Minnesota — Personality is arranged hierarchically; correlated specific traits group together within broader traits, a structure most commonly represented by classifying many lower level traits, or "facets," within the Big Five (though the number and identity of all relevant facets have not been determined). Psychology may benefit from the recognition of a level of trait organization between the Big Five domains and their many facets. The existence of this level was suggested

empirically by a behavior-genetic study indicating that two genetic factors were necessary to explain the covariance among the facets in a widely used measure of the Big Five (Jang et al., 2002). A subsequent phenotypic study replicated the finding of two factors within the facets for each of the Big Five, using a larger number of facets (DeYoung, Quilty, and Peterson, 2007). I will discuss various ways in which consideration of traits at this intermediate level, wherein each of the Big Five has two aspects, can enrich personality psychology. The aspect-level traits allow parsimonious investigation of complexities in the relations among traits that are not evident at the Big Five level, and that have implications for both predictive and explanatory endeavors in personality research. I will present data in which pairs of aspects are involved in statistical suppression, which obscures interesting relations to approach and avoidance and to political ideology. Further, consideration of the relations of aspect-level traits to interpersonal behavior and cognitive function suggests the utility of this level of personality structure for understanding the neurobiological basis of traits.

**IDENTIFICATION AND MEASUREMENT OF A REPRESENTATIVE SET OF PERSON-DESCRIPTIVE ADJECTIVES FROM THE ENGLISH LEXICON**Dustin Wood<sup>1</sup>, Chris Nye<sup>2</sup>, Gerard Saucier<sup>3</sup>; <sup>1</sup>Wake Forest University, <sup>2</sup>University of Illinois, <sup>3</sup>University of Oregon

— We propose methods by which the content in the lexicon can be represented in a smaller number of clusters, and how these clusters can be practically measured for research purposes. First, although data-driven methods have been utilized to identify the most major dimensions of individual differences that are represented in the English lexicon (e.g., the Big Five), similar data-driven methods have not been utilized as successfully to identify and summarize the many distinguishable dimensions of individual differences that can be identified in the lexicon. By applying cluster analysis to Saucier's (1997) list of the 504 most common trait adjectives, we identified 61 clusters which together can be considered to summarize the major content identifiable in the lexicon. Second, we develop an instrument termed the Inventory of Individual Differences in the Lexicon (IIDL) for the assessment of these dimensions through single items. To address reliability concerns, we demonstrate that single-item measures have substantial test-retest reliabilities over a couple days and that IIDL items correlate with standard Big Five measures above  $r = .70$ . Most importantly, we demonstrate that analyses using lower-level clusters regularly reveal relationships between personality traits and variables of interest that are masked through the use of Big Five scales alone. Ultimately, we urge the field to move past the assessment of Big Five traits as the sole means of measuring personality and to instead utilize inventories which can provide more comprehensive assessments of how individual differences relate to variables of interest.

**LOWER ORDER LEVELS OF CONSCIENTIOUSNESS: IMPLICATIONS FOR DEVELOPMENT AND HEALTH** Joshua J. Jackson<sup>1</sup>, Brent W. Roberts<sup>1</sup>;

<sup>1</sup>University of Illinois — Conscientiousness is often defined as individual differences in the propensity to follow socially prescribed norms for impulse control, to be goal-directed, planful, able to delay gratification, and to follow norms and rules (Jackson et al., 2009). As seen in this definition, conscientiousness is a broad trait consisting of many different components. While broad factors like conscientiousness provide bandwidth and parsimony they lack fidelity, possibly obscuring differential associations at a lower level of analysis. In this paper we demonstrate the utility of assessing conscientiousness at a lower order level by highlighting differential relationships among lower order levels of conscientiousness in two domains. First, we review the show that the five replicable facets of conscientiousness (industriousness, orderliness, impulse control, reliability and conventionality; Jackson et al., 2009) have different age related patterns of development. Conscientiousness tends to increase throughout adulthood, however not all facets show similar age differences. Some facets change predominantly during young adulthood whereas other facets increase throughout the lifespan. Secondly, we expand on the relationship between conscientiousness and health outcomes by focusing on specific facets of conscientiousness. Specifically,

we find that some but not all conscientiousness facets mediate the relationship between conscientiousness and health outcomes. We conclude with the suggestion that using lower order facets offer a number of theoretical and practical advantages over the use of traditional broad traits.

**DIFFERENTIAL PREDICTION USING EXTRAVERSION FACETS** Stacy Eitel Davies<sup>1</sup>, Brian S. Connelly<sup>2</sup>, Deniz S. Ones<sup>1</sup>; <sup>1</sup>University of Minnesota, <sup>2</sup>University of Connecticut – Extraversion is a personality trait that appears in almost every taxonomy of personality (Watson & Clark, 1997) and is associated with many important behaviors and life outcomes (e.g., leadership, clinical disorders, and life satisfaction). Personality theorists have identified a handful of specific traits related to Extraversion, but discrepancies persist among trait theorists' conceptualizations of Extraversion's core and constituent facet traits. Therefore, this research has two specific goals: (1) meta-analytically delineate true facets of Extraversion from Extraversion trait compounds that incorporate other Big Five factors and (2) examine whether commonly studied constructs in clinical, health, social, work, academic, and individual differences domains are predicted differentially by Extraversion's facets. Results show that Dominance, Sociability, Activity, and Positive Emotions measures are pure facets of Extraversion since they are strongly uniquely related to Extraversion and not the rest of the Big Five. Thus, full coverage of the Extraversion domain necessitates measuring these four facets. Sensation Seeking and Optimism are deemed compound traits with relationships with Extraversion and at least one other Big Five variables. In addition, measuring facets instead of solely Global Extraversion can make a substantial difference in the predictive validity of Extraversion constructs for predicting important outcomes. For example, the validity of using global extraversion predicting overall managerial job performance is moderate, however, much better predictive validity is obtained with dominance, and much lower validity is found for sociability. On the whole, these results better define Extraversion's facet domain and clarify Extraversion's placement in nomological networks across multiple domains of psychology.

### Symposia Session B3

#### NEW DIRECTIONS IN THE STUDY OF LOVE: NEUROBIOLOGICAL PERSPECTIVES

Friday, January 29, 11:15 am - 12:30 pm, Royale Pavillion 5

Chairs: Joshua Poore, National Institute of Health (NINDS), and Arthur Aron, State University of New York at Stony Brook

Speakers: Stephanie Ortigue, Bianca Acevedo, Joshua Poore

Romantic love sits high atop a list comprised of the most cherished human experiences. Sadly, it remains one of the least understood despite its centrality in daily subjective experience. In the past decade, social neuroscience approaches have been particularly helpful in piecing together love's puzzle. This symposium explores new directions in these approaches, new methodologies, and new insights about love's form and function. Primarily, these new directions investigate the role of love's experience in the development of close romantic relationships. The studies described in this symposium report both neuroimaging and 4D EEG data, validating previous research implicating the role of the brain's reward system in love's experience. Also, they extend the reach of this research agenda by examining how the human reward system is dynamically involved in experiences of romantic passion, the development of relationship-specific attachment orientations, and its association with relationship longevity. Moreover, this research is among the first to explore links between romantic love, relationship development, and cortical areas involved in goal representation, mentalizing, and social mirroring. Overall, the findings presented in this symposium affirm the utility of social neuroscience perspectives and methodologies in uncovering the love's most elusive mysteries.

### ABSTRACTS

**OVERLAPPING NEURAL SYSTEMS MEDIATING SELF-CONSCIOUSNESS, MIRROR NEURONS & LOVE: A COMBINED FMRI AND 4D EEG NEUROIMAGING APPROACH** Stephanie Ortigue<sup>1</sup>, Francesco Bianchi-Demicheli<sup>2</sup>; <sup>1</sup>Syracuse University, New York, <sup>2</sup>University of Geneva, Switzerland – The self-expansion model (Aron & Aron, 1986) assumes that people in close relationships aim to increase their potential efficacy by including cognitively their significant other in the self (thus representing themselves as possessing to some extent other's body image, characteristics, and resources). Combining modern neuroimaging techniques (fMRI and 4D EEG neuroimaging) and psychophysics, our results recently reinforced this self-expansion model by unraveling the neural basis of love within neural systems that mediate body-image, motivation, self-consciousness, and mirror mechanism (Ortigue et al., 2007, 2008). Here we present the spatio-temporal dynamics of these neural systems. Importantly, activation of these neural systems was observed in earlier stages of information processing (i.e., over the 80-120ms, and 120-220ms periods) in participants in high passionate love in comparison with participants in low passionate state. This early activation of brain areas involved in self-representation and mirror mechanisms in participants in high passionate love sheds lights on the chrono-architecture of the cognitive processes that occur during passionate love. The similarities between the mirror matching process, self-representation and the mutual understanding that occur when two persons are in high passionate love suggest that exposure to love might affect functional and neural mechanisms, thus facilitating mutual understanding.

**NEURAL CORRELATES OF PAIR-BONDING IN NEWLYWEDS** Bianca Acevedo<sup>1</sup>, Arthur Aron<sup>2</sup>, Nancy Collins<sup>1</sup>, Lucy Brown<sup>3</sup>; <sup>1</sup>University of California, Santa Barbara, <sup>2</sup>State University of New York at Stony Brook, <sup>3</sup>Albert Einstein College of Medicine – Research suggests that the strength of newlywed bonds predicts marital quality and stability 4 years later (Karney & Bradbury, 1997) and up to 13 years later (Huston et al., 2001). One approach to assessing the underpinnings of pair-bonds builds on neurobiological studies showing that subcortical brain regions that mediate rewards (such as the ventral pallidum/striatum) are implicated in pair-bond formation and maintenance in rodent mammals (e.g., Aragona et al., 2006; Curtis et al., 2006; Gingrich et al., 2000; Young et al., 2001; Lim & Young, 2004). Human studies on early-stage love support these findings (e.g., Aron et al., 2005; Bartels & Zeki, 2000) but have not found evidence of the ventral striatum/pallidum. Moreover, it remains unknown how the system changes over time in response to a mate, and whether activations are associated with marital quality and stability. The present research examines newlyweds' neural activity (using fMRI) in response to their partners. Participants viewed face images of their partners and controls, as in previous studies of romantic love (e.g., Aron et al., 2005). Time 1 findings showed neural activity specific to the partner in the right ventral tegmental area (VTA), found in previous studies of romantic love. Results also showed significant activity in the ventral striatum/pallidum, known to be critical to pair-bond formation and maintenance in rodents, but not found in human research on early-stage romantic love. We conclude that this group of individuals displayed both early attraction and attachment neural activity, critical to the establishment and maintenance of pair-bonds.

**ROMANTIC PASSION AND PREDICTION-ERROR IN THE MESOLIMBIC REWARD SYSTEM: AN EVENT RELATED FMRI STUDY** Joshua Poore<sup>1,2</sup>, Matthew Lieberman<sup>1</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>National Institute of Health (NINDS) – This research examines the link between experiences of romantic passion and prediction-error signals in the mesolimbic reward system (see Schultz, 1998) and whether these errors, in aggregate, induce uncertainty regarding the perceived likelihood that partners will reciprocate romantic sentiment. Romantic passion is theorized to depend on such a state (Hatfield & Walster, 1978), but this hypothesis has never been tested. The present study implemented a prediction-error

task that either confirmed participants' expectations about their partners' romantic sentiments or violated them, in both positive and negative directions, on a trial-by-trial basis. Findings show VTA activity when expectations were violated in a positive direction and deactivation of the VTA when they were violated in a negative direction. Also, consistent with prediction-error studies of economic losses relative to gains (Seymour, et al., 2007), the posterior ventral striatum showed activity when expectations were negatively violated. Additionally, ventral striatum activity was associated with task-related attachment anxiety, a notion that has been equated with romantic passion (Eastwick & Finkel, 2008). Overall, this research not only validates theory that relates uncertainty to romantic passion, but also suggests that experiences of romantic passion may be related, in part, to prediction-error signals within the reward system. Given the part these errors play in the associative learning of stimulus-outcome contingencies (Ikemoto, 2007), these findings imply a formative role for romantic passion in relationships: Experiences of romantic passion may underlie learning the conditions under which partners are likely to be responsive, as well as how best to elicit responsiveness.

### Symposia Session B4

#### BASIC BUILDING-BLOCKS OF THE SOCIAL-RELATIONAL MIND

Friday, January 29, 11:15 am - 12:30 pm, Royale Pavilion 6

Chairs: Lotte Thomsen, Harvard University, University of Copenhagen, and Andrew Scott Baron, University of British Columbia

Speakers: Lotte Thomsen, Harriet Over, Kiley Hamlin, Andrew Scott Baron

Humans are an ultra-social species (Brewer, 2007) and learning the structure and function of their social world is a critical developmental task for infants. How and when children solve this task has important theoretical implications for social psychology, because psychological phenomena should be present early enough in development to facilitate this learning process if they functionally underpin social interaction and cognition. This symposium presents cutting-edge research with pre-verbal infants through the first 5 years of life revealing the early emergence of representations of social dominance, affiliation, group membership and their influence on altruistic helping, moral evaluation and intergroup bias. Paper I demonstrates that 10-month-olds represent social dominance and use relative size as a cue, expecting a large novel agent to prevail over a small one when their goals conflict in a zero-sum manner. Paper II demonstrates that 18-month-olds engage in altruistic helping when primed with affiliation (embodied as a hug) and that 5-year-olds increase affiliative imitation when primed with spatial ostracism. Paper III demonstrates that 9-15-month-olds not only prefer people who help others or share their own preferences, but also prefer people who a) reward others that have helped another or share their food preferences and b) punish others that have hindered another or differ in their preferences. Finally, Paper IV investigates how representations of ingroups and outgroups differentially shape the emergence of intergroup attitudes and stereotypes among 3-year-olds. Together, these papers demonstrate the early emergence of key social psychological constructs, underscoring significant relational building blocks of human social life.

#### ABSTRACTS

**BIG & MIGHTY: PREVERBAL INFANTS REPRESENT SOCIAL DOMINANCE** Lotte Thomsen<sup>1,2</sup>, Willem E. Frankenhuis<sup>3</sup>, Susan Carey<sup>1</sup>; <sup>1</sup>Harvard University, <sup>2</sup>University of Copenhagen, <sup>3</sup>University of California, Los Angeles – Social dominance hierarchies are ubiquitous across the animal kingdom and human cultures (Fiske, 1991; Sidanius & Pratto, 1999). Predicting the social rank of self and others confers important coordination benefits (Richerson & Boyd, 2004), suggesting infants may adaptively represent social dominance. Two infant-studies using standard looking-time-methodology investigated whether infants use relative size as a cue to social dominance. In Study 1, 13-month-old infants assigned to a Conflicting Goals Condition watched an animation of a large and small

square blocking each other's habitual paths, after which one agent prostrated itself and scooted out of the way to let the other one pass. Infants in the Control Condition watched identical prostration/scooting performed in isolation. The test event (Big versus Small prostrates) interacted with the study condition ( $F(1,28)=4.44, p=.044$ ) such that the size of the prostrating agent mattered in the Conflicting Goals scenarios, but not in the non-social controls. Specifically, infants were more surprised, and looked longer, when a big square bowed and moved away for a small square than vice versa ( $t(15)=2.94, p(\text{one-tailed})=.005$ ); but did not differentiate between agents prostrating in isolation ( $t(15)=.28, n.s.$ ). Study 2 replicated these results among 10-month-olds who are too young to have participated in any dominance contests themselves. These data suggest that preverbal infants have abstract representations of dominance, and use relative size - a cue that covaries with it phylogenetically, and marks it metaphorically across human cultures and languages - to predict which of two agents is likely to prevail in their very first zero-sum competition.

#### PRIMING THIRD-PARTY AFFILIATION AND OSTRACISM INCREASE HELPING AND AFFILIATIVE IMITATION IN INFANTS AND CHILDREN

Harriet Over<sup>1,2</sup>, Malinda Carpenter<sup>2</sup>; <sup>1</sup>Cardiff University, <sup>2</sup>Max Planck Institute for Evolutionary Anthropology – In two experiments, we show that the mere hint of the group can have a profound impact on young children's cognition and behaviour. In one experiment, we tested whether children increase their imitation following exposure to ostracism. Given humans' profound need to belong, we predicted that a mere hint of social exclusion - even third-party social exclusion - would be sufficient to increase affiliative imitation in 5-year-olds. As predicted, children primed with videos in which one shape was ostracized by a group of other shapes subsequently imitated the actions of a model more closely than children in a control condition ( $t(26)=3.02, \text{two-tailed } p=.006$ ). In a second experiment, we tested whether the mere hint of affiliation is sufficient to increase helping behaviour even in infants. We showed 18-month-old infants photographs invoking either affiliation (two dolls standing next to one another) or individuality (e.g. two dolls standing back-to-back) and measured their influence on infants' tendency to be helpful. Results showed that infants helped a person in need more often ( $c2(1)=6.43, \text{two-tailed } p=.011, \eta^2=.33$ ), and more spontaneously ( $c2(1)=8.57, \text{two-tailed } p=.003, \eta^2=.38$ ), after being primed with photographs evoking affiliation, as opposed to photographs evoking individuality.

#### THE ENEMY OF MY ENEMY IS MY FRIEND: INFANTS' PREFERENCES FOR ANTISOCIAL OTHERS

Kiley Hamlin<sup>1</sup>, Neha Mahajan<sup>1</sup>, Karen Wynn<sup>1</sup>; <sup>1</sup>Yale University – Research into infants' social preferences has revealed that infants prefer certain social partners: those who are prosocial (Hamlin, et al, 2007), and those who are similar to them (Kinzler, et al, 2007; Mahajan & Wynn, in prep). Interestingly, adults' social preferences often change depending on who is involved in a situation; for example, liking those who behave antisocially toward those they dislike (e.g. "The enemy of my enemy is my friend." Aronson & Cope, 1968; Gawronski et al, 2005; Heider, 1958). The current studies examine whether infants, like adults, prefer those who are antisocial toward disfavored others. Infants at 9-, 14-, and 19-months of age were shown puppet shows in which one puppet was prosocial and another puppet was antisocial toward a target puppet. Critically, for half of the infants, the target was liked, as it had previously either a) been nice to a third party or b) expressed the same food preference as the infant; for the other half of the infants, the target was disliked, as it had previously either a) been mean to a third party or b) expressed a different food preference from the infant. Following the show, infants were given a choice between the prosocial and antisocial puppets. The target's identity influenced infants' choices: those who had seen the puppets act on a liked target preferred the prosocial character (24/30 infants,  $p<.005$ ), while those who had seen the puppets act on a disliked target preferred the antisocial character (26/30 infants,  $p<.0001$ ).

**US AND THEM: BUILDING-BLOCKS OF SOCIAL-RELATIONS** Andrew

**Scott Baron**<sup>1</sup>; <sup>1</sup>University of British Columbia – Turner, Brown & Tajfel (1979) suggest that the representation of the social world is divided effortlessly and perhaps automatically in terms of ingroups and outgroups and proposed that self-categorizing as an ingroup member has numerous consequences for intergroup cognition including the over extension of positive properties to ingroup members, the greater willingness to help an ingroup member, and the attribution of more secondary emotions to ingroup members (Sherif et. al, 1961; Patterson & Bigler, 2006; Nesdale & Flessler, 2001). Development offers an important window into understanding the role of representations of group membership for intergroup cognition. If concepts such as ingroup and outgroup are the foundation over which more elaborate representations of social groups are scaffold, then such representations should be available early in development and would begin to shape social learning experiences. The present paper explores the consequences of group membership for the construction of social category concepts among 3-year-olds. Experiment 1 demonstrates that children effortlessly acquire representations of ingroups and outgroups and that the processing of group-diagnostic information is differentially shaped by these representations. Experiment 2 extends these results by suggesting that cues to group status (high or low) may be automatically encoded and integrated with representations of ingroups and outgroups. Together, these results suggest that by 3-years-of-age, children are highly attuned to which social groups are the subject of discourse in the environment and that social learning is shaped by a) which groups they identify with and b) the perceived social status of those groups.

**Symposia Session B5****PERSPECTIVES ON MORAL LICENSING: HOW PERSONAL MORAL HISTORY AFFECTS THE ENTITLEMENT TO TRANSGRESS**

Friday, January 29, 11:15 am - 12:30 pm, Royale Pavilion 3-4

Chairs: Emily Zitek and Daniel Effron, Stanford University

Speakers: Emily M. Zitek, Sonya Sachdeva, Caitlin A.J. Powell, Daniel A. Effron

In recent years, an increasing number of scholars have begun tackling the complex issue of how personal history affects moral behavior. This symposium brings together emerging perspectives on this issue, rarely discussed side by side. The first two talks will examine the effects of moral history on actors' behavior. Emily Zitek will discuss how suffering an unfair event can make people feel more entitled to behave selfishly. Sonya Sachdeva will suggest that affirming one's moral identity can license people to refrain from performing altruistic behavior. The second two talks will examine how observers respond to transgressors who have a history of moral behavior. Caitlin Powell will examine observers' feelings of *schadenfreude* when individuals with a history of good deeds receive punishment for transgressions. In contrast, Daniel Effron aims to identify the conditions under which a transgressor's history of moral behavior increases versus decreases observers' willingness to punish the transgression. Two key moderators seem to be the transgression's moral ambiguity, and how closely it relates to the transgressor's moral history. Together, these perspectives on moral licensing suggest that certain moral histories can increase people's willingness to engage in morally dubious behaviors, and depending on the situation, can either increase or decrease observers' willingness to permit such behaviors.

**ABSTRACTS****FEELING WRONGED AND MAKING IT RIGHT: EXPERIENCING AN UNFAIR, NEGATIVE EVENT LEADS TO A SENSE OF ENTITLEMENT AND SELFISH BEHAVIOR**

Emily M. Zitek<sup>1</sup>, Alexander H. Jordan<sup>2</sup>, Benoît Monin<sup>1</sup>, Frederick R. Leach<sup>1</sup>; <sup>1</sup>Stanford University, <sup>2</sup>Dartmouth College – This research explores how feeling wronged can license people to behave selfishly. We propose that wronged individuals feel that they have already suffered enough, and consequently they feel entitled to spare themselves some of life's minor inconveniences, such as being attentive to the needs of oth-

ers, and instead behave in self-serving ways (Zitek et al., in press, JPSP). In Study 1, students who received bad numbers in a housing lottery expressed less intention to give back to their community than did students who received good numbers. In Study 2, participants instructed to recall a time when their lives were unfair, as compared to participants who were instructed to recall a time when they were bored, were more likely to refuse to help the experimenter with an additional, optional task. In Study 3, participants who believed that they lost at a computer game for an unfair reason (a glitch in the program) requested a more selfish money allocation for a future task than did participants who believed that they lost the game for a fair reason (not meeting the predetermined performance threshold), and this relationship was mediated by participants' sense of entitlement to positive outcomes after being wronged.

**MORAL THERMOSTATS: HOW INTERNAL SELF-REGULATION AFFECTS MORAL BEHAVIOR**

Sonya Sachdeva<sup>1</sup>, Rumen Iliev<sup>1</sup>, Doug Medin<sup>1</sup>; <sup>1</sup>Northwestern University – The question of why people are motivated to act altruistically has been an important one for centuries, and across various disciplines. Drawing on previous research on moral regulation, we propose a framework suggesting that moral (or immoral) behavior can result from an internal balancing of moral self-worth and the cost inherent in altruistic behavior (Sachdeva et al., 2009, *Psych Science*). We suggest that affirming a moral identity leads people to feel licensed to act immorally. However, when moral identity is threatened, moral behavior is a means to regain some lost self-worth. In Studies 1 and 2, we establish the framework of moral internal self-regulation and show that participants who are made to feel morally licensed donate one fifth as much as those who are made to feel immoral. In Study 3, we extend these findings to cooperative behavior in an environmental decision making task. Study 4 suggests that the moral licensing effect may be an artifact of particular systems of morality and that in a culture where morality is conceptualized in terms of one's duties or obligations to others we may observe a different pattern. Finally, in an on-going study (Study 5), we attempt to show that moral homeostasis is an implicit process and once participants are explicitly asked to state how moral they perceive themselves to be, we do not observe these compensatory patterns.

**EXPOSING THE IMMORAL BEHAVIOR OF HYPOCRITES: THE MORAL LICENSE FOR THRILLS**

Caitlin A.J. Powell<sup>1</sup>, Richard H. Smith<sup>2</sup>, Laura Van Winkle<sup>3</sup>; <sup>1</sup>Georgia College & State University, <sup>2</sup>University of Kentucky, <sup>3</sup>University of Louisville – When hypocrites suffer the misfortune of having their hypocrisy exposed, they receive little sympathy from others. In fact, *schadenfreude* may be the common reaction. When their initial moral behavior is revealed as counterfeit, it may make their actual immoral behavior seem more repugnant and their misfortune more deserved. Three studies explored *schadenfreude* resulting from the exposing of a hypocrite's immoral behavior. In Study 1, undergraduate participants read a newspaper interview with a student who, in some cases, was an eager member of a campus organization that exposed and punished plagiarism. A follow-up article revealed that the student had later been found guilty of and had been punished for plagiarism. Participants indeed reported greater perception of hypocrisy and greater *schadenfreude* when the student had been a member of the organization. Furthermore, this *schadenfreude* was largely mediated by these perceptions of hypocrisy as well as by the related sense that the misfortune was therefore deserved. Study 2 showed that this pattern was especially pronounced when the student was caught doing the precise behavior he or she accused others of doing, rather than another, equally immoral behavior (stealing). Study 3 varied whether or not the student initially emphasized his or her moral superiority over people who plagiarized or whether or not the student severely criticized others for plagiarizing. Both manipulations enhanced perceptions of hypocrisy, undeservingness of the misfortune, and *schadenfreude* over this misfortune. Apparent moral behavior, when hypocritical, appears to produce a reversal of fortune for the hypocrite -- and *schadenfreude* in observers.

**WHEN DOES DOING GOOD LICENSE DOING BAD?: THE ROLE OF HYPOCRISY AND MORAL AMBIGUITY** Daniel A. Effron<sup>1</sup>, Benoît Monin<sup>1</sup>;

<sup>1</sup>Stanford University – How do observers react to transgressions committed by individuals with a history of moral behavior? Contrary predictions can be derived from previous research. On the one hand, prior moral behavior may license subsequent transgressions in observers' eyes. On the other hand, transgressors with a history of moral behavior may appear hypocritical, prompting observers to be less permissive of their transgressions. The present research suggests that each of these predictions is correct under different conditions. Participants in three studies assigned punishments to individuals who had committed transgressions. Participants were more willing to permit a morally ambiguous transgression (e.g., one that may have been motivated either by racial prejudice, or by a more legitimate motive) when it was related to prior moral behavior (e.g., fighting racial discrimination) than when it was unrelated to prior moral behavior (e.g., fighting sexual harassment). The opposite was the case, however, when the transgression was morally unambiguous (e.g., clearly motivated by racial prejudice): participants were more likely to permit a transgression that was unrelated to prior moral behavior, because related transgressions appeared hypocritical. A baseline condition that did not present the transgressor's moral history revealed that moral behavior licensed unrelated transgressions regardless of their moral ambiguity, but only licensed related transgressions that were morally ambiguous. In fact, moral behavior tended to make participants less permissive of related transgressions that were morally unambiguous. We discuss the implications of these findings for the operation of two distinct pathways to moral licensing.

**Symposia Session B6****CULTURE AND EMOTION REGULATION**

Friday, January 29, 11:15 am - 12:30 pm, Royale Pavilion 7-8

Chairs: Igor Grossmann and Ethan Kross, University of Michigan

Speakers: Michael Boiger, Ethan Kross, Cecilia Cheng, Iris B. Mauss

Although research on emotion has a long tradition in cultural psychology, investigators have only recently begun to focus on how culture shapes the way people regulate their feelings. This symposium brings together four novel programs of research that focus on emerging trends in this rapidly developing area. Although each presentation focuses on a different aspect of emotion regulation their overarching goals are the same: to identify the basic psychological processes that determine how culture influences the way people regulating their feelings. Boiger and colleagues will begin the symposium by describing research examining the role that situation selection plays in emotion regulation across different cultures. They will discuss how Japanese and Americans regulate negative emotions by selecting to engage vs. disengage in situations that are differentially amenable to the experience emotion. Grossmann and Kross will continue by discussing research examining cultural differences in rumination in Russians vs. Americans. Central to their presentation will be a discussion of the role that self-distancing plays in mediating cultural differences in the effects of rumination on depression and distress. Cheng will then discuss how culture influences coping flexibility – the ability to implement different types of emotion regulation strategies depending on the specific needs of the situation. She will specifically discuss the relationship between coping flexibility and collectivism in China. Finally, Mauss and Butler will conclude by presenting research on the role that motivation plays in emotion regulation across different cultures. They will describe how emotion regulatory goals mediate cultural differences between Euro-Americans and Asian-Americans.

**ABSTRACTS****THE CULTURAL REGULATION OF ANGER AND SHAME IN JAPAN AND THE US**

Michael Boiger<sup>1</sup>, Sasha Lebedeva<sup>2</sup>, Yukiko Uchida<sup>3</sup>, Batja Mesquita<sup>1</sup>; <sup>1</sup>University of Leuven, Belgium, <sup>2</sup>Boston College, USA, <sup>3</sup>Kyoto University, Japan – An effective way of emotion regulation is 'situation selection': A person seeks out some and avoids other situations in order to regulate the associated emotions. Engaging in particular cultural contexts has an analogous effect: Situations that elicit culturally normative emotions are afforded more frequently, while those situations that elicit undesirable emotions tend to be avoided (Mesquita & Albert, 2007). Three studies were conducted in order to document the frequency and relevance of anger and shame situations in Japan and the US. In study 1, interviews were conducted with Japanese and US students (n=40) in order to obtain salient descriptions of anger and shame antecedents. In study 2, experience sampling of Japanese and US students (n=103) yielded a range of daily anger and shame antecedents. From the pool of anger and shame antecedents obtained in studies 1 and 2, a random sample (stratified by gender and origin) of 40 anger and 40 shame antecedents was selected and condensed to short situation descriptions. In study 3, participants (n=160) indicated for most students they know how frequently these situations would occur and how likely they would lead to anger or shame. Japanese and US students perceived situations taken from their own cultural context both as more frequent and as more likely to lead to the associated emotion. While anger situations were perceived as more frequent in the US, shame situations were perceived as more frequent in Japan. Results and implications are discussed from the perspective of a contextualized multi-component model of emotion regulation.

**THE CROSS-CULTURAL PECULIARITIES OF RUMINATION AND ITS CONSEQUENCES** Igor Grossmann<sup>1</sup>, Ethan Kross<sup>1</sup>; <sup>1</sup>University of Michigan, Ann Arbor, USA –

Although abundant findings document a strong negative association between rumination and distress among Westerners, it is unclear whether these findings generalize to other cultures. Integrating research on self-distancing and emotional analysis among Westerners with cultural research on perspective taking, we examined whether the self-reflective practices of Russians vs. Westerners are differentially associated with well-being, and the psychological mechanisms mediating these differences. We hypothesized that reflecting over negative feelings would be associated with less detrimental outcomes in Russians than Westerners because Russians self-distance more when analyzing their feelings. In Study 1 (n=168) we administered two trait measures of rumination (Ruminative Response Scale; Rumination Reflection Questionnaire), as well as a behavioral vignette measure designed to assess cultural differences in rumination. Results indicated that although Russians displayed higher levels of rumination compared to Americans, rumination was less strongly associated with depressive symptoms (BDI scores) among Russians than Americans. In Study 2, participants (n=162) recalled and analyzed an intensely distressing autobiographical anger experience. Subsequently, they indicated the extent to which they analyzed their experience from a self-immersed vs. self-distanced perspective and then rated their level of negative affect and answered a series of questions designed to assess how they construed their experience. Results indicated that Russians experienced less distress and displayed a more adaptive pattern of construals (less episodic recounting of their experience; less blame; more reconstruing) than Americans. In addition, Study 2 revealed how culture leads to these beneficial outcomes– by leading Russians to self-distance more when analyzing their feelings compared to Americans.

**EMOTION REGULATION AS A PASSIVE OR FLEXIBLE COPING STRATEGY? VIEWS FROM SITUATIONAL AND CULTURAL PERSPECTIVES** Cecilia Cheng<sup>1</sup>;

<sup>1</sup>The University of Hong Kong, China – Problem-solving has long been regarded as an active coping strategy that fosters psychological adjustment, whereas emotion-focused coping is generally regarded as a passive strategy that elicits greater distress. This study challenged this

widely held view by putting forward the adaptive aspect of emotion-focused coping in stressful encounters. From a situational perspective, emotion-focused coping may be adaptive when it fits the specific situational demands. From a cultural perspective, this strategy may be related to secondary control, which is valued in collectivistic societies. Participants were 105 Chinese undergraduates selected based on their coping profile (i.e., flexible, active-inflexible, or passive-inflexible). In the experiment, they were instructed to first complete a questionnaire. All of them performed a control task for baseline measures of skin conductance level (SCL) and then an uncontrollable task. Results showed that when handling an objectively uncontrollable stressful task, the active-inflexible group attempted to alter the task outcome, the flexible group tended to use emotion-focused coping, and the passive-inflexible group did not do anything. The active-inflexible group experienced the highest SCL than the other two groups. Use of emotion-focused coping was positively related to secondary control rather than relinquished control. Greater perception of secondary control was related to lower SCL in an uncontrollable situation. These findings provide support for the adaptiveness of emotion-focused coping in the context of uncontrollable stressful situations. It is also noteworthy that problem-solving can heighten stress levels in this type of situations.

**EMOTION-REGULATORY GOALS MEDIATE CULTURAL DIFFERENCES IN EMOTION RESPONDING** Iris B. Mauss<sup>1</sup>, Emily A. Butler<sup>2</sup>; <sup>1</sup>University of Denver, USA, <sup>2</sup>University of Arizona, USA – Cultural contexts tend to influence people's experiential and behavioral but not autonomic physiological responses to emotional situations. Little research has examined how these differences between cultural groups come about and why cultural context shapes some but not all aspects of emotional responses. In the present two studies, we tested the hypothesis that culture affects people's emotion-regulatory goals (here operationalized as the extent to which people value emotion control, ECV), which in turn affect their response to emotional situations to the extent that these responses are amenable to self regulation. Because experience and behavior are more amenable to self regulation than physiological responses, we expected that ECV would mediate cultural differences in experience and behavior but not physiology. We tested our hypotheses in Asian-American (AA) versus European-American (EA) cultural contexts because they provide a relatively clear contrast. We present data from two studies that suggest that AA individuals value emotion control to a greater extent than EA individuals. In addition, AA participants compared to EA participants responded with less anger experience and behavior to a standardized laboratory anger provocation. Groups did not differ in physiological responding. Importantly, differences in experience and behavior were mediated by ECV. These results support the notion that cultural differences in emotional responding are mediated by culturally specific values about emotion, which in turn might be instantiated via value-consistent emotion regulation.

## Symposia Session B7

### SOCIAL IMAGE AND CULTURE

Friday, January 29, 11:15 am - 12:30 pm, Capri Rooms 101-102

Chair: Susan Cross, Iowa State University

Speakers: Young-hoon Kim, Toshie Imada, Patricia M. Rodriguez Mosquera, Susan E. Cross

Social image refers to others' views of us and our perceptions of how much they value us. It encompasses a variety of constructs, such as reputation, honor, and face. How do conceptions of social image and the means of maintaining it vary across cultures? How does threatened social image affect psychological processes across cultures? This symposium brings together papers addressing these questions in multiple cultural contexts and using a variety of paradigms. The papers represent the concept of social image in varied ways, with studies that focus on public knowledge of one's actions (Kim and Imada), devaluation of one's social groups (including one's family, religion, or nationality;

Rodriguez Mosquera), and everyday situations that affect honor (Uskul). The papers also describe diverse effects of social image; they examine consequences for the self (self-evaluation, self-definition, and self-justification), emotional responses, and effects on one's close others. Finally, the papers highlight cultural differences and similarities in the role of social image. In the papers by Kim, Uskul, and Imada, Americans' relative neglect of others' views of them is contrasted with Turkish, Japanese, or Chinese people's concern for social image. Across three cultural groups, Rodriguez Mosquera finds similarities in emotional responses to threatened social image. While addressing the concept of social image from varied perspectives, the papers all point to the importance of this construct for understanding intrapersonal processes and interpersonal behavior in diverse cultural contexts. They highlight cultural differences and similarities in public and private facets of human psychology.

### ABSTRACTS

#### THE JURY AND ABJURY OF MY PEERS: THE ROLE OF PUBLIC REPRESENTATIONS IN DEFINING THE SELF

Young-hoon Kim<sup>1</sup>, Dov Cohen<sup>1</sup>; <sup>1</sup>University of Illinois, Champaign-Urbana – The self is defined and judged differently by people from Face and Dignity cultures (in this case, Hong Kong and the U.S., respectively). Across 3 experiments, Face culture participants absorbed the judgments of other people into their private self-definitions. Particularly important for Face culture participants are public representations – knowledge that is shared and known to be shared about someone. In contrast, Dignity culture participants try to preserve the sovereign self by not letting others define them. In Experiment 1, we examined a role-constrained behavior, using a modified version of Ross et al. (1977) quiz bowl task where the contestant (vs. questioner) looks relatively ignorant. For Face culture participants, the public performance of this ignorant role (looking-dumb) affected their self-definition whereas their private performance of this role (feeling-dumb) did not. For Dignity culture participants, a poor performance either in public or in private affected self-definition. In Experiment 2, we examined the limiting condition of "public". For Face culture participants, what was known to even one other person simply could not be ignored, and as a consequence, such public information was absorbed into one's self-definition to a far greater extent than purely private information. In contrast, for Dignity culture participants, no difference was found between public and private information. In Experiment 3, we examined how public representations come to define the self. Face culture participants absorbed into their self-definition whatever was publicly known and acknowledged to be publicly known about them, whereas Dignity culture participants did not absorb such judgments.

#### WATCHING EYES AND SELF-JUSTIFICATION: DISSONANCE IN VARYING CULTURAL CONTEXTS

Toshie Imada<sup>1</sup>, Shinobu Kitayama<sup>2</sup>; <sup>1</sup>University of Minnesota, <sup>2</sup>University of Michigan – Individuals are expected to justify their choice when the choice is self-threatening. However, because the nature of the self varies across cultures, the conditions in which the choice becomes self-threatening may also vary. In North American, independent cultural contexts, a choice will be self-threatening when it is private and thus experienced as self-expressive. In contrast, in Asian, interdependent cultural contexts, a choice will be self-threatening when it is publicly exposed and, thus, experienced as socially binding. The present work aimed to examine this cross-cultural pattern and its boundary conditions. By unobtrusively inducing an impression of public scrutiny, three studies found support for this analysis. Study 1 found that while Japanese justified their choice more when an impression of social eyes was unobtrusively primed during the choice than when this impression was primed only at a later point, this pattern was reversed for Americans. Study 2 found such contrasting pattern of cultural difference even in the absence of any social eyes as long as a cognitive representation of a face was subtly activated during the choice. Furthermore, Study 3 found that Americans justified their choice only when an observer was perceived as innocuous and non-influential. Together, these findings provide the first unequivocal evidence for the hypothesis

that perceived privacy or publicity of choice interacts with cultural backgrounds of both American and Asian participants to determine the likelihood of choice justification. Implications for culture, self, and dissonance are discussed.

**EMOTIONS AND THE DEVALUATION OF GROUP SOCIAL IMAGE** Patricia M. Rodriguez Mosquera<sup>1</sup>; <sup>1</sup>Wesleyan University – Social image refers to how others view us and how much they value us. One's social image is tied to one's individual self as well as to one's group-based self. Three studies examined emotional responses to the devaluation of group social image. These studies focused on three different types of groups –the family, religious group, national group– and included participants from three different cultural communities. In Study 1, 300 Pakistani participants reported a recent devaluation of their family's social image. In Study 2, 74 Muslim-British participants reported a recent devaluation of their religious group's social image. In Study 3, 80 European-American participants reported a recent devaluation of their identity as an 'American.' Across all studies measures of group identification, emotions (appraisals, intensity of feelings), and motivational tendencies were measured. Findings revealed that three emotions were especially intense in response to the devaluation of group social image: anger, shame, and humiliation. In addition, identification with one's group was a positive and significant predictor of the intensity of these emotions in response to group devaluation. In a similar vein, the more the participants identified with their group, the more they wanted to restore their group's social image. These findings were obtained for all three cultural communities. Implications of the findings for understanding the emotional bases of social image and reasons for observed cross-cultural similarities will be discussed.

**HONOR IN TURKEY AND THE MIDWESTERN US: SOCIAL IMAGE OR PRIVATE CHARACTER?** Ayse K. Uskul<sup>1</sup>, Susan E. Cross<sup>2</sup>; <sup>1</sup>University of Essex, <sup>2</sup>Iowa State University – Although the existence and importance of the concept of honor have been identified in many world cultures, its salience, forms, and associated responses tend to vary considerably. We tested the hypothesis that the extent to which a person's social image is reflected in the concept of honor varies in Mediterranean (Turkish) and Western (Midwestern American) cultures. In Study 1, using the situation sampling method, Turkish participants generated more honor-relevant situations than did Americans; the Turkish-generated situations focused more on close others and involved more references to an audience than did the American situations, pointing to the importance of social image in the Turkish understanding of honor. In Study 2, participants evaluated these situations for their impact on the self and close others. Among Turkish participants, honor-related events were seen as affecting the individual and his/her family equally, whereas for Americans, honor-related situations were viewed as more strongly affecting the individual than his/her family. In Study 3, an analysis of prototypes of honor-related situations revealed that prototypical Turkish situations involved more references to relationships and social image than did prototypical American situations. In summary, honor in Turkey is strongly related to others' views of the person and his/her family (i.e., social image), whereas honor in the US is primarily related to the individual's behavior alone. Thus, when honor is to be protected, Turkish people would place much more emphasis on protection and maintenance of social image than do Americans. The implication of these findings will be discussed for honor-related aggression.

## Symposia Session B8

### THE TWO FACES OF VERBAL MIMICRY: DOES LINGUISTIC SYNCHRONY PREDICT POSITIVE OR NEGATIVE SOCIAL OUTCOMES?

Friday, January 29, 11:15 am - 12:30 pm, Capri Rooms 103-106

Chairs: Matt L. Newman, Arizona State University, and Marlone D. Henderson, University of Texas at Austin

Speakers: Paul J. Taylor, Molly E. Ireland, Lauren E. Scissors, Amy L. Gonzales

Language is inherently social, existing principally for the purpose of communication between two or more people. Consequently, conversations are more than the sum of their discrete parts. However, most social psychological studies of language have analyzed it at the individual level—ignoring joint effects. More recently, a handful of researchers have begun filling this gap by analyzing language at the dyad or group level, focusing specifically on the relationship between verbal mimicry and practical outcomes. In this symposium, four speakers from diverse areas of specialization bring together findings that illuminate both the positive and negative consequences of verbal mimicry. On the positive side, Taylor and colleagues analyzed transcripts from real-life hostage negotiations and divorce mediations, finding that negotiations were more likely to be successful when negotiators consistently mimicked each other's language use. On the negative side, Ireland and Henderson analyzed transcripts of competitive negotiations in the laboratory, finding that dyads tended to argue more and have more trouble reaching agreement when competitors mimicked each other's language use. Finally, Scissors et al. suggest a middle ground, finding that different manifestations of verbal mimicry predict both high and low interpersonal trust in a multi-round online social dilemma game. Similarly, in separate studies, Gonzales and colleagues found that verbal mimicry is related to greater cohesiveness and task performance in work groups and may be used by individuals as an automatic deception strategy in dyads. Together, these findings suggest that verbal mimicry can be a potent predictor of both positive and negative joint outcomes.

#### ABSTRACTS

### LINGUISTIC STYLE MATCHING PREDICTS THE OUTCOME OF CRISIS NEGOTIATIONS

Paul J. Taylor<sup>1</sup>, Sally Thomas<sup>2</sup>, Stacey M. Conchie<sup>2</sup>;

<sup>1</sup>Lancaster University, UK, <sup>2</sup>University of Liverpool, UK – This research examined the relationship between Linguistic Style Matching—the degree to which negotiators coordinate their word use—and negotiation outcome.

Transcripts of dialogue from nine hostage negotiations (Study 1) and twenty divorce mediations (Study 2) were divided into 6 time stages, and interlocutors' dialogue was analyzed across 18 linguistic categories. Correlational analyses showed that successful negotiations were associated with higher aggregate levels of Linguistic Style Matching (LSM) than unsuccessful negotiations. In the hostage negotiations, this result was due to dramatic fluctuations of LSM during unsuccessful negotiations, with negotiators unable to maintain the constant levels of rapport and coordination that occurred in successful negotiations. In the divorce mediations a similar effect was observed, although the differences were confined to earlier stages of the interaction. Further analyses of LSM at the local turn-by-turn level revealed complex but organized variations in behavior across outcomes in both sets of negotiations. In comparison to unsuccessful negotiations, the dialogue of successful negotiations involved greater coordination of turn taking, reciprocation of positive affect, a focus on the present rather than the past, and a focus on alternatives rather than on competition.

### VERBAL MIMICRY IN NEGOTIATION: THE LANGUAGE OF THE DEAL

Molly E. Ireland<sup>1</sup>, Marlone D. Henderson<sup>1</sup>; <sup>1</sup>The University of Texas at Austin –

The present research examined the role of subtle verbal mimicry in competitive negotiation contexts. Across three studies, increased verbal mimicry as indexed by language style matching (LSM; Niederhoffer & Pennebaker, 2002) was negatively associated with the negotiation pro-

cess and outcome. Specifically, Studies 1 and 2 established that increased verbal mimicry was associated with a decreased likelihood of reaching agreement in negotiation. Moreover, increased verbal mimicry was associated with less efficiency (more words and time required) when agreement was reached. Study 3 replicated and extended these results, with self-reported contentiousness found to fully mediate the negative relationship between verbal mimicry and likelihood of reaching agreement. Implications for the use of verbal mimicry as a predictor of negotiation outcomes in relatively more or less competitive negotiations will be discussed.

**TRUST THROUGH TEXT: EXAMINING LINGUISTIC SIMILARITY AND TRUST IN TEXT CHAT** Lauren E. Scissors<sup>1</sup>, Alastair J. Gill<sup>1</sup>, Kathleen Geraghty<sup>1</sup>, Darren Gergle<sup>1</sup>; <sup>1</sup>Northwestern University – This work examines how different forms of linguistic similarity, including mimicry, relate to the establishment of interpersonal trust in a text-chat environment. Pairs of participants played an iterative social dilemma investment game and periodically chatted via Instant Messenger (IM) after every five rounds of investment. Initial results (N = 26 pairs) revealed that, within chat sessions, lexical mimicry was significantly higher for high-trusting pairs than for low-trusting pairs, but that lexical mimicry across chat sessions was significantly higher for low-trusting pairs than for high-trusting pairs. Further inquiry and analysis (N = 62 pairs) examined linguistic similarity at two levels: lexical mimicry and semantic similarity. Results revealed that certain types of mimicry (e.g., emoticon mimicry) and semantic similarity (e.g., similar use of positive emotion words) were associated with high levels of interpersonal trust, while other types of linguistic similarity (e.g., similar use of negative emotion words) were associated with low levels of interpersonal trust. Despite previous research which indicates that mimicry and similarity are positively related to relational development, the current findings suggest that not all similarity is beneficial for the establishment of interpersonal trust.

**USING VERBAL MIMICRY TO PREDICT POSITIVE AND NEGATIVE SOCIAL PROCESSES** Amy L. Gonzales<sup>1</sup>, Jeffrey T. Hancock<sup>1</sup>, James W. Pennebaker<sup>2</sup>, Lauren E. Curry<sup>1</sup>, Saurabh Goorha<sup>1</sup>, Michael Woodworth<sup>3</sup>; <sup>1</sup>Cornell University, <sup>2</sup>The University of Texas at Austin, <sup>3</sup>University of British Columbia, Okanagan, Canada – The degree to which people synchronize their verbal behavior can reveal important information about social dynamics. In one study, the Linguistic Style Matching (LSM) algorithm was introduced as a measure of verbal mimicry based on an automated textual analysis of function words. The LSM algorithm was applied to language generated during a small group discussion in which 70 groups comprised of 324 individuals engaged in an information search task either face-to-face or via text-based computer-mediated communication. As a metric, LSM predicted the cohesiveness of groups in both communication environments, and it predicted task performance in face-to-face groups (Gonzales, Hancock, & Pennebaker, in press). Another study investigated changes in both the liar's and the conversational partner's linguistic style across truthful and deceptive dyadic communication in a synchronous text-based setting. An analysis of 242 transcripts revealed that deceptive conversations were characterized by a higher degree of LSM, particularly when the liar was highly motivated to lie. However, the linguistic patterns in both the liar and the partner's language use were not related to deception detection, suggesting that partners were unable to use this linguistic information to improve their deception detection accuracy (Hancock, Curry, Goorha, & Woodworth, 2008). The results reveal that this type of automated measure of verbal mimicry can be an objective, efficient, and unobtrusive tool for predicting positive and negative features of underlying social dynamics.

## Symposia Session B9

### SURVEY SAYS?: INVESTIGATING THE POTENTIAL AND LIMITS OF SURVEY RESEARCH

Friday, January 29, 11:15 am - 12:30 pm, Capri Rooms 107-110

Chairs: Amanda Snook and David Kenny, University of Connecticut

Speakers: Charles Judd, Amanda Snook, Jon Krosnick, Niall Bolger

Social psychology as a field has been dominated by the use of laboratory experiments with college students. In this symposium, researchers show, in very different ways, the potential and limits of using survey research. Judd and Van Boven show how survey instruments need not be limited to simple questions of opinion. They use survey data to measure not only an individual's perception about an issue but also perceptions of distribution of sentiment among groups and individuals. Snook and Kenny re-analyze several different surveys to investigate Sears' as yet untested hypothesis that bias exists in samples consisting of only college students. Although they do find some differences, they are not as large as might be expected. Krosnick and Yeager describe many highly-cited social psychological studies that were replicated with representative samples of American adults via national surveys. They compare the laboratory effect sizes to the survey effect sizes, and explore the utility of social psychological principles in explaining everyday behavior. Finally Bolger, Shrouf, and Gleason discuss an experiment that compares daily diary data to survey data and found a stronger initial elevation bias with survey data, as opposed to diary data. The symposium emphasizes the importance of survey research as well as discussing its limitations.

#### ABSTRACTS

**MEASURING THE PERCEIVED DISTRIBUTIONS OF POLITICAL SENTIMENTS** Charles Judd<sup>1</sup>, Leaf Van Boven<sup>1</sup>; <sup>1</sup>University of Colorado at Boulder – The attitudes and attributes that one perceives others to possess figure prominently in work on social comparison, stereotyping, and social judgment most broadly. Until recently, survey research has only been able to measure the typical or modal attitudes and attributes that others are perceived to possess. We present a new method for gathering survey data on the perception of the entire distributions of sentiment attributed to groups and individuals. We will demonstrate this procedure and illustrate its utility by examining national survey data collected prior to the 2008 Presidential Elections. Respondents were asked about the perceived distributions of sentiment towards the two candidates, Barack Obama and John McCain, among Americans in general and among Democratic voters and Republican voters. Results reveal attitude projection as well as the projection of attitude polarization, i.e., those with more extreme sentiments project more extremity to others. Additionally, the results reveal clear evidence of ingroup homogeneity: members of each party perceive less variability in sentiments towards the two candidates in their own party than in the opposition party.

**HOW DIFFERENT ARE COLLEGE STUDENTS FROM OTHER ADULT SAMPLES?** Amanda Snook<sup>1</sup>, David Kenny<sup>1</sup>; <sup>1</sup>University of Connecticut – About 70% of published research in social psychology relies on college student samples (Wintre, North, & Sugar, 2001), yet Sears (1986) has argued that college students differ from other adult samples in important ways. He argued that these differences introduce biases into results that rely solely on college student samples. Although Sears provided a compelling theoretical argument that college students differ from other adults in both personality and trait factors, he provided no data to support his claims. The current study uses publicly available, nationally-representative survey data to empirically investigate Sears' claim of differences between college students and other adults. Final analyses included data from over 60,000 participants collected across a 30-year span. A surprisingly small number of differences were found between college students and other adults, and what differences did exist were typically of only small or medium effect size. For example, college students are just as happy as other adults and do not differ on measures of



Big Five personality traits. College students may not be as different as previously thought from other adults.

**PULLING SOCIAL PSYCHOLOGY OUT OF THE LABORATORY, KICKING AND SCREAMING** Jon Krosnick<sup>1</sup>, David Yeager<sup>1</sup>; <sup>1</sup>Stanford University

— During the last 30 years, social psychologists have produced a volume of evidence documenting how college students think and act, mostly in artificially-constructed laboratory settings. An increasing number of studies have posted experiments on websites and collected data from more heterogeneous groups of people, though never of representative samples of any populations to which we wish to generalize. Yet in popular press coverage, social psychological findings are often described as if they generalize not just to some college students or all college students but to all people in all settings. These methods result in potential consumers of our research doubting its validity and generalizability. An obvious implication of this reasoning is that social psychologists should collect data from representative samples of Americans in settings outside of our laboratories. This talk will describe many highly-cited social psychological studies that were replicated with representative samples of American adults via national surveys. We compare the laboratory effect sizes to the survey effect sizes, and we explore the utility of social psychological principles in explaining everyday behavior, such as turning out in the 2008 U.S. Presidential Election and voting for or against Barack Obama. The results obtained using this "new" method for social psychologists is evidence that some of our findings do generalize, some do not, and that unexpected moderating conditions can be observed that call into question some of our most fundamental but as yet untested interpretations of wide-cited findings and presumably widespread social and cognitive phenomena.

**REDUCING BIAS IN SURVEY DATA THROUGH REPEATED MEASUREMENT** Niall Bolger<sup>1</sup>, Patrick Shrout<sup>1</sup>, Marci Gleason<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>Wayne State University

— Recall biases in self-report data have led some researchers to advocate using longitudinal survey designs in which participants provide reports of immediate experiences at multiple time points. There is some suggestion in the literature, however, that repeated surveys may lead to other biases: an initial elevation and a subsequent reduction in reports of events and experiences. We examine these effects by comparing the results from different survey designs. In two experiments, we randomly assigned participants approaching an acute stressor (an examination) to a multiple-week daily diary design, a two-wave panel design, and two cross-sectional designs. Results confirmed the operation of an initial elevation in negatively toned variables. Because this effect dissipated quickly in diary designs yet was pervasive in cross-sectional and panel designs, diary designs provided a more accurate picture of the experiences associated with the acute stressor. Cross sectional study designs appear especially vulnerable to initial measurement effects.

**Symposia Session B10**

**EXPERIENTIAL NEEDS AND BEHAVIORAL MOTIVES: DIFFERENT THINGS OR SAME DIFFERENCE?**

SpeFriday, January 29, 11:15 am - 12:30 pm, Capri Rooms 114-116

Chair: Kennon Sheldon, University of Missouri

Speakers: Mark Leary, Ken Sheldon, Richard Ryan, Joy McClure

Although psychological needs and motives provide core explanatory constructs in social-personality psychology, there are troubling ambiguities and even contradictions among different theories of needs and motives. For example, "needs" and "motives" are often used interchangeably, but are they different in reality? Motives might be construed as more-or-less stable dispositions that orient and energize behavior in certain directions, and needs construed as the experiential nutrients that must result from behavior if the individual is to thrive. If so then obviously, needs and motives can diverge; behavioral motives might not aim toward (or satisfy) unmet experiential needs, and unmet experiential

needs might not give rise to relevant behavioral motives. In this symposium Leary will describe his current thinking regarding how needs and motives may differ, discuss the criteria that must be met in order to determine that something is a universal need or motive, and critique the status of several popular need constructs in social and personality psychology. Sheldon will discuss new work construing the Self-determination theory (SDT) needs (autonomy, competence, and relatedness) as motives rather than as experiential requirements, showing that the absence of satisfaction drives behavior whereas the presence of satisfaction rewards it. Ryan will distinguish between "wants" and "needs," showing what can happen when personal wants are incongruent with the evolved needs proposed by SDT. Finally, McClure will discuss research showing that primed deficits in the SDT needs motivate behavior, perhaps in a hierarchical way such that relatedness takes precedence over competence, which takes precedence over autonomy.

**ABSTRACTS**

**NEEDS, MOTIVES, AND THEIR PSYCHOLOGICAL UNDERPINNINGS**

Mark Leary<sup>1</sup>; <sup>1</sup>Duke University

— Needs and motives are widely used as explanatory constructs that identify the impetus behind certain thoughts, emotions, and behaviors. However, ambiguities and inconsistencies in the conceptualization of need and motive have impeded theory and research. This presentation focuses on recurring questions and controversies surrounding needs and motives and offers suggestions for how these issues can be resolved. After discussing distinctions among needs, motives, and related constructs (such as desires, drives, urges, and goals), the talk examines differences between needs and motives that seem to be universal versus those that operate only for some individuals. For example, all normal people appear to have a need to belong, but it is less clear that everyone needs fame, deference, or beauty, as some theorists have proposed. The presentation also discusses the fact that certain needs and motives are exogenous (elicited by situational factors) whereas other are endogenous, (originating internally without external influence) and examines individual differences in the frequency vs. strength of needs and motives. Finally, the talk explores problems in determining whether particular needs or motives serve primarily an intrapsychic or interpersonal function. Some needs and motives (such as cognitive consistency and self-esteem maintenance) have been conceptualized as fundamentally intrapsychic, whereas others (such as the need to belong and the need for power) are viewed as serving interpersonal goals. Recurring controversies with this distinction will be discussed, along with suggestions for future work.

**WHEN NEEDS BECOME MOTIVES: DIFFERENTIAL EFFECTS OF SATISFACTION AND DISSATISFACTION** Ken Sheldon<sup>1</sup>; <sup>1</sup>University of Missouri

— Sheldon will describe recent research showing that the three needs identified by Self-determination theory (SDT)—autonomy, competence, and relatedness—are indeed universally required, in that they mediate the positive effects of a wide variety of predictors upon well-being, in a wide variety of cultures. However, they also appear to be more than required experiences; Sheldon and Gunz (in press) show that unmet SDT needs (i.e., feeling lonely, incompetent, or controlled) evoke desires and corresponding behavioral preferences that might yield the missing experiences. This data also suggests that it may be essential to consider negatively-worded items (i.e. dissatisfaction) separately from positively-worded items (i.e. satisfaction); these are not just reversed psychometric equivalents, as shown in models containing latent dissatisfaction and satisfaction variables as well as latent autonomy, competence, and relatedness variables. Sheldon will also present new data integrating the "needs as motives" and "needs as requirements" perspectives as well as the Atkinsonian motive disposition perspective, showing that people who are lowest in relatedness need-satisfaction increase the most in well-being when they later achieve assigned relationship goals (compared to those low in relatedness who achieve assigned academic goals), a pattern that is especially pronounced when they are high in the need for intimacy as measured by the PRF (and vice

versa for PRF need for achievement). These interactions suggest that particular motive dispositions amplify the effects of satisfying relevant unmet needs, simultaneously supporting both universalist and individual difference perspectives on needs and motives.

**A SELF-DETERMINATION THEORY APPROACH TO NEEDS, WANTS AND THEIR (MIS-)ALIGNMENT** Richard Ryan<sup>1</sup>; <sup>1</sup>University of Rochester – Within self-determination theory (Deci & Ryan, 2000; Ryan & Deci, 2000) basic psychological needs are defined as nutriments that are essential to personality growth, integrity and wellness. The theory more specifically argues that there are at least three basic psychological needs, namely those for autonomy, competence and relatedness. By contrast, from the SDT view, wants are personal desires that can organize motives and the behavior that follows from them, but wants are not identical with needs. Although wants can have an important role in organizing behavior and attaining various satisfactions, when they are incongruent with basic needs, personal wants can lead to poorer mental health and adjustment, even when they are successfully attained. In this talk Ryan will present both experience sampling and experimental data concerning the relations between wants and needs, and he will show the functional outcomes associated with their congruence or misalignment. He will also provide evidence for the SDT-based hypothesis that the development of wants that are incongruent with needs is often the result of need frustrations in development that lead to insecurities, and moreover that the process of aligning needs and wants is facilitated by conditions of autonomy support. Evidence also supports the cross-cultural validity of these claims.

**HORIZONTAL OR HIERARCHICAL PSYCHOLOGICAL NEEDS? USING PRIMING TO COMPARE THE EFFECTS OF NEED THREATS ON AFFECT, COGNITION, AND BEHAVIORAL INTENTIONS** Joy McClure<sup>1</sup>, John Lydon<sup>1</sup>; <sup>1</sup>McGill University – Self-determination theory (Deci & Ryan, 2000) proposes that we have fundamental needs for autonomy, competence, and relatedness; dissatisfaction of these needs is detrimental to well-being, but does it also motivate ameliorative responses? If so, are these processes similar for each need, or do threats to particular needs more readily engender motivational reactions? In a series of studies, we compared the three needs using a threat priming paradigm, and examined affective and cognitive responses to threat as well as downstream behavioral intentions to ameliorate the threat. Study 1 examined possible affective mechanisms, and we found that endorsement of each of the need threat primes was associated with decreases in life satisfaction. In Study 2, we tested whether priming threat would direct cognitive processing, specifically examining how threat to one need affected the accessibility of the other needs in a word-fragment completion task. The accessibility of autonomy was decreased by either threatening competence or relatedness, and the accessibility of competence was decreased by threatening relatedness and increased by threatening autonomy, but the accessibility of relatedness was unaffected by threats to autonomy or to competence. In Study 3, we examined how threat to a need affected intentions to improve that domain. When relatedness was threatened, participants showed an increased intention to buy self-help books on relatedness topics, but this was not true of the other two needs. These findings may indicate that needs lower in the Maslovian (1943) hierarchy are more readily transformed into motives in the face of threat.

## Symposia Session C

Friday, January 29, 2:00 - 3:15 pm

### Symposia Session C1

#### PRESIDENTIAL ADDRESS

Friday, January 29, 2:00 - 3:15 pm, Royale Pavilion 1

Speaker: Jennifer Crocker, University of Michigan

Introducer: Richard Petty, Ohio State University

Psychologists have often claimed that people need self-esteem, and are motivated to pursue it. Does pursuing self-esteem work? That is, when people have egosystem goals, does their own self-esteem increase? Do others view them more positively? Do they reap benefits for mental health, relationships, or self-regulation? Are they more oriented toward learning and growth? I will present evidence that when people pursue self-esteem by trying to get others to recognize their positive qualities, they create the opposite of what they want, at a high price to both themselves and others. Paradoxically, both self-esteem and regard from others increase when people focus not on themselves, but on the well-being of others. These self-transcendent ecosystem goals, focused on supporting the well-being of others but not at the expense of the self, predict improvements in mental health, relationships, and self-regulation, and foster learning and growth orientations. I suggest that egosystem goals activate physiological systems that promote self-preservation, whereas ecosystem goals activate physiological systems that promote species-preservation, or transcendence of narrow self-interest.

### Symposia Session C2

#### THE PERSON AND THE POLITICAL MIND: NEW INSIGHTS FROM RESEARCH ON VALUES, MINDSETS, PERCEPTIONS OF THE NATION, AND GENDER

Friday, January 29, 2:00 - 3:15 pm, Royale Pavilion 2

Chairs: Anat Bardi, Royal Holloway University of London, and Sonia Roccas, The Open University of Israel

Speakers: Anat Bardi, Gerard Saucier, Dennis T. Kahn, I-Ching Lee

The political arena provides a critical context to the study of the interface between the person and society. How do people differ in their approach to societal structures and processes? What are some of the psychological processes that explain these differences? When such individual processes occur en-masse they can enhance or block political decisions that affect the lives of citizens in the entire country. Hence, this symposium will examine individual differences and processes that give rise to Islamophobia, political extremism, willingness to sacrifice one's co-nationals, and support for social hierarchies. The symposium will introduce novel theoretically-based findings on basic psychological processes studied in the context of current political events in various places in the world. Anat Bardi will show that tolerance values can break the link between national British identification and Islamophobia. Gerard Saucier will bring new insights into the mindsets of political extremists. Dennis Kahn will show in the Israeli-Palestinian conflict that people who perceive the nation as a trans-generational entity are more willing to sacrifice their co-nationals to advance their national interests. Finally, I-Ching Lee will present a Meta analysis of gender differences in the support of social hierarchies and will show the way these differences vary meaningfully across nations with different societal characteristics. Together, these new findings will enhance our understanding of the interface between the person and political processes.

## ABSTRACTS

**VALUES BREAK THE LINK BETWEEN NATIONAL IDENTIFICATION AND ISLAMOPHOBIA** Anat Bardi<sup>1</sup>, G. Tendayi Viki<sup>2</sup>; <sup>1</sup>Royal Holloway University of London, <sup>2</sup>University of Kent – Muslims are viewed as a threatening group in Britain. Ingroup identification is typically positively related to prejudice against a threatening outgroup. Hence, national British identification is likely to relate positively to Islamophobia. Yet we propose, for the first time, that valuing tolerance can break this link. People who value tolerance to different beliefs are not likely to translate identifying with their country to exclusion of all members of a seemingly threatening outgroup. A correlational and an experimental study support this proposition. The correlational study found the expected positive relation between national identification and Islamophobia; the latter measured as the wish to exclude Muslims from society. Moreover, tolerance values moderated this link. In those who did not value tolerance, the more they identified with being British the more they wished to exclude Muslims from society. Yet, in those who valued tolerance, there was no such relation. An experimental study using the general population to enhance ecological validity established the causal direction of this interaction. Manipulating security values, which are opposite to tolerance values in the Schwartz (1992) value theory resulted with a positive relation between national identification and Islamophobia, but this relation was not found as a result of manipulating tolerance values. The same pattern of interaction was obtained in comparing the manipulation of tolerance values to manipulating stimulation values, which are unrelated to tolerance or security in the Schwartz value theory, hence served as a control condition. We conclude that tolerance values break the link between national identification and Islamophobia.

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**PATTERNS OF THINKING ASSOCIATED WITH PERPETRATORS OF SOCIOPOLITICAL VIOLENCE** Gerard Saucier<sup>1</sup>, Laura Geuy Akers<sup>1</sup>; <sup>1</sup>University of Oregon – Recurrent features of the thinking pattern (or mindset) of those who carry out programs of sociopolitical violence are delineated, discussed, and related to previous research and theory. In a first extensive content analysis, militant extremist groups were selected from a diverse range of continents, cultures, and political and religious orientations. Statements by (and to some degree statements about) these groups were compared, leading to the formulation of 16 themes common to the militant-extremist mindset. Among these themes are perceptions of a crisis involving violations of posited sacred values, along with justifications for violence to remediate such problems. There are indications that such themes are not infrequent in the general population. For example, research participants failed to strongly disassociate themselves from the sentiments and framings found in the fanatical items, which undercuts the notion that militant-extremist thinking represents bizarre ideation. Key themes in this thinking pattern might fit together to construct a potentially compelling narrative, which may be a key part of the ideological appeal of salient militant-extremist groups. We report also on a second, parallel content analysis focusing on the thinking patterns of ideologues who were behind a dozen diverse instances of genocide or state terror. Some of the same themes are present in this second study of sociopolitical-violence perpetrators, although some features of genocide and state terror are necessarily unique to those able to act from the center rather than the periphery of societal power.

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**DIACHRONIC GROUP PERCEPTION AND WILLINGNESS FOR INGROUP SACRIFICE: THE ISRAELI-PALESTINIAN CONTEXT** Dennis T. Kahn<sup>1</sup>, Yechiel Klar<sup>1</sup>, Sonia Roccas<sup>2</sup>; <sup>1</sup>Tel-Aviv University, <sup>2</sup>The Open University of Israel – The purpose of this presentation is to introduce the time dimension in the research on group perception. We focus on the extent to which social groups are perceived as Diachronic, i.e. as trans-generational entities, including past and future generations of group members. We examined the utility of this construct in a series of studies focusing on perceptions of one's own national group in the context of a violent conflict. In a first study among Israeli University students (N=103), our

measure of Diachronic Group Perception (DGP) correlated positively with Group Primacy, i.e. an elevated willingness to sacrifice members of the ingroup for the sake of the ingroup itself. Study 2 (N=119) showed that DGP was positively correlated to readiness for indefinite endurance of the sufferings experienced by the ingroup in an intergroup conflict. Furthermore, holding a Diachronic Perception of the Group and supporting Group Primacy was shown to be related to an increased willingness to sacrifice the personal interests of an Israeli soldier (Gilad Shalit) captured by a Palestinian organization (Hamas) for the sake of Israeli national interests. In a third study (N=81), it was found that a religious sample to a larger extent held a Diachronic Perception of the national group, showed a greater degree of Group Primacy and displayed more willingness to endure ingroup suffering as a result of intergroup conflict, as compared to the secular sample.

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**A META ANALYSIS OF INDIVIDUAL DIFFERENCES IN THE SUPPORT OF SOCIAL HIERARCHY** I-Ching Lee<sup>1</sup>, Felicia Pratto<sup>2</sup>, Blair Johnson<sup>2</sup>; <sup>1</sup>National Chengchi University, <sup>2</sup>University of Connecticut – The biggest political struggles of the last several centuries have hinged on the question of whether social inequality occurs with the consent of the governed or despite their dissent. The current meta-analysis examined whether socio-structural and psycho-cultural characteristics of societies corresponded with how much gender and ethnic/racial groups differ on their support of social hierarchy. Support of social hierarchy measured by social dominance orientation was found to be associated positively with nationalism, racism, heterosexism, sexism, use of force, conservatism, right-wing authoritarianism, and other beliefs in support of social hierarchy; support for social hierarchy was found to be associated negatively with support for progressive social policies. Robustly, women opposed social hierarchy more than men did, and members of lower-power ethnic/racial groups opposed social hierarchy more than members of higher-power ethnic/racial groups. As predicted by social dominance theory, gender differences were larger, more stable, and less variable from sample to sample than differences between ethnic/racial groups. Both kinds of group differences were larger in societies that were higher on individualism (versus collectivism) and lower on uncertainty avoidance. Specifically, gender difference of support of social hierarchy was found in societies with more gender equality than in societies with less gender equality. Implications for social dominance theory, social role theory and biosocial theory, social identity theory, system justification theory, and relative deprivation theory are discussed.

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**Symposia Session C3****SOCIAL PSYCHOLOGY FOR AN ECONOMIC RECESSION: EXAMINING THE EFFECTS OF SOCIOECONOMIC STATUS ON PSYCHOLOGICAL PROCESSES**

Friday, January 29, 2:00 - 3:15 pm, Royale Pavilion 5

Chairs: Natalya C. Maisel, University of California, Los Angeles, and Paul K. Piff, University of California, Berkeley

Speakers: Paul K. Piff, Natalya C. Maisel, Elizabeth Page-Gould, Edith Chen

The current economic recession has placed great demands on adults, children, and families. This symposium expands our understanding of these demands and their potential impact by (1) demonstrating how socioeconomic variables affect psychological and interpersonal processes and (2) examining specific mechanisms through which low-SES individuals in particular are vulnerable to negative health outcomes. The first three papers examine how SES moderates psychological and interpersonal processes. First, Piff, Kraus, and Keltner present experimental evidence that low-SES individuals favor contextual over dispositional explanations for social events, and that this contextual orientation increases altruistic behavior. Second, Maisel, Garvan, Hou, and Karney find, in a large diverse random sample, that the association between acute stress and relationship quality varies by income level, such that relationship quality is more negatively associated with stress for low-SES individuals. Third, Page-Gould, Koslov, and Mendes examine how

SES affects social interactions, observing different physiological responses (threat vs. challenge) when people interact with a low- versus high-SES individual. Complementing this focus on SES as a moderator, the final paper examines a mechanism through which low-SES can lead to negative health outcomes. Chen finds that the association between SES and negative physiological outcomes in children is mediated by increased threat appraisals of the social environment. Together, these papers highlight the need to incorporate SES in models of psychological processes and social interactions. Further, they raise the possibility that models of psychological and interpersonal processes tested exclusively on more affluent individuals may not generalize to low-income individuals.

#### ABSTRACTS

#### TO HAVE AND HAVE-NOT: SOCIOECONOMIC STATUS, CONTEXTUALISM, AND THE GIVING GAP

Paul K. Piff<sup>1</sup>, Michael W. Kraus<sup>1</sup>, Dacher Keltner<sup>1</sup>; <sup>1</sup>University of California, Berkeley – Lower socioeconomic status (SES) is associated with less access to educational and social institutions, increased exposure to environmental threat, and a reduced sense of personal control. Given these constraining life circumstances, low-SES individuals tend to construe the social environment in terms of the social context. We present evidence showing that low-SES individuals are contextual, relative to their upper-SES counterparts. Moreover, we demonstrate a potential prosocial outcome associated with this contextual orientation among low-SES people: altruism. Across several studies, we show that low-SES, and the reduced sense of control this confers, causes people to favor contextualist over dispositional explanations of social events, including economic trends and the emotions of others. Next, we demonstrate that, compared to high-SES individuals, low-SES individuals are more generous toward strangers in an economic game ('dictator game'). Moreover, when interacting with a distressed partner in an experimental setting, low-SES people were more benevolent and helping than high-SES individuals. This pattern was moderated by feelings of compassion: a compassion induction boosted high-SES people's altruism to levels similar to those of low-SES people. We argue that the contextualist worldview shared by low-SES people produces a heightened sensitivity to the needs and concerns of others. Thus, low-SES people, despite having fewer resources, are more compassionate and benevolent toward others in an effort to enhance social bonds and foster egalitarianism.

#### RELATIONSHIP QUALITY IS MORE STRONGLY ASSOCIATED WITH ACUTE STRESS IN LOW-SES THAN HIGH-SES INDIVIDUALS

Natalya C. Maisel<sup>1</sup>, Cynthia W. Garvan<sup>2</sup>, Wei Hou<sup>2</sup>, Benjamin R. Karney<sup>1</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of Florida, Gainesville – Federal policies have targeted the relationships of low-income couples for interventions. Yet the empirical foundation for such interventions is thin, because research on relationships has been conducted primarily on middle-class couples (Karney & Bradbury, 2005). It has been assumed that models of relationships developed in more affluent couples generalize to poorer couples, but low-income couples face more stressors than high-income couples (e.g., McLeod & Kessler, 1990), and may be affected by stress in different ways. In particular, acute stress may be more detrimental for low-income couples, who have fewer resources to cope when a stressor strikes. To examine this hypothesis, the current study tested the moderating effects of income on the association between acute stress and relationship quality on one hand, and acute stress and mental health on the other, in a stratified random sample of 4008 Florida residents that oversampled for low-income participants. Income and subjective financial strain independently moderated the association between acute stress and relationship quality, such that high-income individuals were buffered from the negative effects of acute stress on relationship quality, whereas acute stress was particularly detrimental for low-income couples. Income also moderated the association between acute stress and mental health, such that the association between acute stress and negative mental health was greater for low-income individuals. Controlling for mental health and demographic factors (e.g., race/ethnicity, relation-

ship length) did not affect the findings for relationship quality. Together, these results demonstrate the pressing need to examine how relationship processes vary across diverse samples and contexts.

#### PHYSIOLOGICAL THREAT WHILE COOPERATING WITH LOW-STATUS INTERACTION PARTNERS

Elizabeth Page-Gould<sup>1</sup>, Katrina Koslov<sup>2</sup>, Wendy Berry Mendes<sup>2</sup>; <sup>1</sup>University of Toronto at Scarborough, <sup>2</sup>Harvard University – Psychophysiological research on stigma has demonstrated a tendency for people to respond with cardiovascular patterns consistent with 'threat' when interacting with the socially stigmatized (Blascovich et al., 2001; Mendes et al., 2002). To the extent that low socio-economic status (SES) is a stigmatized identity, we hypothesized that an interaction partner's SES would affect physiological reactions during a cooperative task. Students and adults from the community were invited to the lab in dyads that were matched for age, sex, and race, but were allowed to differ from each other in SES. The participants completed a cooperative task together for bonus money while their cardiovascular responses were continuously monitored. As hypothesized, participants who interacted with a partner who was low in SES exhibited a pattern of cardiovascular responses consistent with physiological threat: increases in vascular constriction and no increase in cardiac output despite having an increase in ventricular contractility. On the flip side, people who interacted with a high SES partner exhibited cardiovascular responses consistent with physiological challenge: vascular dilation and notable increases in cardiac output in tandem with increased ventricular contractility. Furthermore, participants who were paired with high SES partners had significantly greater reductions in respiratory sinus arrhythmia than people paired with low SES partners, suggesting that participants were concentrating harder when working together with a high SES partner. Implications of these findings for social relations and health in the context of the current economic climate will be discussed.

#### SOCIOECONOMIC STATUS AND PHYSICAL HEALTH: PSYCHOBIOLOGICAL PATHWAYS

Edith Chen<sup>1</sup>; <sup>1</sup>University of British Columbia – Low socioeconomic status (SES) is a risk factor for a variety of health problems throughout the lifespan and across both countries with and without universal health care. For example, in childhood, low SES is associated with more severe exacerbations of asthma, the most common childhood chronic illness. However, research investigating the psychobiological mechanisms underlying this relationship has been sparse. Across two studies, we document that low SES is associated with increased production of inflammatory markers relevant to asthma (Th-2 cytokines), as well as at the genomic level, with alterations in bioinformatic indications of transcription factor activity relevant to inflammation. These findings indicate plausible biological pathways that may explain why low SES children are more likely to experience more severe asthma. Furthermore, we document specific psychological processes in children that may be shaped by SES, and which are linked to these biological processes. We hypothesized that because of their life experiences and the environments they grow up in, low SES children develop a tendency toward interpreting the world in a threatening manner, that this tendency is most pronounced during situations that are ambiguous in outcome, and that these threat interpretations have physiological costs. Using a laboratory-based assessment of threat appraisals, we find that threat appraisals statistically mediated the relationship between SES and both inflammatory markers and transcription factor activity. These findings suggest that low SES children perceive their social world in more threatening ways, and that these social perceptions have physiological consequences.

**Symposia Session C4****CONTENDING WITH DISCRIMINATION: PSYCHOLOGICAL, NEUROLOGICAL, PHYSIOLOGICAL, AND BEHAVIORAL CONSEQUENCES OF ATTRIBUTIONAL AMBIGUITY**

Friday, January 29, 2:00 - 3:15 pm, Royale Pavilion 6

Chairs: Jenessa R. Shapiro, University of California, Los Angeles, and Sophie Trawalter, University of North Carolina, Chapel Hill

Speakers: Sophie Trawalter, Naomi I. Eisenberger, Brenda N. Major, Jenessa R. Shapiro

Defying conventional wisdom, research finds that attributing negative treatment or feedback to discrimination protects self-esteem. This symposium offers new insights into the processes and consequences of attributional ambiguity. Specifically, we consider the psychological, physiological, and behavioral consequences of attributing different types of social rejection (e.g., social, academic) to discrimination from the perspective of multiple social groups (e.g., women, racial minorities). First, Trawalter and colleagues explore attributions to discrimination using social cognitive paradigms that permit accuracy testing. Contrary to research suggesting that women are hyper-vigilant to cues of discrimination, they find that female participants are often accurate at detecting discrimination. The next two talks investigate physiological correlates of attributional ambiguity. Using fMRI methodologies, Eisenberger and colleagues find that Black participants who attribute social rejection to discrimination exhibit decreased neural activity in regions associated with social pain (dACC) and increased activity in regions associated with emotion regulation (PFC). Major and colleagues find that minorities who chronically perceive discrimination not only exhibit less physiological threat when attributing negative feedback to discrimination but more physiological threat when they are unable to do so. Finally, Shapiro and colleagues explore interpersonal consequences of making attributions to discrimination. They find that when negative academic feedback is attributionally ambiguous (Black participants receiving feedback from White evaluators), participants are less likely to engage in other harmful self-esteem maintenance strategies, such as prejudice expression. Taken together, these talks shed light on the multiple stages and consequences of making attributions to discrimination, from social cognitive and physiological responses to interpersonal behavior.

**ABSTRACTS****WHEN DISCRIMINATION HAPPENS, WHO NOTICES? STIGMATIZED GROUP MEMBERSHIP AND DISCRIMINATION DETECTION** Sophie Trawalter<sup>1</sup>, Jenessa R. Shapiro<sup>2</sup>, <sup>1</sup>University of North Carolina, Chapel Hill, <sup>2</sup>University of California, Los Angeles – Research finds that stigmatized group members (e.g., racial minorities, women) perceive more discrimination in the world than do non-stigmatized group members (e.g., whites, men). Often, these findings are interpreted to mean that stigmatized group members are “hyper-sensitive” to cues that portend prejudice and discrimination; they see discrimination, sometimes even when it is not really there. In the present work, we examine the extent to which stigmatized group members are accurate at perceiving and detecting discrimination. In Study 1, participants were asked to report the extent to which women are under-represented in several domains (e.g., how many U.S. senators are women?). Results revealed that female participants who believe that discrimination is pervasive were more accurate relative to male participants. In Study 2, participants watched a game of Cyberball played by 3 ostensible players—two men and one woman. Ball tosses were manipulated to be either random (i.e., fair) or non-random (i.e., unfair to the female player). Results revealed that female participants were sensitive to the manipulation; they reported that the game was fairer when the ball tosses were random relative to non-random. In contrast, male participants were not sensitive to the manipulation. Taken together, these studies suggest that women accurately detect discrimination, at least some of the time. Accordingly, these findings challenge the

claim that stigmatized group members are “hyper-sensitive” to prejudice-related cues. Implications, including when and how stigmatized and non-stigmatized group members can reach a consensus regarding the occurrence of discrimination, will be discussed.

**BEING THE TARGET OF RACIAL DISCRIMINATION: AN FMRI STUDY**

Naomi I. Eisenberger<sup>1</sup>, Carrie L. Masten<sup>1</sup>, Eva H. Telzer<sup>1</sup>; <sup>1</sup>University of California, Los Angeles – Two competing accounts have been proposed for understanding the affective consequences of attributing negative social treatment to discrimination. One account suggests that attributing negative treatment to discrimination is distressing because discrimination is due to an internal characteristic of the target that cannot be changed (“my race;” Schmitt & Branscombe, 2002). The other account suggests that attributing negative treatment to discrimination may be self-protective because prejudice is viewed as an external characteristic of the perpetrator (“they are prejudiced;” Crocker & Major, 1989). To disentangle these alternatives, we scanned Black participants as they were ostensibly excluded by Whites to see if attributing negative treatment to discrimination was associated with more or less social pain-related neural activity. After being excluded, participants rated the extent to which they believed they were rejected because of their race. Additionally, participants were videotaped while describing their experience during the game, and, later, naive judges rated each video for negative affect (“observer-rated distress”). Consistent with work demonstrating the ‘pain’ of social rejection, participants with higher observer-rated distress displayed greater activity in social pain-related neural regions (dorsal anterior cingulate cortex), whereas participants with lower ratings displayed greater activity in regions associated with emotion regulation (prefrontal cortical regions). In contrast, the more participants felt that they were excluded because of their race, the less activity they displayed in social pain-related neural regions and the more activity they displayed in regions associated with emotion regulation. Findings support the notion that race-based attributions can be self-protective in situations of negative social treatment.

**WORLDVIEW DISCONFIRMATION IS STRESSFUL** Brenda N. Major<sup>1</sup>, Sarah Townsend<sup>1</sup>, Pamela Sawyer<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara –

I will discuss recent research showing how beliefs about the basis and legitimacy of status differences shape physiological reactions to prejudice among low status groups. Studies show that those who believe status differences are legitimate show a physiological threat response when they must interact with someone who is prejudiced against their group. In contrast, those who believe status differences are illegitimate show a threat response when interacting with others who are not prejudiced. Implications for intergroup relations will be discussed.

**CONVERGING PROCESSES, DIVERGING BEHAVIORS: ATTRIBUTIONAL AMBIGUITY AND PREJUDICE EXPRESSION WITHIN WHITE AND BLACK PERCEIVERS** Jenessa R. Shapiro<sup>1</sup>, Steven L. Neuberg<sup>2</sup>, Stephen Mistler<sup>2</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>Arizona State University –

Minority groups tend to be chronically aware of the potential for devaluation and negative treatment from the majority group (e.g., Richeson & Shelton, 2007). Thus, on the surface, many may assume that this chronic devaluation by the majority group would lead to an increased likelihood of devaluing other minority groups as a way in which to elevate one’s own (or one’s group’s) self esteem: Prejudice expression can be self-affirming, and as a result, individuals often express prejudice as a self-image maintenance strategy (Fein & Spencer, 1997). However, attributional ambiguity research suggests a very different outcome of devaluation from the majority. That is, negative feedback from outgroup members is often ambiguous, as it can be influenced by prejudices and fail to reflect a genuine evaluation of one’s abilities (Crocker & Major, 1991). The present research examined the role of attributional ambiguity plays in prejudice expression as a self-image maintenance strategy. In one study, White, but not Black, participants evaluated a minority (Native American) job applicant more negatively after receiving negative feedback from a White evaluator. A second study provides support for attributional

ambiguity as driving the evaluative differences between White and Black participants: When the evaluator providing the negative feedback was Black—creating ambiguity for White and not Black participants—White participants no longer differentially evaluated the job candidates, but Black participants did. The present findings highlight the importance of taking a relational approach to intergroup interaction and considering the psychology of both frequently and infrequently stigmatized targets.

## Symposia Session C5

### ACCURATE SELF-KNOWLEDGE

Friday, January 29, 2:00 - 3:15 pm, Royale Pavilion 3-4

Chair: C. Randall Colvin, Northeastern University

Speakers: Erika N Carlson, Elizabeth R Tenney, Lauren J Human, C Randall Colvin

The ancient Greek philosophers declared self-knowledge a virtue and encouraged followers to “know thyself.” Centuries later, theorists associated accurate self-knowledge with mental health, believing it to be a prerequisite for personal growth. Many contemporary psychologists believe that self-knowing promotes well-being; yet researchers have only recently explored the veracity of self-knowledge. This symposium explores the topic of accurate self-knowledge and its psychological outcomes. The speakers present their research on accurate self-knowledge, highlighting methodological challenges and empirical outcomes. In Paper 1, the authors examine the “looking glass self” effect and provide evidence that people accurately know the impressions others have of them. In Paper 2, the researcher explores the conditions under which accurate and distorted self-views are personally adaptive, a refreshing contrast to previous research on this topic. Paper 3 examines a phenomenon related to accurate self-knowledge – people who are judged accurately by others. The researchers show that accurately judged individuals exhibit positive intra- and inter-personal functioning, results that are similar to previous research on accurate self-knowledge. These overlapping results suggest that some people may be “transparent” i.e., self-known and easily judged. Paper 4 contrasts the personality characteristics associated with self-knowing and self-liking. The results indicate accurate self-knowledge is related to communion whereas self-esteem is related to agency. Self-knowledge resides in the mind, but its antecedents and consequences appear to be interpersonal. We hope the symposium will energize others to explore the personal and social consequences of accurate self-knowledge.

#### ABSTRACTS

### **DIFFERENTIAL META-ACCURACY: PEOPLE ARE AWARE OF THE RELATIVE IMPRESSIONS THEY MAKE ON OTHERS**

Erika N Carlson<sup>1</sup>, R. Michael Furr;  
<sup>1</sup>Washington University in St. Louis, <sup>2</sup>Wake Forest University – Previous research suggests that people cannot accurately perceive the relative impressions they create in others (Kenny & DePaulo, 1993), or that differential meta-accuracy is poor. Our research re-evaluates this conclusion by implementing a novel, contextually-differentiated design. Specifically, we assess participants' meta-accuracy for people from different contexts of their real lives (i.e., parents, hometown friends, & college friends). This design is based upon the logic that: a) people tend to behave differently across different contexts, b) interaction partners from different contexts witness these differing behaviors and form differing impressions of a target, which provides a strong “signal” for targets to detect, and c) metaperceptions should be differentiated across contexts because contextual information (e.g., target's behavior or feedback) is also relatively differentiated. In the current study, target participants provided metaperceptions of the Big Five for up to six informants (two per context), and informants described the target by completing an online personality measure. As predicted, actual impressions and metaperceptions were relatively more differentiated across contexts than within contexts, suggesting that our contextually-differentiated approach provided a strong signal for targets to detect in the form of dif-

ferentiated impressions and that targets were aware that they created different impressions on informants across contexts. More importantly, multi-level modeling showed strong, positive effects of differential meta-accuracy for all Big Five traits. In summary, when given meaningful variability in impressions to detect, people can indeed detect the relative impressions they make on others suggesting that people have a greater awareness of their social identity than previously thought.

### **COMPLEX SOCIAL CONSEQUENCES OF SELF-KNOWLEDGE IN INTERVIEW SETTINGS**

Elizabeth R Tenney<sup>1</sup>; <sup>1</sup>University of Virginia – People possess some knowledge of their own strengths and weaknesses, and people are called on to convey this self-knowledge to others in social situations, such as job interviews. Previous research has yielded mixed results regarding whether it is beneficial to possess (and convey) accurate self-knowledge, or whether it is better to be extremely self-confident, regardless of one's actual circumstances (i.e., to self-enhance). One reason for the mixed results could be that results depend on the information that observers possess. It might be beneficial to self-enhance unless observers suspect that someone's positive statements about the self are unfounded. A series of vignette studies supported this prediction. At first participants favored the most self-confident applicants for a job or a spot on a swim team; however, once evidence suggested that the applicants were incorrect about one aspect of their self-report, the confident applicants lost more credit overall than applicants who were less self-confident but better judges of themselves. Thus, it may be beneficial to self-enhance unless people can find out that someone's positive self-views are baseless.

### **ACCURATE SELF-KNOWLEDGE, EXPRESSIVE ACCURACY AND THE RELATIONSHIP TO ADJUSTMENT**

Lauren J Human<sup>1</sup>, Jeremy C Biesanz<sup>1</sup>;  
<sup>1</sup>University of British Columbia, <sup>2</sup>University of British Columbia – Just as accurate self-knowledge is considered important for personal and interpersonal functioning, so too is accurate understanding between individuals. Across a series of round-robin studies involving new acquaintances, we examined whether expressive accuracy – the level of accuracy with which a particular individual is perceived (i.e., the good target) – was associated with adjustment. Expressive accuracy was assessed using multiple different validation measures (self and knowledgeable informant reports) and was indeed associated with personal and interpersonal adjustment. Of note, using the social accuracy model (Biesanz, 2007, 2009) to examine Cronbachian components revealed a deeper complexity in that target adjustment was linked primarily to distinctive accuracy, being perceived in line with one's unique characteristics. Moreover, expressive accuracy, when assessed using self-reports to verify impressions, consistently resulted in stronger relationships with adjustment than expressive accuracy measured with knowledgeable informant reports, indicating that being viewed in line with one's self views is more relevant to adjustment than being viewed in line with close others' views. In short, individuals whose self-views are more accurately perceived by others have higher personal and interpersonal functioning. The conceptual links between knowing oneself and being known by others will be discussed.

### **IS THE OPTIMAL RELATIONSHIP BETWEEN SELF-KNOWING AND SELF-LIKING? CONTRIBUTIONS OF ACCURATE SELF-KNOWLEDGE AND SELF-ESTEEM TO PSYCHOLOGICAL WELL-BEING**

C Randall Colvin<sup>1</sup>;  
<sup>1</sup>Northeastern University – What is the optimal relationship between self-knowing and self-liking? For centuries Western philosophers have argued that to “know thyself” is the ultimate human virtue. In contrast, the psychological literature contains a handful of papers on accurate self-knowledge (ASK) and over 10,000 on self-esteem. Despite this discrepancy, many psychologists believe ASK is an important feature of mental health. The present research evaluated ASK, self-esteem, and their independent contributions to the prediction of psychological well-being. Approximately 100 people participated in the study that collected data from self, friends, parents, interaction partners, and trained coders. To assess ASK, several agreement indices were calculated between partici-

pants' self-ratings of personality and (a) coded behavior and (b) parent ratings -- greater agreement reflected higher self-knowledge. To assess self-esteem, participants completed the Rosenberg, and a real and ideal self Q-sort. The Rosenberg and real-ideal measure were highly correlated; self-esteem was indexed by their composite. Results indicated that ASK and self-esteem were positively correlated ( $r=.54$ ). Partial correlations were conducted to determine the independent contributions of ASK and self-esteem on personality and social behavior. Based on friend, interaction partner, and behavior ratings, ASK (controlling for self-esteem) was related to agreeableness and communion. In contrast, self-esteem (controlling for ASK) was related to low agreeableness and neuroticism. People who possessed high self-esteem and low self-knowledge were perceived to be narcissistic. Finally, ASK and self-esteem made independent and significant contributions to psychological well-being. The answer to the title question? Psychological well-being is maximized when people possess both high ASK and high self-esteem.

## Symposia Session D

Friday, January 29, 3:30 - 4:45 pm

### Symposia Session D1

#### THE PSYCHOLOGY OF STATUS

Friday, January 29, 3:30 - 4:45 pm, Royale Pavilion 1

Chairs: Nir Halevy and Taya Cohen, Northwestern University

Speakers: Taya Cohen, Sebastien Brion, Nir Halevy, Robb Willer

Hierarchy is a fundamental characteristic of social relations. Most groups, organizations, and societies have stratified structures where some group members are conferred with more responsibility and privileges than others. What makes some individuals emerge from social interactions as leaders? What functions does status differentiation serve in groups? Four empirical papers address these two critical questions. Cohen, Livingston and Halevy show that social rather than pro-social individuals are likely to emerge as leaders following small group interactions. That is, individuals put their trust in and bestow leadership on interpersonally engaging group members rather than on group members who genuinely care for the welfare of others. Anderson and Brion focus on the causal path leading from overconfidence to social status. Their research shows that projected overconfidence produces perceptions of competence, which in turn, create enduring high status. Halevy, Chou, Galinsky and Murnighan show that status differentiation may be beneficial for group functioning. Specifically, they show that pay dispersion and status differentiation relate positively to intragroup cooperation and performance in National Basketball Association teams. Finally, Willer shows that groups use status to motivate their members to participate in collective action. His research shows that status serves as a powerful incentive that increases group member motivation to engage in costly group-serving behaviors. The four papers employed diverse methodologies to investigate status dynamics in groups. Taken together, they provide novel insights into the interplay between social perception and social interaction, which underlies the psychology of status.

#### ABSTRACTS

#### WHY PEOPLE LIKE WOLVES IN SHEEP'S CLOTHING: THE FOLLY OF CHOOSING SOCIAL RATHER THAN PROSOCIAL LEADERS

Taya Cohen<sup>1</sup>, Robert Livingston<sup>1</sup>, Nir Halevy<sup>1</sup>; <sup>1</sup>Northwestern University – People describe effective leaders as possessing prosocial traits, such as helpfulness and sincerity. However, in this research we show that when it comes to choosing a leader (i.e. a group member that will control resources), people vote for those judged as social rather than those judged as prosocial. “Social” individuals are interpersonally engaging (e.g., talkative, extra-

verted, high in self-monitoring) whereas “prosocial” individuals promote the welfare of others (e.g., generous, honest, cooperative). In the study, undergraduate students completed self-report and behavioral assessments of personality and engaged in a short group discussion with two other students. After the discussion, participants voted for a leader to control group resources and rated each group member on social (e.g., talkative, extraverted), prosocial (e.g., trustworthy, generous), and dominance traits (e.g., status, power). We found that leadership votes were based on ratings of dominance, which, in turn, were based on ratings of social but not prosocial traits. People may base their inferences of leadership ability on perceptions of social rather than prosocial traits because social traits are more visible—social behavior is easier to observe and recognize than prosocial behavior. Consistent with this reasoning, people who talked more during the group discussion were judged as more social and participants inferred status and power from these judgments of sociability. We argue that it is a folly to vote for social rather than prosocial leaders because social leaders hoarded group resources—they allocated more raffle tickets to themselves than to others—whereas prosocial leaders distributed resources more fairly.

#### OVERCONFIDENCE AND SOCIAL STATUS: WHY THOSE WITH “BIG EGOS” BECOME “BIG WIGS”

Sebastien Brion<sup>1</sup>, Cameron Anderson<sup>1</sup>; <sup>1</sup>University of California - Berkeley – Overinflated egos seem to go hand and hand with high social status. Ask people to describe the typical Wall Street tycoon, political leader, or famous scientist, and they are likely to depict someone with an exaggeratedly positive self-view. Prior research has also confirmed that overconfidence and social status are closely associated. But how does this association emerge? Past work has shown that possessing high social status can lead individuals to become overly confident in their abilities. The current work tested whether overconfidence can also lead to the attainment of higher social status. In three studies of task-focused dyads and groups in laboratory and field settings, we found that overconfident individuals were perceived by others as more competent, and in turn, attained higher status. An experimental manipulation established the causal priority of overconfidence, and a longitudinal study found the effects of overconfidence endured over time. These findings contribute to our understanding of the psychology of status, the consequences of overconfidence, and status distribution systems in groups and organizations.

#### KING OF THE HILL: STATUS DIFFERENTIATION ENHANCES TEAM PERFORMANCE

Nir Halevy<sup>1</sup>, Eileen Chou<sup>1</sup>, Adam Galinsky<sup>1</sup>, J. Keith Murnighan<sup>1</sup>; <sup>1</sup>Northwestern University – Status differentiation is a near-universal phenomenon: In virtually any group, people occupy different positions that are associated with unequal rewards and levels of authority. At the same time, however, status differentiation also varies across different groups. This research focused on the understudied effects of status differentiation on intragroup cooperation and team performance. Theories of team interaction suggest that pay dispersion and status differentiation will both be detrimental to performance. In contrast, we theoretically argue and present data from 282 professional basketball (NBA) teams, which show that pay dispersion and status differentiation relate positively to intragroup cooperation and team performance. In addition, status differentiation mediated the positive effect of pay dispersion on team performance and intragroup cooperation mediated the positive effect of status differentiation on team performance. The results highlight the functionality of status differentiation in teams; they also indicate that structural and dynamic forms of status differentiation enhance team performance through different paths.

#### OVERCOMING THE FREE-RIDER PROBLEM: PROSOCIAL BEHAVIOR EARNS DIVERSE MATERIAL AND SOCIAL REWARDS

Robb Willer<sup>1</sup>; <sup>1</sup>University of California - Berkeley – A classic social scientific puzzle is how groups motivate their members to set aside self-interest and make costly contributions to group efforts. This research presents evidence that status serves as a selective incentive motivating contribution. Contributors to collective action signal their group-oriented motivation and conse-

quently earn diverse benefits from group members – in particular, higher status – and these rewards in turn encourage greater giving to the group in the future. A series of laboratory experiments demonstrates that high contributors to collective action were granted higher status, exercised more interpersonal influence, were cooperated with more, and received gifts of greater value. Follow-up studies replicated these findings while discounting various alternative explanations. Mediation and experimental evidence show that giving to the group mattered because it signaled the individual's underlying motivation to help the group. Further research showed that participants who received status for costly contributions subsequently viewed the group more positively and contributed more as a result. These results demonstrate how the allocation of respect to contributors shapes group productivity and solidarity, offering a solution to the free-rider problem.

## Symposia Session D2

### POSITIVE AND NEGATIVE EVALUATION IN SELF-REPORTED PERSONALITY

Friday, January 29, 3:30 - 4:45 pm, Royale Pavilion 2

Chair: Eric Turkheimer, University of Virginia

Speakers: Leonard Simms, Martin Bäckström, Amber Thalmayer, Erik Pettersson

Although it is well-known that evaluation is an important dimension of personality ratings, the substantive meaning of evaluation as a personality construct remains controversial. Is evaluation a legitimate rotation of the five factor model, a response bias, or the top level of a hierarchical model of personality? This symposium presents data on the validity of evaluation as a component of personality ratings. Simms analyzes data from friendship dyads, showing that variability in ratings can be separated into evaluative and non-evaluative components. Bäckström explores differences that result when evaluative and non-evaluative terms are used as markers of similar constructs. Thalmayer and Saucier explore the cross-cultural structure of evaluation using data from several continents. Pettersson and Turkheimer construct a self-report inventory in which positively and negatively valenced markers of five factor model facets are balanced, deriving a positive-negative dimension on which lexically opposite terms like "reckless" and "timid" load in the same direction. Evaluation has at least two aspects: it is a crucial and nearly universal component of personality ratings of all kinds, but it may not be literally descriptive of actual behavior in the same sense as traditional self-report scales. Reflecting the state of the field at this time, the symposium participants do not entirely agree about the relative importance of these two aspects, so we expect spirited discussion of these fundamental issues in the assessment of personality.

#### ABSTRACTS

### THE IMPACT OF EVALUATION VARIANCE ON THE STRUCTURE OF COMMON LEXICON PERSON DESCRIPTORS

Leonard Simms<sup>1</sup>, William Calabrese<sup>1</sup>, Monica Rudick<sup>1</sup>; <sup>1</sup>University at Buffalo, The State University of New York – The impact of evaluation variance on the structure of personality trait descriptors is an understudied area in the literature. In the factor analytic tradition that resulted in the Big Five model, researchers attempted to control the impact of evaluation by simply excluding dictionary terms that were deemed highly evaluative (e.g., Allport & Odbert, 1936; Norman, 1967). However, it is unlikely that person descriptors represent either wholly evaluative or wholly non-evaluative trait variance. A compelling alternative is that all person descriptors include varying proportions of evaluative and trait variance, the latter of which is most relevant to personality trait structure. In the present study, we examined the factor structure of 519 inclusive common language person descriptors (CL-519; Simms et al., in prep) in a sample of 654 friendship dyads. To study the impact of evaluation on structure, we compared a standard principal factor analysis of the CL-519 to three alternative factoring procedures designed to statistically extract evalua-

tive variance from the response matrix and the resulting factor structures: (a) partialling the first unrotated principal component prior to extracting subsequent factors, (b) partialling the variance associated with Positive Valence and Negative Valence as measured by an external measure, and (c) an ipsatized factor solution based on within-person standardized responses. Standard structural analyses revealed clear evidence of additional factors beyond the Big Five. Moreover, the three alternative methods yielded meaningfully different solutions from the standard solution and from one another. The implications for structural personality research will be considered.

### THE EVALUATIVE DIMENSION AS A SEPARATE FACTOR IN PERSONALITY TESTS

Martin Bäckström<sup>1</sup>; <sup>1</sup>Lund University, Sweden – The evaluative content of personality items, also known as their valence, provokes some subjects more than others to make self-ratings in the direction of social desirability, creating an evaluative dimension. One way to investigate the evaluative dimension is to analyze the difference between ratings of items that have a high level of evaluative content with ratings of items that measure the same dimension but have a lower level of evaluative content. This method was used in a study (N= 600) with two versions of an FFM-inventory, one version with items that were high and one with items that were low in evaluative content. Five variables were created based on the difference between the high and low versions of each scale of the FFM-inventory. To test the hypothesis that the evaluative variables, one for each personality factor, form an independent sixth dimension, the personality variables were analyzed together with parcels created based on the five personality scales of the inventory (the version with low level of evaluative content). As predicted, the evaluative variables formed an independent sixth factor. In addition it was found that the evaluative factor correlated highly with self deception and impression management. The importance of these result for personality measurement will be discussed.

### EVALUATION AS A UBIQUITOUS DIMENSION ACROSS LANGUAGES

Amber Thalmayer<sup>1</sup>, Gerard Saucier<sup>1</sup>; <sup>1</sup>University of Oregon – Dictionaries representing twelve languages, mutually isolated, representing diverse cultural characteristics and language families, from multiple continents, were examined to identify common-denominator concepts for human attributes. The languages included were (from Africa) Maasai, Supyire, Senufo, Khoekhoe, Afar, (from Asia) Mara Chin, Hmong, (from Australia, New Guinea, and Oceania) Wikmungkan, Enga, Fijian, (from the Americas) Inuktitut, Hopi, and Kuna. Each one of the nearly 17,000 person-descriptive terms in these dictionaries was cataloged, and a composite list was examined to determine the content (in terms of English translation) of those human attributes most ubiquitously referenced across languages. No fewer than 21 single-word concepts used to describe persons could be identified in all 12 languages. Findings indicate that some personality-attribute concepts may be as cross-culturally ubiquitous as "basic emotion" concepts, but the content of these ubiquitous concepts does not conform to what would be expected based on the most commonly used contemporary dimensional systems for personality. Based on this and other recent studies by our group, we conclude that the more ubiquitously appearing personality concepts are characteristically decidedly evaluative. We further argue that the content of evaluative descriptors in natural language is not adequately covered by concepts of psychopathology because psychopathology has far from full overlap with (im)morality.

### TIMID AND RECKLESS: COUNTERINTUITIVE PROPERTIES OF THE EVALUATION DIMENSION

Erik Pettersson<sup>1</sup>, Erin Horn<sup>1</sup>, Eric Turkheimer<sup>1</sup>; <sup>1</sup> – The strongest dimension to emerge from a factor analysis of a matrix of personality items is not one of the familiar traits of the Five-Factor Model; instead it is a dimension of evaluation including positive, desirable traits at one end and negative, undesirable traits at the other. To explore the properties of this dimension, we developed 30 quadrupled sets of adjectives for each of the thirty facets from the NEO PI-R describing trait dimensions ranging from low and negative, low and positive,



high and positive, to high and negative (cf. Peabody, 1967). For example, the facet modesty was described by the adjectives conceited, confident, humble, and self-deprecating. Three-hundred-and-seventy participants rated themselves on each of the resulting 120 adjectives. The first principal component of the responses correlated highly with evaluation ratings of the adjectives. Moreover, items of opposite meaning but equal evaluative valence loaded in the same direction on the first principle component. For example, self-deprecating and conceited loaded positively, whereas humble and confident loaded negatively. Although such a dimension may have valid external correlates (Block, 1965), it cannot be a valid representation of the actual behavior of a participant. Therefore, we partialled it from the data matrix using Exploratory Structural Equation Modeling (Asparouhov & Muthen, in press). Results demonstrated that once evaluation is controlled, positive and negative descriptors loaded together on meaningful descriptive factors. We conclude that evaluation more of a reporting bias than a valid descriptive dimension of personality.

### Symposia Session D3

#### THE SCIENCE OF MONEY AND RELATIONSHIPS: WAYS THAT MONEY HELPS AND HURTS INTERPERSONAL FUNCTIONING

Friday, January 29, 3:30 - 4:45 pm, Royale Pavilion 5

Chairs: Peter Caprariello, University of Rochester, and Nicole Mead, Kathleen Vohs, Tilburg University, University of Minnesota

Speakers: Nicole Mead, Scott Rick, Peter Caprariello, Xinyue Zhou

Outside of buyer-seller relationships, there is little theoretical basis for expecting that money would influence interpersonal relationships. Yet conventional wisdom and recent research suggests that money – even thoughts of it – influences how people behave toward others. The papers in this symposium move beyond overly simplistic claims that money necessarily helps or hurts relationships. Instead, they ask more nuanced questions about whether, when, and how money affects interpersonal functioning. The first set of talks discuss how money can strain social relationships. Mead, Caruso, Vohs, and Baumeister show that merely reminding people of money causes them to become self-focused and therefore less likable. Rick, Small, and Finkel present evidence that people tend to marry mates with dissimilar feelings toward spending money. Despite this complementary attraction, opposing attitudes toward spending money decreases marital satisfaction by increasing conflict. The second set of talks focus on how money can enhance interpersonal functioning. Caprariello, Reis, and Göritz not only address basic questions of money and happiness, but also suggest how people should spend money to boost happiness: People are happier spending money on interpersonal experiences than on material goods or even experiences alone. Finally, Zhou, Vohs, and Baumeister demonstrate that activating the idea of money soothes the sting of social rejection. It seems that reminders of money act like a salve to mollify interpersonal hurts. Together these papers shed new light on the beneficial and harmful consequences of (real and imaginary) money for social relationships, providing an interpersonal basis for the science of money.

#### ABSTRACTS

**THERE IS NO “YOU” IN MONEY: REMINDERS OF MONEY HEIGHTEN EGOCENTRISM AND DECREASE LIKABILITY** Nicole Mead<sup>1</sup>, Eugene Caruso<sup>2</sup>, Kathleen Vohs<sup>3</sup>, Roy Baumeister<sup>4</sup>; <sup>1</sup>Tilburg Institute for Behavioral Economics Research, Tilburg University, <sup>2</sup>University of Chicago, <sup>3</sup>University of Minnesota, <sup>4</sup>Florida State University – People have a strong need to be liked and accepted by others because social interdependency facilitated survival and reproduction throughout evolutionary history. Money may have a detrimental effect on the motivation to obtain social acceptance because it enables people to obtain what they want regardless of whether they are well-liked. Six experiments tested whether reminders of money strain social relationships. We predicted that they would because reminders of money reduce motivation to engage in cognitive

and behavioral strategies aimed at social acceptance. Compared to control participants, participants who had been reminded of money were worse at remembering information about a peer (Experiment 1), more likely to assume that others share their opinions (Experiment 2), and less likely to take the perspective of others (Experiment 3). Experiment 4 found that being financially dependent on taking the perspective of others wiped out the effect of money reminders on egocentrism, in (what we believe to be) the first demonstration of how to get people to overcome the deleterious biases elicited by reminders of money. Experiments 5 and 6 showed negative effects of money reminders on actual behavior: Relative to participants not reminded of money, participants reminded of money were perceived as not trying very hard to come across as warm and friendly when meeting new acquaintances, which in turn made them less likable. In short, reminders of money strain social relationships by reducing the motivation to gain social acceptance.

#### FATAL (FISCAL) ATTRACTION: SPENDTHRIFTS AND TIGHTWADS IN MARRIAGE

Scott Rick<sup>1</sup>, Deborah Small<sup>2</sup>, Eli Finkel<sup>3</sup>; <sup>1</sup>University of Michigan, <sup>2</sup>University of Pennsylvania, <sup>3</sup>Northwestern University – Money is a common source of marital conflict. Most research about such conflicts has focused on how couples cope with economic hardship. Yet conflict over money likely exists even for couples not struggling financially. If spouses differ in their feelings toward spending money, they may be vulnerable to conflict over money, independent of financial constraints. We used the Tightwad-Spendthrift scale (Rick, Cryder, and Loewenstein, 2008) to examine whether spouses systematically differ in their feelings toward spending money. The scale assesses the extent to which people experience distress when considering spending money. Spendthrifts spend freely, but wish they could spend less. Tightwads spend little, but wish they could spend more. Although people select mates with traits that are similar to their own, similarity is not a universal principle of mate selection. For instance, people tend to be attracted to mates who possess characteristics similar to those they value in themselves, but dissimilarity tends to be appealing for disliked aspects of the self (Klohnen and Mendelsohn, 1998). Thus, if tightwads and spendthrifts are dissatisfied with their spending behavior, tightwads and spendthrifts should be attracted to one another. Consistent with our hypothesis, two studies, with 458 married adults and 110 married couples, revealed that the correlation between the Tightwad-Spendthrift scores of partners was negative and significant. Also as predicted, spendthrift/tightwad differences diminished marital satisfaction. This effect was mediated by arguments over money. Thus, although people are attracted to mates who feel differently toward spending money, these opposing feelings ultimately diminish marital well-being.

#### TO DO WITH OTHERS OR TO HAVE (OR TO DO ALONE)? THE VALUE OF EXPERIENCES OVER MATERIAL POSSESSIONS DEPENDS ON THE INVOLVEMENT OF OTHERS.

Peter Caprariello<sup>1</sup>, Harry Reis<sup>2</sup>, Anja Göritz<sup>3</sup>; <sup>1</sup>University of Rochester, <sup>2</sup>University of Rochester, <sup>3</sup>University of Erlangen-Nürnberg – How can money be used to enhance one’s own happiness? Recent studies have addressed this question. Van Boven and Gilovich (2003) showed that spending money on experiences makes people happier than spending money on material possessions. We take this finding to the next level by proposing that the key hidden variable in this effect is whether the experience includes another person. Dunn, Aknin, & Norton (2008) showed that spending money on others makes people happier than spending money on themselves. Therefore, the present research tested whether spending money on experiences makes people happy because many people’s experiences naturally include the involvement of others. Hence, the social component of many experiences (e.g., vacationing with others versus vacationing alone) may render them better able to make people happy, relative to material possessions. This also leads to the secondary prediction that experiences with others makes people happier than experiences by oneself. A series of experiments supported these predictions. Experiment 1 showed that when deciding between hypothetical social experiences and material possessions, people chose and said they would be made happier by social experiences.

Moreover, when deciding between material objects and solitary experiences, people chose and said they would be made happier by material objects. The same pattern of preferences was confirmed in a large sample of German respondents who considered actual past purchases (rather than hypothetical purchases). In short, taking into account the relationship context of experiences appears to be key to predicting what kind of monetary purchases best lead to happiness.

**REMINDERS OF MONEY ALTER SOCIAL DISTRESS AND PHYSICAL PAIN** Xinyue Zhou<sup>1</sup>, Kathleen Vohs<sup>2</sup>, Roy Baumeister<sup>3</sup>; <sup>1</sup>Sun Yat-Sen University, <sup>2</sup>University of Minnesota, <sup>3</sup>Florida State University – Money can obviously help when people feel pain, such as to buy cures, creams, or other aids. But can money symbolically help alleviate pain as well? We found that it does, in three experiments that tested whether mere reminders of money lessen the pain of social rejection. Experiment 1 found that people who counted out slips of currency, relative to people who counted out slips of paper, felt less distress over being socially rejected during an online ball-tossing game. Experiment 2 found that people who were socially rejected by a group of peers, compared to people who were not socially rejected, showed signs of desiring money more: They represented coins as larger, offered to trade more nice things (e.g., sunshine, music) to be a millionaire, and gave less of their own money to an orphanage. Experiment 3 showed that reminders of money that people have spent during the past month makes social rejection feel more painful (using the same online ball-tossing game as Experiment 1), compared to being reminded of the weather for the past month. Money thus seems to act as a symbolic inner resource that people can call upon to help them cope with challenges to their interpersonal well-being.

#### Symposia Session D4

### THE NATURE, CAUSES AND CONSEQUENCES OF OBJECTIFICATION

Friday, January 29, 3:30 - 4:45 pm, Royale Pavilion 6

Chairs: Steve Loughnan, University of Melbourne, and Anna Newheiser, Yale University

Speakers: Jeroen Vaes, Anna-Kaisa Newheiser, Jamie L. Goldenberg, Steve Loughnan

To date, research on objectification – treating people as objects – has concentrated on the intrapersonal effects of objectifying the self, while remaining relatively silent on the objectification process itself. However, the field is currently experiencing rapid conceptual and empirical change, with researchers returning to earlier accounts of objectification in order to understand how and why people treat others as objects. The emerging consensus is that objectification consists of a failure to recognize the objectified as fully human. Across a range of international settings, this symposium showcases research from this new perspective on objectification, exploring how and why people objectify others and the consequences of doing so. Four independent, methodologically diverse presentations converge to demonstrate that objectification entails viewing the other as less than fully human. To explore why this might occur, two presentations examine the underlying processes. Vaes, Puvia, and Paladino examine sex differences in the objectification of female targets, arguing that while men are motivated by sexual desire, women are motivated by social distance. Newheiser, LaFrance, and Dovidio investigate why people fail to refrain from objectifying others, finding that males – but not females – underestimate the harmfulness of being objectified. Examining the consequences for the target, Goldenberg and Heflick demonstrate that objectification reduces perceived competence and warmth, leading to decreased public support. Loughnan and Haslam focus on the moral domain, showing that the objectified are viewed as lacking moral status and pain sensitivity. Combined, these studies offer new insight into the nature and negative consequences of objectification.

#### ABSTRACTS

**ARE SEXUALIZED FEMALE TARGETS HUMAN BEINGS? WHY MALES AND FEMALES DEHUMANIZE SEXUALLY OBJECTIFIED WOMEN** Jeroen Vaes<sup>1</sup>, Elisa Puvia<sup>1</sup>, Maria Paola Paladino<sup>2</sup>; <sup>1</sup>University of Padova, <sup>2</sup>University of Trento – Focusing on the dehumanization of sexually objectified targets, the present set of studies measured human associations with male and female objectified and non-objectified targets. Adapting a SC-IAT in Study 1, only sexually objectified female targets were associated less with uniquely human words compared to objectified male and both non-objectified targets. Importantly, both male and female participants showed these dehumanizing results, but likely for different reasons. Hypothesizing that females dehumanize objectified female targets because they see them as a disliked subcategory, Study 2 measured the extent to which female participants saw objectified women as a subcategory and identify with them. Results indicated that only female participants who distance themselves from objectified female targets tend to dehumanize them. Study 3, instead, focused on male participants and tested the hypothesis that sexual attraction lies at the basis of males' dehumanization of objectified female targets. Male participants were either primed with a sex goal or not and their tendency to dehumanize female targets was measured. Importantly, the female targets in this study were not objectified or sexually arousing per se, but could be seen as such as a result of the manipulation. In addition, participants had to select an attractive or a competent female collaborator for an ostensible online mathematical task. Results indicated that only males with an active sex goal dehumanized the female targets and preferred the attractive instead of the competent collaborator. Taken together, these results indicate the opposing motivations that make both males and females dehumanize objectified women.

**OTHERS AS OBJECTS: HOW WOMEN AND MEN UNDERSTAND THE CONSEQUENCES OF OBJECTIFICATION** Anna-Kaisa Newheiser<sup>1</sup>, Marianne LaFrance<sup>1</sup>, John F. Dovidio<sup>1</sup>; <sup>1</sup>Yale University – Research on sexual objectification has identified several negative consequences for objectified women. Little is known, however, about whether people recognize the negative impact objectifying treatment has on others. We examined people's potential underestimation of the negative emotional consequences of being objectified. Because sexual objectification occurs when a person is evaluated primarily based on physical or sexual attributes, we propose that objectifying another person impairs the perceiver's understanding of that person's psychological state. In particular, because men have relatively little personal experience with being objectified, we expected them to be more likely than women to show signs of such limited understanding. In Study 1, participants were either induced to objectify a female target by focusing on her attractiveness, or instead focused on her health. Women were more likely than men to perceive negative emotions in the objectified target. Study 2 examined whether this sex difference could be explained by men's relative lack of motivation to attend to objectified targets' experience. To increase motivation, participants were induced to identify with objectified and non-objectified targets by imagining themselves in the targets' position. Although both sexes reported experiencing more negative and less positive affect after identifying with objectified (vs. non-objectified) targets, the effect was considerably weaker for men. This finding indicates that factors beyond motivation, such as personal experience with being objectified, are likely to be involved in men's relatively poorer understanding of objectified targets' experience. Together, the findings implicate underestimation of the negative impact of being objectified in the perpetuation of sexual objectification.

**WOMEN AS OBJECTS: THE EFFECTS OF APPEARANCE FOCUS ON PERCEPTIONS OF WOMEN'S COMPETENCE, WARMTH, AND HUMANNES** Jamie L. Goldenberg<sup>1</sup>, Nathan A. Heflick<sup>1</sup>; <sup>1</sup>University of South Florida – Few would debate: women are evaluated on the basis of their appearance more so than men. Research has documented intra-psy-

chological consequences for women, however, little empirical attention has been given to how focusing on a woman's appearance affects the way she is perceived by others. We suggest that 1) focusing on a woman's appearance induces perceptions of the woman as an object, whereas focusing on the appearance of men is not similarly objectifying; and 2) objectified individuals should be perceived as less competent, less warm and less fully human. We merge these propositions to hypothesize that focusing on women's, but not men's, appearance should reduce perceptions of their competence, warmth, and humanness. Supporting this, we present finding revealing that when participants focused on the appearance of Sarah Palin or Angelina Jolie, they perceived each woman to be less competent and less fully human (people evaluating Palin's appearance also reported reduced likelihood to vote for the McCain-Palin ticket prior to the 2008 election). We demonstrated the specificity of this phenomenon to perceptions of women by replicating the decreased competence effect in response to focusing on the appearance of Michelle, but not Barack, Obama. In a follow-up to this, we manipulated the attractiveness of the target as well as the gender, and found that women were perceived as less warm when evaluated on the basis of their appearance regardless of their level of attractiveness; but again, perceptions of males were not affected.

#### **OBJECTIFICATION AND DIMINISHED PERSONHOOD: THE DENIAL OF MIND AND MORAL CONCERN TO OBJECTIFIED OTHERS** Steve

Loughnan<sup>1</sup>, Nick Haslam<sup>1</sup>; <sup>1</sup>University of Melbourne – Being objectified means more than simply being viewed in a sexualized manner. It implies that someone's personhood has been diminished or denied and they are instead seen as an object. Philosophers have argued that when people are objectified they are viewed as if they lack the mental states and moral status associated with personhood, but this claim has been largely neglected by psychologists. Three studies investigated how objectification leads to de-personalization, assessed by judgments of mind, competence, and moral concern. Study 1 examined the relationship between objectification and mind attribution, finding that objectified people are viewed as deficient on a range of mental states compared to non-objectified people. In Study 2, objectified women were attributed less mind and were accorded lesser moral concern than non-objectified women. Study 3 replicated the results of the two preceding studies with both male and female targets. Objectified people were denied mental attributes and this led to decreased perceived job competence and lower IQ. Objectified people were also viewed as lacking moral status and as having lesser sensitivity to pain. In short, this research shows that objectified people may be viewed as non-persons; they are denied mind and moral status and seen as possessing lower intelligence, less competence, and decreased capacity for suffering. The implications of these findings for understanding sexism and violence will be discussed.

#### **Symposia Session D5**

#### **UNDERSTANDING IMPLICIT AND EXPLICIT ATTITUDES: EXPLORING THE DUAL-SYSTEMS PERSPECTIVE**

Friday, January 29, 3:30 - 4:45 pm, Royale Pavilion 3-4

Chairs: Michael J. McCaslin, Ohio State University, and Chris Loersch, University of Missouri

Speakers: Robert Rydell, Kate A. Ranganath, Aiden P. Gregg, Michael J. McCaslin

In recent years, dual-process logic has been applied to a wave of new dual-systems models of human thought and behavior. This trend is particularly evident in models of evaluation, and recent research on the topic has sparked debate regarding the formation and expression of attitudes. In particular, some investigators have proposed the existence of relatively independent implicit and explicit attitudes that stem from separate associative and deliberative processing systems, whereas other researchers argue that this distinction is not necessary to account for the current data. In this symposium, we seek to further the discussion of this dual-systems logic by providing new research findings that explore the

formation and possible interplay of implicit and explicit attitudes. First, Rydell will present a dual-systems model that offers an explanation for dissociations between implicit and explicit attitude measures. Then, Ranganath and Nosek will provide an account of how and when evaluative associations generalize to implicit and explicit attitudes. Next, Gregg and Sedikides will explore the nature of implicit and explicit attitudes by examining implicit and explicit self-esteem in relation to narcissism. Finally, McCaslin, Loersch, and Petty will present data showing that implicit and explicit attitude measures can be mutually influenced by associative and deliberative processing. Together, these presentations offer greater understanding of the key factors that impact implicit and explicit attitude formation and the conditions under which different evaluative processes may or may not interact.

#### **ABSTRACTS**

**A SYSTEMS OF EVALUATION MODEL** Robert Rydell<sup>1</sup>; <sup>1</sup>Indiana University – The Systems of Evaluation Model (SEM; McConnell, Rydell, Strain, & Mackie, 2008; Rydell & McConnell, 2006) assumes that people utilize two different mental systems when they evaluate entities: an associative system and a rule-based system. The associative system of evaluation is relevant to understanding how quick and relatively spontaneous evaluations form and function by following the basic principles of similarity and contiguity. The rule-based system fits with a conceptualization of evaluations based on conscious deliberation or syllogistic reasoning, which can reveal quick but resource-dependent changes. In the SEM, systems refer to aspects of the mind that use particular types of information and operating principles to render evaluations, actively or passively. Essentially, each system can be conceived of as an interrelated group of mechanisms that are dedicated to evaluation. Because the two systems differ in their inputs and style of information processing, their outputs can differ. A system approach assumes that two broad groups of processes and mechanisms that operate and serve to disambiguate the attitude object, its features, and its value to (or probable impact on) the perceiver given current environmental constraints and perceiver goals. As evidence for this model, several experiments in which implicit attitude measures are more sensitive to associative forms of information (e.g., subliminal primes, associative cues) and explicit attitude measures are more sensitive to symbolic forms of information will be presented. These experiments demonstrate that utilizing a "systems" model offers a viable account for certain dissociations between implicit and explicit attitude measures.

#### **PROCESSES IN IMPLICIT AND EXPLICIT ATTITUDE GENERALIZATION** Kate A. Ranganath<sup>1</sup>, Brian A. Nosek<sup>2</sup>; <sup>1</sup>Tilburg University, <sup>2</sup>University of Virginia

Attitude transfer is the formation of attitudes toward a novel stimulus based on its associations with other valenced stimuli. Based on distinguishing between associative and propositional processes (Gawronski & Bodenhausen, 2006), implicit evaluations of one stimulus object may generalize to other stimuli through simple associations, despite explicit attitudes to the contrary. In several studies, we used an attitude generalization paradigm to examine distinct influences on the formation of implicit and explicit attitudes. Implicit evaluations of novel individuals readily generalized to new individuals described as belonging to the same group; explicitly, participants resisted such generalization. Days later, both implicit and explicit evaluations of the original individuals generalized to the new individuals. The results suggest that associative links (e.g., shared group membership) are sufficient for implicit attitude generalization, but deliberative logic (e.g., individual group members are not necessarily the same) can reduce explicit generalization-by-association. When knowledge distinguishing who-did-what is unavailable, such as after forgetting, associative knowledge provides the basis of explicit evaluation. We conclude that a simple association linking one individual to another can produce implicit attitude generalization immediately and explicit attitude generalization eventually. We suggest that resisting attitude transfer requires the ability to deliberately refrain from generalization. If there is no such ability, activated associa-

tions play a greater role in explicit judgments. In this way, implicit attitudes might influence explicit attitudes. However, deliberately trying to exert cognitive control might lead to explicit attitudes that influence implicit attitudes.

**EXPLICIT AND IMPLICIT SELF-ESTEEM: CONTINUING CONUNDRUMS OF QUANTITY, QUALITY, AND CONSISTENCY** Aiden P. Gregg<sup>1</sup>, Constantine Sedikides<sup>1</sup>; <sup>1</sup>Centre for Research on Self and Identity, University of Southampton—Self-esteem can be defined as a summary attitude towards self. Hence, it can also be characterized in terms of the distinction between explicit and implicit attitude. Moreover, implicit self-esteem (ISE), variously indexed, has been hypothesized to better reflect, either in isolation or conjunction, the quality or security of self-regard, whereas explicit self-esteem (ESE) has been hypothesized to better reflect the quantity of self-regard, potentially fragile. Using as a starting point our own and others' research into the hypothesis that the narcissistic self-aggrandizement represents a compensation for fragile self-regard, we critically review the expected and observed antecedents, correlates, and consequences of ESE and ISE, and the statistical patterns underlying them. We arrive at the sobering conclusion that, although some isolated findings point to ISE being a significant psychological phenomenon exhibiting discriminant predictive validity, the accumulated empirical record nonetheless contains a critical mass of inconsistencies, anomalies, and problems of interpretation that cast doubt on ISE as the sine qua non of secure self-regard. We emphasize the need for more specific and coherent theoretical accounts of why and how ISE should reflect secure self-regard, and offer one testable model of how, in respect of their relation to narcissism, ISE and ESE can be causally connected but nonetheless dispositionally diverge.

**ATTITUDE DISSOCIATION? THE INTERPLAY OF ASSOCIATIVE AND DELIBERATIVE ATTITUDE PROCESSES** Michael J. McCaslin<sup>1</sup>, Chris Loersch<sup>2</sup>, Richard E. Petty<sup>1</sup>; <sup>1</sup>Ohio State University, <sup>2</sup>University of Missouri—Recently, 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. We present research that examines whether or not different measures of attitudes (i.e., implicit or automatic versus explicit or deliberative) are uniquely sensitive to different bases of attitudes (i.e., associative versus deliberative). Much prior research in which either associative or deliberative processes served as the sole foundation of attitudes revealed that either process could affect both implicit and explicit measures. More recent research in which both kinds of processes operated simultaneously, however, suggested that different attitude measures might reflect independent modes of evaluation (i.e., implicit measures are solely impacted by association-based processes and explicit measures are only affected by deliberative processes). In two studies, we show how either result could occur depending on methodological aspects of the study. For example, with respect to explicit measures, a social judgeability perspective can account for both potential outcomes. The results of our research demonstrate that although implicit and explicit attitude estimates diverge under "natural" conditions, the two converge when efforts to eliminate social judgeability concerns are taken. These findings suggest that some dissociations between implicit and explicit attitude measures occur because individuals are hesitant to report consciously inexplicable "gut feelings" towards certain attitude objects. When social judgeability concerns are reduced, the impact of associative and deliberative processes of attitude formation can be captured by both implicit and explicit measures.

## Symposia Session D6

### BEYOND RECOGNITION: WHAT ARE THE SOCIAL (AND NOT-SO-SOCIAL) FUNCTIONS OF EMOTION EXPRESSIONS?

Friday, January 29, 3:30 - 4:45 pm, Royale Pavilion 7-8

Chairs: Jessica L. Tracy and Azim F. Shariff, University of British Columbia

Speakers: Azim F. Shariff, Arne Ohman, Alexander Todorov, Adam K. Anderson

A large literature has demonstrated that a small set of emotions are associated with distinct, cross-culturally recognized, nonverbal expressions, leading many to conclude that these expressions are evolved. However, surprisingly few studies have asked why emotion expressions might have evolved. Most researchers assume that emotions communicate evolutionarily significant information, but Darwin speculated that these expressions originated not for the purpose of social communication, but rather to promote basic physiological changes. This leads to the question: did emotion expressions evolve to serve social functions? Here, we present the latest work from researchers directly tackling this issue. Shariff and Tracy will present evidence for social functions of two self-conscious emotions, pride and shame, which may communicate shifts in social status even in the face of conflicting contextual information. Ohman and Juth will take a nuanced approach to the longstanding, evolutionary predicated question of whether observers attend more quickly to happy or angry faces in a crowd. Todorov will demonstrate links between the facial-structure dimensions that allow for perceptions of trustworthiness from neutral expressions and that underlie anger and happiness expressions—providing a dimension-based explanatory account of these displays. Anderson will also focus on the dimensional structure of expressions, providing long-awaited empirical support for Darwin's proposition that expressions' original functions are more related to physiological coping than social communication, but have been co-opted to serve a more social purpose. Together, these talks mark the beginning of a new explanatory account of emotion expressions, focused less on what is expressed, and more on why.

## ABSTRACTS

### THE IRREPRESSIBLE COMMUNICATIVE POWER OF THE EMOTION EXPRESSIONS OF PRIDE AND SHAME

Azim F. Shariff<sup>1</sup>, Jessica L. Tracy<sup>1</sup>; <sup>1</sup>University of British Columbia—If emotion expressions are evolutionary rooted (at least in part) in social communication, then it is likely that humans developed a pair of complimentary adaptations - one to display distinct and universally recognizable expressions, and another to 'read' the meaning of these displays in others. Here, we present evidence for both abilities, using the emotions of pride and shame as examples. Theorists have long noted similarities between the pride and shame nonverbal expressions, in humans, and the dominance and submission displays found throughout the animal kingdom. We show that individuals indeed tightly associate status with pride and shame displays, and that these expressions are integral to the social communication of high and low status, respectively. First, humans around the world—including congenitally blind individuals who have never seen others' emotion expressions—reliably display pride and shame expressions in response to status-relevant situations such as personal success or failure. Second, observers respond to these expressions by implicitly and unavoidably granting or withdrawing social status accordingly, and the pride expression, in particular, is a stronger status signal than any other emotion expression examined, including anger and happiness. Moreover, these implicit status judgments occur and influence decision-making even when observers are confronted with explicitly contradictory contextual information about the expresser's status. These findings demonstrate the irrepressible communicative power of the pride and shame displays, and suggest that these emotion expressions may have evolved to influence important social judgments as powerfully as rational knowledge of the situational context.

### CONDITIONS FOR PREFERENTIALLY ATTENDING TO AN ANGRY FACE IN A CROWD

Arne Ohman<sup>1</sup>, Pernilla Juth<sup>1</sup>; <sup>1</sup>Karolinska Institute—From a Darwinian perspective, it makes eminent sense that humans should more quickly direct their attention to an angry than to a happy face in a crowd of faces. An angry face conveys a potential threat, which may call for an immediate action, whereas a happy face invites social interaction and acceptance, which is less demanding in terms of urgent action. The empirical support for this "angry superiority effect", however, is very mixed. Therefore, we developed and tested a novel theory to reconcile

opposing findings in the literature on visual search for emotional target faces among neutral distractor faces. We predicted and found that the nature of the distractor stimuli was very important, with overall better search performance when distractors were redundant (i.e., “familiar”, because they were drawn from a small rather than large stimulus set). This effect interacted with target gender and target emotion. Female happy target faces were always more quickly detected than female angry target faces. Similarly, a happy target face advantage was obtained with male target faces when the distractors were non-redundant. However, more rapid detection of angry than happy target faces was observed with male targets and redundant distractors. Thus, our results demonstrate that claims of an anger superiority effect in visual search for faces are empirically valid, but only under circumscribed boundary conditions. From a social perspective, it is interesting to note that these boundary conditions included male targets in the context of familiar faces—a common situation for interpersonal violence.

### **THE FUNCTIONAL BASIS OF EVALUATION OF FACES ON SOCIAL DIMENSIONS** Alexander Todorov<sup>1</sup>, Chris Said<sup>1</sup>, Nikolaas Oosterhof<sup>1</sup>;

<sup>1</sup>Princeton University—People reliably and automatically make personality inferences from facial appearance despite little evidence for their accuracy. Using data-driven methods, we show that the two primary dimensions for social evaluation of faces are valence/trustworthiness and power/dominance. We argue that these evaluations reflect attempts to infer the intentions of the person. Specifically, the valence dimension maps onto inferences about the person’s harmful intentions and determines approach/avoidance decisions. The dominance dimension maps onto inferences about the person’s ability to cause harm. Here, we present three independent lines of evidence that inferences along the valence dimension from emotionally neutral faces are based on similarity to emotional expressions signaling approach/avoidance behavior. First, using a variant of reverse correlation, we created a computer-generated imagery model of face valence/trustworthiness. Exaggerating faces along this dimension in the positive direction produced faces expressing happiness. Exaggerating faces in the negative direction produced faces expressing anger. Second, using a vision classifier trained to identify basic emotional expressions, we show that the probabilities of categorizing emotionally neutral faces as angry or happy predict trait inferences related to the valence dimension of face evaluation. Third, using dynamic emotional faces, we show that congruent changes in face trustworthiness intensify the perception of emotions of anger and happiness. For example, anger is perceived as more intense when expressed by an untrustworthy face and, particularly, when the expression of emotion is accompanied by a change from a trustworthy to an untrustworthy face (i.e., moving from features resembling happy to features resembling angry expressions).

### **FACIAL EXPRESSION FORM AND FUNCTION** Adam K. Anderson<sup>1</sup>;

<sup>1</sup>University of Toronto—Facial expressions are instrumental in communicating one’s internal emotional state and in regulating social interactions. Over 130 years ago, Darwin hypothesized that emotional expressions originate in a less appreciated functional role—to modify preparedness for perception and action. We examined whether the specific appearance of emotion facial expressions may originate in their potential for altering sensory systems whose receptors reside on the face, in the service of regulating sensory input. Our results provide evidence for this thesis and two of Darwin’s evolutionarily derived principles of emotional expressive behavior: 1) “serviceable associated habits” or “function”—whereby specific facial expressions originate in patterns of movement serving adaptive functions for the expresser, and 2) “antithesis” or “form”—whereby emotions with opposite functions are opposites in physical configuration. Our second thesis is that, despite these origins, facial expressions have been co-opted, maintained, and further shaped for their more primary role as social signals. First, with regard to the reception of facial signals, we draw upon opponent coding (similar to color perception) to show how oppositions in facial expression structure are mirrored in perceiver’s brains. Second, with regard to the sending of facial signals, we

show how expressions of moral disgust in response to unfair social exchanges originate from a primitive facial response to the rejection of bad tastes. These convergent sources of evidence demonstrate that facial expressions may have a sensory-functional origin, but this function has critically extended from the physical to the social environment.

### **Symposia Session D7**

#### **THE ORIGINS, PREDICTORS, AND MODERATORS OF RELIGIOUS BELIEFS AND INVOLVEMENT**

Friday, January 29, 3:30 - 4:45 pm, Capri Rooms 101-102

Chairs: Joni Sasaki and Heejung Kim, UC Santa Barbara

Speakers: Azim Shariff, Kristin Laurin, Joni Sasaki, Adam Cohen

Considering its scope of influence, research on religion is vastly underdeveloped in psychology. However, recent empirical investigations have made notable progress towards a more nuanced understanding of why people are religious and how religion impacts people’s lives. The speakers of this symposium will contribute their unique perspectives on the origins, predictors, and moderators of religious beliefs and involvement. Norenzayan and Shariff will begin the session by addressing the prevalence of belief in a supernatural deity and regional variations in religiosity from a cultural evolutionary perspective. They will also demonstrate some of the benefits and consequences of religious involvement. In the second talk, Laurin, Kay, and Moscovitch will build on their work showing that belief in a controlling God can compensate for a lack of personal control. Specifically, they will present research findings showing that anxiety from threats to personal control can predict greater belief in a controlling God, but that this increase in belief can be eliminated using a misattribution of arousal procedure. The third talk, by Sasaki and Kim, will show how the effects of religion can be moderated by culture. Using a cultural psychological perspective, their research will demonstrate how the impact of religion on personal control may be more relevant for people from individualistic cultures. In the fourth talk, Cohen will show that the relationship between religiosity and political alignment is moderated by race. Each presentation will address important questions about the universal versus culture-specific implications of religious belief and involvement.

#### **ABSTRACTS**

#### **THE CULTURAL EVOLUTION OF RELIGIOUS INVOLVEMENT** Ara

Norenzayan<sup>1</sup>, Azim Shariff<sup>1</sup>; <sup>1</sup>University of British Columbia—Religions have existed in all societies throughout recorded history. Even in modern societies, only a small proportion of the world denies the existence of a supernatural deity. In this talk, we review experimental and cross-cultural evidence that links religion to prosocial tendencies. We present a cultural evolutionary account of why religion is so prevalent, why it remains more pronounced in certain regions of the world than others, and why the spread of atheism faces considerable challenges. In addition, we will present data showing that the same religious involvement that ties people together lead to an entangled combination of ingroup altruism and outgroup conflict.

#### **GOD IN A RANDOM WORLD: RELIGIOUS BELIEF AND THE THREAT OF PERCEIVED DISORDER** Kristin Laurin<sup>1</sup>, Aaron Kay<sup>1</sup>, David Moscovitch<sup>1</sup>;

<sup>1</sup>University of Waterloo—The need to feel personal control over the events in our lives is a widely documented human need. The satisfaction of this need is said to protect people from the psychologically stressful perception that the world is random. However, beliefs about personal control cannot always be uniformly high: most people’s everyday life contains at least some experiences, such as missing an appointment due to a late bus, or receiving an unexpected visit from a friend, that highlight the ways in which they do not have personal control. Recent research we have conducted suggests that beliefs in the existence of a controlling God can compensate for fluctuating personal control beliefs: when feelings of personal control are threatened, participants increase their endorsement

of a controlling God. In this presentation, we describe evidence documenting the extent to which this process is motivated, and driven by attempts to down-regulate the arousal or anxiety associated with perceptions of randomness. That is, we present studies testing the hypothesis that threats to perceived order engender anxiety and that attempts to cope with this anxiety produce increased beliefs in a controlling God. These studies demonstrate that (i) the anxiety associated with threats to personal control predict subsequent beliefs in a controlling God and (ii) providing participants an opportunity to misattribute feelings of arousal to a placebo pill eliminates the effects of control threat on belief in a controlling God.

**AT THE INTERSECTION OF CULTURE AND RELIGION: A CULTURAL ANALYSIS OF THE EFFECT OF RELIGION ON CONTROL** Joni Sasaki<sup>1</sup>, Heejung Kim<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara – Research suggests that religion helps people maintain a sense of control in difficult situations, but little is known about how culture may influence the effects of religion. Given that people from individualistic cultures, such as European Americans, are more motivated towards personal agency and control than people from collectivistic cultures, such as East Asians, the current research examines the interaction of culture and religion on control. In Study 1, participants were either primed with religion or not and were observed during a mild distress situation. Results showed that priming religion influenced acts of personal control for European Americans but not Asians/Asian Americans. Using daily diary methodology, Study 2 showed that religious coping was associated with personal control for European Americans but not East Asians, and religious coping predicted more social coping for both cultural groups. In Study 3, a content analysis of mission statements on church websites showed that while themes of personal agency (e.g., spiritual growth, inclusion of diverse members) were more prevalent on American church websites, themes of relationships (e.g., close relationships within the church, social activities with other church members) were more prevalent on Korean church websites. Taken together, our findings suggest that the functions and implications of religion may vary for individuals depending on their cultural background.

**RACE AS A MODERATOR OF THE RELATIONSHIP BETWEEN RELIGIOSITY AND POLITICAL ALIGNMENT** Adam Cohen<sup>1</sup>; <sup>1</sup>Arizona State University – Religiosity, especially religious fundamentalism, is often assumed to have an inherent connection with conservative politics. We propose that the relationship varies by race in the United States. In Study 1 race moderated the relationships between religiosity indicators and political alignment in a nationally representative sample. The effect replicated in a student sample with more reliable measures (Study 2). Among both Black and Latino Americans the relationship between religiosity and conservative politics is far weaker than it is among White Americans, and it is sometimes altogether absent. In Study 3, a tradition-focused view of religion was found to more strongly mediate the link between religiosity and political attitudes among Whites than it did among Blacks and Latinos. We argue that the relationship between religiosity and political alignment is best understood as a product of cultural-historical conditions associated with group memberships.

## Symposia Session D8

### PROHIBITIONS AND PUNISHMENTS: IMPLICATIONS FOR MORAL PSYCHOLOGY

Friday, January 29, 3:30 - 4:45 pm, Capri Rooms 103-106

Chairs: Sana Sheikh and Ramila Usoof-Thowfeek, University of Massachusetts Amherst

Speakers: Sana Sheikh, Fiery Cushman, Ramila Usoof-Thowfeek, Kevin M. Carlsmith

Punishment is a phenomenon central to morality: People often feel justified, and even obligated, to punish those who have violated moral prohibitions. Indeed, punishment of prohibited behavior lies at the very

foundation of maintaining social order, a central motivation underlying morality. In light of its significance to the study of moral psychology, the current symposium brings together four programs of research that examine the complex, yet inextricable relations between moral prohibitions and punishment. Examining the dimensions of prohibitions and punishments provides a richer understanding of moral conduct, informing areas ranging from the socialization of prohibitions to the use of torture as retributive punishment for moral violators. Specifically, we ask: Do people adhere to prohibitions to avoid punishing outcomes? Are prohibitions socialized through authoritarian, punitive parenting, and are they associated with particular moral emotions (Sheikh)? When violated, are the subsequent punishments strongly influenced by the transgressor's intentions or by the outcomes alone (Cushman)? And what is the role of the prohibition "do no harm" when deciding on an appropriate punishment for its violation? How does effortful processing change automatic reactions to violations of prohibitions (Usoof-Thowfeek)? Recent work has found that punishment is motivated by retribution rather than utilitarian concerns; which of these motives underlie the use of torture? Is the desire to use torture driven by the effectiveness of the technique or by the (im)moral status of the transgressor (Carlsmith)?

## ABSTRACTS

**MORAL PROHIBITIONS, AUTHORITARIAN PARENTING, AND FEELINGS OF SHAME** Sana Sheikh<sup>1</sup>, Ronnie Janoff-Bulman<sup>1</sup>; <sup>1</sup>University of Massachusetts Amherst – From a self-regulatory perspective, prohibitions reflect a motivation to inhibit immoral, punishing outcomes. Janoff-Bulman, Sheikh, and Hepp (2009) have found that prohibitions ("should nots"), but not prescriptions ("shoulds"), are avoidance-motivated, related to the Behavioral Inhibition System and increase after threat situational primes. I present four studies that examine the socialization and emotional implications of a self-regulatory perspective on prohibitions. Early, punitive interactions with parental figures may in fact socialize prohibitions; in particular, authoritarian parenting may restrict immoral behavior through the threat of punishment, but not foster socially valuable, prescriptive behaviors. Studies 1 and 2 find that adhering to prohibitions and making proscriptive moral judgments are both positively related to having punitive, authoritarian parents. However, authoritarian parenting is not associated with adherence to prescriptions or making prescriptive moral judgments. Prohibitions also incur distressing emotions when violated: Because shame is related to an avoidance-orientation, where higher shame-proneness is associated with the Behavioral Inhibition System (Study 3), transgressing a prohibitive rule is likely to incur more shame (Study 4) than other non-avoidance moral emotions, such as guilt. Overall, a motivational perspective on morality informs both the socialization of prohibitions and the self-evaluative consequences following their transgressions.

**ACCIDENTAL OUTCOMES GUIDE PUNISHMENT IN A "TREMBLING HAND" GAME** Fiery Cushman<sup>1</sup>, Anna Dreber<sup>1</sup>, Ying Wang<sup>1</sup>, Jay Costa<sup>2</sup>; <sup>1</sup>Harvard University, <sup>2</sup>Stockholm School of Economics – How do people reward and punish accidents? We explore this question in a two-player economic game where allocations are made with a "trembling hand": that is, intentions and outcomes are sometimes mismatched. Player 1 allocates \$10 between herself and Player 2 by rolling one of three dice. One die has a high probability of a selfish outcome, another has a high probability of a fair outcome, and the third has a high probability of a generous outcome. Based on Player 1's choice of die, Player 2 can infer her intentions. However, any of the three die can yield any of the three possible outcomes. Player 2 is given the opportunity to respond to Player 1's allocation by adding to or subtracting from Player 1's payoff. We find that Player 2's responses are influenced substantially by the accidental outcome of Player 1's roll of the die. Comparison to control conditions suggests that in contexts where the allocation is at least partially under the control of Player 1, Player 2 will hold Player 1 accountable for unintended outcomes. In addition, Player 2's responses are influenced by Player 1's intention. However, Player 2 tends to modulate his responses substan-

tially more for selfish intentions than for generous intentions. This novel economic game provides new insight into the psychological mechanisms underlying social preferences for fairness and retribution.

**HARM AND COGNITIVE PROCESSING: WHAT MATTERS WHEN PUNISHING MORAL TRANSGRESSIONS?** Ramila Usoof-Thowfeek<sup>1</sup>, Ronnie Janoff-Bulman<sup>1</sup>; <sup>1</sup>University of Massachusetts Amherst – Morality

ensures social order and cohesion by preventing people from over-benefiting the self and punishing those who engage in violations of such prohibitions. The nature and the severity of the punishment, however, can depend on several factors. Prior research on morality, for example, has shown that responses to moral transgressions may depend on the type of infringement in question. In two studies we focused on cognitive processing and harm as factors that would impact the nature and severity of punishments. The differential impact of automatic and deliberative processing on outcomes is evidenced by a large body of research in several areas of social psychology. However, in moral psychology research has typically focused on one or the other. In these studies automatic and deliberative processing were manipulated to assess their impact on people's responses to moral transgressions. We also examined how the presence or absence of harm of others affected punishments. Both studies involved instances of serious academic dishonesty that clearly over-benefited the self, but in Study 2 the violation also harmed others. In Study 1 deliberative judgments were more lenient than automatic judgments, whereas in Study 2 the reverse was observed. It appears that under controlled processing harm produces "augmentation" of automatic punishment responses, while its absence is likely to result in "discounting" of these more intuitive reactions. These studies provide evidence of the divergence in moral judgments created both by differences in cognitive processing and the presence and absence of harm.

**THE FINE LINE BETWEEN INTERROGATION AND RETRIBUTION** Kevin M. Carlsmith<sup>1</sup>, Avani M. Sood<sup>2</sup>; <sup>1</sup>Colgate University, <sup>2</sup>Princeton University – The

use of harsh interrogation techniques on terrorism suspects is typically justified on utilitarian grounds. The present research suggests, however, that those who support such techniques are fuelled by retributive motives. An experimental study conducted with a broad national sample of U.S. residents found that the desire for harsh interrogation is largely isomorphic with the desire to punish, and that both effects are mediated by the perceived moral status of the target, but not the perceived effectiveness of the interrogation. Results are discussed with regard to retributive justice and the national policy on interrogation and torture.

**Symposia Session D9**

**A PRIMER ON SOCIAL NEUROSCIENCE METHODS FOR CONSUMERS AND PRACTITIONERS: ENDOCRINOLOGY, GENETICS, AND NEUROIMAGING**

Friday, January 29, 3:30 - 4:45 pm, Capri Rooms 107-110

Chairs: Elliot Berkman and Matthew Lieberman, UCLA

Speakers: Pranjal Mehta, Baldwin Way, Eddie Harmon-Jones, Elliot Berkman

There has been an explosion over the last years of research using neuroscience methods to address social psychological questions. These include neuroimaging methods such as electroencephalography (EEG) and functional magnetic resonance imaging (fMRI), endocrine measures such as cortisol and testosterone, and genetic assessments such as single nucleotide polymorphisms. The social neuroscience toolkit is broad and expanding rapidly, and as a consequence it is difficult to stay apprised of recent methodological developments and controversies. This is especially true for the vast majority of social psychologists who do not usually use these techniques. This symposium will provide an overview of several common neuroscience methods for both social psychologists and social neuroscientists. Presenters will describe how neuroscience methods are used in social psychology, highlight key strengths and weaknesses of each, and discuss statistical approaches for each method and how those statistics impact interpretation. Finally, presenters will

describe developing methods that are likely to be common in the near future. Harmon-Jones will present analysis of EEG data including event-related potentials and localization. Way will discuss how genetic data (e.g. polymorphisms) are collected and analyzed, and how (and how not) to interpret the relationship between genetic data and behavior. Mehta will review how endocrine measures are assessed and interpreted, and discuss several common misunderstandings. Berkman will highlight new analytic techniques for fMRI data and discuss how to relate these data to behavioral and personality measures. Together, these talks will provide critical information for social psychologists to be more informed consumers of social neuroscience research.

**ABSTRACTS**

**SOCIAL ENDOCRINOLOGY: BRIDGING BEHAVIORAL ENDOCRINOLOGY AND SOCIAL-PERSONALITY PSYCHOLOGY** Pranjal Mehta<sup>1</sup>; <sup>1</sup>Columbia

University – Social endocrinology is an emerging interdisciplinary field that combines theories and methods from behavioral endocrinology and social-personality psychology. This talk provides an overview of the social endocrinology approach for psychologists and social neuroscientists. In particular, I will (1) discuss several common myths about hormones and behavior; (2) evaluate the strengths and challenges of social endocrinology by comparing it to other approaches in social neuroscience and psychology; (3) show how social endocrinology research designs can be used to address questions of interest to personality psychologists, social psychologists, and social neuroscientists; and (4) provide practical methodological and statistical guidelines for those who are interested in incorporating hormone measurements into their own research programs. I draw on recent empirical studies on the roles of testosterone and cortisol in personality and social behavior. I conclude that social endocrinology can provide unique insights into nearly all areas of social and personality psychology.

**A GENETICS PRIMER FOR SOCIAL PSYCHOLOGISTS: CONCEPTS, METHODS, AND ISSUES OF STUDY DESIGN** Baldwin Way<sup>1</sup>; <sup>1</sup>University of

California, Los Angeles – With recent technological developments in molecular biology, genetic techniques have become increasingly accessible to psychologists. This ability to assess individual differences at the genetic level has great promise for facilitating understanding of basic social psychological processes. Yet, because many psychologists do not have a strong background in genetics or biochemistry, the terminology used by geneticists may seem like a foreign language. The aim of this presentation is to provide an introductory guide to help navigate this foreign territory. Thus, the nature of genes, genetic variation, neurochemistry, and their effects upon neurotransmission will be introduced using the serotonin and opioid neurotransmitter systems as illustrative examples due to their role in regulating sensitivity to the social environment. In addition to this basic background, methodological considerations for the design of effective studies will be discussed.

**ELECTROENCEPHALOGRAPHIC METHODS IN SOCIAL AND PERSONALITY PSYCHOLOGY** Eddie Harmon-Jones<sup>1</sup>; <sup>1</sup>Texas A&M University – I

will review electroencephalographic (EEG) methods, which have been used in a number of research areas within social and personality psychology. The underlying physiological basis for EEG will first be described, and comparisons to other neuroimaging measures will be noted. Specific steps involved in collecting and processing EEG data will be reviewed. Frequency analyses (e.g., alpha power) and temporal analyses (event-related potentials; ERPs) will also be described. The use and psychological meaning of frequency oscillations and ERPs in social and personality psychology will be reviewed, along with recent research examples. New developments in EEG will also be covered, including the psychological meaning of relationships among frequency bands of activity, event-related desynchronization, coherence, source localization, and simultaneous recording of EEG and other neural measures (e.g., fMRI). In the end, advantages and disadvantages of EEG methods in comparison to other neural measures will be discussed.

### BEYOND THE NEW PHRENOLOGY: ADDRESSING SOCIAL PSYCHOLOGICAL QUESTIONS USING FMRI

Elliot Berkman<sup>1</sup>, Matthew Lieberman<sup>1</sup>; <sup>1</sup>University of California, Los Angeles – Until recently, scientists seeking to understand the neural systems involved in social, cognitive, affective, or personality processes were limited to a handful of analytic techniques. Though they have yielded important insights, these techniques nonetheless address only a small set of the questions, such as which neural regions are involved in a given task. Social neuroscientists are now beginning to capitalize on alternative analytic techniques that allow us to more directly address social psychological questions. We will present three such techniques: (1) region of interest analysis to compare neural activity on the same task between groups (e.g. to examine cultural differences); (2) between- and within-subjects correlations to examine the relationship between neural activity and individual differences, behavior, and subjective experience (e.g. to investigate the underpinnings of cognitive dissonance); and (3) functional connectivity analysis examining a network of brain regions to test dynamic models of cognitive or affective processes (e.g. to test competing models of emotion regulation). For each technique, we will explain which psychological questions it addresses (and which it does not), how it is typically implemented, discuss common analytic strategies, and give an example of how it has been used in recent research to fruitfully address social psychological questions.

### Symposia Session D10

#### EXISTENTIAL EPISTEMOLOGY: THE SCIENCE OF MOTIVATED KNOWLEDGE CONSTRUCTION

Friday, January 29, 3:30 - 4:45 pm, Capri Rooms 114-116

Chair: Joshua Hart, Union College

Speakers: Sheldon Solomon, Zachary Rothschild, Nathan Heflick, Jessica Tracy

One of contemporary psychology's major intellectual contributions has been to challenge the assumption, previously held by behavioral economists, that human beings are purely rational (let alone accurate) information processors (e.g., Kahneman & Tversky, 1981). Knowledge acquisition, far from being a process of objective data-gathering, is strongly influenced not only by imperfections in cognitive machinery (e.g., decision-making heuristics and memory fallibility), but also by emotional and motivational factors. Frequently, people's "knowledge" about reality reflects the way they would like it to be as much as the way it ostensibly is. This symposium showcases innovative new research highlighting the influence of existential concerns – that is, the potential for anxiety posed by humans' awareness of their own vulnerability and mortality – on knowledge construction. Solomon will present evidence that death reminders skew information processing by increasing people's preference for information that confers a sense of meaning and order; Rothschild, Landau, and Sullivan will present research showing that ambiguity regarding personal value poses a threat that people cope with by seeking out clearly quantified representations of their worth; Heflick, Goldenberg, and Hart will present studies concerning the "why" and "how" of afterlife beliefs, suggesting that dualistic thinking is an existentially motivated and necessary condition for belief in an afterlife; and finally, Tracy, Hart, and Martens will present a series of findings suggesting that existential concerns underlie the currently popular (and to scientists, startling) interest in intelligent design theory, and corresponding skepticism about evolutionary theory.

#### ABSTRACTS

**EXISTENTIAL EPISTEMOLOGY** Sheldon Solomon<sup>1</sup>; <sup>1</sup>Skidmore College – "...the longing for immortality, is it not the primal and fundamental condition of all...human knowledge?" --Miguel de Unamuno, *Tragic Sense of Life* According to terror management theory (TMT; Greenberg, Pyszczynski, & Solomon, 1986), the uniquely human awareness of death gives rise to potentially paralyzing terror, which is assuaged through cultural

worldviews that infuse the world with meaning. This has important implications for epistemology; specifically: people generally prefer knowledge and beliefs that satisfy existential needs over those that accurately reflect the nature of reality. This presentation will consist of an historical overview of "existential epistemology" starting with Plato's Allegory of the Cave (and including Nietzsche, Spengler, Peirce, and Fox News commentator Glenn Beck ["Believe in something. Even if it's wrong."]) in support of the claim that from a psychological perspective, being sure is more important than being right – followed by empirical evidence that subtle reminders of death increase (a) primacy effects; (b) reliance on representative information; (c) preference for interpersonal balance, and viewing the world as just and benevolent; while (d) decreasing the aesthetic appeal of abstract art devoid of apparent meaning.

#### I AM A PERSON OF VALUE, P < .05: EPISTEMIC AMBIGUITY AND THE QUANTIFICATION OF SELF-ESTEEM

Zachary Rothschild<sup>1</sup>, Mark Landau<sup>1</sup>, Daniel Sullivan<sup>1</sup>; <sup>1</sup>University of Kansas – Research shows the importance of self-esteem in quelling existential concerns, but has not yet addressed self-esteem's epistemic dimension: How do people know they are valuable when standards of value are often ambiguous? Drawing on clinical and existential perspectives, we propose that ambiguous self-esteem standards pose an existential threat that people minimize by relying on quantitative indices of self-esteem (e.g., number of cars, mates, publications), which afford more certain self-evaluations than qualitative indices (e.g., friendly interactions). If this is true, people faced with ambiguous (vs. clear) standards in an esteem-relevant performance context should express greater belief in and liking for quantitative over qualitative performance feedback, even when neither feedback type affords opportunities for social comparison or self-enhancement. This effect should be specific to individuals dispositionally high in personal need for epistemic structure (PNS). In Study 1, participants completed a visual intelligence test with ambiguous vs. clearly defined performance standards (controlling for performance level feedback) and then rated the extent to which quantitative and qualitative feedback on a separate intelligence task accurately represented their abilities. As hypothesized, high-PNS participants in the ambiguous standards condition preferred quantitative feedback, in contrast to participants in the other conditions. Study 2 conceptually replicated this effect and furthermore showed that it was mediated by self-esteem certainty but not overall self-esteem level.

#### FEAR OF DEATH AND BODY-SELF DUALISM: THE WHY AND HOW OF AFTERLIFE BELIEF

Nathan Heflick<sup>1</sup>, Jamie Goldenberg<sup>1</sup>, Joshua Hart<sup>2</sup>; <sup>1</sup>University of South Florida, <sup>2</sup>Union College – Afterlife beliefs have existed in virtually every culture throughout history. Why do people develop these beliefs, and how are they constructed? We propose that fear of death provides the why, and body-self dualism, that is, construing the self as distinct from the body, is the how. Specifically, mortality salience (MS) should increase the desire to believe in immortality; however, actual belief requires dualistic thinking. Three studies supported these hypotheses about the epistemology of believing – and not believing – in an afterlife. In Study 1, MS increased body-self dualism among individuals high in spirituality, and lowered dualism among individuals low in spirituality. In Study 2, MS increased belief for participants who were primed to think of themselves dualistically, but lowered belief for people primed to think of their physical bodies. In Study 3, MS reduced afterlife belief among participants concurrently undergoing an experience (a foot massage) that increased awareness of the physical self. In Studies 2 and 3, MS increased the desire to believe in an afterlife, but actual belief depended on both MS and dualism. These findings thus identify a motivation and mechanism by which people sustain (or do not sustain) afterlife beliefs.



**DEATH AND SCIENCE: THE EXISTENTIAL UNDERPINNINGS OF BELIEF IN INTELLIGENT DESIGN AND DISCOMFORT WITH EVOLUTION** Jessica

Tracy<sup>1</sup>, Joshua Hart<sup>2</sup>, Jason Martens<sup>1</sup>; <sup>1</sup>University of British Columbia, <sup>2</sup>Union College – Although it is disputed by almost all evolution scientists, intelligent design theory (IDT) has received considerable support from the general public, educators, and elected officials, who argue that it should be taught alongside evolutionary theory (ET). The present research examined the psychological origins of belief in IDT and corresponding antagonism toward ET. Specifically, we tested whether this ideology might be partially accounted for by IDT's provision of an explanation of life's origins that is framed in scientific language, but that, unlike ET, promises to buffer existential anxieties by suggesting that life was intentionally created and is therefore meaningful. In four studies, a diverse range of student and non-student participants (total N=1,575) were randomly assigned to be exposed to mortality salience or dental pain (control) primes, after which they read a passage about ET and/or a passage about IDT, both excerpted from leading proponents of each theory. Participants then rated their belief in the theories and liking of the passages' authors. Across all studies, mortality salience increased acceptance of IDT and/or rejection of ET. In Study 4, some participants additionally read a passage by Carl Sagan arguing that naturalism can be a source of transcendent meaning; among these participants, effects reversed, such that mortality salience led to greater acceptance of ET and rejection of IDT. These findings suggest that the effect of mortality salience on belief in IDT and ET is due to a tendency to seek transcendent meaning when existential threats are activated.

symposium presents four approaches to exploring the functions of STIs. Laura Kressel's studies show that judging whether causal relations exist between trait and behavior words (adjectives and verbs) shows the same reaction time asymmetry as judging causal relations between other causes and effects, and that this asymmetry correlates with forming STIs. So isolated traits function as causes of behavior. SoYon Rim shows that STIs function as abstractions about people from their behavior. Therefore, consistent with construal level theory, STIs are more likely when the people are more distant in space or time, and when perceivers have an abstract mindset. Tania Ramos shows that STIs function as expectancies about people, with predictable effects on the processing of and memory for subsequent behavioral information. Randy McCarthy also shows that STIs function as expectancies about people, by looking at their predictions of future behavior – predictions that do not rely on behavioral or valence similarities. These findings suggest STIs from behaviors function as implicit causal concepts, providing a basis for abstractions, expectancies, and predictions.

**ABSTRACTS****ISOLATED PERSONALITY TRAITS FUNCTION AS CAUSES OF BEHAVIORS** Laura Kressel<sup>1</sup>, Jim Uleman<sup>1</sup>; <sup>1</sup>New York University – Person-

ality traits can be descriptive or causal concepts. As descriptive concepts, traits summarize people and their behavior. As causal concepts, traits explain behavior and enable predictions. Study 1 tested the hypothesis that traits and behaviors are causally (not associatively) linked, and thus function primarily as causal concepts. Participants completed a "relation recognition task," making rapid causal judgments of 128 word pairs, including 32 trait-action pairs. Previous research used this paradigm to demonstrate that causal and associative links have different representations. Nonsocial causal pairs produced asymmetric reaction times for detecting causal relations, depending on word order. People identified concepts as causally related more quickly when they appeared in a predictive sequence (cause?effect) than in a diagnostic sequence (effect?cause). Fenker, Waldmann & Holyoak, (2005) hypothesized that role mapping facilitates causal judgments in the predictive sequence because it matches the typical experiential order of cause-effect events (causes always precede effects). However traits are never observed but are inferred after behavioral observations. Nevertheless, if traits and behaviors are causally linked, participants may respond more quickly to pairs in a predictive sequence (e.g. clumsy?stumble) than a diagnostic sequence (e.g. blush?shy). Participants did just that. Results suggest that traits function, primarily, as causal concepts. They also suggest that this asymmetry reflects mental links, not experiential order. Follow-up studies demonstrate that the meaning of traits is at least partially determined by perceivers' functional mindset at the time social stimuli are encountered.

**SPONTANEOUS TRAIT INFERENCE AND CONSTRUAL LEVEL THEORY: PSYCHOLOGICAL DISTANCE INCREASES NONCONSCIOUS TRAIT THINKING** SoYon Rim<sup>1</sup>, Jim Uleman<sup>1</sup>, Yaacov Trope<sup>1</sup>; <sup>1</sup>New York University –

Can psychological distance affect how much perceivers form spontaneous trait inferences (STI) from others' behaviors? On the basis of construal level theory (CLT) which posits that distant (vs. near) entities are represented more in terms of their abstract, global, and decontextualized features, we predicted that perceived distance would increase the tendency for perceivers to draw spontaneous trait inferences from behavioral information about actors. In 2 experiments, participants learned about people who were perceived as being distant or proximal to the self, and STI formation was subsequently assessed. We found that perceivers were more likely to form STIs about distant vs. near actors from the same behavioral information. These findings generalized across two distance dimensions: space and time. In addition, we found that priming individuals to adopt a high-level (vs. low-level) construal mindset also resulted in increased STI (Experiment 3). In sum, psychological distance facilitates STI formation, and this occurs via high-level construal of actors and their behaviors. Our findings shed light on the function of

**Symposia Session E**

Friday, January 29, 5:00 - 6:15 pm

**Symposia Session E1****CAMPBELL AWARD ADDRESS****ENVY UP AND SCORN DOWN: HOW COMPARISON DIVIDES US**

Friday, January 29, 5:00 - 6:15 pm, Royale Pavilion 1

Recipient: Susan T. Fiske, Princeton University

Introducer: Peter Glick, Lawrence University

Americans both recognize and minimize class distinctions. In our supposedly classless society, Main Street is pitted against Wall Street. Lazy freeloaders are pitted against honest working people. Elites are pitted against the deserving poor. People constantly compare themselves with other people. This is natural. Even dogs and chimps do it. But comparisons make us envy those above us and scorn those below us. Comparison divides us and depresses us. So why do we persist? Can this possibly be good? Can we get beyond compare? More optimistically, perhaps we can harness comparison for good.

**Symposia Session E2****PERSONALITY TRAITS AS IMPLICIT CAUSAL THEORIES ABOUT PEOPLE**

Friday, January 29, 5:00 - 6:15 pm, Royale Pavilion 2

Chair: Jim Uleman, New York University

Speakers: Laura Kressel, SoYon Rim, Tania Ramos, Randy J. McCarthy

Personality traits can function many ways: as causal explanations for behavior within persons, as descriptions persons or behaviors on one occasion, or as descriptions of frequent behaviors. Explicit traits' functions are usually clear from their conversational context. But when trait concepts are activated implicitly, do they have identifiable functions or properties? Spontaneous trait inferences (STIs) occur unintentionally and outside of awareness, and implicitly activate trait concepts. This

trait inferences. Trait inferences are functional for psychologically distant actors because they allow perceivers to transcend the constraints of the specific context and inform predictions about the actors when details of the situation may no longer be relevant.

**THE NEED FOR COHERENCE: HOW PREVIOUS ACTOR'S BEHAVIORS INFLUENCE SPONTANEOUS TRAIT INFERENCES** Tania Ramos<sup>1</sup>, Leonel Garcia-Marques<sup>2</sup>, David L. Hamilton<sup>3</sup>, Mario Ferreira<sup>2</sup>; <sup>1</sup>ISCTE, Lisbon, <sup>2</sup>University of Lisbon, <sup>3</sup>University of California, Santa Barbara – Recent data have shown that the spontaneous trait inferences (STIs) are inhibited by associating inconsistent stereotypes with actors (Wigboldus, Dijksterhuis, & Van Knippenberg, 2003). Our goal was to explore whether STIs work in line with more general coherence requirements. If that is the case, STIs should not only be influenced by stereotypes, but also by previous behavioral information about the actor. In our studies, pairs of behaviors were presented about the same actor. Our hypothesis was that STIs will be less likely to occur from a behavior when it is preceded by an inconsistent than by a consistent behavior. In study 1, participants were asked to recall second behaviors of each pair with either implied traits or first behaviors given as cues. We predicted that traits would be better cues than first behaviors for consistent pairs. In opposition, first behaviors would be better cues than traits for inconsistent pairs. Results confirmed our predictions. In order to prove the online nature of these effects, in study 2 we used the recognition probe paradigm. After the presentation of the second behavior, the implied trait was presented and participants should indicate whether the trait was included in the previous sentence. As expected, fewer errors were observed when the behavior was preceded by an inconsistent behavior. By showing that STIs are influenced by the presentation of merely one previous behavior, our results inform us about the occurrence conditions of STIs, and generally support a flexible view of the STI process.

**PEOPLE'S BEHAVIOR PREDICTIONS SUGGEST PRIOR SPONTANEOUS TRAIT INFERENCES** Randy J. McCarthy<sup>1</sup>, John J. Skowronski<sup>1</sup>; <sup>1</sup>Northern Illinois University – One consequence of making inferences about others is that they can be used to make predictions about others' subsequent behaviors. Hence, the fact that people can make such predictions after exposure to trait-implicative behaviors can be an indicator of spontaneous inference-making. Three studies explored this possibility. The first study was primarily designed to develop new stimuli for the behavior prediction studies. Nonetheless, results from that study replicated prior research demonstrating in a savings paradigm that spontaneous inferences were made from behavior. It also demonstrated that the presence of discounting information in the descriptions seemed to eliminate evidence of such inferences. Studies 2 and 3 explored the extent to which exposure to trait-implicative and non-implicative behaviors prompted perceivers predicted that actors would perform new behaviors. Study 2 used a matching task that asked perceivers to pair actors with the future trait-relevant behaviors that they thought each actor would perform. Study 3 used a trait rating task that asked perceivers to directly judge the likelihood that and actor would perform trait-relevant behaviors. Results from both studies suggested that spontaneous trait inferences formed in an initial exposure to trait-implicative behavior caused people to make behavior predictions that were consistent with the trait implications of the original behavior. These effects did not occur when behaviors were rendered non-trait-implicative by the inclusion of discounting information. Results could not be explained by processes involving behavior-to-behavior extrapolation, or by generalization from evaluative impressions that might have been formed from exposure to the initial behavior.

## Symposia Session E3

### COGNITIVE UNDERPINNINGS OF ATTACHMENT REPRESENTATIONS: EXAMINING RELEVANT KNOWLEDGE STRUCTURES

Friday, January 29, 5:00 - 6:15 pm, Royale Pavilion 5

Chair: Bulent Turan, University of California, San Francisco

Speakers: Leonard M. Horowitz, Amanda M. Vicary, Bulent Turan, Gulenbaht Algac

This symposium presents a new approach for examining the cognitive structure of attachment representations: Four papers operationalize and examine relational knowledge structures that are abstract and detailed. Using methods of cognitive psychology, two knowledge structures are examined: (a) indicators of a supportive partner; and (b) the secure-base (attachment) script. The papers show how these detailed knowledge structures help people to process incoming information and how they are related to each other and to attachment security. The first paper describes a task for assessing each person's knowledge of the indicators (predictors) of a supportive partner; it shows that the degree of knowledge predicts performance on a relevant laboratory task. The second paper examines the independent roles of knowledge of indicators of supportiveness and attachment style in (a) recognizing and choosing behaviors that lead to a harmonious relationship, and (b) recognizing whether or not a partner is being supportive. The third paper examines the accessibility of the secure-base script using animated film clips. The paper shows that having access to the secure-base script is related to (a) the way a person processes attachment-relevant information, (b) self-reported attachment styles, and (c) a person's ability to predict an elderly relative's end-of-life health care wishes. The fourth paper relates the accessibility of the secure base script to a person's attachment security assessed by two different methods (Adult Attachment Interview and the Experiences in Close Relationships). Together these papers suggest that these knowledge structures are important in understanding attachment processes and interpersonal competency in attachment relationships.

#### ABSTRACTS

### A PROTOTYPE OF INDICATORS AS A KNOWLEDGE STRUCTURE: ASSESSING KNOWLEDGE ABOUT A PARTNER'S SUPPORTIVENESS

Leonard M. Horowitz<sup>1</sup>; <sup>1</sup>Stanford University – Prototype methodology has been used to identify indicators for predicting whether a potential partner will be supportive. A false recognition study demonstrated that this knowledge affects information processing in predictable ways. Then the prototype of indicators was used to assess individual differences in knowledge and motivation. The resulting measure, the Knowledge of Indicators (KNOWI) Task, applies signal detection methods to provide two indices: (a) KNOWI-accuracy, which assess each participant's ability to discriminate good from poor indicators (knowledge of indicators), and (b) KNOWI-readiness, which assesses each participant's tendency to regard all indicators as good predictors. (The readiness index correlates significantly with objective measures of the strength of communal motivation.) The two indices obtained from the KNOWI Task (assessing accuracy and motive strength) predicted performance on a relevant laboratory task. Participants interacted with a confederate who described a problem revealing subtle cues that another person will not be supportive. High-scoring participants on the KNOWI-accuracy recognized the cues more readily. In addition, the statistical interaction between KNOWI-accuracy and KNOWI-readiness was significant: Superior knowledge (assessed by KNOWI-accuracy) led to superior performance only when motivation (assessed by KNOWI-readiness) was high. A final study extended the laboratory findings to everyday life using experience sampling methodology. Motivated and knowledgeable people (people with high scores on both KNOWI-accuracy and KNOWI-readiness) more often sought support from partners at times of distress.

### **WHO RECOGNIZES AND CHOOSES BEHAVIORS THAT ARE BEST FOR A RELATIONSHIP? THE SEPARATE ROLES OF KNOWLEDGE, ATTACHMENT, AND MOTIVATION**

Amanda M. Vicary<sup>1</sup>; <sup>1</sup>University of Illinois at Urbana-Champaign – Why do people not always behave in ways that are best for a relationship? One reason may be that some people do not know whether a specific behavior is relationship-enhancing or relationship-detrimental. A second reason is that even when people know the relationship-enhancing behavior, they may not choose it. The present research first identified factors that influence whether a person knows and actually chooses relationship-enhancing options. Participants made relationship decisions in several “Choose Your Own Adventure” dating story-tasks by choosing between two options at each of 20 points throughout the computerized stories. One option was always the relationship-enhancing option; the other option was detrimental to the relationship. Study 1 included two experimental conditions: Participants were either asked to identify the relationship-enhancing option or to report which option they would actually choose. Individuals with better knowledge of indicators of supportiveness (assessed by KNOWI-accuracy) were more likely to identify relationship-enhancing behaviors, but not more likely to actually choose them. Secure individuals and individuals strongly motivated to have supportive relationships (assessed by KNOWI-readiness) were more likely to identify and to choose relationship-enhancing options, which is an important factor in developing supportive relationships. Another important factor in developing supportive relationships is having a supportive partner. Thus, Study 2 addressed the question: “Who is able to recognize whether a partner is supportive or not?” Partner supportiveness was manipulated: The fictitious partner was either supportive or non-supportive. Individuals with better knowledge of indicators of supportiveness were better at recognizing whether a partner was supportive or not.

### **ACCESSIBILITY OF THE SECURE-BASE SCRIPT SHAPES PROCESSING OF ATTACHMENT INFORMATION**

Bulent Turan<sup>1</sup>; <sup>1</sup>University of California, San Francisco – The notion of scripts developed by cognitive psychologists is used to examine an important knowledge structure concerning attachment relationships. The secure-base script concerns the sequence of events when an attachment figure comforts a distressed partner. Accessibility of this script should (a) help people to process relevant information, and (b) affect behaviors, cognitions, and emotions in attachment-relevant situations. Studies 1 and 2 assessed the degree to which participants recognized the abstract structure of the script: Participants watched animated film clips in which geometric figures depicted the secure-base script, and were asked to describe the animations. Participants who recognized the script were more likely to (a) see a common theme in different animations, (b) later recall more details of the animations, (c) include more elements in describing the animations, and (d) create better organized stories. Thus, recognizing the secure-base script enables people to process information concerning secure-base support, which should shape how they interpret supportive efforts of partners and make global judgments about partners. As expected, recognizing the secure-base script was associated with better knowledge of indicators of supportiveness and attachment avoidance was negatively related to both knowledge structures. In Study 3, surrogate decision makers were asked to predict end-of-life health care wishes of their elderly relatives; whether their elderly relatives would prefer life-saving painful medical procedures or wish to optimize the quality of their remaining lives. As hypothesized, surrogate’s accuracy in predicting their elderly relatives’ wishes depended on (a) surrogates’ ability to recognize the secure-base script, and (b) surrogates’ attachment security.

### **ATTACHMENT SECURITY AND HAVING ACCESS TO THE SECURE-BASE SCRIPT**

Gulenbaht Algac<sup>1</sup>, Arzu Goncu<sup>1</sup>, Yavuz Erten<sup>1</sup>, Ercan I Alp<sup>2</sup>, Bulent Turan<sup>3</sup>; <sup>1</sup>Bilgi University, Istanbul, Turkey, <sup>2</sup>Bogazici University, Istanbul, Turkey, <sup>3</sup>University of California, San Francisco – Why do some people have easy access to the secure-base script whereas others do not? Do people learn the secure-base script as children in their relationships with their par-

ents? We hypothesized that people who have a secure representation of attachment relationships have had many experiences with the secure-base script. This familiarity should lead to easier access to the secure-base script in adulthood. Adults with a secure attachment should therefore be more likely to recognize the abstract form of the secure-base script when they see it. Two different methods were used to assess adult participants’ attachment security: (a) Adult Attachment Interview (AAI), an interview method focusing on childhood experiences to assess participants’ representation of attachment relationships, and (b) Experiences in Close Relationships (ECR), a self-report measure assessing representations of romantic relationships in adulthood. Participants’ ability to recognize the abstract structure of the secure-base script was assessed using animated film clips in which geometric figures depicted the secure-base script. Participants with a secure state of mind with respect to attachment assessed with the AAI were more likely to recognize the secure-base script in the animations compared to participants with either type of insecure state of mind (preoccupied or dismissing). The avoidance dimension of the ECR (but not the anxiety dimension) was also associated with a reduced likelihood of recognizing the secure-base script in the animations. In brief, a deficit in recognizing the secure-base script was found to be related to attachment insecurity measured in two different ways (interview and self-report).

### **Symposia Session E4**

### **DIFFERENT ASPECTS OF ESSENTIALISM: LOOKING ACROSS RACE, STATUS, RELIGION, AGE, AND SEXUAL ORIENTATION**

Friday, January 29, 5:00 - 6:15 pm, Royale Pavilion 6

Chair: Negin R. Toosi, Tufts University

Speakers: Japinder Dhesi, Negin R. Toosi, Matthew Christian Jackson, Ross D. Avilla

Essentialism is the belief that there is a deep, underlying, and oftentimes intangible essence that defines a human category. In this symposium, we explore essentialism as it relates to different types of social identities: social status, religion, race, age, and sexual orientation. By exploring essentialism as it relates to these various categories, we can gain insights about the nature of essentialism and its effect on intergroup relations, prejudice and stereotyping. Across four presentations, we explore the factors that influence essentialism and investigate looming questions, such as: Do differences in social status lead to essentialist thinking (Dhesi & Prentice)? What elements of religious identity may lead other people to essentialize and stereotype that identity (Toosi & Ambady)? What are the consequences of racial outgroup dehumanization on an essentialized category such as childhood (Jackson & Goff)? Are essentialist beliefs about sexual orientation in some part due to the perceived tolerance of those beliefs (Avilla)? Taken together, these programs of research shed light on additional questions, exploring what specific social factors affect the relationship between essentialism and prejudice, and what holds true in outcomes of essentialism regardless of the particular human category being investigated.

### **ABSTRACTS**

### **DO STATUS DIFFERENCES TRIGGER ESSENTIALIST THINKING?**

Japinder Dhesi<sup>1</sup>, Deborah A. Prentice<sup>2</sup>; <sup>1</sup>London School of Economics, <sup>2</sup>Princeton University – Representations of many social categories are characterized by essentialist thinking – that is, people see category members as sharing deep, non-obvious properties that make them the kinds of things they are. What triggers essentialist thinking? Previous research has shown that categories that carry information about social status are more likely to be essentialized. However, the causal direction of this relationship remains unclear. The present research examined the possibility that status differences trigger essentialist thinking. We adapted a paradigm utilized in earlier studies of gender and essentialism. Participants completed a test that purportedly measured an unfamiliar psychological attribute: their perceptual style. After receiving predetermined feedback

about their standing on this attribute, they were assigned to either the high-status role of boss or the low-status role of subordinate for an upcoming task. Finally, they completed several measures of their beliefs about their perceptual style, including a measure of essentialist beliefs. We administered this test under several different conditions. In the critical condition, two participants completed the test in the same experimental session and learned they had different perceptual styles. Subsequently one participant was assigned to the role of boss and the other to the role of subordinate. Participants in this condition, where differences in perceptual style were correlated with status differences, expressed stronger essentialist beliefs than did participants who completed the experiment alone or under conditions in which status and perceptual style were uncorrelated. These results support the claim that people essentialize attributes that distinguish between individuals along status lines.

**ESSENTIALIST BELIEFS ABOUT RELIGIOUS IDENTITIES** Negin R. Toosi<sup>1</sup>, Nalini Ambady<sup>1</sup>; <sup>1</sup>Tufts University – As a social identity, religion is unique because it contains a spectrum of choice. In some religious communities, individuals are considered members by virtue of having parents of that background, and religion, culture, and ethnicity are closely intertwined. Other faith communities actively invite people of other backgrounds to join, expecting individuals to choose the religion that best fits their personal beliefs. This aspect of choice may influence beliefs about the essentialist nature of religious identity. In our first study, we examine college students' perceptions of eight different religious identities and several filler groups by asking them to rate these groups on a number of traits associated with essentialism. As expected, there were significant differences between religious groups in the degree to which they were essentialized. In our second study, participants learned about a fictional religious group whose membership was determined by birth or by choice, then rated the group on essentialized traits and completed a stereotyping measure. Results showed that individuals essentialized and applied physical but not personality stereotypes more when group membership was described as being by birth than by choice. Furthermore, participants' self-reported religious identity formation also influenced the degree to which they essentialized the fictional group. Implications for interfaith relations as well as directions for future research are discussed.

**THE ESSENCE OF INNOCENCE: CONSEQUENCES OF DEHUMANIZING OUTGROUP CHILDREN** Matthew Christian Jackson<sup>1</sup>, Phillip Atiba Goff<sup>1</sup>; <sup>1</sup>University of California, Los Angeles – It is difficult for most people to imagine a truly evil child. So much so that innocence, it seems, is an essential characteristic of childhood. Data across three studies suggests that not only is childhood an essentialized category—with innocence and the need for protection essentialized traits—but that a consequence of intergroup dehumanization is the denial of childhood (and its attendant traits) to outgroups. Specifically, three studies demonstrate that the dehumanization of Black children obscures oft-essentialized characteristics of children, such as innocence and the right to protection. Study 1 provides evidence that children are seen as an essentialized category, and demonstrates the perception that there exists a need to protect the innocent, whether the targets be animals or children. In Study 2, presenting children as criminal suspects led undergraduate observers to overestimate the age of Black (but not White) youth and prescribe harsher penalties for the Black suspects—denying Black youth their childhoods and the protections it might afford them. Study 3 demonstrated similar patterns in police officers, which lead to increased violence directed towards Black youth, relative to White youth, in real-world policing contexts. Taken together, these data suggest the importance of essentialized childhood, dehumanization, and intersectional approaches to the study of intergroup conflict.

**THE EFFECT OF PREJUDICE ON ESSENTIALIST BELIEFS: CONTRADICTING AN ATTRIBUTIONAL EXPLANATION** Ross D. Avilla<sup>1</sup>; <sup>1</sup>University of California, Davis – Essentialism, as it pertains to prejudice, refers to beliefs that the stigmatized characteristics of an outgroup are inborn, immutable, and uncontrollable. Essentialist beliefs have been shown to negatively correlate with many different forms of prejudice, including prejudice against those who are homeless, obese, and gay. Past research has tended to favor an “attributional explanation” of this relationship—that prejudice against a given outgroup is least justifiable, and consequently least likely to be held, if that group's stigma is perceived as being outside of their control. Contrary to this explanation, Hegarty has recently posited a “symbolic explanation”—that individuals endorse essentialist beliefs about a given group to the extent that the perceived tolerance of those beliefs matches the individuals' level of tolerance toward that group. Given that essentialist beliefs have been shown to be more negatively related to prejudice against sexual minorities than any other group, two studies were conducted examining essentialist beliefs about gay men. The first study demonstrated that participants' relative endorsement of essentialist beliefs could be altered simply by manipulating the perceived tolerance of those beliefs, supporting a symbolic over attributional explanation of the relationship between essentialist beliefs and prejudice. However, due to several shortcomings of both the manipulation and sample, this relationship was not found to be moderated by participants' preexisting level of sexual prejudice. A second study was conducted to remedy these shortcomings. The two studies, as well as their implications for popular prejudice reduction strategies, will be discussed.

### Symposia Session E5

#### TRAINING COMMITTEE SYMPOSIUM

#### GIVING THEM WINGS TO FLY: ADVICE FOR SOON-TO-BE, NEW, AND ESTABLISHED FACULTY IN THE TRAINING OF GRADUATE STUDENTS

Friday, January 29, 5:00 - 6:15 pm, Royale Pavilion 3-4

Chairs: Jamie Arndt, University of Missouri, and Michael D. Robinson, North Dakota State University

Speakers: David Funder, Thomas D. Gilovich, Jennifer Crocker, Jeff Greenberg

The SPSP Training Committee is sponsoring a symposium focused on providing guidance on the mentoring of graduate students. As we anticipate, start, and continue along our careers, we're confronted with numerous challenges surrounding the mentoring of graduate students. These are important issues given our students represent the future of the field, yet we're often only exposed to the strategies of our own mentors or those in the departments from which we get our degrees; rarely is the practice of mentoring featured in our own training. The Training Committee is excited to present four distinguished mentors in areas pertaining to both personality and social psychology who will offer for consideration their views on such key aspects of graduate mentoring as: How does one nurture the scholarly growth and possibilities for career success among one's students? How does one establish a constructive relationship in which critical feedback can be delivered and used as a springboard for development? How and when should training be tailored to the specific strengths and weaknesses of the individual? The symposium is intended to educate and inform not only soon-to-be and new faculty, but also those who seek ways to improve in the vital task of graduate mentoring. The symposium is structured to provide ample opportunity for audience questions.

#### ABSTRACTS

#### THE SEVEN SECRETS OF TRAINING HIGHLY SUCCESSFUL GRADUATE STUDENTS

David Funder<sup>1</sup>; <sup>1</sup>University of California, Riverside – Seven tips to success in training psychology graduate students so they can begin their career on the right track. You can train your students to: (1) Go to

meetings and network every way they can. Treat SPSP as a business trip and never miss a chance to join a colloquium speaker for lunch or dinner. Don't forget that their fellow graduate students at other universities will be their life-long colleagues. (2) Avoid "working at home." It is surprising how much one can get done sitting in an office with nothing to do but work. Plus, people in their department will learn who they are. (3) Find ways to delegate research tasks to others (such as undergraduate assistants). Good working relationship between graduate and undergraduate students can and should be mutually beneficial. (4) Collaborate with fellow students as well as with faculty. A major research project cannot be a one-person production. (5) Talk with their advisor – a lot. Regular lab meetings can be particularly valuable, but whatever the format, constant contact is a must. (6) Don't get bogged down with what doesn't matter – being busy is not the same thing as being productive. Being a good TA and departmental citizen are worthy activities, and will be praised – don't forget this is not why they went to graduate school, and will be very little help in getting a job. (7) Do research all the time – from the first day on campus to the last, and beyond.

#### **THE CRITICAL ROLE OF TRUST IN GRADUATE STUDENT MENTORING**

**Thomas D. Gilovich<sup>1</sup>; <sup>1</sup>Cornell University** – Conflict mediators are taught over and over to "trust the process" – to let the mediation unfold rather than quickly encourage a solution that comes more from the mind of the mediator than the disputants. The same can be said of graduate student mentoring. All students are different and each must find and develop his or her own strengths to maximize long-term success. Rather than impose on each student a one-size-fits-all template of what makes a good scientist, it is important to develop and trust a set of training experiences (that is, a sound curriculum) and trust that those experiences, and the independent bent of mind that comes with working through them, will lead to the outcome that both parties seek. This talk will discuss this and various other places in which trust is critical to successful graduate student mentoring.

#### **GIVING CONSTRUCTIVE FEEDBACK** Jennifer Crocker<sup>1</sup>; <sup>1</sup>University of Michigan

– Giving positive feedback to graduate student advisees – or anyone for that matter – is easy, because people like to hear good news. Giving negative feedback, on the other hand, is hard, because it can be upsetting to the recipient, to the relationship, and consequently to the provider of feedback. It is tempting to become a "booster," praising accomplishments and overlooking issues and difficulties until they accumulate or become too severe to overlook. But being a booster does not serve the needs of graduate students to learn and evolve as psychologists, nor does it serve the needs of the advisor or the program. Boosters can create a "love, love, love, hate" dynamic when problems are neglected for too long. The challenge for both positive and negative feedback is to make it constructive, so it supports, inspires, and leads to growth. I will describe a collaborative process for giving both positive and negative feedback that involves identifying the student's most important strengths and weaknesses (i.e., those that will have the greatest impact on the students' professional success, as defined by the student), and provides a structure for the student to evolve, holding both student and advisor accountable.

#### **MENTORING GRAD STUDENTS: NO SIZE FITS ALL** Jeff Greenberg<sup>1</sup>; <sup>1</sup>University of Arizona

– There are some general principles to good mentoring and fostering growth toward a successful career in social and personality psychology, and I will briefly suggest some of those (e.g., First Do No Harm). But a key one I will focus on is Flexibility. Because each grad student has different strengths and weaknesses and a different personality, mentoring should always be customized to the needs, skills, personality, and goals of the individual. Patience is an important aspect of this flexibility, because different students develop various competencies at different rates. I will provide specific examples to illustrate ways mentoring can be customized to the individual student, depending on variables such as work ethic, self-confidence, sociability, and idealism.

### **Symposia Session E6**

#### **BIASES IN PROCESSING SOCIAL CUES: LINKS TO EARLY AVERSIVE EXPERIENCES AND FUNCTIONING ACROSS THE LIFESPAN**

Friday, January 29, 5:00 - 6:15 pm, Royale Pavilion 7-8

Chair: Karin G. Coifman, Columbia University

Speakers: W. John Curtis, Sarah E. Romens, Karin G. Coifman

There is now considerable evidence demonstrating the role that emotion processing plays in adaptive social interaction and the development of supportive relationships (e.g. Keltner & Haidt 2001). Moreover, there is a growing literature demonstrating a link between particular impairments in emotion processing and deficits associated with both mood and severe personality pathology (Keltner & Kring, 1998; Kring, 2008). Recently, a compelling body of work on the harmful effects of childhood maltreatment and neglect on the developing brain, has suggested that the effect of early aversive experiences on the ability to process emotion in social cues may increase the risk for social and emotional impairment throughout the lifespan (see Pollak, 2009). This symposium will present evidence for biases in attention to social cues in high risk samples at three distinct points in the lifespan: infancy, adolescence and adulthood. First, Curtis presents evidence for early maltreatment effects on neural correlates of facial expression processing in 9-month old infants. Then, Romens and Pollak will present evidence demonstrating the importance of the interaction between maltreatment and cognitive vulnerability factors (namely, rumination and cognitive style) when evaluating attention to emotional expressions in adolescents. Finally, Coifman et al. present data in adults with severe personality disorders in order to show a link between the basic recognition of emotional expressions and biases in the perception of daily interpersonal interactions with others.

#### **ABSTRACTS**

#### **AN EVENT-RELATED POTENTIAL (ERP) STUDY OF PROCESSING OF AFFECTIVE FACIAL EXPRESSIONS IN INFANTS WHO HAVE EXPERIENCED MALTREATMENT** W. John Curtis<sup>1</sup>; <sup>1</sup>University of Kentucky

– The ability to recognize basic emotion expressions from facial affect displays is critical for the development of adaptive functioning (Sroufe, 1996). However, aberrations in recognition of discrete affects can exert a deleterious impact on numerous areas of socio-emotional development, including parent-child attachment relationships, emotion regulatory abilities, and peer relations (Cole et al., 2004). Moreover, abnormalities in recognition of facial expressions have been associated with many childhood and adult mental disorders (Izard & Harris, 1995). This research investigated the effects of maltreatment during the first 6 months of life on neural correlates of processing facial expressions of emotion at 9 months of age. Event-related potentials (ERPs) elicited while infants viewed pictures of models posing angry, happy, and neutral facial expressions were examined. ERPs represent scalp-derived changes in brain electrical activity obtained by averaging segments of the electroencephalogram synchronized to stimulus presentation. ERPs are one of few ways to directly study brain activity in healthy infants and provide millisecond-level temporal resolution of neural functioning. Differences in ERP waveforms between groups of 19 maltreated and 28 high risk non-maltreated infants were compared. The maltreated infants manifested greater Nc waveform amplitude while viewing happy facial expressions ( $F(2, 220) = 3.63, p < 0.05, \eta^2 = 0.076$ ). The Nc waveform is believed to represent relative stimulus novelty. Thus, this finding indicates that maltreated infants perceived happy facial expressions as more novel than angry, suggesting a lack of early experience with positive facial expressions. Implications for development of emotion recognition and psychopathology will be discussed.

### **ATTENTION TO SOCIAL EMOTIONAL INFORMATION IN MALTREATED ADOLESCENTS AT RISK FOR DEPRESSION**

Sarah E. Romens<sup>1</sup>, Seth D. Pollak<sup>1</sup>, <sup>1</sup>University of Wisconsin – Child maltreatment has been linked to significant disruptions in attention and emotion regulation, and alterations in attention to social emotional cues confer risk for psychopathology. The current study seeks to bridge research on attention to social emotions in maltreated adolescents with research on cognitive vulnerability to depression, a disorder of emotion regulation. Here, we examine how maltreated adolescents attend to emotional stimuli and relate attentional patterns to established cognitive risk factors for depression (negative cognitive style and rumination). Participants were maltreated and non-maltreated adolescents ages 11-13. Participants completed an emotional dot probe task that included happy, sad, and angry faces paired with neutral faces at baseline, after a sad mood induction, and after a delay period. Maltreated adolescents with a negative cognitive style showed a bias toward sad faces after the sad mood induction, and maltreated children with a high tendency to ruminate showed a bias toward sad faces after the delay. In contrast, non-maltreated adolescents and adolescents low in negative cognitive style and rumination showed no sad bias. Maltreated adolescents also showed a bias toward angry faces at baseline, but not after sad mood induction. Maltreated adolescents who have a negative cognitive style or who ruminate showed heightened attention toward sad stimuli immediately and well after the experience of a sad mood, respectively. Altered attentional processes for social emotional cues for these individuals may contribute to disruption in emotion regulation in an interpersonal context, and confer particular vulnerability to depression.

### **SENSITIZATION TO NEGATIVE EMOTIONAL EXPRESSIONS AND INTERPERSONAL DYSFUNCTION IN ADULTS WITH BORDERLINE AND AVOIDANT PERSONALITY DISORDERS**

Karin G. Coifman<sup>1</sup>, Kathy R. Berenson<sup>1</sup>, Eshkol Rafaeli<sup>2,3</sup>, Geraldine Downey<sup>1</sup>; <sup>1</sup>Columbia University, <sup>2</sup>Barnard College, <sup>3</sup>Bar-Ilan University – Borderline Personality Disorder (BPD) is often associated with instability and rapid deterioration of relationships despite frantic efforts to maintain attachments to others. In contrast, Avoidant Personality Disorder (APD) is characterized by pervasive and self-undermining avoidance of interpersonal situations and exposure to rejection. Although there is compelling evidence linking BPD with aversive experiences in childhood (e.g. Bradley, Jenei, & Westen, 2005; Crawford et al, 2009) and corresponding theories and data relating to APD (Benjamin 1996; Eggum et al, 2009), not every individual who struggles with these experiences develops severe psychopathology, and not every individual with PDs reports the same early aversive experiences. As such, the pattern of dysfunction that characterizes the adult relationships of individuals with PDs may be explained by cognitive-affective processes through which sensitization to negative emotional expressions in others leads to biased perceptions of social cues. In this investigation we compared the ability of adults with BPD (N=38) or APD (N = 30) with adult healthy controls (N=39) in their ability to recognize prototypical facial expressions of happiness, fear, sadness, and anger in 2 facial emotion recognition paradigms (FER). We examined performance on the FER tasks in relation to a 21-day experience sampling diary in which they reported 5 times daily on interpersonal experiences. The results indicated that individuals with PDs marked by high sensitivity to interpersonal rejection demonstrated significant biases in the recognition of negative emotional expressions and that these biases were linked to perceiving abandonment and rejection in their daily interactions with others.

## **Special Session B**

### **Saturday, January 29, 8:15 - 9:30 am**

#### **Special Session B1**

### **APA TASK FORCE REPORTS: AIDING, ADVANCING, AND APPLYING RESEARCH**

**Saturday, January 30, 8:15 - 9:30 am, Capri Rooms 103-106**

**Chair:** Steve Breckler, Director of the APA Science Directorate

**Speakers:** Steve Breckler, Susan Saegert, Brenda Major, Monica Biernat, Eileen Zurbiggen, Janet Swim

One service the American Psychological Association (APA) does for the psychology community is to support task force reports that summarize topics of interest to psychologists. Several reports have been produced recently that are likely to be of interest to social psychologists. In this Symposia Steve Breckler (Director of the APA Science Directorate) will describe the formation and function of task force reports. The purpose, major conclusions and/or policy recommendations, and resultant use of five reports covering the following topics will be presented: Psychology and Social Economic Status (Susan Saegert, Vanderbilt University), Psychological Impacts of Abortion (Brenda Major, UC Santa Barbara), IRBs (Monica Biernat, University of Kansas), Sexualization of Girls (Eileen Zurbiggen, UC Santa Cruz), and Psychological Dimensions of Climate Change (Janet Swim, The Pennsylvania State University). A 20 to 25 minute discussion will follow the presentations.

#### **Special Session B2**

### **SOCIAL PSYCHOLOGY IN THE SERVICE OF NATIONAL SECURITY: COLLABORATION OPPORTUNITIES IN SUPPORT OF THE FEDERAL SECURITY CLEARANCE SYSTEM**

**Saturday, January 30, 8:15 - 9:30 am, Capri Rooms 107-110**

**Chairs:** Bryan Castelda and John Capps, Office of the Director of National Intelligence, Special Security Center

**Speakers:** Eric L. Lang, Bryan A. Castelda, Verónica Benet-Martínez, Cynthia L. Pickett

## **Symposia Session F**

### **Saturday, January 30, 9:45 - 11:00 am**

#### **Symposia Session F1**

### **HOW PSYCHOLOGICAL PROCESSES SHAPE CULTURE**

**Saturday, January 30, 9:45 - 11:00 am, Royale Pavilion 1**

**Chair:** Jonah Berger, University of Pennsylvania

**Speakers:** Todd Gureckis, Yoshihisa Kashima, Eytan Baskshy, Jonah Berger

While psychologists have long recognized the important role that culture plays in shaping psychological processes, there has been less attention to the reciprocal processes, or how psychological processes might shape culture. Ideas diffuse rapidly, first names wax and wane in popularity, and videos, news, and information spread virally over the internet. But why do certain cultural items spread contagiously while others languish? And how might psychological processes operating at the individual level shape these collective cultural outcomes? This symposium brings together emerging research that explores the psychological foundations of culture, or how cognition, emotion, and other psychological aspects drive the popularity and transmission of cultural tastes. Gureckis and Goldstone, for example, investigate the interdependence between

individual decision making and collective outcomes, showing how the popularity of first names over time are shaped by individual level cognitive processes as well as social influence. Kashima and Blavin demonstrate how social influence strategies affect the type of information people share, examining how normative and informational influence determine whether people transmit stereotype consistent or inconsistent information. Bakshy and colleagues address the ongoing debate about the importance of source characteristics in diffusion, testing whether characteristics of the initial adopters predict how much something spreads. Berger and Milkman explore what makes things viral, looking how emotion and other shared psychological processes affect which articles make the New York Times Most-Emailed List. Taken together, these diverse perspectives shed light on how psychological processes shape collective outcomes and suggest exciting future directions for this emerging area of research.

#### ABSTRACTS

##### **HOW YOU PICKED A NAME FOR YOUR CHILD: UNDERSTANDING THE RELATIONSHIP BETWEEN INDIVIDUAL DECISION-MAKING AND COLLECTIVE OUTCOMES**

Todd Gureckis<sup>1</sup>, Rob Goldstone<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>Indiana University – Cultures are obviously made up of individuals, but to what degree can aggregate patterns of social and cultural change be understood as arising from individual decision processes? We examine the interdependence between individual and group behavior surrounding a somewhat arbitrary, real-world decision: selecting a name for one's child. Using a historical database of the names given to children over the last century in the United States, we find that naming choices are influenced by both the frequency of a name in the general population, and by its "momentum" in the recent past in the sense that names which are growing in popularity are preferentially chosen. This bias toward rising names is a recent phenomena: in the early part of the 20th century, increasing popularity of a name from one time period to the next was correlated with a decrease in future popularity. However, more recently this trend has reversed. We present a number of computational simulations that detail how individual decision-making strategies, played out in a large population of interacting agents, can explain these empirical observations as a type of "emergence". The view we adopt is that cognition acts as a kind of "cultural filter" which, along with processes of social influence, help to determine the spread of ideas. Indeed, individual cognitive capacities for change detection, the encoding of frequency in memory, and biases towards novel stimuli appears to interact with the behavior of other decision makers to determine the distribution and dynamics of cultural tokens.

##### **HOW SOCIAL INFLUENCE STRATEGIES IMPACT IMPLICIT CULTURAL TRANSMISSION**

Yoshihisa Kashima<sup>1</sup>, Nikola Balvin<sup>2</sup>; <sup>1</sup>University of Melbourne, <sup>2</sup>University of Queensland – Implicit cultural transmission is a process by which cultural information is transmitted without the sender's explicit intention to do so. One way to explore this is offered by Bartlett's (1932) serial reproduction method, where information is transmitted from a first person to a second person, who in turn transmits it to a third person, and so on in a chain of communication. Past research has largely shown that implicit cultural transmission tends to reproduce culture: people tend to pass on information consistent with cultural stereotypes (SC) more than information inconsistent with them (SI) over serial reproduction chains. In this research, we began to ask a second generation question, that is, what if we try to modify culture by deploying normative and informational social influence strategies? A narrative about an Aboriginal Australian man was transmitted through three-person serial reproduction chains. Participants in one condition received a social scientific report about the circumstances of Aboriginal Australians (informational social influence), but those in the other condition did not. Within each condition, half the chains received information about positive community attitudes towards Aboriginals (normative influence); the other chains did not receive this information. Although the normative influence tended to reduce the transmission of negative SC information

in the absence of the informational influence, it tended to exacerbate the transmission of negative SC information in its presence. This research provides a cautionary remark about an unexpected and potentially negative effect of combining two well intentioned social influence strategies on implicit cultural transmission.

##### **SOURCE EFFECTS IN SOCIAL CONTAGION**

Eytan Baskshy<sup>1</sup>, Sharad Goel<sup>2</sup>, Jake Hofman<sup>2</sup>, Winter Mason<sup>2</sup>, Duncan Watts<sup>2</sup>; <sup>1</sup>University of Michigan, <sup>2</sup>Yahoo! Research – Psychological research on social influence has identified certain source characteristics that have a positive effect on influence (e.g., authority, credibility, likability, etc.) Research often assumes the individuals who possess these source characteristics are "opinion leaders" who have a disproportionate effect on whether a cultural item, such as a product or idea, diffuses in a population. Moreover, it has been suggested that one can identify these individuals simply by observing their local position in the social network. Subsequent work (Watts & Dodds, 2007) has contested this hypothesis and suggested that the individual may be less important in affecting the size of a cascade than global network features such as their proximity to easily persuaded individuals. In this work we examine three online social networks—an instant messenger client, a photo sharing website, and a microblogging site—and measure the spread of influence (e.g., shared URLs) across these networks. In all three cases we identify the initial adopters to determine if there are any identifiable attributes, or characteristics, which predict the number of people who ultimately adopt. In general, we find that most things are not "viral", and do not spread at all, regardless of who initiates the diffusion. However, the local network structure of the initial adopter has a very small but reliable effect on the prediction of the subsequent size of the adoption cascade, indicating that there is marginal value in identifying the "well-connected" individuals for the diffusion of culture.

##### **VIRALITY, CULTURAL SELECTION, AND CULTURAL SUCCESS**

Jonah Berger<sup>1</sup>, Katy Milkman<sup>1</sup>; <sup>1</sup>University of Pennsylvania – People often share news, opinions, and information with those around them, but why are certain cultural items shared more than others? We investigate whether shared psychological processes (i.e., emotion) shape what spreads by examining the virality of articles from one of the world's most popular newspapers: The New York Times. Because the Times covers a wide range of topics and reaches over 20 million readers, it is an ideal venue for examining what types of content are frequently shared. The Times continually reports which of its articles have been emailed most frequently in the last 24 hours, and we examine whether there is a link between psychological characteristics of articles and whether they make the New York Times' most emailed list. Analysis of over 7,500 articles (using both manual coding and textual analysis) shows that mind-opening or awe-inspiring articles are more viral. Practically useful, surprising, positive, and affect-laden articles are also more likely to make the most emailed list. These relationships are robust to controlling for a host of other factors including external drivers of attention (e.g., where articles appear in the physical paper and online), writing style (e.g., complexity), and author fame. In contrast to theories suggesting exchange is driven by economic value, these findings suggest the important role of deepening social connections. People not only share to encourage reciprocity but also to strengthen social bonds. Further, the magnitudes of these relationships are considerable and support the notion that shared psychological processes act as a selection mechanism on culture.

#### Symposia Session F2

##### **PANEL DISCUSSION: FORGING CONNECTIONS BETWEEN SOCIAL MEDIA AND SOCIAL/PERSONALITY PSYCHOLOGY**

Saturday, January 30, 9:45 - 11:00 am, Royale Pavilion 2

Chairs: Samuel D. Gosling, University of Texas, Austin, and Kate Niederhoffer, Dachis Corporation

Speakers: Cameron Marlow, Matthew Hurst, Winter Mason

Social media (e.g., Facebook, Boing Boing, Twitter, Flickr, Yelp, Digg) are playing an increasingly prevalent role in daily social life. Every action taken on a social media platform is performed by a psychological being trying to satisfy some kind of psychological need—that is, individuals use social media to meet their emotional, social, attitudinal, cognitive, behavioral, and identity needs. As a result, social media platforms provide abundant untapped opportunities for social/personality psychologists to engage in collaborative research using datasets that are unparalleled in size, scope, and ecological validity. Moreover, social media companies offer opportunities for consultation and employment. Yet, connections between social media providers and social/personality researchers are virtually non-existent. This panel discussion will serve to provide an overview of the realm of social media and to initiate a dialogue between social media providers and social/personality psychologists. Panelists will base their discussion on three core questions: (1) What kinds of data and research opportunities are available to researchers and what needs to be done to initiate research projects? (2) What questions would the social media companies like addressed by social/personality psychologists? and (3) what job and consultation opportunities are available? Time will be set aside for questions and discussion from the audience.

#### ABSTRACTS

**CAMERON MARLOW** Cameron Marlow<sup>1</sup>; <sup>1</sup>Facebook – Cameron Marlow will speak from his experience at Yahoo and Facebook.

**MATTHEW HURST** Matthew Hurst<sup>1</sup>; <sup>1</sup>Microsoft Research – Matthew Hurst will speak from his experience at Microsoft Research

**WINTER MASON** Winter Mason<sup>1</sup>; <sup>1</sup>Yahoo! Research – Winter Mason will talk from his experience at Yahoo! Research

#### Symposia Session F3

##### SELF-REGULATION IN RESPONSE TO REJECTION AND SOCIAL THREAT

Saturday, January 30, 9:45 - 11:00 am, Royale Pavilion 5

Chair: Maire Ford, Loyola Marymount University

Speakers: Geraldine Downey, Peggy Zoccola, Maire Ford, Anett Gyurak

Generally rejection or conditions of social-evaluative threat (which signal the potential for rejection) are aversive experiences. However, there is variability in the ways that individuals process and respond to rejection and social-evaluative threat (SET). Certain patterns of processing and responding to rejection/SET are associated with maladaptive outcomes, whereas other patterns are associated with some degree of resilience in the face of rejection/SET. Recent research indicates that the ability to self-regulate may play a key role in shaping responses to rejection/SET by overriding potentially harmful patterns of processing and responding. Speakers in this symposium will discuss the role that self-regulatory processes play in shaping a variety of responses to rejection/SET and the impact that this can have on personal and interpersonal wellbeing. Distinct methodological approaches will be discussed which allow for an integrative, multi-level analysis of the relationship between rejection/SET and self-regulation. Speakers will discuss the components of regulatory competency, the neural infrastructure that facilitates regulation ability, and the role that self-regulatory failure plays in driving a variety of maladaptive responses to rejection/SET. These responses range from extreme pathological responses to more common (yet still highly impactful) cognitive, physiological, and health-related responses. Individual differences that impact self-regulation ability will also be discussed as well as implications for health and wellbeing.

#### ABSTRACTS

**A SELF-REGULATORY PERSPECTIVE ON DISTINCT PATHOLOGICAL RESPONSES TO REJECTION** Geraldine Downey<sup>1</sup>, Kathy Berenson<sup>1</sup>, Eshkol Rafaeli<sup>2</sup>; <sup>1</sup>Columbia University, <sup>2</sup>Barnard College – We have previously delineated how rejection experiences can sensitize people to respond to rejection in self-defeating ways, extreme forms of which are captured in Borderline (BPD) and Avoidant (APD) Personality Disorder. BPD entails desperate efforts to connect to others and intense reactions to rejection including inappropriate anger, impulsive and self-injurious behavior, and extreme fluctuations in mood and identity. APD entails extreme social inhibition and reluctance to risk exposure to rejection. We propose that while rejection sensitivity is common to both disorders, they involve distinct regulatory difficulties reflecting differences in the need to avoid punishment and to attain reward as well as in competency in regulating impulsive responses. BPD is characterized by the destabilizing need to both avoid punishment and attain rewards, often in impulsive ways that suggest impaired ability to delay gratification. By contrast, APD is characterized by an exaggerated need to avoid punishment and a low need for reward – a motivational configuration that facilitates social inhibition. Regulatory competency involves specific competencies for controlling attention, thoughts, affects and behavior in the immediate situation to further long-term goals. We predict that BPD involves lower competency in these aspects of executive control than APD. Preliminary support for these predictions comes from a comparison of persons with APD, BPD, or without psychopathology who completed lab assessments of relevant aspects of executive functioning and goal strength (sensitivity to reward and punishment, delay of gratification, attentional control, behavioral inhibition, and adaptation to changing contingencies), and a daily diary monitoring distinctive symptoms of these disorders.

**RUMINATION AND SALIVARY CORTISOL IN THE CONTEXT OF SOCIAL-EVALUATIVE STRESSORS** Peggy Zoccola<sup>1</sup>; <sup>1</sup>University of California, Irvine – For some, a stressor's psychological and physiological influence ceases upon removal; for individuals who ruminate, the effects may persist. In two studies, we tested whether rumination moderated the cortisol stress response in the context of social-evaluative threat (SET). In study one, we investigated whether ruminating on a laboratory stressor predicts elevated cortisol, and whether rumination levels depend on the stressor's evaluative nature. Eighty-nine participants performed speeches in front of evaluative panels (SET) or in one of two non-explicitly evaluative conditions. State rumination was associated with increased cortisol across all conditions, and the SET condition elicited more state rumination than other conditions. In study two, we tested whether trait rumination moderates the cortisol response to a SET stressor and whether trait and state rumination predicted cortisol levels during later stressor recall. Fifty-nine participants performed speech and math tasks in front of evaluative panels (SET) and two weeks later completed recall interviews in either supportive or unsupportive contexts. Trait rumination was associated with greater cortisol reactivity and delayed recovery in response to the stressor. It also predicted greater cortisol reactivity during later stressor recall, but only for males in the unsupportive recall interview. Males who scored high on trait rumination and also ruminated in the two weeks following the stressor had the greatest reactivity to the unsupportive recall. Together, the findings suggest that those who engage in high levels rumination may be at risk for prolonged cortisol responses to stressors, and that SET stressors may be particularly like to elicit ruminative thought.

**INDIVIDUAL DIFFERENCES IN HEALTH-RELATED BEHAVIORAL REGULATION FOLLOWING REJECTION** Maire Ford<sup>1</sup>, Nancy Collins<sup>2</sup>; <sup>1</sup>Loyola Marymount University, <sup>2</sup>University of California, Santa Barbara – Prior research shows that rejection and related social-evaluative threats can tax an individual's self-regulatory resources and leave him/her vulnerable to poor personal and interpersonal outcomes. This effect is especially pronounced for certain individuals who are highly sensitive to



rejection. These individuals are more likely to exhibit a chronic tendency to experience self-regulation failure in the face of rejection and as a result they are vulnerable to poor psychological and interpersonal outcomes. However, little is known about what effect this self-regulation failure may have on health-related outcomes. Because self-regulation plays such an important role in motivating many health behaviors we sought to extend this area of research. In this talk we will discuss findings from a daily diary study that investigated the effects of real-life rejection on participants' self-reported self-regulatory ability and on daily health behaviors (e.g., eating behaviors and drug use). We will present findings indicating that rejection does impact perceived self-regulatory ability as well as health behaviors. Additionally, we will discuss factors that put some individuals at greater risk for self-regulation failure following rejection, thereby increasing the likelihood that they will engage in harmful health-related behaviors. These findings suggest that the effects of self-regulatory ability extend beyond psychological and interpersonal outcomes, but they also serve to impact one's vulnerability to poor health related outcomes following rejection. This places individuals who are sensitive to rejection (and who are more likely to experience self-regulation failure following rejection) at risk for poor short-term and long-term health outcomes.

**INDIVIDUAL DIFFERENCES IN REGULATION OF RUMINATIVE RESPONSES TO REJECTION - A JOINT fMRI AND DAILY-DIARY INVESTIGATION** Anett Gyurak<sup>1</sup>, Christine Hooker<sup>2</sup>, Özlem Ayduk<sup>1</sup>; <sup>1</sup>University of California, Berkeley, <sup>2</sup>Harvard University – Excessive rumination might exacerbate the negative effects of social rejection experiences in close relationships. However, research evidence suggests that individual differences in the ability to engage regulatory control after interpersonal rejection might attenuate the negative effects typically associated with social rejection. This talk will review findings from a joint fMRI and daily-diary investigation that indicates that low recruitment of the lateral prefrontal cortex in response to an affective challenge in the scanner predicts an increase in rumination following a real-life relationship conflict among dating couples. This suggests that the LPFC may serve to control ruminative tendencies in response to social rejection. Furthermore, evidence is discussed that individual differences in self-reported attentional control similarly buffer otherwise vulnerable low self-esteem individuals from ruminative thinking after a relationship conflict. Collectively, these findings suggest that regulatory processes may lower ruminative tendencies following interpersonal rejection, and offer an avenue for intervention research. Implication for affective neuroscience and clinical research are discussed.

#### Symposia Session F4

### SPSP DIVERSITY AND CLIMATE COMMITTEE SYMPOSIUM - A MULTI-STAGE APPROACH TO UNDERSTANDING INTERGROUP CONTACT: CHALLENGES AND POTENTIAL SOLUTIONS

Saturday, January 30, 9:45 - 11:00 am, Royale Pavilion 6

Chairs: Tamar Saguy, Interdisciplinary Center (IDC) Herzliya, and Tessa West, New York University

Speakers: Michael Inzlicht, Michael Norton, Tamar Saguy, Tessa West

Traditionally, the focus of research on intergroup contact has been on when contact is effective for improving intergroup relations and how contact reduces prejudice. Less is known, however, about the psychological processes associated with the various stages of intergroup encounters, from the pre-interaction phase, through the initial interaction phase, to the progression of interactions over-time. Using neurological, behavioral, and longitudinal approaches, this symposium examines psychological processes associated with various stages of intergroup encounters. Focusing on the pre-interaction phase, Inzlicht and Gutsell use EEG and ERP methods to demonstrate basic affective processes that underlie low levels of empathy directed towards outgroup, compared to ingroup, members, and methods of improving out-group directed empathy. Norton and colleagues demonstrate that when an opportunity for an

intergroup encounter exists, people choose to “opt out” of an interaction so as to not appear prejudiced; a phenomenon termed racial paralysis. Saguy and Dovidio examine the content that group members choose for the initial stage of intergroup interactions. They show that when a possibility for change in status relations exists, group members strategically direct attention to topics that can potentially advance their group goals. Moving to the progression of interactions over time, West and colleagues show that prior interracial contact improves accuracy in perceptions of roommates' anxiety over time, which in turn promotes cross-group friendship development. Taken together, the research presented in this symposium demonstrates challenges that occur at different stages of intergroup encounters, and offers insights into how to improve intergroup interactions.

#### ABSTRACTS

### EMPATHY CONSTRAINED: EVIDENCE THAT NEURAL SYSTEMS UNDERLYING EMPATHY ARE UNRESPONSIVE TO OUTGROUPS, BUT THAT APPROACH BEHAVIORS HELP

Michael Inzlicht<sup>1</sup>, Jennifer Gutsell<sup>1</sup>; <sup>1</sup>University of Toronto – The abilities to identify with others and to overlap the self with the others play a pivotal role in empathy. Here, we propose that empathy is bounded, with the neural system underlying empathy less responsive to outgroups than ingroups. We also propose, however, that empathy can be increased by active efforts, including efforts to conceptually approach the outgroup. Using electroencephalographic (EEG) oscillations and event-related-potentials (ERPs) as an index of empathy and its underlying neural processes, we predict that people will be unlikely to (1) experience vicarious emotions when watching the outgroup in pain, (2) mentally simulate the actions of the outgroup, and (3) associate the self with outgroups. Importantly, we also predict that (4) training in embodied approach behaviours could reduce electrocortical differentiation of the self from the outgroup. In Studies 1 and 2, we found that participants showed similar neural activation patterns when feeling sad or taking action as when they observed ingroup members feeling sad or taking action. In contrast, participants did not show these same activation patterns when observing outgroup members, and even less so the more they were prejudiced. In Study 3, we found that participants demonstrated electrocortical differentiation between the self and outgroup, but that this differentiation attenuated after outgroup-approach training. These findings provide evidence from brain activity for the concept of bounded empathy: Empathy may be restricted to close others and may not extend to outgroups, unless active efforts are taken to associate the self with the outgroup thereby increasing self-outgroup overlap.

### RACIAL PARALYSIS: THE IMPACT OF COLORBLINDNESS ON INTERRACIAL RELATIONS

Michael Norton<sup>1</sup>, Malia Mason<sup>2</sup>, Joseph Vandello<sup>3</sup>, Andrew Biga<sup>3</sup>, Rebecca Dyer<sup>2</sup>; <sup>1</sup>Harvard Business School, <sup>2</sup>Columbia Business School, <sup>3</sup>University of South Florida – Imagine stepping onto a crowded subway car and finding two seats remaining, each next to a similarly dressed man: one White, the other Black. We suggest that in such situations, individuals may choose to forgo either seat and remain standing, rather than risk the appearance of bias. Four studies demonstrate this “racial paralysis” – the tendency to opt out of cross-race decisions, even when the strategy proves costly. While Whites were quite willing to choose which of two White individuals was more likely to be class valedictorian or to have committed a violent crime, they were less likely to admit having a preference between a White and Black person (Study 1). Study 2 used fMRI to examine the mechanism underlying this tendency, revealing greater recruitment of the lateral orbitofrontal cortex – a region implicated in inhibiting instinctively preferred but contextually inappropriate responses – when making cross-race decisions. Study 3 examined the strength of this preference to opt out: Though Whites were willing to forgo a small (\$1) incentive to avoid choosing, they overcame their reluctance to choose when given a sufficient (\$5) incentive. Finally, Study 4 explored the effectiveness of this strategy, demonstrating that both Whites and non-Whites see opting out as an

effective means of appearing unbiased. Studies 3 and 4 together suggest that the costs of forgoing choosing may be outweighed by the social benefits that opting out confers. We discuss the impact of inhibiting preferences on the quality of interracial relations.

**PUTTING CONTACT IN CONTEXT: THE STRATEGIC VALUE OF DISCUSSING POWER AND COMMONALITIES IN INTERGROUP INTERACTIONS** Tamar Saguy<sup>1</sup>, John Dovidio<sup>2</sup>; <sup>1</sup>Interdisciplinary Center (IDC) Herzliya, <sup>2</sup>Yale University

Members of advantaged and disadvantaged groups bring different goals and preferences to intergroup encounters. Research has demonstrated that whereas disadvantaged group members prefer to discuss topics related to group-based inequality (i.e., power), advantaged group members prefer intergroup discussions that are focused on cross-group commonalities. The present research investigated whether these different preferences are actually strategic, that is, reflect goals for advancing status (among disadvantaged groups) or maintaining status (among advantaged groups). We hypothesized that if group-based preferences for the content of contact are indeed strategic, they would be more pronounced when intergroup relations are unstable and illegitimate. Under these conditions, group members perceived a possibility for change in the status hierarchy. In Experiment 1, group status was manipulated along with the stability and legitimacy of the status relations. As expected, disadvantaged group members' desire to address power was most pronounced when the status relations were unstable and illegitimate. This was explained by heightened motivation for social change. Advantaged group members showed a tendency to increase the desire to address commonalities when the status relations were unstable and illegitimate. In Experiment 2, involving only members of advantaged groups, goals regarding changing or sustaining the power differences were directly manipulated. When the goal was to sustain power, the desire to address commonalities was particularly pronounced, and when the goal was to change power, the desire to discuss power was particularly pronounced. These findings point to the strategic value of discussing power and commonalities in intergroup contact.

**A NEW BENEFIT TO INTERRACIAL CONTACT: USING OLD FRIENDS TO IMPROVE COMMUNICATION BETWEEN NEW FRIENDS ACROSS THE RACIAL DIVIDE** Tessa West<sup>1</sup>, Adam Pearson<sup>2</sup>, John Dovidio<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>Yale University

Interracial interactions rank among the more stressful of everyday experiences in contemporary society. Within these interactions, minority and majority group members face communication challenges that promote misunderstandings and distrust, and hinder the development of close personal relationships across the racial divide. Understanding factors that promote effective communication between racial groups is crucial for improving race relations. Nevertheless, little is known about the processes through which group members understand one another's experiences as interactions unfold, and the accuracy of these assessments – processes that are likely to contribute to effective communication. The present research demonstrates that prior interracial contact improves communication between Whites and minorities via its effects on over time changes in perceptual accuracy. Randomly assigned college roommates indicated their perceptions of their own and their roommates' feelings of anxiety and of friendship formation, twice a week during the first six weeks of the semester. For Whites, the more cross-race friendships they had prior to moving in with their outgroup roommate, the more accurate they became in the perceptions of their roommates' anxiety over time. For racial minorities, cross-race friendships did not moderate accuracy in their perceptions of their Whites' roommates' feelings of anxiety; all minorities increased in accuracy over time. For both Whites and minorities in interracial dyads, increases in accuracy of perceptions of anxiety were associated with greater perceptions of friendship formation, and with greater roommates' perceptions of friendship formation. These results demonstrate the benefits of prior interracial contact in the context of developing cross-race friendships.

**Symposia Session F5**

**WHERE AM I? CULTURAL PRODUCTS AND SELF-EXPERIENCE**

Saturday, January 30, 9:45 - 11:00 am, Royale Pavilion 3-4

Chair: Jean Twenge, San Diego State University

Speakers: Beth Morling, Batja Mesquita, Tugçe Kurtis, Jean Twenge

Where is the self located? Common understandings place the foundations of self and identity within the person, often in the architecture of the brain. But another perspective proposes that these apparently internal structures of self and identity are also embedded in the everyday worlds in which we live. Self-experiences are reflected in cultural products such as music, advertisements, TV shows, naming practices, and holiday celebrations. Four presentations apply this perspective to different aspects of self and identity that are shaped by, and in turn, shape, a variety of cultural products. Beth Morling presents meta-analyses of cultural products (e.g., advertisements, books) from East Asian and North American settings that reflect individualism and collectivism. Batja Mesquita presents two studies showing that representations of emotion in TV shows from Japanese and American contexts correspond to individuals' self-reports of their emotion. Tugçe Kurtis, presents three studies that show how social identity (national glorification) and collective memory (silence about genocide of Indigenous Peoples) are embedded in holiday commemoration practices associated with American Thanksgiving. Jean Twenge presents four studies from large databases showing a cultural shift over time toward greater individualism in American society not only in self-report measures, but also in external structures such as song lyrics and naming practices. Together these presentations suggest a "more social" psychology that locates the foundations of self and identity not only in internal brain architecture, but also in socially constructed affordances (e.g., practices, material artifacts, and behavioral models) of everyday cultural worlds.

**ABSTRACTS**

**MEASURING CULTURAL DIFFERENCE BY QUANTIFYING BOTH PRODUCTS AND PEOPLE** Beth Morling<sup>1</sup>, Marika Lamoreaux<sup>2</sup>; <sup>1</sup>University of Delaware, <sup>2</sup>Georgia State University

Cultural psychology is, most famously, the study of how "culture and psyche make each other up" (Shweder, 1989). Increasingly, the research of cultural psychologists has exemplified this definition. Researchers have captured cultural differences not just in people's emotions, cognitions, and self-reports, but also in tangible, public representations of culture. These "cultural products" include advertisements, song lyrics, websites, religious texts, and aggregated public behaviors such as walking speed or helpfulness. We collected and meta-analyzed studies in which cultural differences were measured via cultural products. East Asian cultural products were more collectivistic and less individualistic than North American cultural products, and these effect sizes were significantly larger than those found in meta-analyses of self-reports on the same dimensions. We also analyzed results for other values and dimensions (such as power distance, positivity, hedonism, focus on modernity, and use of an explicit message); effect sizes varied, depending on dimension, region, and nation. We will speculate on the complexity of the results, recommend other ways to conduct research on cultural products, and explain why cultural products should continue to be an important element of cultural psychology research.

**CULTURAL MODELS IN THE MIND AND IN THE WORLD: THE EXAMPLE OF CONFLICT** Batja Mesquita<sup>1</sup>, Ishani Banjeri<sup>2</sup>, Mayumi Karasawa<sup>3</sup>; <sup>1</sup>University of Leuven, <sup>2</sup>Indiana University, <sup>3</sup>Tokyo Women's Christian University

Two studies tested the hypothesis that representations of emotions differ across cultures reflective of the cultural models of self and relationships in which they occur. Moreover, we tested the idea that these models can be found both in the mind and in the world. Both studies focused on emotion representations in conflict situations in North American and Japanese contexts. In a first study, North American and Japanese narratives of emotions were content analyzed. North American emotions in

conflict situations reflected independent models of self and relating, emphasizing the (increased) separation between the respondent and the offender (e.g., blaming, feeling rejected), whereas Japanese narratives underlined the interdependence of respondent and offender (e.g., taking the perspective of the offender, doing nothing). In the second study, we presented American and Japanese respondents with one of two clips taken from either a popular North American or a Japanese television show. The clips had been rated as representative of the theme of conflict, as well as anger-provoking by an independent sample of North American and Japanese respondents. In a free recall task, both same-culture and other-culture respondents recalled unique features of the cultural emotion model represented by each clip; however, the culture-specific elements of the emotion model were recalled by a greater proportion of same-culture than other-cultural respondents. Together the studies suggest that cultural models of emotions are reflected by cultural artifacts, but that these artifacts are particularly powerful to people from these cultural contexts.

#### **THANKSGIVING COMMEMORATIONS AS CULTURAL TOOLS FOR COLLECTIVE SELF-GLORIFICATION** Tugçe Kurtis<sup>1</sup>, Glenn Adams<sup>1</sup>, Michael Yellow Bird<sup>1</sup>; <sup>1</sup>University of Kansas

A cultural psychology perspective emphasizes that the structure of self and identity is not limited to brain architecture, but also resides in socially constructed affordances inscribed in everyday worlds. Building on this idea, three studies examined how holiday practices serve as cultural affordances for the experience of collective self. In particular, we investigated how silence about genocide in commemoration of American Thanksgiving both reflects and promotes national self-glorification. In Study 1, we analyzed presidential Thanksgiving proclamations and observed that glorification themes were more frequent in proclamations that failed to mention Indigenous Peoples than proclamations that did mention indigenous peoples. In Study 2, we asked White undergraduates to rate 3 different proclamations; ratings of liking, relevance, and recommendation were much lower for a genocide-mentioning proclamation than genocide-silencing proclamations, especially when national glorification concerns were high (as individual difference measure or via experimental manipulation). In Study 3, we manipulated exposure to different Thanksgiving commemorations and observed that national glorification scores and tendencies to reproduce silence were weaker for participants exposed to a genocide-mentioning commemoration than participants exposed to genocide-silencing commemorations. Overall, results suggest that silence about genocide in Thanksgiving commemorations serves as an "intentional world" for the production of national selves. Silence about genocide in Thanksgiving commemorations not only materializes (or "makes real") self-glorifying beliefs and desires (e.g., about American greatness), but also carries a psychological charge that—regardless of individual intention or awareness—directs experience toward nation-glorifying ends (e.g., "loyal" citizens prepared to kill or die for homeland).

#### **CULTURAL PRODUCTS, BEHAVIOR, AND SELF-REPORTS ACROSS TIME: GENERATIONS AS CULTURE** Jean Twenge<sup>1</sup>; <sup>1</sup>San Diego State University

Culture differs not only across regions but across time. Four large datasets examine how changes in cultural products and self-reports reflect increasing cultural individualism in the United States. First, we examined the lyrics of popular songs between 1980 and 2007. The use of first-person singular pronouns (I, me) and antisocial behavior increased and that of collective pronouns (we, our) and social interactions decreased. In the second study, an analysis of the given names of 325 million Social Security card holders between 1880 and 2007 showed that, over time, fewer people received common names. For example, 40% of boys received one of the 10 most common names in the 1940s; by 2007, less than 10% did. Thus parents have increasingly favored names that would help children stand out rather than fit in. Two additional studies show that self-reports also reflect these cultural shifts. Narcissistic personality traits, a type of hyper-individualism, increase among generations of American college students between 1982 and 2009 in three

analyses; confounding by campus explains why some previous studies found no change. These increases mirror trends in cultural products and behaviors such as increases in plastic surgery, surging levels of debt, larger houses, and increased interest in fame and celebrities. Finally, data from the Monitoring the Future survey of high school students demonstrates significant changes consistent with individualism, such as increases in materialism, high expectations, desire for leisure, more flexible views of social rules, and lack of trust.

#### **Symposia Session F6**

#### **IMPULSE AND REFLECTION: UNDERSTANDING BEHAVIOR AND MOVING BEYOND THE IMPLICIT-EXPLICIT DISTINCTION**

**Saturday, January 30, 9:45 - 11:00 am, Royale Pavilion 7-8**

**Chairs: Michael Haefner and Kees van den Bos, Utrecht University**

**Speakers: Fritz Strack, Michael Haefner, Kees van den Bos, Charles S. Carver**

Many recent dual-systems models stress the fact that human behavior is determined by a joint function of impulse and reflection. The bulk of research inspired by these models, however, often sticks to the dissociation of implicit and explicit attitude measures and the situational factors leading to their dissociation. It is the aim of the present symposium to move beyond this practice and to investigate impulsive and reflective behavior beyond the comparison of implicit and explicit attitudes. In doing so, we clarify the processes underlying the distinction between impulse and reflection. Furthermore, we substantiate the impulse-reflection distinction by new empirical findings across various domains. Thus, this symposium shows why dual-systems models provide a useful vantage point on surprisingly diverse aspects of behavior. Specifically, Fritz Strack will provide a thorough theoretical overview of recent dual-systems models, with a particular focus on the prediction of behavior and the role of feelings. This analysis will be backed up by empirical findings across different domains. Next, Michael Häfner will investigate whether and how flexible impulsive sexual behavior can be, and what potential underlying processes are driving this flexibility. Then, Kees van den Bos will present research showing how important it is to distinguish between impulsive and reflective processes in order to better understand complex phenomena as the just world belief. Finally, Charles Carver will discuss how variation in serotonergic function relates to the two systems and to psychological and behavioral variability, ranging from normal to impulsive aggression and depression.

#### **ABSTRACTS**

#### **THE DUAL DETERMINATION OF JUDGMENT AND BEHAVIOR** Fritz

Strack<sup>1</sup>, Roland Deutsch<sup>1</sup>; <sup>1</sup>University of Wuerzburg – While most dual-systems or dual-process models are about human thinking and judgment formation, only a few of them address behavior. For both subject domains, however, they typically contrast automatic and controlled mechanisms. In addition, behavioral theories juxtapose rational or cold and emotional or hot processes. The Reflective-Impulsive Model (RIM) attempts to integrate these components in a dynamic fashion with the aim to explain their influence on human thoughts and actions. Specifically, behavioral schemata are assumed to be elicited by input from two mental systems with different operating principles, which are interacting at various stages of the processing. Feelings play a role in both systems either as input into reflective judgments or as facilitating or inhibiting conditions in impulsive operations. The postulated mechanisms are illustrated with findings from different domains such as intuitive judgments and self-regulation.

#### **MOTIVATED EROTIC COGNITION: ON THE FLEXIBILITY AND CONTEXT-DEPENDENCY OF IMPULSIVE SEXUAL BEHAVIOR** Michael Haefner<sup>1</sup>,

Roland Deutsch<sup>2</sup>, Beate Seibt<sup>3</sup>; <sup>1</sup>Utrecht University, <sup>2</sup>University of Würzburg, <sup>3</sup>Centro de Investigação e Intervenção Social (CIS), ISCTE Lisbon – Evolutionarily inspired research on the processing of sexual opportunities has typically highlighted stable differences such as gender differences and

downplayed the role of dynamically changing motives and situational affordances. We argue and demonstrate, however, that taking dynamically changing motives into account eclipses gender differences in the processing of sexual cues, rendering the automatic regulation of sexual behavior even more adaptive. In particular, we demonstrate that spontaneous motivational tendencies towards sexual opportunities are not only determined by the gender of the perceiver but, independently, also by the state of sexual deprivation the perceiver is actually in (Study 1). Furthermore, we demonstrate that also salient social norms interact with the gender of the perceiver in the prediction of the impulsive responses to sexual opportunities (Study 2). Taken together, these findings do not only highlight the considerable flexibility of impulsive (sexual) behavior, but may also help to disambiguate the equivocal role deprivation previously played in the literature on sexual behavior. Specifically, the present findings suggest that sexual deprivation can have a direct (absolute) and an indirect (relative) influence on behavior and that both pathways follow different rules.

**ON ASSOCIATIVE LINKS AND PROPOSITIONAL REASONING PROCESSES: DIFFERENT ROUTES TO VICTIM BLAMING** Kees van den Bos<sup>1</sup>, Marjolein Maas<sup>1</sup>; <sup>1</sup>Utrecht University – The paper by Kees van den Bos and Marjolein Maas will examine why people may blame innocent victims of robbery or sexual assault. The authors propose that in experiential mindsets associative links are formed between the victim and the negative event. As the creation of such links is independent of explicit beliefs, people in experiential mindsets produce negative reactions to the victim largely independent of their just world beliefs. Rationalistic mindsets, however, instigate propositional and consistency-based reasoning. For people who strongly endorse just world beliefs (such as people who have strong predispositions to believe that the world is just or whose just world beliefs have been threatened strongly), learning about an innocent victim creates a logically inconsistent system of beliefs. This inconsistency can be resolved by blaming the victim. For people who only weakly endorse just world beliefs, there is no inconsistency in the first place and therefore no need to blame the victim.

**DUAL-PROCESS MODELS AS CONCEPTUAL TOOL: CONCEPTUALIZING SEROTONERGIC FUNCTION** Charles S. Carver<sup>1</sup>; <sup>1</sup>University of Miami – The serotonin system has been studied for decades. Variation in serotonergic function relates to psychological and behavioral variability of several sorts, including vulnerability to psychological disorders ranging from impulsive aggression to depression. Dual-process models suggest a way to conceptualize these effects of serotonergic function: Specifically, serotonergic function may influence the balance of influence between the lower-order system that responds quickly to cues of the moment and the higher-order system that responds reflectively and planfully. That is, low serotonergic function seems to enhance the influence of the lower-order system, whereas higher serotonergic function seems to enhance the influence of the higher-order system. This hypothesis has a number of implications, both for normal variation in personality and for views of disorder. This presentation will address some of those implications. A core underlying theme is that the dual-process model provides a useful vantage point on surprisingly diverse aspects of behavior.

## Symposia Session F7

### THE SELFISH ORIGINS OF SELFLESSNESS: INTEGRATING EVOLUTIONARY, ECONOMIC, AND PSYCHOLOGICAL MODELS OF HELPING & COOPERATION

Saturday, January 30, 9:45 - 11:00 am, Capri Rooms 101-102

Chairs: Vladas Griskevicius, University of Minnesota, and Noah Goldstein, UCLA

Speakers: Douglas Kenrick, Noah Goldstein, Paul Van Lange, Vladas Griskevicius

Altruism, cooperation, and helping are studied across disciplines, and there have been several interesting controversies about why people

behave in self-sacrificing ways. The papers in this symposium present new theory and research bridging work on economic game theory, the social psychology of helping, and evolutionary approaches to cognitive decision-making. Using laboratory studies, formal modeling, and field experiments, the papers converge on the novel idea that self-sacrifice is often in a person's self-interest – that selflessness is ultimately selfish in the evolutionary sense. Drawing on recent connections between economics and evolutionary theory, Kenrick, Sanabria, Sundie, & Killeen propose an elaboration of game theory. They show that incorporating factors such as reproductive value and kinship into game theory can turn competition into cooperation. Bridging evolutionary theory with social psychological work on reciprocity, Goldstein, Griskevicius, Mortensen, & Cialdini examine the workings of reciprocity when strangers provide favors not to us, but to our kin or close others. They find that we inherit the social debts of close others – as if we ourselves were the recipients of the initial favor. Van Lange, Klapwijk & Reinders Folmer examine how reciprocity and generosity can promote cooperation, finding that generosity can function to build trust by enhancing reputation. Finally, Griskevicius, Tybur, & Van den Bergh examine how purchasing “green” products can be construed as altruistic. They find that self-sacrificing to help the environment is associated with status. This symposium highlights a new wave of helping and cooperation research that bridges evolutionary, economic, and psychological perspectives.

## ABSTRACTS

### GAME THEORY AND SOCIAL DOMAINS: HOW FITNESS INTERDEPENDENCIES TRANSFORM STRATEGIC DECISIONS

Douglas Kenrick<sup>1</sup>, Federico Sanabria<sup>1</sup>, Jill Sundie<sup>2</sup>, Peter Killeen<sup>1</sup>; <sup>1</sup>Arizona State University, <sup>2</sup>University of Houston – Drawing on recent connections between economics and evolutionary theory, we propose an elaboration of game theory with important implications for social psychology. Classical economic models predict that people facing decisions to cooperate or compete will routinely make choices favoring themselves over others. Evolutionary theory suggests factors such as kinship and reproductive value that should modify strategic decisions, sometimes manifesting as cooperative or even altruistic behavior. Siblings, for example, should be invested in one another's payoffs since on average they share half their genes. Parents and children have similar genetic interests, but differ in future reproductive potential. We present a general model incorporating such differential biases as quantifiable weights in strategic decisions, and work out several examples of formal implications for cooperative games. We review empirical data consistent with this model. This model demonstrates how biases formerly considered qualitative and idiosyncratic can be translated into quantitative and objective influences on strategic decision-making that vary systematically across social contexts. This work parallels developments in evolutionary biology, anthropology, and economics. We discuss ways in which social psychologists could become more centrally involved in this interdisciplinary conversation.

### VICARIOUS RECIPROCITY: INHERITING THE SOCIAL DEBTS OF CLOSE OTHERS

Noah Goldstein<sup>1</sup>, Vladas Griskevicius<sup>2</sup>, Chad Mortensen<sup>3</sup>, Robert Cialdini<sup>3</sup>; <sup>1</sup>UCLA, <sup>2</sup>University of Minnesota, <sup>3</sup>Arizona State University – Psychologists, economists, and evolutionary theorists all note that cooperation and helping is strongly influenced by reciprocity. But whereas we feel obligated to return favors provided for us directly, might we feel equally obligated to return favors that are provided to our kin or other individuals with whom we feel psychologically close? Evolutionary theory suggests that factors such as kinship and friendship should produce a certain overlap between our own actions and those of close others, suggesting that we might inherit the social debts incurred by close others, even when we ourselves are not recipients of any favor. A series of laboratory and field experiments examined this possibility. Findings showed that social debts are indeed passed on from psychologically close others to us. Furthermore, we are motivated to act on these obligations to pay back the favor-doer – almost as if we ourselves were the direct recipients of the favor. In contrast with previous explanations for indirect reciproc-

ity, which suggest that individuals who engage in indirect reciprocity are driven to do so to enhance their reputations and gain status, the findings from the current investigation suggest that vicarious reciprocity norms are internalized, operating even when their behavior is anonymous. Finally, an additional field experiment found that we feel the need to repay strangers who perform favors not only for close others, but also those who do favors for organizations and causes with which we identify.

#### **WHY GENEROSITY EXISTS AMONG STRANGERS: A THEORETICAL CHALLENGE FOR ECONOMISTS AND PSYCHOLOGISTS**

**Paul Van Lange<sup>1</sup>, Anthon Klapwijk<sup>1</sup>, Chris Reinders Folmer<sup>1</sup>, <sup>1</sup>VU University Amsterdam** – Can generosity promote cooperation? Past research on economic games between non-strangers suggests that generosity (behaving more cooperatively than another person) elicits greater levels of cooperation than reciprocity (behaving as cooperatively as another person). Generosity is especially effective in economic games when there is some kind of “noise” – when people every now and then make an idiosyncratic mistake or misunderstanding (e.g., arriving too late for an appointment due to an unforeseen traffic jam). A key question that remains unanswered, however, is whether generosity may be functional in our interactions with strangers, whom we are unlikely to meet again. After some disagreement, economists and psychologists now exhibit similar levels of optimism, suggesting that a mechanism of indirect reciprocity – reciprocity that is communicated by third parties via reputation – may promote cooperation (i.e., reputation-based cooperation). Our experiments examined whether indirect generosity may outperform indirect reciprocity in its ability to cope with “noise” in economic games among strangers. Results revealed that noise undermined cooperation and impressions of benign intent. Yet, such undermining effects of noise were substantially weaker or even absent when strangers behaved in a generous (versus reciprocal) manner. These findings add credence to the claim that the ultimate functions of generosity may be rooted in building trust that may even take place among strangers through communicating about one another’s behavior. Our findings help explain why people often do help strangers, and underscore the importance of trusting communities in coping with noise and misunderstandings.

#### **GOING GREEN TO BE SEEN: STATUS, REPUTATION, AND CONSPICUOUS CONSERVATION**

**Vladas Griskevicius<sup>1</sup>, Joshua Tybur<sup>2</sup>, Bram Van den Bergh<sup>3</sup>, <sup>1</sup>University of Minnesota, <sup>2</sup>University of New Mexico, <sup>3</sup>Rotterdam School of Management** – Why do people behave altruistically toward strangers? Biologists and behavioral ecologists have observed that human and non-human altruism might function as a “costly signal” associated with status. A person who incurs a cost to himself for the benefit of others may be signaling that he can afford to incur this cost. We used a costly signaling framework to examine why people purchase pro-environmental “green” products. We argue that buying such products can be construed as altruistic, since green products often cost more and are of lower quality than their conventional counterparts, but green goods benefit the environment for everyone. Because altruism might function as a costly signal associated with status, we examined how activating status motives influenced desire for green products. Findings across three experiments showed that activating status motives led people to choose green products over more luxurious non-green products. For example, status motives led people to choose a pro-environmental car with few features over a more luxurious but less-environmentally friendly vehicle. Two additional findings supported the notion that altruism can function as a costly signal: (1) Status motives increased desire for green products when shopping in public, but not in private; and (2) status motives increased desire for green products when green products cost more, but not less, than non-green products. The studies together demonstrate experimentally the links between altruism, reputation, and status. The findings also suggest that status competition can be a useful tool for promoting pro-environmental behavior.

### **Symposia Session F8**

#### **FREE WILL, MORAL ACTION, AND MORAL RESPONSIBILITY**

**Saturday, January 30, 9:45 - 11:00 am, Capri Rooms 103-106**

**Chairs: Yoel Inbar, Harvard University, and David Pizarro, Cornell University**

**Speakers: Joshua Greene, Yoel Inbar, Joshua Knobe, Jonathan Schooler**

What does it mean to say that a person acted ‘freely’? Is free will necessary for the notion of moral responsibility? In this symposium we bring together four researchers who in recent years have made a great deal of progress toward answering these questions from a psychological perspective, and whose findings are beginning to paint a consistent picture of how the concept of free will influences moral judgment and behavior. Greene and Paxton, using brain imaging techniques, give us a plausible method for measuring how much will is exerted in any given decision, and demonstrate (rather surprisingly) that the exertion of will seems to play a larger role in deciding to act dishonestly than in deciding to resist temptation and act honestly. But while immoral acts may often involve such clear exertions of the will, what of cases in which an infraction is committed but free will appears absent or reduced? Inbar and Knobe both provide evidence that people who lack freedom are indeed seen as being less responsible (a finding Knobe shows is not limited to Western cultures). However, this connection is more tenuous than many assume – under certain conditions individuals are very willing to ascribe responsibility despite a clear lack of freedom. Finally, Schooler provides additional evidence for the connection between freedom and responsibility by showing that undermining belief in free will also undermines belief in moral responsibility, and that this opens the door for individuals to engage in morally questionable behaviors they would not have engaged in otherwise.

#### **ABSTRACTS**

#### **WILL OR GRACE? PATTERNS OF NEURAL ACTIVITY ASSOCIATED WITH HONEST AND DISHONEST MORAL DECISIONS**

**Joshua Greene<sup>1</sup>, Joseph Paxton<sup>1</sup>, <sup>1</sup>Harvard University** – What makes people behave honestly when confronted with opportunities for dishonest gain? Research on the interplay between controlled and automatic processes in decision-making suggests two hypotheses: According to the “Will” hypothesis, honesty results from the active resistance of temptation, comparable to the controlled cognitive processes that enable the delay of reward. According to the “Grace” hypothesis, honesty results from the absence of temptation, consistent with research emphasizing the determination of behavior by the presence or absence of automatic processes. To test these hypotheses, we examined neural activity in individuals confronted with opportunities for dishonest gain. Subjects undergoing functional magnetic resonance imaging (fMRI) gained money by accurately predicting the outcomes of computerized coin-flips. In some trials, subjects recorded their predictions in advance. In other trials, subjects were rewarded based on self-reported accuracy, allowing them to gain money dishonestly by lying about the accuracy of their predictions. Many subjects behaved dishonestly, as indicated by improbable levels of “accuracy.” Our results support the Grace hypothesis. Individuals who behaved honestly exhibited no additional control-related activity (or other kind of activity) when choosing to behave honestly, as compared to a control condition in which there was no opportunity for dishonest gain. In contrast, individuals who behaved dishonestly exhibited increased activity in control-related regions of prefrontal cortex, both when choosing to behave dishonestly and on occasions when they refrained from dishonesty. Levels of activity in these regions correlated with the frequency of dishonesty in individuals.

#### **AMPLIFIER OR ATTENUATOR? DIVERGENT EFFECTS OF REDUCED CONTROL ON MORAL EVALUATION**

**Yoel Inbar<sup>1</sup>, Clayton Critcher<sup>2</sup>, David Pizarro<sup>2</sup>, <sup>1</sup>Harvard University, <sup>2</sup>Cornell University** – The notion of control is central to our conception of freely willed action – I cannot be said to have done something freely if I had no choice to do otherwise (Frankfurt,

1971). Therefore, according to many any philosophical (Clarke, 2003) and psychological (Shaver, 1985; Weiner, 1991) theories of moral responsibility, reduced control over an action should attenuate moral blame or praise. Here, we show that this is not always the case: Reduced control can act as a moral amplifier or attenuator, depending on the inferences drawn regarding the actor's underlying character and intentions. In Study 1, we identify two distinct types of reduced control—rashness and emotionality—and find that people rate behaviors reflecting rashness as more reliable indicators of character than behaviors reflecting emotionality. If rash actions are especially reliable indicators of character, praise and blame should be amplified for rash acts, which we demonstrate in Study 2—people who act positively are praised more, and those who act badly are condemned more, when they do so rashly. Further, we show that this moral amplification effect is driven by assessments of the actor's underlying character. Conversely, in Study 3 we show that blame is attenuated, but praise is not, for actions performed while extremely emotional. Again, this attenuation effect is again driven by people's assessment of the actor's underlying character.

#### **INTUITIONS ABOUT FREE WILL: A DUAL-PROCESS THEORY** Joshua

**Knobe<sup>1</sup>; <sup>1</sup>Yale University**—The traditional philosophical debate over free will has focused on a deceptively simple question. If our actions are completely determined, can we still be morally responsible? Though philosophers typically approach this question with complex arguments and distinctions, it seems that ordinary people also find the question deeply puzzling and mysterious. Our aim, therefore, was to engage in an empirical study of people's ordinary understanding of free will. Five studies revealed that people arrive at radically different judgments depending on which sort of cognitive process they apply. When we introduced manipulations designed to trigger more abstract, theoretical reasoning, most participants (86%) said that no one could be morally responsible for actions that were entirely determined. By contrast, when we introduced manipulations designed to trigger immediate affective reactions, most participants (72%) said that it actually was possible to be morally responsible even for actions that were determined. A subsequent cross-cultural study demonstrated the robustness of this effect. Participants in Hong Kong, India, Colombia and the United States all showed the same pattern of responses, with no significant cross-cultural differences. Drawing on these experimental results, we argue that the classic philosophical debate over free will actually reflects a tension between two different cognitive mechanisms within each individual. People's capacity for abstract, theoretical reasoning draws them toward one answer, their capacity for immediate, affective reactions draws them toward another, and their ultimate conclusion depends in part on which of these cognitive processes they apply in the moment of decision.

#### **THE CONSEQUENCES OF BELIEVING IN FREE WILL** Jonathan Schooler<sup>1</sup>;

<sup>1</sup>University of California, Santa Barbara—Recent evidence suggests that people's beliefs about free will can be at least temporarily altered by exposure to arguments that free will is merely an illusion. Moreover, exposure to anti-free will sentiments has both negative and positive effects on people's moral judgments. On the down side, being encouraged to think of free will as an illusion increases people's propensity to cheat and decreases their prosocial behavior. On the upside, priming determinism also leads to reduced retributivism in context of doling out punishment. These findings suggest that people's beliefs about free will, while unstable, nevertheless have a significant impact on their moral behaviors and attitudes.

### **Symposia Session F9**

#### **OUTDOORS PSYCHOLOGISTS: ADVANCING SOCIAL PSYCHOLOGICAL THEORY AND EXPERIMENTAL METHODS IN THE FIELD**

**Saturday, January 30, 9:45 - 11:00 am, Capri Rooms 107-110**

**Chairs:** Elizabeth Levy Paluck, Princeton University, and Ruth Dittmann, Yale University

**Speakers:** Ruth K. Dittmann, Robert B. Cialdini, Laura G. Barron, Glenn Adams

This symposium is stimulated by Robert Cialdini's recent call to improve academic psychology by using field research (Cialdini, 2009). Social psychologists who have stepped outside the laboratory for various epistemological and substantive reasons will present research and discuss challenges and benefits of advancing social psychological theory through field research. Presentations will consider challenges like the capability of field research to access cognitive variables and mediation of major findings, the status of the field in relationship to the laboratory, and the extent to which working in the field inhibits a researcher's control over independent variables or limits overall productivity. The presentations will also underscore benefits, such as the capacity to capture a variety of demand-free behavioral outcomes, produce findings with immediate relevance to everyday human activity, and generate unique advances in psychological theory. Paluck and Dittmann introduce these issues, illustrated by recent findings and experiences drawn from field experimental research programs on interethnic conflict and discrimination. Subsequent empirical presentations analyze the significance of naturalistic behavioral measures as reliable predictors of political attitudes (Cialdini), the relationship between ethnic identification and discrimination in real world hiring situations as compared to laboratory simulations (Barron, King, & Hebl), and the lessons of participant-observation field research for understanding the laboratory as a culturally specific context (Adams & Stocks). By communicating the range of motivations for and dividends from field research, the panel aims to raise the value assigned to field research in academic psychology.

#### **ABSTRACTS**

#### **WAS IT WORTH IT? FIELD EXPERIMENTS AND OTHER WAYS TO SPEND YOUR TIME OUTSIDE THE LABORATORY** Ruth K. Dittmann<sup>1</sup>, Elizabeth Levy Paluck<sup>2</sup>; <sup>1</sup>Yale University, <sup>2</sup>Princeton University—

An overview of motivations for conducting field research highlights empirical and theoretical dividends unique to the field, along with challenges that can discourage potential field researchers. Two recent experiments illustrate benefits and drawbacks. An experiment in American retail stores measuring changes in discrimination throughout customer-cashier interactions illustrates the value of assessing behavioral indicators without demand characteristics and as they unfold in real-time. It also points to challenges, such as achieving consistency and control in naturalistic settings, and advantages, such as using as natural variation in settings to enable analysis of effect size heterogeneity across different conditions. An experiment in Southern Sudan that modified a real world democracy-promotion radio program to measure the effect of narrative vs. educational media and group discussion vs. naturalistic "chatting" demonstrates the feasibility of using multiple independent variables and experimental mediation analysis in the field. It also highlights possibilities for funding and partnership with non-academic organizations, along with its attendant political and logistical challenges. For very different reasons, each experiment was "worth" a departure from the laboratory, and together the two illustrate the range of motivations for taking a field experimental approach.

#### **LITTERING AS A COVERT MEASURE OF POLITICAL ATTITUDES: MESSY BUT CLEAN** Robert B. Cialdini<sup>1</sup>; <sup>1</sup>Arizona State University—

Two experiments were performed to test the usefulness of littering as an unobtrusive measure of attitude. In the first experiment, choice of presidential candidate in a national election was assessed. Results demonstrated that

the tendency to retain vs. litter a handbill supporting a given candidate was significantly related to the tendency to vote for that candidate. In a second experiment, the sensitivity of littering as a nonreactive measurement technique was tested against a standard interview procedure. Opinions toward topics with high or low social desirability were assessed by both measurement techniques. Results showed equivalence between the techniques when assessing responses with low levels of social desirability; however, when the responses were laden with social desirability, attitudes measured by the interview technique were skewed in the socially desirable direction relative to those measured by the littering technique.

**MANIFESTING ONE'S ETHNIC IDENTIFICATION: LIABILITY IN THE LAB BUT STRATEGY IN THE FIELD?** Laura G. Barron<sup>1</sup>, Eden B. King<sup>2</sup>, Michelle Hebl<sup>1</sup>; <sup>1</sup>Rice University, <sup>2</sup>George Mason University – While its value is often lauded, social psychological research rarely relies upon field methods; the overwhelming majority of contemporary research is conducted on individual laboratory subjects. One area of research in which ecological validity may be questioned is intergroup relations. The current research considers the generalizability of recent laboratory findings that suggest that ethnic identification can lead to negative evaluations of ethnic minorities (Kaiser & Pratt-Hyatt, 2009) by studying face-to-face interactions in contexts wherein impression management concerns are particularly salient: the workplace. In a field experiment, Black, Hispanic, and Irish individuals applied for 221 retail jobs with or without visible displays of their ethnic identification. Specifically, they wore one of three hats (a blank hat, a “Black [Hispanic, Irish] Student Association” hat, or a “Black [Hispanic, Irish] and Proud” hat) while interacting with a store manager and applying for a job. We recorded both formal and interpersonal forms of discrimination (see Hebl, Foster, Mannix, & Dovidio, 2002). Contrary to evidence in the lab (Kaiser & Pratt-Hyatt, 2009), expression of ethnic identification reduced interpersonal forms of discrimination. These findings underscore the importance of social context in intergroup behaviors, highlight the benefits and challenges of leaving the laboratory and conducting field research, and point to the need for more field studies in social psychological research (see also Cialidini, 2009).

**LABORATORY EXPERIMENT AND FIELD RESEARCH: A CULTURAL PSYCHOLOGY ANALYSIS** Glenn Adams<sup>1</sup>, Eric Stocks<sup>2</sup>; <sup>1</sup>University of Kansas, <sup>2</sup>University of Texas, Tyler – Viewed in broad scientific perspective, the discipline of social psychology suffers from an almost fetishistic obsession with laboratory experiments. A cultural-psychological analysis, especially when informed by the practice of participant-observation field research, helps to illuminate problems with this emphasis. These problems are not limited to issues of external validity: for example, the common criticism that people who typically report for laboratory experiments constitute an unrepresentative foundation upon which to build a general social science; or that “knowledge” from laboratory experiments may not generalize well to other environments, including those more typical of human history and ecology. In addition, these problems include issues of internal validity: whether the typical account of experimental results adequately explains what happens inside the experimental context. Inspired by the 20th anniversary of Shweder's (1990) classic paper (“Cultural Psychology: What is it?”), the first part of this presentation considers implicit assumptions that raise issues for interpretation of the typical laboratory experiment: perhaps most important, belief in the atomistic separation of person and context that both (a) locates the structure of mind in self-contained, ontologically prior individuals and (b) treats the laboratory as a culture-transcendent space. Building on this analysis, the second part of the presentation draws upon a program of participant-observation field research in West African settings to consider how ecologically grounded, experimental methods can play an important role as part of a broader (and arguably more empirical), culture-conscious social psychology.

## Symposia Session F10

### EMBODIED MOTIVATION: IMPLICATIONS OF BODY FEEDBACK FOR FUNDAMENTAL PROCESSES UNDERLYING MOTIVATED ACTION

Saturday, January 30, 9:45 - 11:00 am, Capri Rooms 114-116

Chairs: Nils B. Jostmann and Jens A. Förster, University of Amsterdam

Speakers: Jens A. Förster, Simone Schnall, Nils B. Jostmann, Dennis R. Proffitt

The aim of the symposium is to promote an integrative perspective on embodiment research and motivation science, which are two influential but still largely separated areas of psychological investigation. An important concern of embodiment research is to understand how bodily states including facial expression, muscle contraction, or posture influence people's cognitive and affective reactions. The symposium brings together research that addresses the implications of such feedback for motivated behavior. Jens Förster argues that theories on embodiment and attitudes cannot fully explain effects of bodily cues on behavior. In his studies showing an influence of head movements on task persistence, he demonstrates that in case of high goal commitment bodily cues have a direct influence on behavior, whereas in case of low commitment, meta-cognitive processes drive effects. Simone Schnall and her colleagues provide evidence that coherence between emotional and bodily reactions has motivational benefits because coherence decreases cognitive costs in ongoing tasks. Nils Jostmann and his colleagues show that people use body feedback to establish the value of an issue. They found that holding a heavy weight influences what people find important and whether they are willing to invest cognitive effort. Dennis Proffitt demonstrates that people's estimations of distances depend on body feedback (e.g., heart rate) that signals the energetic consequences of goal-directed action. The research presented in the symposium strongly suggests that body feedback has important implications for a number of core motivational variables including commitment, task persistence, value, effort, and distance.

## ABSTRACTS

**DIRECT AND META-COGNITIVE INFLUENCES OF EXPRESSION PATTERNS ON BEHAVIOR: MODERATION BY INTEREST, DISTANCE, AND DECISION PHASE** Jens A. Förster<sup>1</sup>; <sup>1</sup>University of Amsterdam – Bodily cues can influence attitudes either directly or via self-validation mechanisms. To illustrate, valenced head movements can directly intensify the value of objects, such that for example nodding enhances liking of chocolate and head shaking reduces liking of medication. Alternatively, expression patterns can be used as information with respect to the confidence with which one holds an attitude. Thus, head shaking may reduce confidence with respect to negative attitude objects, leading to opposite effects (e.g., medication is not so bad). The two processes identified to explain embodiment effects on attitudes may be useful to explain effects on behavior. However, for behavior, a moderating influence of goal commitment is suggested. Commitment increases with interest, goal proximity, and whether one has yet decided or not to do it. If commitment is high, direct influences are expected; if commitment is low, bodily cues serve as information for one's confidence in doing the activity. We examined head shaking, nodding and a control group and varied interest (high vs. mild; Study 1), decision phase (pre- versus post-decisional phase; Study 2), and goal proximity (a year from now, today; Study 3), between participants. Consistently, we found direct effects of expression patterns on persistence of doing an activity when commitment was relatively high (i.e., highly interesting goals, proximal goals, and when participants were in a post-decisional phase). However, bodily cues were used for self-validation when commitment was relatively low (mildly interesting goals, distal goals or when participants were in a pre-decisional phase).

### MOTIVATIONAL CONSEQUENCES OF AFFECTIVE INCOHERENCE: WHEN AFFECTIVE CONCEPTS AND EMBODIED REACTIONS CLASH

Simone Schnall<sup>1</sup>, David B. Centerbar<sup>2</sup>, Gerald L. Clore<sup>3</sup>; <sup>1</sup>University of Cambridge, <sup>2</sup>University of Massachusetts, <sup>3</sup>University of Virginia – Both in science and in everyday life our actions typically validate the appropriateness of our cognitions. For example, finding yourself smiling validates the appropriateness of a positive concept that became accessible in a situation, whereas finding yourself frowning does not. Such confirmation or disconfirmation of affective thoughts by embodied reactions is an important way in which mind and body interact to motivate behavior. We examined how affective expressions, feelings, and actions function as such confirmation and disconfirmation of affective mental content. We expected that affective coherence, namely compatibility of affective concepts and embodied reactions, facilitates the pursuits of processing goals. By contrast, incompatibility between affective concepts and embodied reactions disrupts such processing goals. In five studies, participants were first primed with happy or sad concepts, and then experienced embodied affective cues. In Studies 1 and 2, the embodied reactions were approach (arm flexion) and avoidance (arm extension). In Study 3, the embodied reactions were feelings of mood induced by listening to happy or sad music. In Studies 4 and 5, the embodied reactions involved flexing the muscles involved in smiling and frowning. In all studies, coherence between affective concepts and embodied affective experiences motivated better recall of a story than affective incoherence. We propose that the experience of experiential affective cues serves as evidence of the appropriateness of affective concepts that come to mind. Presumably, affective coherence has motivational benefits because it allows proceeding with a given action (e.g., pursuing a cognitive goal), whereas incoherence incurs cognitive costs.

### VALUE FROM WEIGHT: HOLDING A HEAVY WEIGHT INFLUENCES IMPORTANCE JUDGMENTS AND COGNITIVE EFFORT INVESTMENT

Nils B. Jostmann<sup>1</sup>, Daniël Lakens<sup>2</sup>, Thomas Schubert<sup>3</sup>; <sup>1</sup>University of Amsterdam, <sup>2</sup>Utrecht University, <sup>3</sup>ISCTE, Lisbon – Recently, the notion of value as a core motivational variable has received new attention. The value of an object or activity relates in part to its perceived importance (Higgins, 2008). Importance, in turn, is metaphorically linked to weight: Important matters carry more weight than unimportant matters. The present research examines whether the concept of importance is grounded in bodily experiences of holding a heavy weight. We conducted three studies in which participants provided judgments of importance while they held either a heavy or a light clipboard. Holding a heavy clipboard increased judgments of monetary value (Study 1) and made participants consider receiving voice in decision-making procedures to be more important (Study 2). Because people are more likely to invest cognitive effort in elaborating about issues that they find important rather than unimportant, we conducted an additional study to test whether holding a heavy weight causes more elaboration. In line with our predictions, holding a heavy compared to a light clipboard led to more elaboration as indicated by greater polarization between strong versus weak arguments, and greater confidence in participant's judgments (Study 3). Taken together, these findings show that the experience of weight influences how people establish the importance of an issue and how much cognitive effort they are likely to invest.

### PERCEPTION VIEWED AS A PHENOTYPIC EXPRESSION

Dennis R. Proffitt<sup>1</sup>; <sup>1</sup>University of Virginia – Visual experience relates the optically-specified environment to people's ever-changing phenotype, which consists of their morphology, physiology, and behavior. Within near space, apparent distances are scaled with morphology, and in particular, to the extent of an actor's reach. For example, we have found that the apparent distance to targets becomes foreshortened when a person holds a tool, which makes previously out of reach targets reachable. For large environments, such as fields and hills, spatial layout is scaled by changes in physiology – the bio-energetic costs of walking relative to the bio-energetic resources currently available. When appropriate, behavioral perfor-

mance scales apparent size; for example, our studies have shown that baseballs look larger when a batter is hitting well. To assess the underlying physiological mechanisms that scale large spatial layouts, we investigated distance perception, before and after exhausting exercise. Two groups of competitive bicyclists rode a stationary bike for 45 minutes. One group was given a carbohydrate drink, whereas the other was given a non-caloric one. Measures of heart rate, energy expenditure, oxygen uptake, and blood glucose were taken throughout the exercise. Predicted changes in apparent distance were associated, not only with the drink manipulation, but also with individual differences in energy expenditure, fitness, heart rate, and blood glucose. This study shows that distance perceptions are closely coordinated with body feedback about the energetic costs and opportunities of performing goal-directed behavior.

## Symposia Session G

Saturday, January 30, 11:15 am - 12:30 pm

### Symposia Session G1

#### "GIMME FIVE!" TACTILE COMMUNICATION AND ITS PROSOCIAL CONSEQUENCES

Saturday, January 30, 11:15 am - 12:30 pm, Royale Pavilion 1

Chairs: Michael W. Kraus, University of California, Berkeley, and Christopher Oveis, Harvard University

Speakers: Matthew J. Hertenstein, Christopher C. Nocera, Christopher Oveis, Michael W. Kraus

Tactile communication, or physical touch, is the most highly developed sense at birth, and preceded language in the evolutionary history of the human species (Burgoon, Buller, & Woodall, 1996). Physical touch is fundamental to the social functioning of both human and non-human species (Harlow, 1958), and yet, its form and functions have remained largely understudied. In this symposium, we use four unique perspectives to explore the communicative functions of physical touch and its prosocial consequences for individuals and whole social groups. First, Hertenstein employs a basic emotions perspective, showing that prosocial emotions (e.g., love, gratitude) are accurately signaled and perceived between strangers in a laboratory setting. Second, through nonconscious priming methods Nocera, Ackerman, and Bargh show that people form impressions of others based on their sensory experiences touching unrelated physical objects. Third, Oveis uses a thin-slicing framework to assess how physical touch in family photographs and in brief interactions between romantic partners predicts later well-being and relationship satisfaction. Finally, Kraus, Huang, and Keltner explore the group functions of touch by assessing the impact of celebratory touch (e.g., high fives, fist bumps) on team performance in a longitudinal study of behavior during professional basketball games. Together, these papers suggest that touch (1) is a fundamental aspect of communication between people, (2) is used as a tool for forming impressions of others, (3) has soothing functions in times of stress, (4) and promotes healthy group functioning in families, teams, and romantic couples.

#### ABSTRACTS

#### TOUCH COMMUNICATES PROSOCIAL EMOTIONS

Matthew J. Hertenstein<sup>1</sup>; <sup>1</sup>Depauw University – Touch as been described as the most fundamental means of contact with the world and most straightforward of all sensory systems (Geldard, 1960). Despite the importance of touch in several key domains of social life, its role in the communication of emotion, particularly prosocial emotions, has received little attention compared to the face and voice. Indeed, one finds virtually no mention of the tactile modality in reference works in the field of affective science (Lewis, 2008). To help address this gap, we conducted a study to test



whether distinct emotions, particularly prosocial emotions, can be communicated via touch. To test this hypothesis, one participant who was designated the encoder (i.e., the person who touched the other) entered the lab to find the decoder (i.e., the person who was touched) blindfolded. The decoder could not see the encoder, nor were the participants allowed to talk or make any sounds. Eight emotion words were displayed serially to the encoder and s/he was instructed to touch the decoder to communicate each of the emotions via touch. After each trial, the decoder chose which emotion s/he thought the encoder communicated. For the first time in the literature, our results indicated that touch reliably communicated four prosocial emotions—happiness, love, gratitude, and sympathy—without confusion. Moreover, specific tactile behaviors were identified for the communication of each emotion. These findings will be discussed in the context of evolutionary theory, as well as the differentiated nature of the tactile system compared to the face and voice.

#### **NONCONSCIOUS PRIMING EFFECTS OF TOUCH IN IMPRESSION FORMATION**

**Christopher C. Nocera<sup>1</sup>, Joshua M. Ackerman<sup>2</sup>, John Bargh<sup>3</sup>;** <sup>1</sup>Harvard University, <sup>2</sup>MIT Sloan School of Management, <sup>3</sup>Yale University — Research on priming effects has typically focused on activating concepts or goals outside of conscious awareness through exposure to words, images or actions. Actual physical experiences with objects may also act as primes insofar as they map onto psychological constructs (e.g., through metaphors). Building off work on metaphor priming, we investigated the role of incidental sensory touch cues on impression formation. In several studies, we show that experiences with different degrees of weight, texture and hardness, although ostensibly irrelevant to the focal task, influence subsequent judgments people make about others. For instance, participants who evaluated a job candidate while holding a heavy clipboard, relative to a light one, judged the candidate to be a stronger applicant and more serious about obtaining the job. Within a second study, participants evaluated an ambiguous social interaction between two people as being more argumentative and competitive after completing a puzzle task featuring pieces with a rough surface compared to pieces with a smooth surface. Such effects are consistent with the metaphoric association of heaviness with importance and coarseness with being rude and boorish. We discuss the role of haptic experiences in influencing impressions in everyday life, and consider the developmental process through which metaphors might be constructed on the basis of physical experience.

#### **THIN SLICES OF TOUCH REVEAL AFFECTIVE STYLE AND RELATIONSHIP DYNAMICS**

**Christopher Oveis<sup>1</sup>;** <sup>1</sup>Harvard University — Two studies investigate the claim that affiliative touch serves as a reliable indicator of affective style in children and romantic couples. In Study 1, using classroom and family photographs, smile intensity and tactile contact were assessed in 91 kindergartners and their families. Classroom photographs depicted children posing their most intense smiles, and family photographs depicted children and their families posing together in an unstructured manner. Consistent with claims that discrete forms of touch communicate positive emotion, warm touching between family members in the home, but not the overall amount of touching behavior between family members, was positively correlated with children's positive emotional displays in the classroom. In Study 2, 69 romantic couples participated in a series of videotaped laboratory conversations concerning peak experiences of love, sacrifices made for one another, and times of great distress. Participants then provided daily reports of emotional events, relationship-relevant emotions, and relationship satisfaction for the next 14 days after the initial conversations. Affiliative touching behavior during laboratory conversations was correlated with relationship satisfaction and pro-social emotion. Context-specific forms of prosocial touch were associated with domain-specific enhancements in relationship quality. Taken together, these studies suggest that discrete forms of touch may transmit positive emotion between parents and children and between romantic partners, and point to the utility of touch as an indicator of affective style and relationship satisfaction.

#### **TACTILE COMMUNICATION, TRUST, AND PERFORMANCE IN GROUP COMPETITION: AN ETHOLOGICAL STUDY OF THE NBA**

**Michael W. Kraus<sup>1</sup>, Cassy Huang<sup>1</sup>, Dacher Keltner<sup>1</sup>;** <sup>1</sup>University of California, Berkeley — Tactile communication, or physical touch, serves many social functions that include soothing others in times of stress, communicating specific emotions, and promoting inferences of warmth and trust between people (Williams & Bargh, 2008). Based on this research, we predicted that in group competition, touch would be more likely during moments of heightened competition, and that touch would increase both individual and group performance. In an ethological study, we observed basketball games from the National Basketball Association (NBA) during the 2008-2009 regular season, and coded the occurrence and duration of touch behavior between players during those games. Performance was based on efficiency measures of player and team play that are highly correlated with team season wins (Berri, Schmidt, & Brook, 2007). Consistent with hypotheses, touch was more likely when games were most competitive, and early season touch led to greater performance for individuals as well as teams later in the season. Moreover, this effect held independent of status, preseason expectations, and immediate performance in the game coded for touch. Finally, touch enhanced team performance by increasing the trust shown between teammates, as rated by observers. Taken together, the results imply that high-performing groups or teams obtain success because they engage in forms of physical contact that foster cooperation. This research highlights the importance of tactile communication in other group settings that include business settings, political organizations, and classrooms.

#### **Symposia Session G2**

##### **KEYNOTE PANEL**

#### **THE ROLE OF GENETICS IN PERSONALITY AND SOCIAL PSYCHOLOGY**

**Saturday, January 30, 11:15 am - 12:45 pm, Royale Pavilion 2**

**Chairs:** William Fleeson, Wake Forest University, and Serena Chen, University of California, Berkeley

**Panelist:** Frances A. Champagne, Columbia University,

#### **Gene-Environment Interplay and the Transgenerational Impact of the Social Environment**

**Panelist:** Steve Cole, David Geffen School of Medicine at UCLA,

#### **Social regulation of gene expression in humans**

**Panelist:** Robert F. Krueger, Washington University,

#### **Genes and Environments in Personality and Social Psychology: Some Reflections on Scientific Strategies**

**Panelist:** Eric Turkheimer, University of Virginia,

#### **A Null Model for the Genetics of Complex Human Behavior**

Research and theoretical innovations are rapidly generating new Paradigms or investigating the role of genetics in personality and social psychology. The SPSP 2010 Keynote Panel showcases several of these innovative and exciting paradigms. You may find that your current conceptions about genetics are substantially broadened, altered, and perhaps even challenged, by the panel's insights. A significant period of time after the talks is reserved for open discussion.

#### **Symposia Session G3**

#### **THE BIOLOGY OF THE ATTACHMENT BOND**

**Saturday, January 30, 11:15 am - 12:30 pm, Royale Pavilion 5**

**Chair:** Paul Eastwick, Texas A&M University

**Speakers:** Paul Eastwick, Lisa Diamond, Peter Gray, James Coan

The attachment-behavioral system works adaptively in adulthood to form and maintain pair-bonds between romantic partners. For this reason, attachment theory has proven to be a valuable perspective on adult romantic relationships and has sparked many insights about how relationships affect humans' health and well-being. Now, scholars are seek-

ing a more complete understanding of the function of the attachment bond (and, by extension, social bonds in general) by examining attachment processes in conjunction with other aspects of human physiology. These four talks will explore how hormonal, genetic, and metabolic factors interface with the attachment-behavioral system. Eastwick and Finkel hypothesize that attachment bonds should refocus the effects of women's ovulatory adaptations toward the purpose of protecting and strengthening the bond, and two studies offer support for their predictions. Diamond finds that, although the sex of lesbian and bi-sexual women's primary attachment figures differ (i.e., women and men, respectively), both groups of women report increased sexual attraction to women when ovulating versus not ovulating. Gray focuses primarily on men, reviewing links between testosterone and fatherhood and presenting new data on genetic predictors of marital status and reproductive outcomes among Kenyan pastoralist men. Finally, Coan applies his Social Baseline Model to attachments among same-sex couples and finds that participants are differentially likely to conserve metabolic resources depending on the proximity of their romantic partner. Not only is the attachment-behavioral system a critical component of the mating psychology of *Homo sapiens*, it affects—and is affected by—various features of our underlying biology.

#### ABSTRACTS

**THE EVOLUTIONARY ARMISTICE: ATTACHMENT BONDS MODERATE THE FUNCTION OF OVULATORY CYCLE ADAPTATIONS** Paul Eastwick<sup>1</sup>, Eli Finkel<sup>2</sup>; <sup>1</sup>Texas A&M University, <sup>2</sup>Northwestern University — During the course of human evolution, attachment bonds evolved between adult mating partners to encourage increased investment, especially paternal investment, in offspring. However, previously existing adaptations that foster intersexual conflict could have threatened attachment bonds; therefore, attachment processes should have evolved the ability to mute or refocus the effects of such adaptations in order to protect the bond. Indeed, ovulatory adaptations, such as women's tendency to be attracted to symmetrical extra-pair partners when fertile, predate adult attachment processes in the primate psyche by several million years and frequently foster intersexual conflict (e.g., by confusing paternity). Therefore, attachment processes may refocus the effects of ovulatory adaptations in a manner that promotes intersexual cooperation. Two studies offer support for this prediction by demonstrating that attachment bonds moderate the function of ovulatory cycle adaptations. Among women who were weakly bonded to their romantic partners, fertility was associated with an increased desire for an extra-pair sexual liaison. But among women who were strongly bonded to their partners, fertility was actually associated with reduced desire for extra-pair sex. In addition, to the extent that women were bonded to a partner, fertility predicted their use of sexual contact to foster an emotional connection with him. These results (a) suggest that attachment bonds between sexual partners may have cultivated an "evolutionary armistice" by managing the effects of older, conflict-promoting adaptations and (b) highlight the utility of combining traditional adaptationist theorizing with a phylogenetic perspective that considers the time course of events within the hominid lineage.

**ATTACHMENT, SEXUAL ORIENTATION, AND CHANGES IN SEXUAL MOTIVATION DURING OVULATION: EVIDENCE FOR DIFFERENTIATION BETWEEN ATTACHMENT AND SEXUAL DESIRE** Lisa Diamond<sup>1</sup>; <sup>1</sup>University of Utah — We investigated whether motivation for same-sex sexual contact was related to ovulatory estrogen levels in women with consistent versus inconsistent patterns of same-sex desire and same-sex attachment over a 10-year period. Twenty women, all of whom have been providing detailed data on their sexual behavior, romantic relationships, and sexual identities every 2 years since 1995, completed daily diaries assessing sexual motivation and provided 10 days of salivary estrogen samples. Women who had consistently identified as lesbian or who had consistently identified as bisexual since 1995 showed increased motivation for sexual contact with women during the ovulatory peak in

estrogen than when not ovulating. Yet despite showing similar shifts in same-sex desire, these two groups had notably divergent patterns of same-sex and other-sex romantic attachment. Specifically, bisexuals had been more predominantly romantically attached to men over the previous 10 years (and were more likely to be currently romantically attached to a man) whereas lesbians had been more predominantly romantically attached to women over the past 10 years (and were more likely to be currently romantically attached to a woman). The findings provide evidence that the orientation of a woman's sexual desires, here operationalized in terms of the predominance of her same-sex versus other-sex sexual motivation during peak fertility, may diverge sharply from her current and prior experiences with emotional attachment to women versus men.

**HORMONES, PAIR BONDS, AND PARENTING: EVOLUTIONARY AND CROSS-CULTURAL PERSPECTIVES ON MEN** Peter Gray<sup>1</sup>; <sup>1</sup>University of Nevada, Las Vegas — Human reproductive physiology and anatomy are consistent with a recent evolutionary history of slightly polygynous reproductive unions along with low sperm competition. The hominin fossil and archeological evidence suggests this pattern of reproductive unions, also entailing long-term bonds and paternal care, arose in the genus *Homo*. Here, we consider the hormonal correlates of human male long-term partnerships (i.e., marriage). Because the endocrine system helps attune an organism's behavior to its social context, it is reasonable to expect, as in other vertebrates, that human male involvement in long-term partnerships as well as paternal care impact men's hormonal profiles. To date, the most conclusive evidence for this proposal is that men involved in long-term partnerships and/or paternal care commonly have lower testosterone levels than unpartnered men. This has been observed in at least ten North American studies as well as at minimum six international samples (e.g., Beijing, China). However, in some cases lower testosterone levels are only found among fathers rather than partnered men without children. Researchers have only begun to investigate the effects of male pair bonds and paternal care on other hormones such as oxytocin, vasopressin, or cortisol, and I briefly review what these other studies have found. For example, a recent study implicated vasopressin 1a receptor polymorphisms in Swedish male pair bonding outcomes, though colleagues and I did not find links between vasopressin 1a receptor polymorphisms and marital status or reproductive output among Kenyan pastoralist men. I conclude with some points about methodological challenges and directions for future research.

**THE CONSERVATION OF METABOLIC RESOURCES VIA ATTACHMENT AND SOCIAL PROXIMITY** James Coan<sup>1</sup>; <sup>1</sup>University of Virginia — In humans, social influences on the regulation of emotion are in many cases unconditional and often powerful. The Social Baseline Model of emotion regulation suggests the human brain's first and most robust strategy for regulating emotion is via social proximity and interaction. It draws on the principle of Economy of Action, which states that to survive, organisms must over time consume more energy than they expend. One of the methods by which the brain is capable of managing energy expenditure is via alterations in sensory perception that aid in decision-making about the deployment of available resources. The Social Baseline Model proposes that social proximity, particularly to attachment figures, modifies the perception of available resources, which in turn governs how resources are deployed and utilized. It also proposes that humans are hard-wired to "assume" the presence of other humans, particularly those with whom we are familiar. Thus, when familiar others are perceived to be absent, humans normatively respond with increased vigilance for signs of threat and, when threats do arise, respond to those threats with greater intensity. In other words, when humans are alone, they deploy more personal resources in anticipation of coping with environmental challenges. This talk will review recent evidence for the conservation of neural resources, especially those dedicated to emotion and the regulation of emotion, as a function of social proximity. Implications for social and medical policy will be described in the context of recent work in our laboratory on same-sex romantic couples.

**Symposia Session G4****BEYOND PARTICULARISM IN THE STUDY OF INTERSECTIONAL IDENTITIES: BUILDING AND TESTING GENERAL THEORIES OF IDENTITY INTERSECTIONALITY**

Saturday, January 30, 11:15 am - 12:30 pm, Royale Pavilion 6

Chairs: Valerie Purdie-Vaughns, Columbia University, and Richard P. Eibach, University of Waterloo

Speakers: Margaret A. Thomas, Ram Mahalingam, Isis H. Settles, Valerie Purdie-Vaughns

Discussion of Sotomayor's appointment to the Supreme Court focused on the candidate's statement that a "wise Latina" brings a valuable perspective to the judiciary. Although Sotomayor's statement was about ethnicity and gender, commentators took it as a statement about ethnicity alone. This episode illustrates a disregard of intersectionality that is pervasive. Social science often approaches social identities in isolation rather than intersectionally. When intersectionality is studied, researchers take a particularistic approach, documenting unique experiences of narrowly defined intersectional groups, or they limit their focus to investigating whether people with multiple subordinate-group identities (e.g., black women) are more disadvantaged than those with single subordinate-group identities (e.g., black men). This symposium brings together psychologists working to develop more general models of intersectionality. First, Thomas and Goff draw on models of person perception to demonstrate that ethnic identities are often gendered, leading to predictable errors in categorization judgments. Second, Mahalingam and colleagues use cognitive developmental theories of essentialism to study social psychological factors that influence awareness of the dynamics of intersectionality and privilege. Third, Settles and colleagues draw on models of occupational and gender identity to examine whether incongruent identities affect the psychological well being of female scientists. Finally, Purdie-Vaughns and colleagues test the hypothesis that people with intersecting subordinate-group identities are perceived as non-prototypical members of their identity groups and this non-prototypicality renders them relatively "invisible" in social representations. Together these presentations bring intersectionality into mainstream social psychology, highlighting the relevance of general models of intersectionality to theories of identity and prejudice.

**ABSTRACTS**

**A NEW TRADITION: INTERSECTIONALITY IN PERSON PERCEPTION AND INTERGROUP CONFLICT** Margaret A. Thomas<sup>1</sup>, Phillip Goff<sup>2</sup>; <sup>1</sup>Alfred University, <sup>2</sup>University of California, Los Angeles – Traditional approaches to person perception and group-based stereotyping tend to treat race and gender as if each occurs in the absence of the other. Five studies support the notion that, contrary to traditional approaches, examining the intersections of race and gender is crucial to understanding person perception and intergroup conflict. In Study 1, participants imagined a "person," who was "Black," "White," "Asian," or unspecified, then indicated the gender of the person they imagined. Participants reliably imagined Blacks as males and Asian as females, leading us to hypothesize that some races may be strongly gendered (i.e. Black = male, Asian = female). Study 2 lent support to this hypothesis: participants rated Black women as more masculine and Asian men as more feminine than same-gender targets of other races. In Studies 3 and 4 participants mis-categorized Black women as men at significant rates while gender errors for White women and all men were minimal. Misperceiving gender was correlated with racial stereotypicality for Black women, such that the more "Black" women appeared, the more "masculine" they seemed – rendering them less attractive. Finally, data from Study 5 suggest that racial stereotypes may apply more to gender-prototypical group members (i.e. Black males and Asian females) than to gender-aprototypical group members (i.e. Black females and Asian males). Taken together, this research suggests that intersectional approaches to social psychology

may be necessary to reveal both hidden harms of intergroup conflict (i.e. the social construction of Black women as unattractive) and to reveal basic person perception processes.

**PRIVILEGE, POWER AND REPRESENTATIONS OF SOCIAL CLASS: AN INTERSECTIONALITY PERSPECTIVE** Ram Mahalingam<sup>1</sup>, Melissa Sanders<sup>1</sup>, Jennifer Yim<sup>1</sup>; <sup>1</sup>University of Michigan – Critical race theorists have proposed an intersectionality perspective to examine how the intersecting social identities we embody (e.g., race, ethnicity, social class, gender and sexuality) simultaneously affect our lives (Crenshaw, 2008; Shields, 2008). In this presentation, we review 3 studies that investigate how consciousness of this intersectionality relates to essentialist beliefs about privileges and legitimizing ideologies. Several researchers have noted that essentialist representations of social categories positively relate to legitimizing ideologies (Hirschfeld, 1996; Mahalingam, 2006). We test the hypothesis that intersectional awareness negatively relates to essentialist beliefs and legitimizing ideologies. In Study 1, we analyzed final reflection papers written by students who participated in a semester-long intergroup dialogue course. Twenty-five percent of students displayed awareness of identity intersectionality. We documented three qualitatively different stages of intersectional awareness. In Study 2 we studied whether awareness of male and white privileges was positively related to intersectional awareness in a college sample. Privileged group members (males and upper middle-class students) were low on both privilege awareness and intersectional awareness. Social Dominance Orientation was negatively related to intersectional awareness. In study 3 we used an intersectionality board game to examine whether creating a personal narrative that incorporates intersecting identities increased one's intersectional awareness in comparison to a control group who played the board game without a personal narrative for their characters. Qualitative and quantitative findings support that creating a personal narrative indeed led to increased intersectional awareness. These studies together illustrate the significance of studying social identities in an intersectionality framework.

**DOES GROUP IDENTIFICATION HELP OR HARM? THE MODERATING ROLE OF IDENTITY CHANGE IN IDENTITY-THREAT OUTCOMES FOR WOMEN IN SCIENCE** Isis H. Settles<sup>1</sup>, William A. Jellison<sup>2</sup>, Jennifer S. Pratt-Hyatt<sup>1</sup>; <sup>1</sup>Michigan State University, <sup>2</sup>Quinnipiac University – Holding multiple identities can produce identity interference, which occurs when the expectations of one identity interfere with the performance of another identity. The current research examines identity centrality, or the psychological importance of an identity, as a moderator of the relationship between identity interference and decrements in performance. This is the first longitudinal study to examine whether the centrality (importance) of two identities (woman and scientist) plays a buffering or exacerbating role in the relationship between identity-related disruptions (i.e., woman-scientist interference) and psychological well-being. The present research involved a study of 128 female scientists who were students at Time 1 (T1); and two years later (T2), 51% had transitioned to science-related jobs whereas 49% remained students. Results revealed that identity interference was related to lower psychological well-being two years later for women who became less identified as women, but they were unrelated for women who increased their level of gender identification. In addition, identity interference was related to poorer perceptions of science performance two years later for women who became less identified as scientists. However, for women who increased their level of scientist identification, T1 identity interference and T2 science performance perceptions were unrelated. Contrary to predictions, change in scientist centrality did not moderate the relationship between T1 identity interference and T2 psychological well-being, and change in the centrality of the woman identity did not moderate the negative effect of T1 identity interference on T2 perceived science performance. These results suggest important domain-specific effects of identification with different groups.

**HOW INTERSECTIONALITY SHAPES PROTOTYPICALITY: THE INTERSECTION OF ANDROCENTRISM, ETHNOCENTRISM, AND**

### **HETEROCENTRISM IN DEFINING PROTOTYPES OF GENDER, RACE, AND SEXUAL CATEGORIES**

Valerie Purdie-Vaughns<sup>1</sup>, Richard P. Eibach<sup>2</sup>, Ruth Dittmann<sup>3</sup>; <sup>1</sup>Columbia University, <sup>2</sup>University of Waterloo, <sup>3</sup>Yale University – Androcentrism defines the prototypical person as male, ethnocentrism defines the prototypical person as white, and heterocentrism defines the prototypical person as heterosexual. The intersection of ethnocentrism and androcentrism makes the prototypical gay person a white male. The intersection of ethnocentrism and heterocentrism makes the prototypical woman a white heterosexual. And the intersection of androcentrism and heterocentrism makes the prototypical nonwhite person a heterosexual male. Consequently, nonwhite women should be seen as nonprototypical women and nonprototypical ethnic minorities. Similarly, lesbians should be seen as nonprototypical women and nonprototypical gay people. We tested this intersectional nonprototypicality hypothesis in a series of studies. For example, in an archival study of national magazine covers we found that nonwhite women were significantly underrepresented, relative to population proportions, both on covers depicting women and covers depicting nonwhite people. Another study involved asking participants to explain differences within oppressed groups. Since prototypical persons define the group norm, nonprototypical persons should tend to be the focus of explanations when people attempt to explain differences within groups. Indeed, we found that black women were the focus when participants attempted to explain differences between black men and women and when they attempted to explain differences between black and white women. Similarly, lesbians were the focus when participants attempted to explain differences between lesbian and heterosexual women and when they attempted to explain differences between lesbians and gay men. The nonprototypicality that people with intersecting disadvantaged identities experience may make them vulnerable to having their interests marginalized by policymakers and advocates.

### **Symposia Session G5**

#### **NEW INSIGHTS INTO SOCIAL EVALUATION BIASES: FROM BRAIN TO BEHAVIOR**

Saturday, January 30, 11:15 am - 12:30 pm, Royale Pavilion 3-4

Chair: Jennifer S. Beer, University of Texas at Austin

Speakers: David Dunning, Jason P. Mitchell, Constantine Sedikides, Jennifer S. Beer

Illusions pervade both the social-cognition and visual systems. Vision scientists argue that optical illusions belie an elegant visual system that promotes efficiency rather than costly precision. In contrast, the illusions that pervade social judgments have often been used to illustrate ‘cognitive shortcomings’ in social environments. Do these cognitive shortcomings arise because people (a) actively distort information or (b) use heuristic shortcuts for the social targets they know best? In this symposium, new insight into the mechanisms driving social-evaluation biases is provided through complementary pairings of the latest behavioral research and neural research. Dunning shows that biased predictions of future behavior arise when people fail to make appropriate associations between their past selves and future selves. Are self-representations of past behavior actively suppressed or not drawn upon in the first place? Mitchell presents a series of fMRI studies that suggest self-representations are not drawn upon when making future predictions for the self. Sedikides provides new insight into the robust effect of alternate information-processing on reducing bias in social evaluations. Do alternate approaches to evaluations deepen heuristic processing or combat active distortions of relevant information? Beer presents a series of fMRI studies showing that positively-biased social evaluations are reduced (rather than increased) by cognitive control. These talks suggest a heuristic nature for the biases that pervade judgments of self and well-known others. Perhaps the social cognition system, like the visual system, is built for efficiency and the resources needed for precision are only executed in particular contexts and for unfamiliar social targets.

### **ABSTRACTS**

#### **ARE PEOPLE BETTER SOCIAL PSYCHOLOGISTS THAN SELF-PSYCHOLOGISTS?**

David Dunning<sup>1</sup>, Erik G. Helzer<sup>1</sup>; <sup>1</sup>Cornell University – Recent work on the “holier than thou” phenomenon suggests that people are overly optimistic about their own behavior but not when forecasting others. Two studies investigated why. Our guiding hypothesis was that people give too much weight to their own agency (e.g., intentions, plans, and aspirations) in self-prediction and discount too much the predictive value of their past behavior. In predicting peers, people largely avoid these tendencies. In the first study, participants predicted their own performance in an upcoming exam after providing relevant information, as did a peer after reviewing the same information. Participants proved too optimistic in their self-predictions, relative to peer predictions. This undue optimism arose because participants focused too much on their own agency, giving too much weight to their target score than did a peer. Participants also discounted past performance too much, relative to peers. These tendencies, in addition, appeared to be related to wishful thinking. Participants set higher target scores and discounted past performance in self-prediction—two tendencies related to error—to the extent that the class was important. In a second study, participants were given chances to win money by predicting the exam score of a peer or by having a peer predict the participant’s own exam score. Participants uniformly wanted to know about past test performances over target score when predicting a peer. However, when it came to having a peer predict them, participants were more likely to pass on information about their target score than information about their past.

#### **DIFFERENTIAL SELF-OTHER ACTIVITY IN VENTROMEDIAL PREFRONTAL CORTEX PREDICTS SHORTSIGHTED MONETARY DECISIONS**

Jason P. Mitchell<sup>1</sup>, Jessica Schirmer<sup>1</sup>, Daniel L. Ames<sup>2</sup>, Daniel T. Gilbert<sup>1</sup>; <sup>1</sup>Harvard University, <sup>2</sup>Princeton University – People often make shortsighted decisions to receive small benefits in the present rather than large benefits in the future, that is, to favor their current interests over those of their future selves. In two studies using functional magnetic resonance imaging, we demonstrated that people make such myopic choices because they tend to think of their future selves not as they think of their present selves, but as they think of other people. Participants showed reduced activity in a set of brain regions associated with thinking about the self (e.g., the ventromedial prefrontal cortex) when they thought about their future selves rather than their present selves, and the magnitude of this reduction in neural activity was strongly correlated with the shortsightedness of participants’ monetary decisions. These findings suggest that shortsighted intertemporal choices result from a failure to engage in sufficiently self-referential processing when considering the experience of one’s future self.

#### **DO STRONG CUES OVERRIDE SELF-ENHANCEMENT?**

Constantine Sedikides<sup>1</sup>, John Skowronski<sup>2</sup>; <sup>1</sup>University of Southampton, UK, <sup>2</sup>Northern Illinois University – Self-enhancement (e.g., self-favoring judgments) are spontaneous, pervasive, and powerful. In four experiments, we set out to understand whether strong internal cues (e.g., priming) can override self-enhancement. In the first three experiments, some participants read a story describing ambiguously mean behaviors performed by another person. Other participants read the story and imagined that they performed the behaviors. Results showed that: (a) Exposure to a conceptual priming manipulation caused assimilation effects in actor meanness judgments, regardless of whether the actor was self or other, (b) neither tasks designed to heighten self-concept accessibility, or to threaten the self, moderated the effects of conceptual meanness primes on self-meanness judgments, and (c) this lack of moderation occurred despite considerable evidence of self-enhancement effects elsewhere in self-judgments. A fourth experiment examined the extent to which priming affected interpretations of real self or other behavior. Results were consistent with the idea that priming altered event interpretation and subsequent judgments, but also suggested that judgments were influenced by self-

enhancement motivation. The findings have implications for theorizing in personality and self-knowledge acquisition

### **REDUCED COGNITIVE CONTROL SUPPORTS POSITIVITY BIASES IN SOCIAL EVALUATION** Jennifer S. Beer<sup>1</sup>, Brent L. Hughes<sup>1</sup>; <sup>1</sup>University of Texas at Austin

— We tend to view ourselves and our close others through rose-colored glasses. Although behavioral research has shown that encouraging alternate information-processing corrects these biases, it remains unclear why these manipulations are effective. Is accuracy promoted because encouraging alternate processing elaborates on heuristics used to evaluate the self and close others? From this perspective, bias should be reduced by cognitive control. Or is accuracy promoted because alternate processing makes it difficult to perpetuate the cognitive control needed to emotionally regulate perceptions of the self and close others? In this case, bias should be supported by cognitive control mechanisms. Although mental load is often used to understand the extent to which a process involves cognitive control, people can overlearn cognitive control making it resilient to mental load. Another potential avenue for resolving these two perspectives is to examine the underlying neural systems of accuracy and bias in social evaluation. In a series of four fMRI studies, we found support for the view that bias results from heuristic processing because bias is reduced by activation in neural regions associated with cognitive control. Regardless of whether bias was operationalized as a “better than average” effect, a discrepancy between self-evaluation and actual task performance, or an overclaiming index, bias was reduced by recruitment of the orbitofrontal cortex and dorsal anterior cingulate cortex. Therefore, the neural systems that mediate social-evaluations parallel the neural systems involved in a broader class of judgment biases arising from heuristic processing (e.g., framing effects) rather than studies of emotion regulation.

namely, because power alters how people perceive, present, and manage the self. Finally, they posit the provocative notion that, beyond attracting narcissists, positions of power might actually \*lead\* to narcissism—a sobering possibility that ought to be examined more closely in future research.

### **ABSTRACTS**

### **POWER AND OVERCONFIDENT DECISION MAKING** Nathanael J. Fast<sup>1</sup>, Niro Sivanathan<sup>2</sup>, Adam D. Galinsky<sup>3</sup>, Nicole D. Mayer<sup>4</sup>; <sup>1</sup>University of Southern California, <sup>2</sup>London Business School, <sup>3</sup>Northwestern University, <sup>4</sup>University of Illinois, Chicago

— The recent global economic meltdown—considered the worst financial crisis since the Great Depression—occurred, in part, because powerful actors in financial and government institutions made poor decisions in the face of information that would guide them to do otherwise. The present set of findings offer one possible explanation for these actors’ departure from sound, rational decision making: Feeling powerful leads to overconfidence. Moving beyond research showing that power enhances perceived outcome control (Fast, Gruenfeld, Sivanathan, & Galinsky, 2009), four studies showed that power causes people to systematically overestimate their actual abilities to perform well on a variety of tasks. This link between power and overconfidence was robust, emerging regardless of whether the power was operationalized with a dispositional measure (Study 1), an experiential prime (Study 2), a measure of power in the workplace (Study 3), or random assignment to power roles in the laboratory (Study 4). Further, this power-overconfidence link persisted even when participants were offered financial incentives to be accurate (Studies 3 and 4). In addition, and consistent to the notion that illegitimacy blocks power’s activation of the behavioral approach tendencies (Lammers, Galinsky, Gordijn, & Otten, 2008), perceived legitimacy moderated the power-overconfidence effect (Study 4). In sum, results indicate that power leads to overconfidence among decision makers, so long as they feel they deserve their power. Implications for research on power, the self, and decision making will be discussed.

### **POWER LEADS TO CHARISMA** Senia Maymin<sup>1</sup>, Francis J. Flynn<sup>1</sup>; <sup>1</sup>Stanford University

— Charisma is often thought of as a source of power, an idea that is prevalent in both the popular and scholarly literatures. However, while many have posited that charisma leads to power, no research has examined the potential for the opposite relationship. Building on recent findings regarding the psychological effects of power, two studies examined this possibility. Results indicate that power can, indeed, lead to charisma. In one study, high-power actors were rated by participants as being more charismatic than actors with low-power. This was significant both on a one-item charisma measure and on the 20-item Conger-Kanungo charisma scale (Conger, Kanungo, Menon, & Mathur, 1997). In a second study, participants were primed with either high-power or low-power making a sales pitch about a food product to a listener (who was unaware of the presenter’s level of power). As predicted, being primed with power showed the tendency for presenters to be rated as being more charismatic than presenters who were not primed with power. Taken together, these studies suggest that power increases individuals’ capacity to adopt self-presentation styles that will be perceived as charismatic. Not only do participants tend to assume that high-power actors are charismatic, which can lead to self-fulfilling tendencies, but feeling powerful allows people to present themselves more charismatically as well. Implications for research on power, leadership, and charisma are discussed.

### **POWER AND REDUCED SENSITIVITY TO SIGNIFICANT OTHERS** M. Ena Inesi<sup>1</sup>, Kimberly Rios Morrison<sup>2</sup>; <sup>1</sup>London Business School, <sup>2</sup>The Ohio State University

— Recent research suggests that power decreases interpersonal sensitivity in a variety of ways. Compared to those not in positions of power, power holders objectify and stereotype others more and take their perspectives less. These effects have been demonstrated not only within the context of a power relationship but also in unrelated contexts

## **Symposia Session H**

**Saturday, January 30, 2:00 - 3:15 pm**

### **Symposia Session H1**

### **POWER AND THE (NARCISSISTIC) SELF: THE EFFECTS OF POWER ON SELF PERCEPTION, SELF PRESENTATION, GOALS FOR THE SELF, AND ETHICAL DECISION MAKING**

**Saturday, January 30, 2:00 - 3:15 pm, Royale Pavillion 1**

**Chairs:** Nathanael J. Fast, University of Southern California, and Senia Maymin, Stanford University

**Speakers:** Nathanael J. Fast, Senia Maymin, M. Ena Inesi, Jennifer R. Overbeck

Building on recent advances in the power literature, this symposium explores the transformative effects of power on the self. Four papers indicate that power leads to a variety of tendencies that are commonly associated with narcissism. Fast and colleagues show that power fosters overconfidence in the self, leading to irrational—and financially costly—decision making. Maymin and Flynn show that power increases people’s abilities to display charisma as well as to be perceived as charismatic by others. Inesi and Morrison demonstrate that power buffers people from being influenced by significant others, leaving them freer to pursue their own goals. Finally, Overbeck and colleagues demonstrate that power leads to egocentric ethical decision making; specifically, powerful decision makers tend to draw on their own conceptions of what is right and wrong, rather than considering how their decisions will affect others. Taken in concert, these closely interrelated lines of research offer several important contributions. First, by placing the study of power squarely on the self, they point the power literature in a new direction, setting the stage for mutually beneficial interactions between the literatures on power and the self. Second, they offer novel answers to the question of why power holders tend to be action-oriented and disinhibited—

(i.e., with those outside the power relationship). These disparate effects suggest that power may fundamentally alter the way people think about and act on relationships, both inside and outside the situation of power. In particular, power may decrease individuals' sensitivity to the activation of non-conscious relational schemas. Relational schemas are mental representations that an individual develops regarding the goals, attitudes and values that a significant other holds for him or her. When reminded of the significant other outside of conscious awareness, the individual is normally more likely to act on and express goals, attitudes and values that are consistent with the relational schema, in order to maintain the relationship. However, we predict that power holders should be less likely than those not in power to act on a significant other's goals when reminded of him or her. We test this prediction using several different significant others (i.e., mothers, grandparents, romantic partners) and goals (i.e., achievement, conservatism, healthy eating). Across four experiments, we show not only that those in power are less likely to assimilate to the goals and attitudes of a significant other, but also that they may be more likely to react against these goals and attitudes.

**I KNOW WHAT'S BEST FOR YOU (AND EVERYONE): POWER, SELF-CENTERED ETHICAL REASONING, AND THE COST OF NOT "GRAPPLING"** Jennifer R. Overbeck<sup>1</sup>, Leigh Plunkett Tost<sup>2</sup>, Abbie Wazlawek<sup>3</sup>; <sup>1</sup>University of Southern California, <sup>2</sup>Duke University, <sup>3</sup>Columbia University – Do powerful and powerless people use different ethical reasoning? And, if so, is powerholders' ethical reasoning style related to the common perception that "power corrupts"? We conducted three short studies to examine these issues. Studies 1 and 2 asked high- and low-power participants to respond to classic "lifeboat problem" ethical questions, and found that high-power respondents were more likely to use deontological reasoning—that is, to be guided by a sense of absolute principles—whereas low-power respondents were more likely to use consequentialist reasoning—that is, weighing costs and benefits of different options. The two studies used different operationalizations of power (experiential priming via personal essay in Study 1; implicit priming via word completion in Study 2), providing convergent evidence for the effect and dismissing an explanation based on self-justification motives. In Study 3, participants read short vignettes describing several ethical decisions made by two company owners. One owner was consistently deontological and one was consistently consequentialist, but both made equal numbers of ethical and unethical decisions. Participants reported greater interest in working for the consequentialist boss, and judged him more positively. Together, our results suggest that powerful people's ethical reasoning reflects a relatively fixed perspective in which powerholders feel entitled to judge (Leyens, Yzerbyt, & Schadronek, 1992) based on an internal preference (e.g., Overbeck, Tiedens, & Brion, 2006). This is perceived by lower-power observers, though, as a failure to properly grapple with the issues and stakeholders involved, and as a result the powerholders are judged negatively for their reasoning.

## Symposia Session H2

### BLOCK AWARD ADDRESS

**Saturday, January 30, 2:00 - 3:15 pm, Royale Pavilion 2**

**Recipient: Paul T. Costa, Jr., National Institute of Aging**

**Introducer: David C. Funder, University of California, Riverside**

This talk celebrates the contributions of the Five-Factor Model (FFM) of personality traits to a variety of research areas, ranging from molecular genetics to cross-cultural studies. I will focus on three areas: (1) Longitudinal studies of the broad factors and specific facets that have refined our understanding of trait stability and change over the life-span. (2) The interface between personality and health, specifically the association between traits and health risk/protective behaviors, physiological biomarkers of disease, and longevity. And (3) application of the FFM framework to psychiatric disorders and the FFM as an alternative approach to assessing and treating DSM personality disorders.

## Symposia Session H3

### BALANCING CLOSENESS AND DISTANCE IN INTIMATE RELATIONSHIPS

**Saturday, January 30, 2:00 - 3:15 pm, Royale Pavilion 5**

**Chairs: Gertraud Stadler and Niall Bolger, Columbia University**

**Speakers: Gertraud Stadler, Masumi Iida, Benjamin R. Karney**

Balancing closeness and distance in relationships is a common challenge. Usually closeness between intimate partners is viewed as desirable and has been the focus of many studies. However, distance may also be important in protecting and maintaining relationships, especially in times of stress (Repetti, 1992). Previous research on distance in intimate relationships is limited and has mostly highlighted its negative effects. This symposium brings together three perspectives on studying couples' psychological and physical distance, highlighting the potential for the positive and protective effects of distance. The first presentation shows that people may want space from a partner as a desired means of support in stressful situations. The second presentation demonstrates that spouses' well-intended efforts in chronic disease management can undermine closeness in their relationships: When spousal influence is experienced as pressure it can create tension in the relationship. The third presentation looks at the long-term effect of physical distance on relationship closeness and duration. All three studies present longitudinal data that allow the researchers to examine how closeness and distance affect relationships over time. The first two studies include the perspective of both partners and use daily diary methods. The third study illustrates the real-world relevance of studying physical distance and how partners maintain closeness in spite of physical distance.

#### ABSTRACTS

### "GIVE ME SPACE" AS A DESIRED WAY OF SUPPORT IN RELATIONSHIPS ACROSS QUESTIONNAIRES, DAILY DIARIES, AND LABORATORY SUPPORT DISCUSSIONS

Gertraud Stadler<sup>1</sup>, Niall Bolger<sup>1</sup>, Kenzie Snyder<sup>1</sup>, Sarah Burns<sup>1</sup>, Alexandra Suppes<sup>1</sup>, Jamil Zaki<sup>1</sup>, Patrick E. Shrout<sup>2</sup>; <sup>1</sup>Columbia University, <sup>2</sup>New York University – Wanting space from a partner may be a more common desire in stressful situations than previously thought. The current study investigated dyadic support processes in couples, and coded if individuals wanted space from their partner when distressed. Three hypotheses were tested: (1) Individuals might want space from their partner when distressed. (2) Individuals who report wanting space from their partner when distressed have lower relationship satisfaction. (3) More men want space from their partner when distressed than women. Participants (n = 193 in 97 couples) reported their dyadic support processes in questionnaires and 183 participants filled out daily diaries. A subsample of 40 couples also participated in support discussions in the lab. The current study supported the hypotheses: One in four male partners and one in twenty female partners mentioned wanting space when distressed. Participants who wanted space under stress perceived less support from their partners and others, evaluated support as less beneficial when they reported receiving it, and sought less support overall than participants who did not report wanting space. This pattern held for both emotional and practical support in the diaries. Similar results were found in laboratory support discussions. These results provide a new perspective on the interplay between individual and dyadic coping.

### SPOUSES' INVOLVEMENT IN CHRONIC DISEASE MANAGEMENT IMPACTS DAILY RELATIONSHIP EVALUATIONS

Masumi Iida<sup>1</sup>, Mary Ann Parris Stephens<sup>1</sup>, Melissa M. Franks<sup>2</sup>, Karen S. Rook<sup>3</sup>, James K. Salem<sup>4</sup>; <sup>1</sup>Kent State University, <sup>2</sup>Purdue University, <sup>3</sup>University of Irvine, <sup>4</sup>SUMMA Health System – Spouses are most often the source of support and control in patients' adherence to medical recommendations in a variety of chronic conditions; however, little is known about the consequences of caregiving spouses' behaviors on the quality of the marital relationship. In this electronic diary study (N = 129 couples), we examined various ways spouses are involved with the management of their diabetic partners'

daily dietary choices over 24 days. We focused on spouses' support (i.e., efforts to reinforce patients' ongoing dietary adherence), persuasion (i.e., efforts to convince or motivate patients to stick to the diabetic diet) and pressure (i.e., efforts to force or coerce patients to improve dietary adherence) as they effect patients' daily evaluations of the relationship (relationship tension and enjoyment). On the days when spouses provided support, patients' reported greater relationship enjoyment and less relationship tension. In contrast, on the days when spouses engaged in pressure efforts, patients reported greater relationship tension, but spousal support was not associated with patients' relationship enjoyment. Spousal persuasion was not associated with either relationship tension or enjoyment. Taken together, these findings suggest that spousal support improves the quality of partner interactions, whereas spouses' attempts to pressure patients to adhere to dietary regimen may negatively impact the quality of partner interactions.

**DISTANT BUT STABLE: THE UNEXPECTED EFFECTS OF DEPLOYMENT ON MILITARY MARRIAGES** Benjamin R. Karney<sup>1</sup>, John S. Crown<sup>2</sup>; <sup>1</sup>UCLA, <sup>2</sup>RAND Corporation – When partners in intimate relationships are separated by long distance, their relationships tend to fray and are at increased risk for dissolving. Since 2001, spouses in military marriages have had to endure lengthy periods of long distance, as deployments to the conflicts in Iraq and Afghanistan have been more frequent and lengthier than at any other time since the birth of the all volunteer military in 1973. How have these separations affected the stability of military marriages? To address this question, the analyses described here drew from the personnel records and deployment histories for the entire population of the United States military to estimate the effects of time deployed in the Global War on Terror on the subsequent risk that a military couple will dissolve their marriage. Contrary to expectations, time deployed was associated with reduced risk of marital dissolution for most of the military, and longer time deployed was associated with greater reductions in risk. Moreover, the benefits of deployment were greater for younger couples and couples with children. Explanations for these findings focus on the circumstances under which separations can benefit couples: when the separation serves a shared common value, when the separation is perceived as an investment in the post-separation future, and when supportive communities and institutions are available. Consistent with these explanations, deployments had the greatest positive effects on marriages with the most to gain from enduring the separation.

#### Symposia Session H4

### HOW WE FEEL ABOUT 'THEM': EMOTIONAL RESPONSES TO OUTGROUPS' PLEASURES AND PAINS

Saturday, January 30, 2:00 - 3:15 pm, Royale Pavilion 6

Chair: Mina Cikara, Princeton University

Speakers: Max Weisbuch, Matteo Forgiarini, Mina Cikara, Wilco Van Dijk

How do people respond to outgroup targets' suffering? A cursory reading of the emotion, empathy, and mirror neuron literatures might leave one with the impression that people automatically feel pity or empathy in response to seeing another person in distress. Recent developments in intergroup and emotions research suggest otherwise: People frequently fail to empathize and sometimes even feel pleasure at others' pain. This symposium highlights research on how group membership influences reactions to others' positive and negative experiences. Weisbuch presents research which shows that ingroup members' emotional displays elicit congruent affect (e.g., ingroup joy is positive), whereas outgroup members' emotional displays elicit affective divergence (e.g., outgroup joy is negative). Forgiarini demonstrates that white participants show reduced skin conductance response to black targets' as compared to white targets' pain and that this pattern correlates with implicit race bias. Cikara discusses the neural correlates of Schadenfreude—pleasure at others' misfortunes—in the context of the Red Sox/Yankees rivalry, with an emphasis on the implications of these systems for perpetuation of

conflict. Finally, van Dijk shows that Schadenfreude is motivated in part by a desire to maintain and enhance a positive evaluation of the self. Pleasure at another's pain can perpetuate conflict and prevent reconciliation, so understanding its emotional dynamics can improve interpersonal and intergroup functioning.

#### ABSTRACTS

**AFFECTIVE DIVERGENCE** Max Weisbuch<sup>1</sup>, Nalini Ambady<sup>1</sup>; <sup>1</sup>Tufts University – Extant theory suggests that targets' emotion expressions automatically evoke similar affect in perceivers. Yet in most studies supportive of such "emotion contagion," the group memberships of targets and perceivers are held constant. In contrast to this approach and drawing from ecological theories of social perception, we argue that the self-relevant meaning ("signal") of an emotion expression cannot be isolated from social identity. Group membership should provide a functionally limiting condition to emotion contagion by specifying the signal of the expressed emotion. Specifically, ingroup fear and ingroup joy likely signal danger and safety, respectively, for the perceiver—consequently, emotion contagion should result. Conversely, outgroup fear and outgroup joy signal relative strength (safety) and weakness (danger), respectively, for the perceiver—consequently, perceivers' affective responses should diverge from those of expressers. Across several studies, affective responses to facial, vocal, and verbal emotion were congruous with same-group emotion expressions but diverged from other-group emotion expressions. These effects held for racial, political, and sports groups, for subliminal as well as supraliminal emotion stimuli, and with reaction-time, paraverbal, and self-report measures of affect. Additional evidence suggested that perceivers' felt dominance and fear played important roles in these effects. These data support a signal-value model in which emotion expressions signal environmental conditions.

**RACISM AND INDIFFERENCE TO THE PAIN OF OTHER PEOPLE** Matteo Forgiarini<sup>1</sup>, Marcello Gallucci<sup>1</sup>, Angelo Maravita<sup>1</sup>; <sup>1</sup>University of Milano-Bicoccaforgiar@wjh.harvard.edu – Empathy is the ability to understand and share the feelings and thoughts of other people. One of the main sources of empathic feelings is the pain experienced by other human beings. Empathy for others' pain, in turn, regulates behavior among individuals and social groups. Feeling other people's suffering triggers prosocial behavior, which promotes helping and encourages cooperation. With two different experiments we investigated the existence of a racial bias in the empathic reaction to other people's pain. Empathic reactions were measured via Skin Conductance Responses (SCR) to observed video stimuli showing human subjects experiencing either harmless or painful somatosensory stimuli. We provide, for the first time, experimental evidence that automatic, physiological reactions to other people's pain depend on the race of the person in pain. The first experiment showed that Caucasian observers reacted to pain suffered by African people significantly less than to pain of Caucasian people. In a second experiment we replicated the effect and we showed that the reduced reaction to the pain of African individuals is also correlated with the observers' individual implicit race bias. Our data suggest that the attitude towards other races may involve automatic and physiological reactions. Such a fundamental racial differentiation may bias complex activities and judgments over and beyond human consciousness. An assessment of other people's pain, in fact, is a necessary skill in many human activities, from medical decisions, rescue operations, police intervention, policy making and, in extreme circumstances, use of physical force and punishment.

**RED SOX V. YANKEES: FMRI INVESTIGATION OF PAIN AND PLEASURE RESPONSES TO A RIVAL GROUP'S OUTCOMES** Mina Cikara<sup>1</sup>, Matthew Botvinick<sup>1</sup>, Susan Fiske<sup>1</sup>; <sup>1</sup>Princeton University – Because competitive groups' misfortunes imply own-group's relative gain, outgroups' misfortunes can engender pleasure. Pleasure at others' misfortunes, Schadenfreude, may inhibit empathy toward groups in need, at best allowing indifference toward their suffering, and at worst facilitating

active harm. In the current fMRI study, 10 Red Sox and 6 Yankees fans watched baseball plays featuring their favored teams and rivals playing one another and a neutral third team, the Orioles. After each play, participants reported pleasure, anger, and pain in response to the play's outcome. Favored team-success, rival-failure, and rival-failure against the neutral team (pure Schadenfreude) all elicited significantly more pleasure than the control condition (Orioles v. Blue Jays). Favored-team-failure and rival-success elicited significantly more anger and pain than the control condition. Regions of the ventral striatum—putamen, nucleus accumbens—were activated by 'pleasurable' baseball plays as compared to the control; putamen activation correlated with subjective ratings of pleasure. Also, activation in anterior cingulate cortex and insula—regions part of a well-established pain network—corresponded to "painful" baseball plays; insula activation correlated with subjective ratings of pain, but not anger. These results suggest that evolutionarily old brain systems, which also respond selectively to more basic reinforcers and punishments (e.g., juice, pain, respectively), may have adapted to integrate information about rewards as abstract as favored group-identity and positive or negative outcomes in intergroup competition. This is the first study of which we are aware to investigate the neurobiological correlates of group-identity based pleasure and pain.

#### **EXPERIENCING SCHADENFREUDE: THE SELF-ENHANCING PROPERTIES OF ANOTHER'S MISFORTUNE**

Wilco Van Dijk<sup>1</sup>, Jaap Ouwkerk<sup>1</sup>, Guido van Koningsbruggen<sup>2</sup>, Yoka Wesseling<sup>1</sup>; <sup>1</sup>VU University Amsterdam, <sup>2</sup>Utrecht University—The aim of the present research was to provide empirical support for the contention that a desire to maintain and enhance a positive evaluation of the self constitutes an underlying motive for Schadenfreude. Findings of two series of studies are in line with our contention. Results of the first series of studies showed that low self-esteem participants experienced more Schadenfreude than high self-esteem participants, and participants who had received negative performance feedback experienced more Schadenfreude than participants who had received positive feedback or no feedback. Moreover, participants in a "double whammy" situation—the combination of low self-evaluation and negative performance feedback—were especially likely to experience Schadenfreude toward another's misfortune. In the second series of studies, results showed that participants' experienced Schadenfreude was positively related to their self-enhanced feelings. Moreover, findings showed that low self-esteem participants who had an opportunity to self-affirm experienced less Schadenfreude than those who had no opportunity to self-affirm. Thus, another's misfortune may provide people with an excellent opportunity for self-enhancement. People's painful feelings of inferiority may be lifted and their feelings of self-worth may be reaffirmed, since the misfortunes of others emphasize their relative good position, and this self-enhancing aspect of downward comparison enables them to derive pleasure from it. That is, people might not be pleased by another's misfortune per se, but the misfortune yields Schadenfreude because it satisfies their concern to maintain and enhance a positive evaluation of the self.

#### **Symposia Session H5**

#### **DO I BELONG HERE? IDENTIFYING FACTORS THAT FORTIFY VS. ATTENUATE WOMEN'S SENSE OF BELONGING IN STEREOTYPICALLY MASCULINE ACADEMIC AND PROFESSIONAL DOMAINS**

Saturday, January 30, 2:00 - 3:15 pm, Royale Pavillon 3-4

Chairs: Jane Stout and Nilanjana Dasgupta, University of Massachusetts, Amherst

Speakers: Jennifer Steele, Lisa Rosenthal, Jane Stout, Christine Logel

Although the number of women in influential professional roles has been rising over the past few decades, change has been slow and the representation of women in these roles still pales in comparison to that of men. At face value, it seems that women are given the same opportuni-

ties to pursue jobs and roles that are typically held by men; why then don't more women pursue them? The current symposium brings together four lines of research that address this question. Collectively, these research programs examine (a) how girls' and women's sense of belonging in stereotypically masculine academic and professional domains develop from childhood to adulthood, (b) environmental cues that influence women's motivation to pursue and persist in these domains, and (c) interventions that women might use in identity-threatening environments to strengthen their sense of belonging. Specifically we address the questions: When in development do young girls begin to demonstrate knowledge that their gender is negatively stereotyped in influential and esteemed careers, such as math and science (Steele)? Among young women who do pursue higher education in math and science, how does social support and identity influence their likelihood of continuing on that career path (Rosenthal)? When entering the workforce, what sort of common linguistic practices subtly ostracize women in professional environments and what impact does this have on their self-concept (Stout)? And when women do find themselves in identity-threatening environments, what strategies can they use to bolster their sense of belonging and eliminate threat-based deficits in performance (Logel)?

#### **ABSTRACTS**

#### **THE DEVELOPMENT OF MATH=MALE: IMPLICIT ACADEMIC STEREOTYPING IN YOUNG CHILDREN**

Jennifer Steele<sup>1</sup>, Amanda Williams<sup>1</sup>; <sup>1</sup>York University—Why are there fewer women than men pursuing and succeeding in prestigious careers in math and science? We argue that gender stereotypes, particularly implicit stereotypes, provide a continuing, yet in many ways "hidden" barrier to women's advancement in these domains. Building on emerging evidence that implicit gender stereotypes about math and science predict adults' interest and performance in these domains (Kiefer & Sekaquaptewa, 2008; Nosek et al., in press), in the present research we examined when these automatic associations develop and whether individual differences in implicit stereotyping predict children's orientation towards and performance in these domains. Participants included 147 predominantly White children in middle to late elementary school (Mage = 10 years; Study 1) and 103 children in early elementary school (Mage = 7 years; Study 2). Although we found little evidence of a relationship between implicit stereotyping and either orientation or performance in our child samples, we found that by middle elementary school (Mage = 9 years) children had acquired an implicit math-gender stereotype that did not correspond to their explicit beliefs (Study 1). In addition, we provide some initial data to suggest that this bias might begin to emerge in the early elementary school years (Study 2). These findings suggest that much like evaluative systems (Dunham et al., 2008), category-based associations about academics emerge early in life and may remain relatively stable into adulthood. The theoretical and practical implications and potential consequences for future generations of budding female scientists will be discussed.

#### **IDENTITY COMPATIBILITY AND SOCIAL SUPPORT PROMOTE WOMEN'S ENGAGEMENT IN STEM DURING THE COLLEGE TRANSITION**

Lisa Rosenthal<sup>1</sup>, Bonita London-Thompson<sup>1</sup>, Marci Lobel<sup>1</sup>, Sheri Levy<sup>1</sup>; <sup>1</sup>Stony Brook University—The underrepresentation of women in science, technology, engineering, and mathematics (STEM) fields has long been linked to gender discrimination in STEM environments. Building on prior work, we developed an Academic and Social Engagement (ASE) Model that highlights psychosocial factors within STEM environments that affect women's pursuit of STEM careers. The Model proposes that college women will experience greater engagement and persistence in STEM when they perceive greater compatibility between being a woman and being a STEM major, and when they have greater social support. Because the college transition is a critical period when students typically question their abilities, fit, and potential for success, this project tested the ASE model among female STEM majors across the transition (questionnaire before classes began [background], daily diary during the first



three weeks of college, and questionnaire at beginning of spring semester [spring follow-up]). Regression analyses at background and spring follow-up revealed that women reporting greater perceived compatibility between their gender and STEM, and greater support from close others, also reported greater sense of belonging in STEM at both time points. Hierarchical linear modeling analyses on the daily diary data revealed that within individuals, on days that women reported greater perceived compatibility between their gender and STEM, and on days when women reported feeling more supported, they also reported greater sense of belonging in STEM. Consistent with the ASE model, these findings suggest that during the college transition, social support and identity compatibility are key ingredients of women's STEM engagement.

**WHEN HE DOESN'T MEAN YOU: GENDER-EXCLUSIVE LANGUAGE AS OSTRACISM FOR WOMEN** Jane Stout<sup>1</sup>, Nilanjana Dasgupta<sup>1</sup>; <sup>1</sup>University of Massachusetts, Amherst – Three experiments investigated whether a common linguistic practice, the use of masculine gender-exclusive language to refer to men and women, subtly ostracizes women and threatens their sense of belonging in professional environments. Gender-exclusive language, which neglects references to one gender, is consistent with Williams's (2007) definition of ostracism: "being ignored or excluded....without excessive explanation or explicit negative attention." In Study 1, women and men read a description of a work environment that used either masculine gender-exclusive language (We usually know a good employee when we see him) or gender-inclusive language (him or her). Women experienced a lower sense of belonging and less motivation to pursue the job when they read gender-exclusive versus gender-inclusive language; men's responses did not vary by language. Study 2 replicated these findings in a face-to-face mock job interview. Study 3 covertly videotaped women's nonverbal behavior during a mock job interview to assess their online affective reactions. Results showed nonverbal negative affect over the course of the interview in the gender-exclusive condition versus gender-inclusive and gender-neutral conditions. Moreover, stronger nonverbal negative affect predicted less motivation to pursue the job in the gender-exclusive condition but not in the gender-inclusive or gender-neutral conditions. Together, these findings suggest that linguistic ostracism, although subtle, is an aversive experience for women and leads them to avoid or leave professional contexts in which the language is used.

**AN INTERVENTION TO IMPROVE VULNERABLE STUDENTS' GRADES BY ADDRESSING UNCERTAINTY ABOUT SOCIAL BELONGING** Christine Logel<sup>1</sup>, Gregory M. Walton<sup>1</sup>, Jennifer Peach<sup>2</sup>, Stephen J. Spencer<sup>2</sup>; <sup>1</sup>Stanford University, <sup>2</sup>University of Waterloo – The present study tested two interventions to reduce belonging uncertainty and to raise the academic performance of engineering students, especially among female engineers, a group that is underrepresented and negatively stereotyped. One treatment was designed to change students' attributions for negative experiences in engineering that could otherwise undermine their sense of belonging in the field. The second was designed to teach students to affirm personally important values in times of stress and threat (see Cohen et al., 2007), and thereby raise their sense of belonging. Results showed that among engineering majors with fewer women, end-of-term grades of women in the control condition were significantly lower than men's. However, in the treatment conditions, women's grades were equal to men's. Discussion addresses the role of belonging in achievement, and mechanisms by which social-psychological interventions have long-term effects on school performance.

## Symposia Session H6

### THE DIFFERENTIATION OF POSITIVE EMOTIONS: RECENT ADVANCES IN THEORY AND RESEARCH ON POSITIVE EMOTIONS

Saturday, January 30, 2:00 - 3:15 pm, Royale Pavilion 7-8

Chairs: Michele M. Tugade, Vassar College, and Leslie D. Kirby, Vanderbilt University

Speakers: Craig A. Smith, Michelle N. Shiota, Michele M. Tugade, Anthony H. Ahrens

Both traditional and contemporary theories of emotions tend to propose a general function of positive affect. This symposium examines the distinct motivational and adaptative functions served by different positive emotions, and considers the implications of these functions for cognitive, behavioral, and psychosocial outcomes. Smith and Kirby present research from a multi-site study, showing that a broad range of positive emotions can be uniquely characterized based on profiles of appraisals, motivations (emotivational goals) and behaviors. These findings indicate that there is considerable differentiation among positive emotional states, both in terms of antecedents and consequences. Shiota offers evolutionary accounts of multiple positive emotions, emphasizing their distinct fitness-enhancing functions, and presents research addressing the differing effects of these emotions on cognitive outcomes such as persuasive message processing, stereotyping, and creativity. Tugade & Morrow investigate the distinct qualities of positive emotions, considering whether they differentially help or hinder the stress response. Their findings reveal that select positive emotions function differently with respect to coping and problem-solving. Some people are better able to differentiate amongst positive emotions, thereby gaining from the informational value provided by these unique experiences. Ahrens & McIntosh discuss individual differences in the ability to differentiate amongst positive emotions, showing that this ability is associated with beneficial outcomes in mental and physical health. Together, these papers highlight the multiple ways that positive emotions can be differentiated from one another, as well as the consequences of this differentiation for personal and interpersonal functioning.

#### ABSTRACTS

**PLEASURE IS COMPLICATED: ON THE DIFFERENTIATION OF POSITIVE EMOTIONAL EXPERIENCE** Craig A. Smith<sup>1</sup>, Leslie D. Kirby<sup>1</sup>; <sup>1</sup>Vanderbilt University – Most major theories of emotion posit the existence of only one or two distinct positive emotional states (happiness and often interest) in contrast to a much broader array of distinct negative states (e.g., sadness, anger, guilt, fear, disgust, etc.). However, there are some indications of more differentiation among positive states than these theories suggest. We report the results of a multi-site study (N = 285) that examines this potential differentiation across a broad range of positive states (awe, challenge/determination, contentment, gratitude, happiness, hope, interest and pride), by comparing not only the appraisals associated with these states, but also their associated motivational tendencies ("emotivational goals,") and enacted behaviors, using a new instrument – the Emotivational Goals and Enacted Behavior Scale (EMGEBS) – developed for this purpose. Each participant recalled and described a single past experience associated with one of the targeted emotions, and then rated their appraisals, felt emotions, emotivational goals and enacted behaviors during the remembered experience. Although the emotion ratings were substantially intercorrelated, each targeted emotion demonstrated distinctive, statistically reliable relations with at least one appraisal and at least one emotivational goal and/or enacted behavior -- even after controlling for the variance attributable to both the other emotions and the other variables in the predictor set. Thus each emotion demonstrates a unique profile that sets it apart from the other positive emotions, indicating considerable differentiation among positive emo-

tions. The likely significance of the observed differentiation in terms of the adaptational functions served by positive emotions will be discussed.

**I KNOW WHAT I WAS FEELING, BUT WHAT WAS I THINKING?: AN EVOLUTIONARY APPROACH TO STUDYING POSITIVE EMOTIONS AND COGNITION** Michelle N. Shiota<sup>1</sup>; <sup>1</sup>Arizona State University – In recent decades, a rich body of work has documented the implications of positive affect for a wide range of cognitive processes. The theme emerging from these findings is that positive affect promotes rosy, heuristic-based, flexible and creative thinking with enhanced emphasis on the “big picture.” However, an evolutionary perspective – defining emotions as superordinate neural programs integrating cognitive, physiological, and behavioral elements to facilitate a fitness-enhancing response to prototypical elicitors – suggests the existence of multiple positive emotions with differing functions, and therefore somewhat differing effects on cognition. Theorists have begun to offer functional accounts of several positive emotions, such as reward-focused enthusiasm, contentment, pride, attachment love, nurturant love, amusement, and awe. This talk presents recent data addressing the implications of different positive emotions for cognitive processes such as creativity, stereotyping, persuasive message processing, and product evaluation. Findings support the proposal that particular positive emotions activate cognitive processes and biases that facilitate the appropriate fitness-enhancing response, while inhibiting processes and biases likely to interfere with the appropriate response. Theoretical and methodological implications for future research on positive emotion are discussed.

**WHERE POSITIVE EMOTIONS MEET AND WHERE THEY DIVERGE: THE EFFECTS OF DISTINCT POSITIVE EMOTIONS ON COPING AND PROBLEM-SOLVING** Michele M. Tugade<sup>1</sup>, Jannay Morrow<sup>1</sup>; <sup>1</sup>Vassar College – It is well-established that positive emotions are important for coping with stress. Newer research indicates a need to investigate the distinct qualities of positive emotions and consider whether they differentially help or hinder the stress response. This talk focuses on how, when, and why distinct positive emotions are important for coping and problem-solving. In one study, we tested whether specific positive experiences influence how people confront stressors. After being induced to experience one of eight positive emotions (awe, challenge/determination, contentment, gratitude, happiness, hope, interest, or pride), participants reported their general coping tendencies. Activating select positive emotions differentially influenced people’s perceptions of which coping strategies to employ. In addition, individuals who differentiate more amongst positive emotions use more adaptive coping strategies. In another study, we examined whether and how different positive emotions are useful for problem-solving following a stressor. Research shows that positive emotions facilitate flexible thinking; yet, it may be premature to argue that all positive emotions function the same way. Immediately after being induced to experience anxiety, participants were randomly assigned to experience one of five positive emotions (challenge/determination, contentment, gratitude, interest, or pride). Participants then completed a mental-set-switching task. Except for challenge, all positive emotions facilitated mental-set-switching. When feeling challenged, people may be less likely to abandon established modes of thought, especially if a strategy is working. In contrast, when experiencing other positive emotions, people may explore and discover alternative strategies. We discuss the shared as well as goal-specific mechanisms underlying positive emotions in coping and problem-solving.

**DISTINGUISHING OUR PLEASURES: PEOPLE VARY IN THEIR DIFFERENTIATION OF POSITIVE EMOTIONS** Anthony H. Ahrens<sup>1</sup>, Elizabeth M. McIntosh<sup>2</sup>; <sup>1</sup>American University, <sup>2</sup>Mental Health Center of Boulder County, Colorado – Distinct emotions, including positive emotions, prepare people to engage in distinct behaviors. The ability to differentiate between distinct positive emotions should, then, help people more effectively match their emotion-prepared behaviors to their current contexts. We examined correlates of individual differences in the ability to distinguish between positive emotions. In a first study, participants reported their

likely emotions (including gratitude, happiness, pride, and relief) in response to hypothetical scenarios involving favorable events. For each individual, we calculated the average intercorrelation of these emotions across the scenarios. Those who differentiated more reported lower fear of emotions and were higher in the mindfulness facet of acceptance without judgment. After controlling for initial health symptoms, the tendency to differentiate also marginally predicted lower health symptoms two weeks later. In a second study, we developed a measure of the tendency to differentiate between a wider range of positive emotions. Participants imagined themselves in vignettes, each designed to elicit a particular positive emotion, including awe, challenge/determination, contentment, gratitude, happiness, hope, interest, and pride. Once again, the average within-participant intercorrelation of emotion ratings served as the measure of differentiation. Differentiation between these eight emotions was positively correlated with the mood repair subscale of the Trait Meta-Mood Scale (Salovey et al., 1995) and with measures of emotional well-being and social functioning. It was negatively correlated with measures of physical pain and the degree to which one’s health interferes with one’s activities. Differentiation of positive emotion appears to be adaptive and might arise from ongoing attention to emotional experience.

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## Symposia Session I

### Saturday, January 30, 3:30 - 4:45 pm

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#### Symposia Session I1

#### UNITED AND DIVIDED WE STAND: ON THE COLLECTIVE AND PERSONAL FUNCTIONS OF CONFORMITY AND DISSENT

Saturday, January 30, 3:30 - 4:45 pm, Royale Pavilion 1

Chairs: Kimberly Rios Morrison, The Ohio State University, and Dominic J. Packer, Lehigh University

Speakers: Carsten K. W. De Dreu, Jolanda Jetten, Dominic J. Packer, Kimberly Rios Morrison

Exciting new research that takes a functional approach to conformity and dissent is changing the ways in which psychologists think about these behaviors. This symposium highlights an international array of research, addressing how conformity and dissent affect group outcomes and serve functions at collective and personal levels of identity. De Dreu shows that positive effects of dissent on group creativity and innovation extend beyond the laboratory to real-world organizations, and identifies conditions under which dissent helps versus hurts collective outcomes. Challenging traditional perspectives which predict conformity [dissent] to be greater among prototypical [peripheral] group members, Jetten finds that peripheral members are often more likely than prototypical members to exhibit conformity in strategic efforts to improve their position within the group. Packer further investigates the role of collective identification in dissent, and presents evidence that strongly identified members are willing to express dissent when they believe that doing so will benefit their group. Packer also explores effects of personality traits on dissent, observing greater dissent among individuals high in both openness and conscientiousness, independent of their level of collective identification. Morrison investigates the utility of dissent for personal identity, showing that minority opinion expression is a means by which individuals can restore the self-concept in the face of uncertainty. Taken together, this research highlights the diversity of personal and collective functions served by conformity/dissent, and invites renewed consideration of how individuals manage their identities within groups.

## ABSTRACTS

**WHEN DISSENT DOES (NOT) HELP GROUP CREATIVITY AND INNOVATION** Carsten K. W. De Dreu<sup>1</sup>; <sup>1</sup>University of Amsterdam – There is some evidence that expressing (minority) dissent stimulates targets to engage in divergent thinking, increases their cognitive flexibility, and thus facilitates individual as well as group creativity and innovation. Much of this work has been limited to ad hoc groups in laboratory settings, begging the question of how expressing dissent in ongoing groups where members share a history and a future affects the dissenter as well as his or her targets. Furthermore, almost without exception this past work focused on the main effect of dissent on creativity, and did not address conditions that constrain or facilitate the putatively positive effects of dissent. This presentation considers these two issues. On the basis of a series of (un)published studies it examines implications for expressing dissent in organizational teams, such as project, decision-making, and top management teams. These works reveal that the positive functions of dissent generalize beyond the artificiality of the laboratory, and additionally highlight when and why dissent helps or hinders group creativity and innovation.

**KEEPING UP APPEARANCES: THE STRATEGIC AND CONDITIONAL NATURE OF PERIPHERAL GROUP MEMBERS' LOYALTY EXPRESSIONS** Jolanda Jetten<sup>1,2</sup>, Matthew J. Hornsey<sup>1</sup>; <sup>1</sup>University of Queensland, <sup>2</sup>University of Exeter – Social psychologists have made important advances in understanding group behavior, particularly that of established or “prototypical” group members. Though less often investigated, newcomers or “peripheral” group members are potentially more intriguing because their behaviors have proven to be more difficult to predict compared to those of more established members. Peripheral group members display a variety of group behaviors, ranging from high involvement and group commitment to inaction or even disloyalty and deviance. We present a range of studies examining the strategic nature of newcomers' loyalty expressions. We first examined the hypothesis that people will strategically portray the self as being more group-influenced the more junior they feel within the group. We found among social psychologists that ratings of self-conformity by group members were greater the lower status the participant. Other studies provided evidence for the argument that junior members were partly driven by a need to endear themselves to other group members. For instance, junior group members described themselves as more conformist than senior members when they were addressing an ingroup compared to an outgroup audience and they rated themselves as more conformist when they were led to believe their responses were public than when responses were private. A final study showed though that there are limits to newcomers' strategic behavior. We found among female rugby players that newcomers were more sensitive to what the social context affords in determining the utility and costs of expressing group loyalty – their loyalty expressions were strategic, but also conditional.

**THE INFLUENCE OF SOCIAL IDENTITY AND PERSONALITY VARIABLES ON DISSENT: COLLECTIVE IDENTIFICATION, AND OPENNESS TO EXPERIENCE X CONSCIENTIOUSNESS** Dominic J. Packer<sup>1</sup>; <sup>1</sup>Lehigh University – Recent research suggests that two broad psychological factors are necessary for group members to dissent: the capacity to form alternate perspectives on group issues, and the motivation to publicly express them. This presentation will examine the influence of social identity and personality variables on these factors and their role in dissent. With respect to the influence of social identities, I will argue that adopting a collective sense of self (self-categorizing) is not antithetical to forming certain types of alternate perspectives on group issues, and that collective identification may motivate their articulation. As such, Studies 1 and 2 found that identification with a group increased members' vigilance with respect to group-related problems and motivated expression of dissenting opinions when normative opinions were perceived to be collectively-harmful (measured and manipulated). With respect to the

influence of personality variables, openness to experience may predispose individuals toward the formation of alternate perspectives, while conscientiousness may motivate expression of deviant opinions once they have been formed. Studies 3 and 4 evidenced this interactive pattern, such that expressions of dissent were greatest among individuals high in both openness and conscientiousness. These data also allowed for investigation of relationships between members' levels of identification with a group and their personality traits. Identifying with a group did not suppress (or enhance) the influence of these traits, indicating that personal and social identity level variables can operate independently of one another. Implications for the self-categorization process and collective decision-making will be discussed.

**COMPENSATORY NON-CONFORMITY: SELF-UNCERTAINTY INCREASES MINORITY OPINION EXPRESSION** Kimberly Rios Morrison<sup>1</sup>, S. Christian Wheeler<sup>2</sup>, Dale T. Miller<sup>2</sup>; <sup>1</sup>The Ohio State University, <sup>2</sup>Stanford University – Based on recent findings that self-uncertainty leads people to claim conviction in other areas of their lives, and that minority (more so than majority) opinions foster clarity of the self-concept, the present studies tested whether minority opinion expression increases after one's self-certainty is called into question. In Study 1, participants induced to feel self-uncertain dissented from others' preferences for modern art paintings more often than did those induced to feel self-certain. In Studies 2a and 2b, adult participants high (but not low) in self-esteem indicated a greater willingness to express dissent within their organization after completing a manipulation of self-uncertainty, relative to self-certainty or self-irrelevant uncertainty. In Study 3, self-uncertainty and high self-esteem led participants to report their minority opinions on controversial political issues more quickly, controlling for several indicators of attitude strength. In Study 4, the relationship between self-uncertainty and minority opinion expression was found to be strongest among participants high in explicit but low in implicit self-esteem, who tend to react to uncertainty about the self in defensive ways. These results suggest that minority opinion expression can function as a compensatory response to self-uncertainty, particularly for individuals (i.e., those with high explicit and low implicit self-esteem) who are willing to protect the self-concept even when doing so is interpersonally risky. Implications for how to increase the expression of dissent in groups and organizations, as well as the strategies that people use to cope with uncertainty about the self, are discussed.

## Symposia Session I2

**REDRAWING THE BIG PICTURE: FROM PERSONALITY DATA (BACK) TO PERSONALITY THEORY**

Saturday, January 30, 3:30 - 4:45 pm, Royale Pavilion 2

Chair: Daniel Cervone, University of Illinois at Chicago

Speakers: Daniel Cervone, Peter Kuppens, Sander Koole, Gerald Matthews

The study of personality, in its recent era, has featured two classes of advances: large-scale databases have described stable individual differences and intra-individual patterns of coherence in personal functioning, and broad meta-theories have outlined principles within which specific explanatory theories of personality architecture and functioning might be formulated. The next challenge for personality science, then, is to capitalize on these empirical advances while formulating the explanatory theories. Speakers in each of the four presentations of this symposium pursue this challenge. One presentation (Cervone & Caldwell) applies principles of knowledge representation in social cognition to questions of personality structure and dynamics, and the explanation of patterns of cross-situational coherence. The second (Kuppens & Van Mechelen) uses appraisal theories of emotion as a foundation for explaining variability and consistency in emotional response. The third (Koole) employs personality systems interactions theory to understand mechanisms of personality functioning whose distinctness is revealed by dissociations among measures of individual differences. The fourth (Matthews, Panigamban, Guznov, Kustubayeva) demonstrates how multiple contextual-

ized cognitive processes in stress, appraisal, and coping cohere as a result of their bearing on a common adaptive goal. The complementarity among these findings and explanatory theories suggests that contemporary models of cognitive and affective dynamics can successfully advance the goal pursued by the "classic" personality theorists of the 20th century, namely, to formulate theoretical models of personality structure and dynamics that explain the distinctive patterns of emotion and action of the individual.

#### ABSTRACTS

##### **EXPLAINING PERSONALITY COHERENCE FROM THE BOTTOM UP: APPLYING THE KAPA MODEL OF PERSONALITY ARCHITECTURE**

**Daniel Cervone<sup>1</sup>, Tracy L. Caldwell<sup>2</sup>**; <sup>1</sup>University of Illinois at Chicago, <sup>2</sup>Dominican University – Investigators have long acknowledged that processes of knowledge and meaning construction are central to personality dynamics. Challenges for the personality psychologist are to convert this insight into a well-formulated model of personality architecture, to develop methods to assess the structure and dynamics identified by that model, and to use this framework to recapture the phenomenon of cross-situational coherence in personality functioning. An additional challenge is that, based on established data on individual profiles of response, theory and assessment methods must attend to idiosyncrasy in personality organization that manifests itself in both consistency and variability in experience and action. One effort to meet these challenges is the Knowledge-and-Appraisal Personality Architecture (KAPA) model (Cervone, 2004). We present recent findings that apply the model to diverse domains, including the identification of cross-situational consistency in everyday social behavior (Orom & Cervone, 2009), coping with urges to use addictive substances (Cervone et al., 2008), and formulating strategies of interpersonal behavior (Caldwell, Cervone, & Rubin, 2008). In this presentation, we present novel results that underscore the need to move beyond – or, perhaps, "under" – the study of behavioral expressions of personality. This is compelled by equifinality: different structures and organizations in personal belief systems give rise to similar patterns of consistency and variability in experience and action.

##### **TOWARDS AN UNDERSTANDING OF INDIVIDUAL DIFFERENCES IN EMOTIONAL EXPERIENCE**

**Peter Kuppens<sup>1</sup>, Iven Van Mechelen<sup>2</sup>**; <sup>1</sup>University of Leuven and University of Melbourne, <sup>2</sup>University of Leuven – Research evidence as well as everyday observation tell us that people can display very different emotional reactions, even in response to the same event. Alternatively, one person can react emotionally very similar to seemingly very different events. Based on appraisal theories of emotions, a theoretical framework is offered to account for both the observed variability and consistency in emotional responding. Appraisal theories of emotions view appraisals, the subjective evaluations we make of our circumstances in relation to our own goals, well-being, and coping potential, as the interface between objective events and people's emotional responses to them. For example, we may become happy because an event signals that a goal has been reached, or we may become angry when we perceive someone as having treated us unfairly. Individual differences in emotional responding can therefore arise from individual differences in how people appraise their circumstances, and from individual differences in how these appraisals are associated with specific emotions. The study of both sources is needed to arrive at an in-depth understanding of variability in emotional experience. We review recent research that addresses the nature and relative contribution of the two sources of individual differences, and discuss the parallels between this framework and advances in contextualized personality psychology.

##### **DRAWING THE BIG PICTURE FROM DISSOCIATIONS IN PERSONALITY FUNCTIONING**

**Sander Koole<sup>1</sup>**; <sup>1</sup>Free University Amsterdam – Modern personality psychology has by and large emphasized consistencies across different measures and behaviors. In this presentation, I advocate the opposite strategy, in which inconsistencies or dissociations between measures and behaviors are taken seriously. I highlight the fruitfulness

of this dissociation approach in three different domains. First, I consider dissociations between implicit and explicit measures of personality, along with recent studies showing that these dissociations can be reduced through mindfulness meditation (Koole, Govurun, Chang, & Gallucci, in press). Second, I consider dissociations between individual differences in emotional sensitivity versus individual differences in emotion regulation (Koole, 2009), and discuss evidence that especially the latter individual differences can be improved through training (Koole & van Bommel, in preparation). Third, I consider dissociations between intention and action, which have emerged from studies showing that individuals who are prone to maintain their intentions activated in working memory (so-called "state-oriented individuals") are relatively inefficient in implementing these intentions (Koole & Kuhl, 2007; Jostmann & Koole, 2007). Dissociations between personality measures have important theoretical implications, because they point to separable but interacting mechanisms of personality functioning. A general theory of these mechanisms is personality systems interactions theory (Kuhl, 2000; Kuhl & Koole, 2004), which provides an integrative perspective on the functional architecture of personality.

##### **PERSONALITY TRAITS AND EMOTION: A COGNITIVE-ADAPTIVE PERSPECTIVE**

**Gerald Matthews<sup>1</sup>, April Rose Panganiban<sup>1</sup>, Svyatoslav Guznov<sup>1</sup>, Almira Kustubayeva<sup>2</sup>**; <sup>1</sup>University of Cincinnati, <sup>2</sup>Kazakh National University – Personality trait models, such as the Five Factor Model, are now more widely accepted than ever, but the psychological basis for traits remains elusive. Notably, despite the heritability of traits, theories relating traits to general brain arousal or motivation systems have had only limited success. Although traits are often substantially correlated with other broad-based constructs including self-beliefs, coping and emotion, correlations between traits and individual neural and cognitive processes are typically small in magnitude. The search for small numbers of 'master-processes' that control trait expression may be misguided. Instead, traits are distributed across numerous specific processing components. This viewpoint might call into question the coherence of traits as meaningful psychological constructs. The cognitive-adaptive theory of personality (Matthews, 2008) claims that traits derive coherence from individual differences in adaptation. Traits signal that the individual is adapted to specific human social environments, so that the multiplicity of separate neural and cognitive biases linked to the trait serve a common adaptive goal. ('Adaptations' here include both innate and learned elements). I will illustrate this perspective on personality traits by discussing data on personality and emotion obtained in controlled performance-testing environments. Relationships between traits, including neuroticism and extraversion, and emotion dimensions are substantially dependent upon cognitive stress processes of appraisal and coping. Much of the variance in these processes reflects situational factors, but they are also sensitive to systematic trait influences. Thus traits do not directly represent individual differences in emotionality, as sometimes claimed, but more subtle biases in contextualized cognitive processes.

#### Symposia Session I3

##### **A BIOPSYCHOSOCIAL MODEL OF THREATS TO SOCIAL BELONGING: PERSPECTIVES FROM ACROSS THE SPECTRUM OF SOCIAL PSYCHOLOGY.**

**Saturday, January 30, 3:30 - 4:45 pm, Royale Pavilion 5**

**Chairs:** Lisa M. Jaremka and Nancy L. Collins, UC Santa Barbara

**Speakers:** Lisa M. Jaremka, Sally S. Dickerson, Vivian Zayas, Daan Scheepers

Threats to social belonging (i.e. threats to social acceptance and/or value) are a powerful driving force behind a myriad of psychological and behavioral outcomes. While often conceptualized within the interpersonal domain, threats to social belonging actually come in a variety of forms, ranging from interpersonal rejection to social-evaluative threat to group-based threats. As Smart Richman and Leary (2009) point out in a recent review, these threats are fundamentally similar at their core

because they all jeopardize an individual's inclusionary status. Although much is known about the psychological consequences of threats to social belonging, the relationship between threats to social belonging and physiological processes is less well understood. Accordingly, this symposium aims to understand the physiological correlates of threats to social belonging by unifying research examining these threats from diverse content areas not typically studied under the same overarching umbrella. The talks begin with Dickerson examining the specific components of social-evaluative threat, a specific type of threat to social belonging, that elicit the release of the stress hormone cortisol. Next, using event-related potentials, Zayas demonstrates that interpersonal rejection stimuli affect early stage information processing in the brain. Scheepers reveals that a group-based threat to social belonging influences cardiovascular responses, with individuals with high levels of group-based resources exhibiting an adaptive pattern of responding and individuals with low levels of group-based resources exhibiting a maladaptive pattern of responding. Finally, Jaremka shows that receiving social support moderates the body's response to a threat to social belonging by increasing positive rumination and cognitions.

#### ABSTRACTS

##### **SOCIAL SUPPORT MODERATES PHYSIOLOGICAL RESPONSES TO SOCIAL EVALUATIVE THREAT** Lisa M. Jaremka<sup>1</sup>, Heidi S. Kane<sup>1</sup>, Nancy L. Collins<sup>1</sup>;

<sup>1</sup>UC Santa Barbara – In recent years, it has become clear that social-evaluative threats – such as giving a speech in front of an evaluator – elicit a reliable increase in the stress hormone cortisol. According to social self-preservation theory (Dickerson & Kemeny, 2004), these types of situations activate the physiological stress response because they threaten a basic human need for social status, esteem, and inclusion. While it is evident that social-evaluative threats result in increased cortisol levels, little is known about the personal or interpersonal factors that might moderate this response. Because social evaluative threats are rooted in a threat to social belonging, we reasoned that social support from a significant other may reduce the threat and attenuate cortisol reactivity. To test this hypothesis, we brought couples into the lab and asked one member (our participant) to give a videotaped speech in front of an evaluator. Shortly before and after the speech, participants in the experimental group received a supportive note from their romantic partner who was in a room across the hall; participants in the control group did not receive any notes. To ensure that each participant received the same support, the notes were copied by romantic partners from pre-written templates piloted for supportiveness. Results indicate that participants who received supportive notes from their partner had lower cortisol levels during and after the speech than control group participants. In addition, the relationship between received support and cortisol was partially mediated by the extent to which participants reported more positive thinking.

##### **SOCIAL-EVALUATIVE THREAT: IDENTIFYING THE ELEMENTS ASSOCIATED WITH CORTISOL REACTIVITY** Sally S. Dickerson<sup>1</sup>; <sup>1</sup>UC Irvine – Humans

have a fundamental need to belong and be socially accepted by others; situations which jeopardize this central goal are viewed as profound threats, capable of eliciting emotional, physiological, and behavioral responses. One type of threat to social belonging/acceptance is social-evaluative threat, in which the self could be negatively judged by others. Social-evaluative threat has been theorized to elicit specific emotional and physiological responses, including increases in the self-conscious emotions and cortisol activity. A series of studies now support this premise; acute laboratory stressors with social-evaluative threat have triggered robust increases in cortisol, while equivalent laboratory stressors without this explicit social-evaluative component have not elicited changes in this physiological parameter. Further, participants in social-evaluative conditions have reported greater levels of post-stressor shame and other self-conscious emotions compared to those in non-evaluative contexts. However, there have not been differences for other negative emotions (sadness, anger, fear). Current work focuses on identifying the

specific elements of the social-evaluative context that trigger cortisol changes, as well as the cognitive and emotional responses that may be driving these effects. Delineating the specific social components that are capable of eliciting cortisol reactivity is important, as persistent or chronic activation of this physiological system could have implications for mental and physical health.

##### **NEURAL RESPONSES TO PARTNER REJECTION CUES** Vivian Zayas<sup>1</sup>, Yuichi Shoda<sup>2</sup>, Walter Mischel<sup>3</sup>, Lee Osterhout<sup>2</sup>, Melissa Takahashi<sup>2</sup>;

<sup>1</sup>Cornell University, <sup>2</sup>University of Washington, <sup>3</sup>Columbia University – People are highly sensitive to cues that may signal a threat to their need to belong. Given the importance of close relationships, an especially pernicious threat is rejection, real or imagined, by significant others. Most studies on interpersonal rejection have focused on downstream processes, such as attributions, appraisals, and coping strategies, speaking to how individuals magnify or diminish initial automatic responses to threat cues. However, little is known about neural responses in the early automatic-stage processing of threats to social belonging, which are implicated in the etiology and course of anxiety and mood disorders. With the aim of addressing this crucial gap, we used event-related potentials (ERP) to assess normative responses in early-stage processing of partner rejection cues, and examined how these neural responses may be linked to individual differences in adult attachment. We focused on the N400 ERP component, which reflects the amount of semantic processing prompted by a target. When participants were primed by attachment-related contexts (e.g., “If I turn to my partner, my partner will be”), rejection words (“dismissing”) elicited greater N400 amplitudes than accepting words (“supporting”). Analyses involving nonattachment primes suggest that these findings were not simply caused by the valence of the targets; the brain responds differentially to cues of partner rejection versus acceptance in under 300 ms. Moreover, these early-stage neurophysiological responses were heightened or dampened as a function of individuals' adult attachment; women characterized by high anxiety and low avoidance showed the greatest N400 amplitudes in response to partner rejection (vs. acceptance) cues.

##### **GROUP-BASED REJECTION AS CHALLENGE AND THREAT: THE INFLUENCE OF GROUP IDENTIFICATION** Daan Scheepers<sup>1</sup>;

<sup>1</sup>Leiden University – Threats to social belonging can stem from a variety of sources: From interpersonal rejection to threats to social identity (the part of identity derived from group membership; Tajfel & Turner, 1979) such as negative inter-group comparisons and being the target of stigma and discrimination. Although some have argued that people who are highly identified with their group are most “hurt” by group-threatening information, there is little direct evidence for this proposition as threat has seldom been directly measured. In the current work we provide an alternative account. Based on conceptualizations of groups as “resources” and group identification as a buffer against stress (Haslam & Reicher, 2006) we propose that high identifiers will respond with a challenge motivational state to group-threatening information. Following the biopsychosocial model (Blascovich, 2008) we used cardiovascular (CV) markers of challenge (low vascular resistance, high cardiac performance) and threat (high vascular resistance, low cardiac performance) in our research. Across three studies examining minimal (Study 1) and real (Study 2 and 3) groups and manipulations (Study 1) and measurements (Study 2 and 3) of identification it was found that high identifiers responded with CV-responses indicative of a challenge motivational state to negative feedback about their group (e.g., students receiving negative information about their university). Low identifiers, by contrast, responded with CV-responses indicative of threat to such information. Results are discussed in terms of “social identity as a resource”, the benefits of a biopsychosocial approach for the psychology of social identity and inter-group relations, and implications for health.

## Symposia Session I4

**THE AGE OF OBAMA: A NEW ERA OF RACE RELATIONS, OR A NEW ERA OF MODERN RACISM?**

Saturday, January 30, 3:30 - 4:45 pm, Royale Pavilion 6

Chair: Clayton R. Critcher, Cornell University

Speakers: Cheryl R. Kaiser, Clayton R. Critcher, Eugene M. Caruso, Carlos David Navarrete

Given the United States' regrettable history with race, the election of the first African American president carried with it a poignant optimism for egalitarianism in America. In making sense of any seismic event (e.g., The historic Obama victory), people must make accommodations in their own belief systems that allow them to assimilate this new piece of information. This symposium explores ways in which accommodating and assimilating this success story may have negative implications for perceptions of African Americans. Using diverse samples and methods, Kaiser and colleagues found that people accommodate Obama's victory by seeing less racism in society, thereby leading people to waver in their support for social justice policies. Critcher et al. find that people accommodate African Americans who have succeeded in stereotypically White domains by assuming that continued disparities between Whites and Blacks must be due to Blacks' own lack of effort. Even though people explicitly reject this accommodation strategy, such belief shifts happened unintentionally nonetheless. Caruso and colleagues found that those who like Obama assimilate him into the category White, even at a basic perceptual level—those who like [dislike] him believe that a picture that has been artificially lightened [darkened] better represents him. Navarrete et al. found that women at peak fertility were more likely to support Obama, but only to the extent that they categorized him as more White than Black. In combination, this research suggests that more must be known about how social progress can be achieved without prompting responses that may undermine it.

## ABSTRACTS

**THE IRONIC CONSEQUENCES OF OBAMA'S ELECTION: DECREASED SUPPORT FOR SOCIAL JUSTICE POLICIES**

Cheryl R. Kaiser<sup>1</sup>, Benjamin J. Drury<sup>1</sup>, Kerry E. Spalding<sup>1</sup>, Sapna Cheryan<sup>1</sup>, Laurie T. O'Brien<sup>2</sup>; <sup>1</sup>University of Washington, <sup>2</sup>Tulane University – Has Barack Obama's rise to the presidency led Americans to believe that racism is less of a problem today than it has been in the past and that there is less need for policies that address racial inequalities in the United States? We examined whether Obama's candidacy and subsequent election reduced Americans' perceptions of a need for policies that address racial inequalities in the United States. In an experimental study conducted prior to the election, participants primed with Obama reported less support for policies that address racial inequalities (e.g., affirmative action) compared to participants primed with McCain or those in a no prime control condition. Further, in a longitudinal study conducted in the weeks prior to and after the election, participants increased their perception that racism is less of a problem in the US today than in times past and they also expressed less support for policies designed to address racial inequality after the election compared to prior to the election. Finally, data from public opinion polls with representative independent samples of Americans revealed that Americans reported that racism was a more serious problem for Blacks in the ten months preceding the election compared to the week after the election. Given the continued prevalence of racial disparities in virtually all aspects of American society, these results raise troubling implications for the status of policies aimed at eliminating racial injustice.

**IF HE CAN DO IT, SO CAN THEY: EXPOSURE TO SUCCESSFUL BLACK EXEMPLARS UNINTENTIONALLY SHIFTS EXPLANATIONS FOR RACIAL DISPARITIES**

Clayton R. Critcher<sup>1</sup>, Jane L. Risen<sup>2</sup>, Melissa J. Ferguson<sup>1</sup>; <sup>1</sup>Cornell University, <sup>2</sup>University of Chicago, Booth School of Business – With Jim Crow part of America's recent memory, the election of Barack

Obama was, for many, an inspirational symbol. Past research on social comparison has found that successful comparison targets offer hope and inspiration about what is possible. But in an insidious twist, might this symbol of what is possible lead people to increasingly blame disadvantaged African Americans for their own plight? When explicitly asked, participants rejected this logic, presumably recognizing that the success of a single exemplar is not informative of the forces operating on African Americans as a whole. But are everyday social perceivers such cautious attributional and inductive reasoners? Three studies used a two-part paradigm in which participants were first exposed to famous people in a supposedly unrelated recognition task before providing their opinions about race-related issues. Both liberals and conservatives who were incidentally exposed to successful African Americans (e.g., Obama, Brown president Ruth Simmons) subsequently stated that there was less racial discrimination in America and also blamed the Black community for Black-White socioeconomic disparities. These changes were not observed when people were exposed to Blacks who had succeeded in stereotypically African American domains (e.g., Diana Ross). Finally, this effect appears to be unintentional, given that participants who intentionally thought about the meaningfulness of such exemplars for race-related issues did not show the effect. The pattern of results across the studies suggests that casual (everyday) exposure to successful Black exemplars can ironically lead people to de-emphasize the scope and influence of discrimination on African Americans.

**HOW RED AND BLUE SEE BLACK AND WHITE: POLITICAL IDEOLOGY, PERCEIVED SKIN TONE, AND VOTING BEHAVIOR**

Eugene M. Caruso<sup>1</sup>, Nicole L. Mead<sup>2</sup>, Emily Balcetis<sup>3</sup>; <sup>1</sup>University of Chicago, Booth School of Business, <sup>2</sup>Florida State University, <sup>3</sup>New York University – People tend to view members of their own political party more favorably than members of the competing party. Being part of such ideological groups can trigger basic motivational and cognitive processes to evaluate one's fellow group members positively, particularly when the information under consideration is ambiguous. Because of the ambiguity surrounding Barack Obama's racial identity, we predicted that political orientation would even affect people's visual representations of his skin tone in a manner consistent with their desire to evaluate him positively or negatively. We expected people's biased visual representations of Obama to reflect nonconscious associations with race, whereby people tend to associate being American with being White (Devos & Banaji, 2005) and being White with being good (Smith-McLallen, Johnson, Dovidio & Pearson, 2006). In three studies, we presented participants with photographs of Barack Obama in which his skin tone was artificially lightened or darkened. Liberal participants consistently rated the lightened photographs of Barack Obama as more representative of him than the darkened photographs, whereas conservative participants showed the opposite pattern. Furthermore, the extent to which people rated lightened photographs as representative of Obama predicted their voting intentions and actual voting behavior in the 2008 Presidential election. This effect persisted even when controlling for political orientation and racial attitudes. No such effects were found for evaluations of John McCain, an unambiguously White candidate. These results suggest that people alter their visual representations of ambiguous others in ways that support their own preexisting beliefs and shape their decisions in a consequential context.

**FERTILITY AND RACE PERCEPTION PREDICT POLITICAL SUPPORT FOR BARACK OBAMA**

Carlos David Navarrete<sup>1</sup>, Michael L. Mott<sup>1</sup>, Joseph Cesario<sup>1</sup>, Melissa M. McDonald<sup>1</sup>, Robert Sapolsky<sup>2</sup>; <sup>1</sup>Michigan State University, <sup>2</sup>Stanford University – Research shows that women more positively evaluate targets evincing cues of high male genetic quality as a function of fertility across the menstrual cycle. Recently, a link between fertility and anti-Black race bias has also been documented, an effect that is argued to serve a sexual coercion avoidance function. Here we demonstrate that both effects can be operative in one target, if the male exemplar displays cues of both high genetic quality, and is categorized as belonging to a dangerous out-group. In Study 1, we found that the inten-

tion to vote for Barack Obama in the months preceding the 2008 election increased as a function of conception risk across the menstrual cycle among college women. We replicated the effect in Study 2, finding voting preference and "liking" for Obama increased as a function of conception risk across a broad demographic sample of American women. Importantly, we also found that the relationship between voting preference and conception risk is greatest among women who perceived him as closer to the race category "White," than "Black," whereas the opposite was true among women who perceived him as more "Black" than "White." These findings integrate two threads within menstrual cycle research on positive and negative evaluations of men, and extends them to shed light on a female-specific political psychology--one that speaks to the question of whether mental representations of Barack Obama may be cognitively processed as belonging to the category "White" among his political supporters.

### Symposia Session I5

#### WHAT'S SO SPECIAL ABOUT THE SELF? OR IS THERE ANYTHING SPECIAL AT ALL?

Saturday, January 30, 3:30 - 4:45 pm, Royale Pavilion 3-4

Chairs: Kurt Peters and Bertram Gawronski, University of Western Ontario  
Speakers: Marret K. Noordewier, Allen R. McConnell, Kenneth G. DeMarree, Kurt R. Peters

The self has traditionally been treated as a unique topic of study within psychology. Due to the centrality of the self in human life and its apparent complexity, it has often been suggested that the self must be understood on its own terms and that researchers should distinguish between self-related and non-self-related aspects of cognition. Such a distinction suggests that the self might be particularly difficult to study, since it requires unique theories about its structure and operation that do not generalize to cognition as a whole. The talks gathered in this symposium suggest that basic principles of information processing can indeed be fruitfully applied to the study of the self. Noordewier and Stapel revisit the debate between self-consistency and self-enhancement motives and conclude that salient self-views, which influence the affective response to positive or negative feedback, might be seen as a particular type of expectancy. McConnell and Brown suggest that self-knowledge is organized into context-specific stores in associative memory, implying that the influence of the self-concept on behavior can be understood in terms of general principles of memory-based information processing. DeMarree, Morrison, Wheeler, and Petty show that theories about the nature and consequences of ambivalence from the attitudes literature can inform investigations of ambivalence in self-views, revealing how structural aspects of the self-concept can moderate sensitivity to environmental influences. Finally, Peters and Gawronski apply the basic principles of activation and validation to the processing of knowledge about the self to shed light on the dynamics of self-construal.

#### ABSTRACTS

**WHEN FAILURE FEELS BETTER THAN SUCCESS: SELF-SALIENCE, SELF-CONSISTENCY, AND AFFECT** Marret K. Noordewier<sup>1</sup>, Diederik A. Stapel<sup>1</sup>,  
<sup>1</sup>Tilburg University – People like self-consistent feedback because it induces feelings of predictability and control, but they like self-enhancing feedback because it induces positive self-worth. What determines whether consistency or enhancement motives will predominate people's affective responses? In a series of studies, we show that in addition to processing resources, self-salience is a crucial determinant. Participants were confronted with positive or negative feedback, while cognitively busy or not. Self-knowledge salience was manipulated using different methods, such as increasing the salience of people's chronic positive/negative self-views (self-esteem salience) or inducing positive/negative self-views. With salient self-knowledge, people's primary responses (i.e., under load) are consistency-driven (people with negative self-views feel better after negative feedback than after positive feedback, whereas peo-

ple with positive self-views feel better after positive feedback than after negative feedback) and controlled responses are enhancement-driven (positive feedback feels better than negative feedback, regardless of self-consistency). Without salient self-knowledge, however, this pattern reverses: Because relevant self-conceptions have to be retrieved from memory, self-consistency responses are more resource demanding than self-enhancement responses. Interestingly, the self-salience findings are comparable to our previous research on expectancy disconfirmation, where we showed that primary responses to the unexpected are driven by the consistency of the outcome and controlled responses are driven by the valence of the outcome. This commonality might be taken to imply that salient self-views are represented as self-expectancies, with similar consequences as other type of expectancies.

#### SELF-CONCEPT REPRESENTATION AND ITS IMPLICATIONS IN THE MULTIPLE SELF-ASPECTS FRAMEWORK

Allen R. McConnell<sup>1</sup>, Christina M. Brown<sup>2</sup>,<sup>1</sup>Miami University,<sup>2</sup>Saint Louis University – How is self-knowledge organized in memory and what are the implications? To address this question, we describe our research exploring the Multiple Self-aspects Framework (MSF). The MSF assumes that one's self-concept is organized around self-aspects, which represent context-specific knowledge about individuals (e.g., one's roles, goal selves, relational identities). Each self-aspect is associated in memory with specific attributes (e.g., traits, behaviors, physical characteristics). Thus, self-aspects and their associated attributes form a network of self-knowledge. Based on this particular representational structure, the MSF offers a number of specific predictions that have been borne out in recent work. For example, it anticipates the degree to which self-relevant feedback (e.g., failing an exam) impacts overall affect (e.g., less positive mood) based on how the particular self-aspect in question (e.g., one's student self-aspect) is represented in the network of self-knowledge. Moreover, it predicts when such feedback will influence evaluations of unrelated self-aspects (e.g., one's dating self-aspect). In addition to accounting for how self-relevant feedback is experienced, research based on the MSF has shown that "chronic attributes" are not "always on," but rather are quite context-dependent in nature. Finally, the MSF makes a number of predictions for how self-regulation occurs, revealing that goals are pursued differently based on the confluence of situational factors and one's self-concept structure. In sum, the current work illustrates the importance in understanding how the self is represented in memory for understanding a number of important outcomes, ranging from the experience of self-relevant feedback to attaining one's goals.

#### SIMILARITIES AND DISSIMILARITIES IN SELF AND ATTITUDE STRUCTURE: AMBIVALENCE AND SELF CHANGE

Kenneth G. DeMarree<sup>1</sup>, Kimberly Rios Morrison<sup>2</sup>, S. Christian Wheeler<sup>3</sup>, Richard E. Petty<sup>2</sup>,<sup>1</sup>Texas Tech University,<sup>2</sup>Ohio State University,<sup>3</sup>Stanford University – Ambivalence, or the simultaneous presence of positive and negative reactions to an object, has been useful for understanding attitude-related phenomena, such as the stability of an attitude in response to influence attempts. However, the effect of ambivalence on self-concept stability has only recently been examined. In the current investigation, we tested whether ambivalence moderates self-change in response to subtle environmental influences. Specifically, we predicted that people whose targeted self-beliefs were structurally ambivalent would be most likely to respond to a subtle change induction. We examined both evaluative ambivalence (conflicting self-evaluations) and trait ambivalence (conflicting self-views regarding traits). Using self-esteem conditioning and out-group stereotype priming, we found that people became more susceptible to subtle change inductions as their structural self-ambivalence increased. Notably, these effects held on structural ambivalence, but not on meta-cognitive ambivalence or self-certainty, and were obtained even when dominant self-views were inconsistent with the change induction. These additional findings suggest that the effects were not due to a conscious motivation to reduce inconsistency, and that the structural inconsistency alone was sufficient to produce the observed malleability. Additional studies extended these findings to other structural features of self-per-

ceptions, including discrepancies between actual and desired self-views. Together the results suggest that basic concepts of attitude structure can provide insight into the structure of the self-concept and self-evaluation.

**AN ACTIVATION/VALIDATION MODEL OF SELF-CONSTRUAL** Kurt R. Peters<sup>1</sup>, Bertram Gawronski<sup>1</sup>; <sup>1</sup>University of Western Ontario – While previous research has generally focused on important aspects of the content and organization of the self-concept, relatively less is known about how the self-concept comes to be defined. In other words, how do people arrive at a working definition of themselves, and how can we understand this dynamic process? By applying the basic cognitive principles of activation and validation during information processing, we propose a model of self-construal that captures the dynamic interplay of autobiographical knowledge, desired self-perceptions, and epistemic processing goals. Essentially, the model describes a process in which the implications of activated self-associations in memory are tested for consistency with the current contents of the working self-concept. If these implications are validated, they will be incorporated into the working self-concept in the form of changed self-beliefs; otherwise, they will be rejected and leave the working self-concept unchanged. A first experiment is reported that provides evidence for a “bottom-up” route of self-construal, in which self-associations activated directly in memory feed into and change the working self-concept. A second experiment provides evidence for an alternative, “top-down” route of self-construal, whereby motivation to possess particular self-views biases the activation and validation of self-associations in memory. Finally, novel aspects of self-construal derived from the model will be discussed as directions for future research.

### Symposia Session I6

#### ACHIEVING SUSTAINABLE HAPPINESS: PATHWAYS AND PITFALLS

Saturday, January 30, 3:30 - 4:45 pm, Royale Pavilion 7-8

Chair: Lara Aknin, University of British Columbia

Speakers: Barbara L. Fredrickson, Elizabeth W. Dunn, Julia K. Boehm, Lara B. Aknin

Most people want to be happy beyond the immediate present, but previous research implies that efforts aimed at increasing happiness may be doomed to fail because people readily adapt to changes in their environment. Going beyond past debates about whether happiness can be lastingly increased, however, this symposium brings together researchers whose work highlights some of the situational and dispositional factors that enable or undermine the achievement of sustainable gains in well-being. To begin, Barbara Fredrickson will present research identifying two phenotypic markers that predict whether individuals continue to practice loving-kindness meditation and experience hedonic benefits over the long term. Secondly, Elizabeth Dunn will discuss research suggesting that wealth may undermine the ability to savor positive emotions and life experiences. Third, Julia Boehm will present data showing that individuals' cultural background shapes the effectiveness of interventions designed to increase happiness. Finally, Lara Aknin will discuss research suggesting that a positive feedback loop may exist between happiness interventions and well-being, such that people who experience the highest levels of well-being after a happiness boosting activity are more likely to engage in similar behavior again. Taken together, this symposium will encompass data collected from five cultures using a variety of measures—from biological assessments to behavioral observations—in order to illuminate the stepping stones and stumbling blocks that lie on the route to sustainable well-being.

### ABSTRACTS

#### PHENOTYPIC MARKERS OF SUSTAINED POSITIVE BEHAVIOR CHANGE WITH ATTENDANT POSITIVE EMOTIONAL CONSEQUENCES

Barbara L. Fredrickson<sup>1</sup>; <sup>1</sup>University of North Carolina at Chapel Hill – Some people are more likely than others to maintain the positive behaviors that facilitate long-term gains in well-being. Two plausible phenotypic markers for sustained positive behavior change have emerged within our recent research: positive emotional reactivity (PER) early in the intervention and respiratory sinus arrhythmia (RSA) measured at resting baseline. Study 1 was a one-year follow-up survey of participants who learned loving-kindness meditation (LKM) to increase daily experiences of positive emotions, and thereby build personal resources, reduce depressive symptoms, and increase life satisfaction. One year after receiving LKM training, many participants continued to practice meditation, and those who did reported more positive emotions, greater life satisfaction and physical health than those who stopped or never meditated. Participants showing a rapid positive emotion response to LKM were more likely to continue meditating than those with a delayed response, suggesting that positive emotion reactivity predicts the ability to adopt and benefit from new skills. Study 2 replicated Study 1 with additional laboratory-based physiological measures. Respiratory sinus arrhythmia not only predicted positive emotional reactivity to LKM, but also predicted the extent to which meditation had become a habit one-year later. The heritable trait of positive emotional reactivity is hypothesized to predispose individuals to sustained positive behavior change because it forecasts the development of incentive salience for the newly adopted behaviors, which motivates repeat behavior at nonconscious levels. The heritable biomarker of RSA, an index of heart rate variability, may additionally predispose individuals to successful behavior maintenance because it reflects stable self-regulatory capacity.

#### MONEY GIVETH, MONEY TAKETH AWAY: WEALTH UNDERMINES SAVORING ABILITY

Elizabeth W. Dunn<sup>1</sup>, Jordi Quoidbach<sup>2</sup>, K.V. Petrides<sup>2</sup>, Moira Mikolajczak<sup>3</sup>; <sup>1</sup>University of British Columbia, <sup>2</sup>University of Liège, Belgium, <sup>3</sup>Université catholique de Louvain, Belgium – Achieving lasting happiness depends, in part, on the ability to savor the small joys of daily life, such as sunny days, cold beers, and chocolate bars. We hypothesized that wealth—which opens the door to a wide range of peak experiences, from luxury travel to fine dining—may undermine savoring ability. Indeed, just thinking about wealth may increase perceived access to extremely enjoyable experiences, potentially introducing the risk that the small pleasures of everyday life will be taken for granted. The present study provides the first evidence that money impairs people's ability to savor everyday positive emotions and experiences. In two very different cultural contexts (Cuba and Belgium), wealthier individuals reported lower savoring ability. Moreover, the negative impact of wealth on savoring undermined the positive effects of money on happiness. Supporting the causal influence of money on savoring, experimentally exposing participants to a reminder of wealth produced the same deleterious effect on savoring as did actual individual differences in wealth. Finally, moving beyond self-report, participants exposed to a reminder of wealth spent less time savoring a piece of chocolate and exhibited reduced enjoyment of it. The present research supplies evidence for the previously untested notion that having access to the best things in life may actually undercut the ability to reap enjoyment from life's small pleasures. Thus, our work suggests that money—which is commonly viewed as an important stepping stone to happiness—may also serve as a stumbling block.

#### COMPARING THE EFFECTIVENESS OF HAPPINESS-ENHANCING STRATEGIES IN ANGLO AMERICANS AND ASIAN AMERICANS

Julia K. Boehm<sup>1</sup>, Sonja Lyubomirsky<sup>1</sup>; <sup>1</sup>University of California, Riverside – Increasing evidence suggests that certain interventions to increase happiness can be effective. However, one critical issue has yet to be addressed: are happiness interventions equally effective for people from cultures other



than Western societies? Differences between individualist and collectivist cultures suggest that people from individually oriented societies may benefit more from interventions to enhance well-being than people from collectivist societies. To investigate this issue, community-dwelling Anglo Americans and predominantly foreign-born Asian Americans were randomly assigned either to express optimism ( $n = 89$ ), convey gratitude ( $n = 85$ ), or generate a list of their experiences over the past week ( $n = 91$ ; i.e., control group). Participants engaged in their assigned activities once a week for six weeks. Results indicated that those people in the optimism and gratitude conditions reported enhanced well-being relative to the control condition. Moreover, Anglo Americans in the treatment conditions demonstrated larger improvements in well-being when compared with Asian Americans in the same conditions, and all participants in the control condition. Thus, despite beginning the intervention with equivalent levels of well-being, Anglo Americans appeared to benefit more than Asian Americans from expressing optimism and gratitude. These results are consistent with the notion that the emphasis individualist cultures place on self-improvement and personal agency bolstered the efforts of Anglo Americans to become happier. By contrast, the de-emphasis on individual goals and self-focus by collectivist cultures diminished the happiness-enhancing strategies for Asian Americans.

#### **IS THERE A FEEDBACK LOOP BETWEEN PROSOCIAL SPENDING AND HAPPINESS?: EVIDENCE FROM CANADA AND UGANDA**

Lara B. Aknin<sup>1</sup>, Michael I. Norton<sup>2</sup>, Claire Ashton-James<sup>3</sup>, Paul Nyende<sup>4</sup>, Imelda Kemeza<sup>5</sup>, Elizabeth W. Dunn<sup>1</sup>, Robert Biswas-Diener<sup>6</sup>; <sup>1</sup>University of British Columbia, <sup>2</sup>Harvard Business School, <sup>3</sup>University of Groningen, <sup>4</sup>Makerere University, <sup>5</sup>Mbarara University of Science and Technology, <sup>6</sup>Center for Applied Positive Psychology – Are the people who experience the highest levels of well-being after a happiness-increasing intervention more likely to practice the same behavior again? Our results reveal that a positive feedback loop exists between spending money on others (prosocial spending) and happiness across two vastly different cultures (North America and Africa), such that prosocial spending increases happiness, and higher levels of happiness encourage prosocial spending. In Study 1, fifty-one participants were randomly assigned to reflect on a previous purchase made for themselves or someone else before rating their happiness. Participants were then given money and asked to decide whether to spend the windfall on themselves or someone else. As expected, participants assigned to recall other-oriented purchases felt happier and, the happier participants felt, the more likely they were to spend the windfall on others. In Study 2, the same basic study design was replicated in both Uganda and Canada. Notably, the analyses reveal consistent findings across these two diverse cultures: participants assigned to reflect upon a previous prosocial purchase were happier, and higher levels of happiness, in turn, predicted a future willingness to engage in prosocial spending. Thus, taken together, these two studies provide strong cross-cultural support for a feedback loop between prosocial spending and happiness. Our results further support the notion that individuals who benefit most from engaging in happiness increasing interventions are more likely to engage in these behaviors again.

#### **Symposia Session I7**

#### **SEX, STATUS, POWER AND PENALTIES FOR GENDER DEVIANCE: NEW DIRECTIONS IN BACKLASH RESEARCH**

**Saturday, January 30, 3:30 - 4:45 pm, Capri Rooms 101-102**

**Chairs:** Corinne Moss-Racusin, Rutgers University, and Victoria Brescoll, Yale University

**Speakers:** Laurie A. Rudman, Corinne A. Moss-Racusin, Victoria L. Brescoll, Peter Glick

When people disconfirm gender stereotypes, they risk social and economic penalties (i.e., backlash) for violating established “gender rules” (e.g., Rudman, 1998). Backlash toward gender deviants limits human

potential and reinforces gender stereotypes. Although considerable evidence demonstrates backlash effects, moderators and mediators have been less investigated. This symposium presents novel research on the intersection of sex, status, and power as predictors of backlash toward atypical women and men. First, Rudman et al. introduce the status incongruity hypothesis (SIH), which posits that gender deviants encounter backlash because stereotype violations threaten the existing gender hierarchy. Accordingly, backlash toward agentic women is explained by perceived violations of female proscriptions (breaking the “dominance rule”) rather than female prescriptions (breaking the “communality rule”). Second, Moss-Racusin et al. extend previous research by employing the SIH to account for backlash toward atypical (i.e., modest) men, who suffer penalties due to perceived violations of both (high status) male agency prescriptions and (low status) male proscriptions against weakness. Third, Brescoll and Okimoto find that backlash toward female politicians depends on their perceived power-seeking, and is linked to moral outrage. Finally, Glick et al. investigate female power in the form of sexual attractiveness, finding that appearance-based backlash against female employees’ hinges upon their job status. Specifically, only high-status career women are penalized when dressed in a “sexy” manner. Taken together, these findings point to backlash as a means by which the gender hierarchy is upheld, and illuminate the mediators, moderators, and scope of backlash toward gender deviants.

#### **ABSTRACTS**

#### **PREJUDICE TOWARD FEMALE LEADERS: BACKLASH EFFECTS AND STATUS-RELATED GENDER STEREOTYPES**

Laurie A. Rudman<sup>1</sup>, Julie E. Phelan<sup>1</sup>, Corinne A. Moss-Racusin<sup>1</sup>, Sanne Nauts<sup>2</sup>; <sup>1</sup>Rutgers University, <sup>2</sup>Radboud University Nijmegen – Agentic female leaders risk social and economic penalties (i.e., backlash effects; Rudman & Glick 1999; 2001) that hinder women’s progress. Although violating female stereotypes is a likely cause of backlash, the exact nature of the violation is unknown. The status incongruity hypothesis (SIH) proposes that backlash stems from perceived violations of female dominance proscriptions, rather than female communality prescriptions. Four studies supported the SIH. Study 1 presents a survey revealing that female proscriptions align with status-enhancing traits reserved for leaders and men, whereas female prescriptions are status neutral. Studies 2-3 used videotaped or live confederates to demonstrate that backlash toward agentic women is mediated by exaggerated perceptions of dominance rather than insufficient communality. In other words, agentic female leaders are penalized for violating dominance proscriptions, rather than for violating “niceness” prescriptions. In Study 4, women randomly assigned to a leadership role were sabotaged more than comparable male leaders, but only when female leaders were high (not low) in leadership aptitude. In other words, women’s ability to wield power was more important than the status of her assigned role for predicting backlash. In concert, the findings suggest that female dominance proscriptions pose a significant barrier to gender equality by promoting a double standard for power and authority.

#### **WHEN MEN BREAK THE GENDER RULES: STATUS INCONGRUITY AND BACKLASH TOWARD MODEST MEN**

Corinne A. Moss-Racusin<sup>1</sup>, Julie E. Phelan<sup>1</sup>, Laurie A. Rudman<sup>1</sup>; <sup>1</sup>Rutgers University – Adherence to masculine norms and stereotypes has been linked to negative consequences for men, suggesting that liberating men from the bonds of traditional masculinity would be beneficial (Courtenay, 2000; Pollack, 1998). However, when people deviate from stereotypic expectations, they often encounter backlash (i.e., social and economic penalties; Heilman, Wallen, Fuchs & Tamkins, 2004; Rudman, 1998). A total of 232 participants viewed one of four identically-scripted videotapes of male and female job applicants behaving modestly on an interview, and then indicated their reactions to the applicant. Results demonstrated backlash in the form of prejudice toward modest (i.e., atypical) men, in that the male applicants were less liked than their female counterparts. Of greater importance, this effect was reliably mediated by the male applicants’ perceived violation of sta-

tus-related stereotypes (Rudman, Phelan, Moss-Racusin & Nauts, 2009). Modest men were overcharged with male proscriptions linked to low status (e.g., weakness) and underrated on agentic male prescriptions linked to high status (e.g., confidence and leadership ability). By contrast, communal traits that are largely neutral in status were not an explanatory factor in backlash. These findings suggest that perceived status violations underscore backlash, pressuring men to conform to masculine norms and stereotypes that limit their human potential.

#### **THE PRICE OF POWER: POWER-SEEKING AND BACKLASH AGAINST FEMALE POLITICIANS** Victoria L. Brescoll<sup>1</sup>, Tyler Okimoto<sup>1</sup>; <sup>1</sup>Yale University

— In two experimental studies, we examined the effect of power-seeking intentions on backlash toward women in political office. We hypothesized that a female politician's career progress may be hindered by the belief that she seeks power, as this desire for dominance may violate proscribed expectations for women and thereby elicit interpersonal penalties. In Study 1 we examined respondents' choice between equivalently-described male versus female political candidates, examining the extent to which perceptions of each candidate's power-seeking intentions affect this choice. In Study 2, we further unpack this process by examining voting preferences as a function of direct manipulations of power-seeking intentions and target gender, while also examining the mediating role of perceived communality, agency, competence, and moral-emotional reactions toward male and female politicians. In both studies, the presentation of the target politician was done via a realistic (yet fictional) website for a state senator. Results suggested that voting preferences for female candidates were negatively influenced by her power-seeking intentions (actual or perceived), but that preferences for male candidates were unaffected by power-seeking intentions. These differential reactions were partly explained by the perceived trait violations implied by women's power-seeking intentions, resulting in lower perceived competence and feelings of moral outrage. These findings illuminate one potential source of gender bias in politics.

#### **EVALUATIONS OF SEXY WOMEN IN LOW AND HIGH-STATUS JOBS** Peter Glick<sup>1</sup>, Sadie Weber<sup>1</sup>, Cathryn Johnson<sup>1</sup>, Heather Branstiter<sup>1</sup>; <sup>1</sup>Lawrence University

— The use of sexuality may be another factor that can elicit backlash toward women in high status positions. While physical attractiveness may benefit both men and women at work, women who combine high status with a sexy appearance may be rejected as gaining power illegitimately. In a 2 (Target's Occupation: low versus high status) x 2 (Target's Appearance: conservative versus provocative attire) experimental study, 28 male and 38 female undergraduates evaluated a female target. Depending on random assignment, participants (a) read information indicating that the target was a manager or a receptionist and then (b) viewed a videotaped interview in which the target was dressed in sexy or business-like attire. The content of the target's answers was held constant, as was her demeanor and overall physical attractiveness. Participants exhibited more negative affect toward the sexily attired manager and rated her as less competent than the neutrally attired manager. The tendency to derogate the provocatively dressed manager's competence was fully mediated by emotional reactions toward her. By contrast, the sexy (versus conservative) attire manipulation had no effect on emotions toward or competence ratings of the receptionist. These findings suggest that a sexy self-presentation harms women in high, but not low, status jobs.

#### **Symposia Session I8**

#### **A NEW LOOK ON AUTOMATIC BEHAVIOR: MODULATION, INTEGRATION AND CONSEQUENCES**

Saturday, January 30, 3:30 - 4:45 pm, Capri Rooms 103-106

Chairs: Kai Jonas, University of Amsterdam, and Joseph Cesario, Michigan State University

Speakers: Kai Jonas, Joseph Cesario, Chris Loersch, Dirk Smeesters

Research on automatic behavior can look back on impressive findings, yet recently the picture has been becoming broader and is in need of integration. New prime-behavior effects, such as response behavior towards categories, have been found and new theoretical models were proposed. This symposium reflects complexity of automatic behavior, its modulation and consequences. The first two papers reveal individual and ecological influences on automatic behavior. Jonas and Sassenberg show that consciously activated individual goals are able moderate category specific response activations. The paper by Cesario and Jonas moves a step further, from individual to contextual influences. They show that ecological differences, such as being alone or in a group context, impacts on the type and quality of the activated automatic behavior after social category priming. The paper by Loersch and Payne presents an integrative model that provides insight into the interplay of motivation and cognitive activation effects to explain the so far disjunct lines of prime to perception, behavior and goal effects. Consequences of previous automatic behavior being acted out on subsequent behavior and cognitive processes have not yet been analyzed. This is the topic of the final paper by Smeesters, Wheeler & Liu. They address this by utilizing imitation behavior as a determinant for subsequent processes, such as similarity processing. In sum, the symposium reveals the current state of the art on automatic behavior research moving on from establishing effects to more comprehensive models of modulating conditions and the consequences of automatic behavior.

#### **ABSTRACTS**

#### **GOALS AS MODERATORS OF AUTOMATIC RESPONSE PRIMING** Kai

Jonas<sup>1</sup>, Kai Sassenberg<sup>2</sup>; <sup>1</sup>University of Amsterdam, <sup>2</sup>Knowledge Media

Research Institute Tübingen — Until recently, automatic behavior was only

analyzed and understood as a cognitive activation process, not being further influenced by other processes, such as motivation. Cesario, Plaks and Higgins (2006) proposed the very general notion that interaction motivation influences whether you show imitative or response-type automatic behavior. Yet, interacting with a member of a social category can be relevant to attain one's specific goals above and beyond simple interaction motivation. Thus, automatically activated response behavior (ARP, Jonas & Sassenberg, 2006) can become a means to a specific individual goal attainment. Here, we test whether ARP is moderated by specific activated individual goals (e.g. "being just", or "staying safe"). In Study 1, matching behavior response targets (e.g. punishing or ignoring) were activated faster following a perpetrator prime (vs. a control prime) in a lexical decision task depending on activated goals (justice vs. security). Study 2 shows that mere concept activation isn't, but a salient goal is needed to elicit these effects. Based on the post fulfillment inhibition findings for goals and related means, Study 3 shows that attained goals do not activate the corresponding response to a social category prime, yet unattained goals do. Taken together, the research presented shows the potential of individual goals to act as a moderator on the selection of automatic response behavior activation. Thus, motivation does not only play a role in modulating imitation vs. response activation after categorical primes, but is even able to moderate which specific response is automatically activated after categorical primes.

#### **ECOLOGICAL INFLUENCES ON CONSTRUCT ACCESSIBILITY** Joseph

Cesario<sup>1</sup>, Kai Jonas<sup>2</sup>; <sup>1</sup>Michigan State University, <sup>2</sup>University of Amsterdam —

Ecological influences remain absent from nearly all models of automatic social behavior. Current models cannot accommodate ecological effects, such as whether a person is primed in an enclosed space vs. an open field, or whether a person is primed alone vs. surrounded by others. The motivated preparation model (Cesario, Plaks, & Higgins, 2006), however, does predict the influence of such variables as they define for the actor what I can and cannot do to interact effectively with a primed target. In line with this, prior work (Cesario et al., 2009) found that participants primed with aggressive targets (young Black males) responded with either aggression or distancing, depending on which behavior was allowed by the situation in which the participant was behaving (an

enclosed booth vs. an open room). The current research shows that ecological influences extend to the level of construct accessibility, with one's nonconscious assessment of perceived resources influencing which action tendencies become activated in response to a prime. Participants completed a lexical decision task with riot-related or obedience-related target words; target words were preceded by either the prime police or a control prime. Participants completed the task either alone or in the presence of ingroup members, whose shared membership had been made salient. Results showed that the presence of ingroup members (vs. alone) increased the accessibility of riot-related words in response to police primes only. This effect was not observed when the ingroup connection was not salient, indicating that the effects reflect resource assessment, not mere presence.

**THE SITUATED INFERENCE MODEL OF PRIMING: HOW A SINGLE PRIME CAN ALTER PERCEPTION, GOALS, AND BEHAVIOR** Chris Loersch<sup>1</sup>, B. Keith Payne<sup>2</sup>; <sup>1</sup>University of Missouri, <sup>2</sup>University of North Carolina, Chapel Hill

A single priming induction can elicit a variety of consequences. It can change construal of another individual, drive new behaviors, or initiate effortful goal striving. Although each of these effects has been explained by unique mechanisms, we have recently proposed a model which accounts for all with a single mechanism. According to this Situated Inference Model, primes often do not cause default effects, but instead make the primed concept more accessible. This accessible construct becomes capable of producing an observable priming effect when it is misattributed to one's natural response to some aspect of the situation. Once this occurs, the prime-related mental content can serve as information for answering whatever implicit question or concern is afforded by the situation. Because different situations afford very different implicit questions, the inferred meaning of these prime-related cognitions can vary greatly. In particular, the general construct accessibility resulting from a single prime tends to produce construal priming when people are focused on another person or object. In such cases, the basic implicit question is "Who/What is that?" If a person is instead focused on their current behavioral options, the implicit question "What will I do?" will be presented. In this case, behavior priming will result. And finally, if a person attempts to determine their current motivational state, this will afford the implicit question "What do I want?" The result is goal priming. This talk will outline the model and then describe two studies that provide evidence for its central predictions.

**THE IMPACT OF MIMICRY ON SIMILARITY PROCESSING** Dirk Smeesters<sup>1</sup>, S. Christian Wheeler<sup>2</sup>, Jia Liu<sup>3</sup>; <sup>1</sup>Erasmus University Rotterdam,

<sup>2</sup>Stanford University, <sup>3</sup>University of Groningen – Mimicry occurs spontaneously and ubiquitously in interactions between individuals, and is a form of social feedback. Being mimicked by another person signals interpersonal harmony and affiliation. Not being mimicked, on the other hand, signals a need for individuation and interpersonal distance. Whereas most research has examined the effects of mimicry on behavioral and attitudinal outcomes, the present research explores how mimicry impacts cognitive processing. Because mimicry signals similarity and congruity, being mimicked (versus not being mimicked) could instigate similarity processing of subsequently encountered stimuli. This hypothesis was tested in several studies. The findings of these studies showed that being mimicked (versus not being mimicked) leads to (a) perceiving two pictures as more similar, (b) generating more similarities between both rather similar stimuli (television shows) and rather dissimilar stimuli (a shark and a dog), (c) slower response latencies in detecting differences between two pictures, (d) categorizing different stimuli in fewer categories, and (e) attributing more characteristics from a significant other to a new person. A final study showed that this mimicry-induced similarity processing can also affect subsequent behavior. In this study, participants were mimicked or not before being primed with extreme exemplars (e.g., Einstein). Unmimicked participants exhibited behavioral contrast from the exemplars, replicating previous research, but mimicked participants exhibited behavioral assimilation. This set of

studies adds to our understanding of the impact of social interactions (specifically, mimicry) on subsequent cognitive processing.

**Symposia Session I9**

**THE DYNAMIC SOCIAL MIND**

Saturday, January 30, 3:30 - 4:45 pm, Capri Rooms 107-110

Chairs: Melissa Ferguson and Mike Wojnowicz, Cornell University

Speakers: William A. Cunningham, Mike Wojnowicz, Jonathan B. Freeman, Robin R. Vallacher

How do social psychological mental states emerge from complex interactions within the mind? For example, how do the memories underlying stereotypes, attitudes, and self-esteem dynamically fluctuate over hundreds of milliseconds and result in a coherent behavioral response? Researchers in this symposium are addressing these questions using the interdisciplinary framework of dynamical systems. Will Cunningham explains how repeated cycles of mental processing gradually produce reflective attitudes from initial automatic evaluations. Mike Wojnowicz analyzes hand movement trajectories to find evidence for continuous temporal dynamics in the generation of explicit attitudes. Jon Freeman finds evidence for dynamic continuity in person perception - categorical inferences about another person's race and gender - by analyzing hand movement trajectories alongside event-related potentials (ERPs). Robin Vallacher discusses how psychological systems seek stable states, illustrating the phenomenon with the dynamics of self-esteem.

**ABSTRACTS**

**THE ITERATIVE REPROCESSING MODEL: A MULTILEVEL FRAMEWORK FOR ATTITUDES AND EVALUATIONS** William A. Cunningham<sup>1</sup>; <sup>1</sup>The Ohio State University

Dual-process models of attitudes highlight the fact that evaluative processes are complex and multifaceted. Nevertheless, many of these models typically neglect important interactions among processes that can contribute to an evaluation. We have recently proposed a multilevel model informed by neuroscience in which current evaluations are constructed from relatively stable attitude representations through the iterative reprocessing of information. Whereas initial iterations provide relatively quick and dirty evaluations, additional iterations accompanied by reflective processes yield more nuanced evaluations and allow for phenomena such as ambivalence. Importantly, this model predicts that the processes underlying relatively automatic evaluations continue to be engaged across multiple iterations, and that they influence and are influenced by more reflective processes. That is, automatic evaluations are crucial for survival, but conscious self-reflection enables the formulation of nuanced evaluations to serve long-term goals. To operate effectively, both automatic and reflective evaluative processes need to integrate stored representations from previous experience (attitudes) with current contexts and goals, but contexts and goals have a more prominent role in reflective evaluation. In this talk, I will describe the Iterative Reprocessing Model at the computational, algorithmic, and implementational levels of analysis (Marr, 1982) to more fully characterize its premises and predictions that should inform social-cognitive and cognitive-neuroscientific accounts of evaluation.

**THE SELF-ORGANIZATION OF EXPLICIT ATTITUDES** Mike Wojnowicz<sup>1</sup>, Melissa Ferguson<sup>1</sup>, Michael Spivey<sup>2</sup>, Rick Dale<sup>3</sup>; <sup>1</sup>Cornell University,

<sup>2</sup>University of California at Merced, <sup>3</sup>University of Memphis – How do minds produce explicit attitudes over several hundred milliseconds? Speeded evaluative measures have revealed implicit biases beyond cognitive control or subjective awareness, yet mental processing may culminate in an explicit attitude that feels personally endorsed and corroborates voluntary intentions. We argue that self-reported explicit attitudes derive from a continuous temporally dynamic process, whereby multiple simultaneously conflicting constraints self-organize into a meaningful mental representation. As our participants reported their explicit (like vs. dislike) attitudes towards white versus black people, we recorded stream-

ing  $x, y$  coordinates from their hand-movement trajectories. We found that when participants reported positive explicit attitudes toward black people, rather than white people, their hand movement paths exhibited greater curvature toward the dislike response. Moreover, these trajectories were characterized by precisely the movement disorder and competitive velocity profiles predicted under the assumption that the deliberate attitudes were emerging from continuous interactions between multiple simultaneously conflicting constraints.

#### **DYNAMIC CONTINUITY IN REAL-TIME PERSON PERCEPTION** Jonathan

**B. Freeman<sup>1</sup>, Nalini Ambady<sup>1</sup>; <sup>1</sup>Tufts University** – Social categorization and stereotyping have important implications. Applying a dynamical systems framework, we argue that perceiving others involves simultaneously active representations that continuously fluctuate over time. Moreover, we propose that these representations can continuously build into action. We demonstrate this across 4 studies using a novel computer mouse-tracking method and event-related brain potentials (ERPs). Participants' hand movements were measured in real-time (using the streaming  $x, y$  coordinates of the computer mouse) while they categorized the sex of sex-typical and sex-atypical faces (Study 1), categorized the race of race-typical and race-atypical faces (Study 2), and gender-stereotyped sex-typical and sex-atypical faces (Study 3). In all cases, for atypical faces, hand movements were spatially attracted to the opposite sex/race-category or opposite gender-stereotype continuously across construal. Moreover, as atypicality linearly increased, the hand was increasingly more attracted to the opposite response. Interestingly, different category cues had different dynamic patterns of influence over real-time processing. In Study 4, we measured ERPs while participants used their hands to categorize the sex of sex-typical and sex-atypical faces. The specific pattern of N170, N300/N400, and LRP results revealed that the motor cortices continuously received accumulating information about the target's sex and prepared for action while sex-category knowledge was still gradually evolving in parallel. Together, these findings demonstrate the dynamic continuity in person perception.

#### **IRONIC COHERENCE: THE EMERGENCE OF MULTI-STABILITY IN PSYCHOLOGICAL SYSTEMS** Robin R. Vallacher<sup>1</sup>; <sup>1</sup>Florida Atlantic

**University** – All psychological systems are characterized by a tendency toward progressive integration. Individual cognitive elements (thoughts, feelings, perceptions) in the mental system exert mutual influence to promote the emergence of higher-order mental states such as attitudes, beliefs, impressions, and self-appraisals. These states, in turn, function as new elements that are subject to yet higher-order integration (e.g., values, social judgments, self-concepts). In a social system, in turn, independent agents influence one another to promote the emergence of social norms, customs, collective identities, and ideologies. The emergence of higher-order states by means of self-organization provides coherence and stability for the system, enabling it to resist contradictory information and external threats. When resistance entails the suppression or avoidance of perturbing influences, however, the rejected elements are susceptible to the same press for integration that created the favored coherent state. Over time, then, self-organization in service of coherence can result in a multi-stable system consisting of two conflicting attractors that vie for prepotence in shaping the trajectory of personal and collective experience. When a system is at one of these attractors, it can display remarkable stability, maintaining coherence in the face of disconfirmatory information or threatening events. When a threshold of perturbing influence is reached, however, the system may demonstrate a sudden and dramatic change to the previously latent attractor. The emergence of coherence in a psychological system thus has the ironic effect of creating the seeds of its undoing. This scenario is illustrated in the context of recent research on the dynamics of self-esteem.

#### **Symposia Session I10**

#### **HOW TO SURVIVE SIN CITY: THE ROLE OF COGNITIVE CONTROL IN FIGHTING TEMPTATION**

**Saturday, January 30, 3:30 - 4:45 pm, Capri Rooms 114-116**

**Chairs: Wilhelm Hofmann, Würzburg University, and Lotte Van Dillen, Utrecht University Netherlands**

**Speakers: Wilhelm Hofmann, Brandon Schmeichel, Lotte Van Dillen, Reinout Wiers**

The present symposium is concerned with how internal self-control conflicts between visceral factors (i.e., temptations) on the one hand and people's control goals (restraint) on the other hand are mentally represented, processed, and solved (for better or worse). One special focus will be on the role of cognitive resources which appear to affect both the emergence as well as the control of cravings and desires. For example, executive attention, the capacity to direct one's attention to specific tasks or targets, is positively related to impulse regulation in the service of self-regulatory goals (Hofmann & Friese), whereas low working memory capacity is associated with more impulsive behavior. Secondly, we will take a closer look at the conditions under which reductions in cognitive resources impair or, somewhat paradoxically, benefit self-regulatory success (Schmeichel & Vohs, Van Dillen & Papies). A third focus is on how self-regulatory conflict resolution can be improved both in the short and in the long run. Exciting new avenues in this regard are the re-training of impulsive action tendencies (Wiers & Rinck) or the long-term improvement of cognitive resources. However, the effectiveness of such improvements with regard to self-regulatory success has not been examined thus far. In the symposium, findings from a variety of domains of appetitive behaviors will be related to these important research questions that go beyond a one-dimensional model of cognitive control by suggesting a more complex interplay of cognitive resources, regulatory goals, and psychological states than hitherto assumed.

#### **ABSTRACTS**

#### **WORKING MEMORY CAPACITY AND THE CONTROL OF DESIRE-DRIVEN ATTENTION AND IMPULSES** Wilhelm Hofmann<sup>1</sup>, Malte Friese<sup>1</sup>; <sup>1</sup>University

**of Würzburg, <sup>2</sup>University of Basel** – How is the control of tempting impulses possible? We present evidence from a series of studies showing that working memory capacity (WMC) is crucial for resisting everyday temptations. Specifically, we investigated the extent to which WMC moderates the influence of immediate affect towards temptations on attention and self-regulatory behavior in the domains of sexuality, alcohol, and eating. In Study 1, it was found that men's viewing time of erotic stimuli is more strongly related to immediate affect for low rather than high WMC individuals. A second study using eye-tracking methodology revealed that WMC was involved both with regard to the allocation (time to first fixation) and maintenance (average fixation duration) of attention to alcoholic beverages as compared to control stimuli. Studies 3 and 4 from the eating domain show that WMC also moderates the translation of immediate affect toward specific food (sweets) into explicit on-line evaluations while tasting the food and into actual consummatory behavior. Taken together, the present results yield strong support for the notion that immediate affective reactions to tempting stimuli can have a powerful influence on desire-related attention, thoughts, and behavior and that WMC is needed in order to inhibit these bottom-up influences in accordance with higher-order self-control goals.

#### **LOW LEVELS OF MENTAL CONSTRUAL AND EGO DEPLETION CAN IMPROVE SELF-CONTROL** Brandon Schmeichel<sup>1</sup>, Kathleen Vohs<sup>1</sup>; <sup>1</sup>Texas

**A&M University, <sup>2</sup>University of Minnesota** – The present investigation departs from previous research on the sources of success at self-control by testing the hypothesis that psychological states that routinely hasten self-control failure can in fact contribute to self-control success. Two psychological states known to undermine self-control were tested: a low

level of mental construal and ego depletion. In two experiments, participants in these states outperformed their counterparts on a stop-signal task—a canonical self-control task involving response inhibition. Moreover, an additional experiment found that ego depletion causes participants to move toward a low level of mental construal. We propose that when attending closely to the immediate stimulus environment is necessary for self-control success (as is the case in the stop-signal task), a low level of construal or ego depletion will contribute to self-control success. Conversely, when transcending the immediate environment is necessary for self-control success (as is the case in delay of gratification and emotion regulation paradigms, for example), these same psychological states will contribute to self-control failure. The current findings connect two major self-control theories, construal level theory and strength theory, and provide a more nuanced view of when, why, and how people succeed and fail at self-control than the one-size-fits-all approaches currently proposed by construal level and self-control strength theories.

**TURNING A BLIND EYE TO TEMPTATION: TASK LOAD REDUCES ATTENTION BIAS TO MOTIVATIONALLY SALIENT CUES** Lotte Van Dillen<sup>1</sup>, Belle Derks<sup>1</sup>, Esther Papies<sup>1</sup>; <sup>1</sup>Utrecht University, <sup>2</sup>Leiden University, <sup>3</sup>Utrecht University – Motivationally salient cues have always been assumed to automatically capture attention. In this presentation, we will argue that attention to motivationally salient cues may be fast and unintentional, but that this attention bias requires cognitive resources. We will discuss both behavioral and neuropsychological (EEG) findings that demonstrate the moderating impact of cognitive load on the preferential processing of motivationally salient cues. Participants performed a speeded spatial categorization task with neutral and motivationally salient stimuli, i.e. threatening faces (Study 1), desirable food items (Study 2), and attractive opposite-sex faces (Study 3). During the categorization task, cognitive load was varied such that participants either maintained one digit (low load), or eight digits (high load). In all three studies, there was attentional interference of motivationally salient cues, such that participants were slower to categorize motivationally salient stimuli than neutral stimuli. However, high cognitive load completely eliminated this attention bias. In addition, in Study 1, participants' brain responses reflecting the allocation of attention were greater in response to angry versus happy faces, but again, only when concurrent task load was low. Finally, in Study 2 and Study 3, individual differences in attentional control skills, as well as deprivation state, predicted participants' attention bias to motivationally salient cues, but only under low and not under high task load conditions. The present findings suggest that performing a demanding task might thus serve as an important strategy to escape from the captivating powers of the threats and lures that may hamper everyday self-regulation.

**RE-TRAINING AUTOMATIC APPROACH TENDENCIES IN HEAVY DRINKERS AND ALCOHOLICS** Reinout Wiers<sup>1</sup>, Mike Rinck<sup>1</sup>; <sup>1</sup>University of Amsterdam, <sup>2</sup>Radboud University Nijmegen – Research has demonstrated that relatively automatic processes are important in the etiology and maintenance of addictive behaviors. Even though a problem drinker may consciously know that heavy drinking is harmful, alcohol-related stimuli catch the eye (attentional bias), activate memory associations and a motivational tendency to approach the substance (review: Wiers, et al., 2007). We recently developed a test to assess automatic approach tendencies for alcohol (Wiers, et al., 2009). In this test participants react to the format of a picture (e.g. pull landscape pictures, push portrait pictures) by pulling or pushing a joystick. The size of the presented picture changes upon this movement (grows bigger after pulling, and smaller after pushing). Here we present data from two studies that attempted to re-train automatic approach tendencies. The first was done in heavy drinking students (n = 42), the second in alcoholic patients (n = 201). In the first study, half of the participants were trained to pull alcohol pictures (approach alcohol condition), and the other half to push alcohol pictures (avoid alcohol condition). We found generalized effects of this manipulation (e.g. effects on approach-avoid IAT using words). We also found an effect on drinking behavior in a taste-test, with heavy drinkers who

were successfully trained to push alcohol drinking less beer than heavy drinkers who were successfully trained to pull alcohol. In the clinical study, we successfully re-trained alcoholics to push alcohol away and we found generalized effects (IAT). We are currently following the alcoholics up regarding long term treatment success.

## Symposia Session J

Saturday, January 30, 5:00 - 6:15 pm

### Symposia Session J1

#### WORKING TOGETHER OR TEARING EACH OTHER DOWN: HOW MEMBERS OF LOW STATUS GROUPS TREAT THE INGROUP

Saturday, January 30, 5:00 - 6:15 pm, Royale Pavilion 1

Chair: Kerry Spalding, University of Washington

Speakers: Laurie O'Brien, Dina Eliezer, Grace Lau, Kerry Spalding

In spite of the plethora of work examining how members of high status groups thwart the advancement of members of low status groups, there is little research investigating whether members of low status groups support or fail to support ingroup members and what factors might determine whether they choose to support or harm the ingroup. The speakers in this symposium investigate how members of low status groups expect to be treated by one another, how they actually treat one another, and what factors influence whether they support other ingroup members. First, O'Brien examines how members of lower status groups respond when they are rejected by an ingroup hiring manager. Her research shows that Latinos perceive more discrimination and feel more betrayed when rejected by an ingroup (Latino) hiring manager compared to Whites rejected by an ingroup (White) hiring manager. Second, Eliezer demonstrates how women behave more harshly toward women than men who speak up about workplace discrimination. Third, Lau shows that when women are reminded of their group membership they take pride in rather than feel threatened by a successful female competitor. Finally, Spalding shows that women in powerful positions who identify with the ingroup are more likely to support ingroup members whereas women who are weakly group identified harm the ingroup. These four presentations provide new data, insight, and theory explaining when and why members of low status groups sometimes work together in competitive contexts and sometimes tear one another down.

#### ABSTRACTS

#### INGROUP REJECTION AND PERCEIVED DISCRIMINATION AMONG MEMBERS OF LOW STATUS AND HIGH STATUS GROUPS

Laurie O'Brien<sup>1</sup>, Brenda Major<sup>2</sup>, Stephanie Simon<sup>2</sup>, Alison Blodorn<sup>1</sup>; <sup>1</sup>Tulane University, <sup>2</sup>University of California, Santa Barbara – When people from low status groups achieve powerful positions within organizations dominated by higher status groups, members of their ingroup sometimes criticize them as disloyal to their group. The present research examines how people evaluate the actions of powerful people who make hiring decisions that benefit an outgroup member at the expense of an ingroup member. In Study 1, Latino and White Americans studied the employment decisions of an ingroup member who recommended hiring an outgroup member instead of an equally qualified ingroup member. Compared to Whites, Latinos were more likely to perceive discrimination when rejected by an ingroup job applicant in favor of an outgroup applicant. In Study 2, Latino applicants rejected by an ingroup (Latino) manager were more likely to perceive discrimination and feel betrayed than Whites rejected by an ingroup (White) manager. In Study 3, Latino applicants who were rejected for a job by an ingroup member were more likely to perceive discrimination if they had been primed with the ingroup loyalty norm than if they had not been primed. In Study 4, a loy-

ally prime increased perceptions of discrimination among Latinos reviewing the employment decision of a Latino manager who rejected a Latino candidate, but did not affect perceptions of discrimination among Latinos reviewing the decision of a Latino manager who rejected a White candidate. These studies suggest that loyalty norms may affect evaluations of decisions made by members of low status groups who succeed in organizations dominated by the high status group.

**IT'S NOT YOUR FAULT: EVALUATIONS OF INGROUP VERSUS OUTGROUP MEMBERS WHO ACKNOWLEDGE DISCRIMINATION EXPERIENCED BY ANOTHER PERSON** Dina Eliezer<sup>1</sup>, Major Brenda<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara

— People who attribute their own poor treatment to discrimination face social costs. The current research examined whether the same social costs occur for people who attribute someone else's poor treatment to discrimination. In addition, the current research explored how people respond to ingroup versus outgroup members who claim discrimination. Across three experiments, male and female participants read a vignette in which a male boss made a sexist remark to a female employee, and in which a co-worker (male or female) overheard and said something to the woman. The co-worker either told the woman that the boss acted in a sexist manner or that he/she was sorry for her outcome. The boss's behavior was ambiguously sexist in study 1 and blatantly sexist in study 2. In Study 3, we compared reactions to ambiguous versus blatant sexism. Overall, participants rated bystanders who claimed discrimination more negatively than bystanders who expressed sympathy. However, female participants were especially punitive towards their own group members as they rated the female bystander who claimed discrimination more negatively than the male bystander who claimed discrimination. Male participants, in contrast, only rated the female bystander more negatively in the blatant sexism condition. Mediation analyses suggest that women rated the female bystander more negatively because they perceived her to be more biased than the male bystander. These results suggest that women who acknowledge discrimination experienced by members of their gender group face especially high social costs; ironically, these social costs may be inflicted upon them by other women.

**TAKING PRIDE IN GROUP MEMBERS' ACCOMPLISHMENTS: THE ROLE OF GROUP MEMBERSHIP SALIENCE** Grace Lau<sup>1</sup>, Steve Spencer<sup>1</sup>;

<sup>1</sup>University of Waterloo — Although many people take pride in their group's accomplishments, they may find such accomplishments threatening to their self-esteem in competitive environments. A woman may feel threatened by another woman's accomplishments if they are competing for the same job promotion. We investigated whether in competitive environments group members would nonetheless take pride in one another's accomplishments when group membership was salient. Female undergraduates completed a difficult math exam and learned that another female participant scored much higher (91st percentile) or lower (38th percentile) than they did (75th percentile). We manipulated group membership salience by telling half of participants that the exam was designed to reveal any gender differences in math ability. We found that when group membership (i.e., gender) was salient, participants took pride in the woman's achievement. They reported higher state self-esteem when the woman did better rather than worse than them. When group membership was not salient, however, participants were threatened by the woman's success. Their self-esteem was lower when the woman did better rather than worse than them. A sense of pride in group members' accomplishments may be important in motivating disadvantaged group members to help one another even when they are in a competitive setting.

**CLIMBING AND KICKING OR CLIMBING AND LIFTING: GROUP IDENTIFICATION MODERATES TREATMENT OF INGROUP SUBORDINATES** Kerry Spalding<sup>1</sup>, Cheryl Kaiser<sup>1</sup>; <sup>1</sup>University of Washington

— It is commonly assumed that as more women and minorities achieve leadership positions, they will help prevent future discrimination against members of the ingroup. However, there is little empirical

evidence demonstrating that women and minorities in positions of power help other ingroup members to advance. We argue that level of group identification influences whether women in positions of power support the advancement of other women. Female participants completed a prescreen measure of gender identification, then served as manager on a lab task in which they selected items for a test to determine whether a male or female subordinate would serve in the desirable role of assistant manager. The difference in the difficulty of the test items given to the subordinates was used as the measure of favoritism. Overall, participants did not favor either the female or the male subordinate. However, participants who were low in gender identification favored the male subordinate over the female subordinate; whereas, those who were high in gender identification favored the female participant. Notably, neither gender activism nor endorsement of system legitimizing ideologies predicted favoritism towards either subordinate. These findings have important implications for the viability of diversity programs that assume women and minorities in leadership positions will necessarily support other members of their ingroup. In fact, they suggest that if weakly identified women or minorities advance, they might actually favor the outgroup.

**Symposia Session J2**

**UNDERSTANDING NARCISSISM: MODERN, EMPIRICAL APPROACHES TO CLASSIC CONTROVERSIES**

Saturday, January 30, 5:00 - 6:15 pm, Royale Pavilion 2

Chairs: Ryan Brown, The University of Oklahoma, and Keith Campbell, The University of Georgia

Speakers: Virgil Zeigler-Hill, Keith Campbell, Robert Horton, Ryan P. Brown

Narcissism is a personality construct that is widely studied and discussed but that still remains full of complexities and questions. In this symposium, we address four classic controversies surrounding narcissism. First, we address the issue of narcissism and implicit cognition. One model of narcissism, which has its roots in early psychoanalytic thought and its branches in a popular conceptualization of narcissism, holds that narcissism is an explicit "mask" covering implicit low self-esteem. Results from the use of modern social-cognitive techniques to map narcissists' implicit cognitions are critically examined and discussed. Second, we examine whether trait narcissism and the clinical disorder, Narcissistic Personality Disorder (NPD), are one and the same. The case is made that trait narcissism and NPD are similar constructs, and that work in social-personality psychology has direct relevance to clinical work on NPD. Third, we examine the decades-old issue of narcissistic culture. Data will be presented showing the dynamic interplay between narcissism and a recent cultural phenomenon, reality television. There appears to be a bi-directional relationship between the two, with narcissists being drawn to reality television, and reality television increasing levels of narcissism. This finding has important implications for how we conceive of the origins of narcissistic tendencies. Finally, we explore the personality structure of narcissism. Data are presented showing that narcissism might be better conceptualized as two related factors, entitlement and grandiosity, rather than a single, monolithic construct. Taken together, these four talks address some of the classic controversies surrounding the nature and dynamics of narcissism.

**ABSTRACTS**

**NARCISSISM AND SELF-ESTEEM: THE ROLE OF DISCREPANCIES BETWEEN IMPLICIT AND EXPLICIT SELF-ESTEEM** Virgil Zeigler-Hill<sup>1</sup>,

Jennifer K. Bosson<sup>2</sup>, Erin M. Myers<sup>1</sup>; <sup>1</sup>University of Southern Mississippi, <sup>2</sup>University of South Florida — Narcissism is a pathological form of self-love characterized by arrogance, self-absorption, a sense of entitlement, and heightened reactivity to criticism. One of the most interesting questions about narcissism concerns how narcissists really feel about themselves "deep down inside." That is, do narcissists like themselves as much as their grandiose self-presentations suggest? Or, in contrast, is their gran-

diosity merely a façade that disguises underlying insecurities and self-doubts (an idea referred to as the psychodynamic mask model)? The purpose of this talk is to summarize empirical evidence both for, and against, the psychodynamic mask model of narcissism and to discuss possible reasons for the inconsistent findings that emerge across studies. For example, consistent with the psychodynamic mask model, two recent studies found that the highest levels of narcissism were reported by individuals with high levels of explicit self-esteem but low levels of implicit self-esteem (Jordan, Spencer, Zanna, Hoshino-Browne, & Correll, 2003; Zeigler-Hill, 2006). However, similar results failed to emerge in subsequent studies (Bosson et al., 2008; Campbell, Bosson, Goheen, Lakey, & Kernis, 2007; Gregg & Sedikides, 2008). Possible explanations for this inconsistency include the limited psychometric properties of implicit self-esteem measures, the failure to account for differences between agentic and communal implicit self-beliefs, and the existence of both grandiose and vulnerable forms of narcissism.

**COMPARING TRAIT NARCISSISM AND NARCISSISTIC PERSONALITY DISORDER (NPD)** Keith Campbell<sup>1</sup>, Joshua Miller<sup>1</sup>; <sup>1</sup>University of Georgia – There are two major traditions in the study of narcissism. On one hand, there is a large and growing body of empirical research on trait or "normal" narcissism; on the other, a theoretically rich but empirically impoverished body of work on Narcissistic Personality Disorder (NPD). Unfortunately, there is not much of a bridge between these two areas because it is uncertain whether trait narcissism and NPD represent the same, or even related, constructs. Past research has examined two important issues related to these questions: the types of narcissism (e.g., vulnerable vs. grandiose) and the continuous nature of narcissism (taxonic vs. normal). A third approach involves comparing the basic personality structure of narcissism versus NPD. In Study 1, the basic personality profile of normal narcissism as assessed by the Narcissistic Personality Inventory (NPI) closely matches the prototypical personality profile of NPD generated by practicing clinicians and clinical researchers. In Study 2, assessments of trait narcissism and NPD were conducted on both normal and clinical samples using two methods: the NPI and a structured clinical interview. Results showed that self-reported NPI scores were closely related to clinically rated NPD symptoms in both normal and clinical samples. Together, these two studies support the conclusion that trait narcissism and NPD share similar personality structures. Discussion focuses on building bridges between social-personality and clinical-psychiatric research and practice.

**A CULTURE OF NARCISSISM: DOES REALITY TV CREATE NARCISSISTS OR VICE VERSA?** Robert Horton<sup>1</sup>, Devin Moss<sup>1</sup>, Jessica Barber<sup>2</sup>, Jeff Green<sup>2</sup>; <sup>1</sup>Wabash College, <sup>2</sup>Virginia Commonwealth University – Three decades of social psychological research have elucidated the emotional, cognitive, and behavioral correlates and consequences of narcissism, yet the factors that contribute to narcissism have received relatively little attention. To date, investigations of such factors have focused upon specific parenting practices or heritability. In this talk, however, we describe research that focuses on the cultural phenomenon of reality TV and its bidirectional relation to narcissism. In our view, reality TV represents a cultural endorsement of narcissism, of exhibitionism, entitlement, and self-absorption that can send powerful messages that create and/or inhibit narcissism. In our first study, participants reported their exposure to reality TV and dispositional narcissism. As expected, narcissism was positively correlated with how much reality TV participants watched, how favorably they evaluated reality TV, and the extent to which the reality shows they watched reflected narcissistic qualities (e.g., self-absorption, exhibitionism, etc.). Our second study expanded upon this work by assessing narcissism after participants viewed either reality or drama TV. Participants who viewed reality TV reported higher narcissism than did those who viewed drama TV. Overall, these data suggest that dispositional narcissism and reality TV programs enjoy a reciprocal causal relation: narcissists are drawn to reality TV, which further perpetuates narcissism. More broadly, this work points to cultural influences on personality and the possibility that the Western world's relatively

new media focus on the "average" person may have unintended consequences.

**WILL THE REAL NARCISSIST PLEASE STAND? A DIMENSIONAL PERSPECTIVE ON THE MEANING OF NARCISSISM** Ryan P. Brown<sup>1</sup>, Michael Tamborski<sup>1</sup>, Karolyn Budzek<sup>1</sup>; <sup>1</sup>University of Oklahoma – For thirty years, social psychologists have used the Narcissistic Personality Inventory (NPI) to define and measure the narcissism construct, with no competing operational definitions gaining widespread acceptance. The dominance of the NPI within this field of research has led to a situation in which the meaning of the construct has become almost synonymous with scores on this measure. Has this virtual hegemony been boon or bane for our understanding of this complex and fascinating individual difference? Perhaps the answer is "both." But perhaps, too, it is time to explore some alternative conceptualizations and measures of narcissism. My colleagues and I have amassed data from thousands of respondents who have completed recently developed measures of narcissistic grandiosity and narcissistic entitlement, and we have examined the similarities and distinctions between these measures as they relate to a host of other variables, from self-report measures of personality and attitudes, to measures of complex decision-making and behavior. Our data support a view of narcissism in which grandiosity and entitlement represent distinct dimensions of the narcissistic self, challenging the reigning perspective of a unified, monolithic construct, and offering directions for a more nuanced approach to one of psychology's favorite dysfunctions.

### Symposia Session J3

#### CONTEXTUALIZING INTERPERSONAL COMMUNICATION: WHEN "POSITIVE" BEHAVIORS ARE NEGATIVE AND "NEGATIVE" BEHAVIORS ARE POSITIVE

Saturday, January 30, 5:00 - 6:15 pm, Royale Pavilion 5

Chairs: James K. McNulty and V. Michelle Russell, University of Tennessee  
Speakers: Laura B. Luchies, Jeffry A. Simpson, James K. McNulty, Ronald D. Rogge

Romantic relationship outcomes are multiply determined. Stable characteristics of each partner (e.g., personality) interact with external factors (e.g., stress) to predict the cognitive and behavioral factors that ultimately determine the health of the relationship. Making the story even more complex, the effects of such cognitive and behavioral factors vary according to the context in which they occur. This symposium illuminates some of the contextualized effects of the communication behaviors that occur during problem-solving interactions. In the first talk, Luchies and Finkel describe three studies demonstrating that forgiveness, typically considered a positive behavior, can adversely affect the self when granted in the absence of amends. In the second talk, Simpson, Overall, and Fletcher describe longitudinal evidence demonstrating that direct negative behaviors can be adaptive for the relationship by motivating partners to make necessary changes to improve the relationship over time. In the third talk, McNulty and Russell describe two longitudinal studies demonstrating that such negative behaviors, although harmful in the context of relationships facing only minor problems, can help sustain marital satisfaction in the context of relationships facing more severe problems. Finally, Rogge and Funk describe longitudinal evidence that expands the scope of this analysis to a more societal level by demonstrating that the broader context in which couples live also moderates the effects of their negative communication behaviors on their relationship outcomes. In sum, these four talks highlight the importance of considering not only the content of couples' problem-solving behaviors, but also the context in which those behaviors occur.

## ABSTRACTS

**THE DOORMAT EFFECT: WHEN FORGIVING ERODES SELF-RESPECT AND SELF-CONCEPT CLARITY**

Laura B. Luchies<sup>1</sup>, Eli J. Finkel<sup>1</sup>; <sup>1</sup>Northwestern University – Are the effects of forgiveness universally positive? Based on McCullough's (2008) assertions that (a) victims' "forgiveness instinct" inclines them to forgive perpetrators who make amends and (b) victims who forgive contrary to their forgiveness instinct "quickly become everybody's doormat" (p. 87), we hypothesized that the effect of forgiveness on self-respect and self-concept clarity depends on the extent to which the perpetrator makes amends: Forgiving (a) bolsters one's self-respect and self-concept clarity if the perpetrator makes amends, but (b) diminishes one's self-respect and self-concept clarity if the perpetrator does not. In two experiments, we manipulated forgiveness of and partner amends made for a hypothetical betrayal (Study 1) and an actual betrayal (Study 2). In both experiments, the effects of forgiveness on self-respect and self-concept clarity depended on whether the perpetrator made weak or strong amends: forgiveness trended toward bolstering self-respect and self-concept clarity when the perpetrator made strong amends, but diminished self-respect and self-concept clarity when the perpetrator made weak amends. In Study 3, participants reported their forgiveness of and partner amends made for naturally occurring partner betrayals over a six-month period. The association of forgiveness with self-respect and self-concept clarity again depended on the extent to which the perpetrator made amends: forgiveness predicted bolstered self-respect and self-concept clarity when the perpetrator made strong amends, but trended toward predicting diminished self-respect and self-concept clarity when the perpetrator made weak amends. These findings highlight the interactive effects of victims' and perpetrators' responses and communication following an interpersonal betrayal.

**REGULATION PROCESSES IN INTIMATE RELATIONSHIPS: THE COSTS AND BENEFITS OF TRYING TO CHANGE INTIMATE PARTNERS**

Jeffrey A. Simpson<sup>1</sup>, Nickola C. Overall<sup>2</sup>, Garth J. O. Fletcher<sup>3</sup>; <sup>1</sup>University of Minnesota, <sup>2</sup>University of Auckland, <sup>3</sup>University of Canterbury – This study tested the success of communication strategies used by relationship partners (N=61 romantic couples) who were videotaped while trying to produce desired changes in each other. Strategies varying in valence (positive versus negative) and directness (direct versus indirect) were differentially associated with post-discussion perceptions of success as well as ratings of demonstrated change in targeted features gathered at 3-month intervals during the following year. Direct strategies (both positive and negative) were initially perceived as relatively unsuccessful, but predicted increased change in the targeted partner over the next 12-months. Positive-indirect strategies, in contrast, were associated with higher concurrent perceived success, but did not predict later change. These findings indicate negative communication that directly engages the partner clearly conveys the severity of the problem and, thus, motivates change by the targeted partner. In contrast, soft and subtle attempts to accomplish change are likely to maintain harmony and satisfaction in the short-term, but may ultimately fail to produce any real change.

**WHEN "NEGATIVE" BEHAVIORS ARE POSITIVE: A CONTEXTUAL ANALYSIS OF THE LONG-TERM EFFECTS OF PROBLEM-SOLVING BEHAVIORS ON CHANGES IN RELATIONSHIP SATISFACTION**

James K. McNulty<sup>1</sup>, V. Michelle Russell<sup>1</sup>; <sup>1</sup>University of Tennessee – How should partners discuss the problems that arise over the course of their intimate relationships? Prior studies have provided inconsistent answers to this question, with some suggesting that partners benefit by avoiding negative behaviors and others suggesting that partners benefit by engaging in negative behaviors. The two longitudinal studies described here attempted to reconcile these inconsistent findings by examining whether direct negative problem-solving behaviors interact with the severity of the problems couples face in their relationships to account for changes in relationship satisfaction over time. Both studies used observations of newlywed couples' behaviors during two problem-solving interactions to predict the

trajectory of their marital satisfaction over time. The first study observed 72 couples and spanned the first 5 years of marriage; the second study observed 135 couples and spanned the first year of marriage. Both studies provided support for predictions. Specifically, whereas spouses' tendencies to blame, command, and reject their partners predicted steeper declines in their own marital satisfaction when exhibited in the context of relationships facing only minor problems, those same behaviors predicted more stable satisfaction in relationships facing more severe problems. Subsequent analyses revealed that changes in the severity of the problems themselves mediated these effects. The current findings join others in highlighting the theoretical importance of accounting for the relational context when examining the implications of various interpersonal processes.

**WHAT DOES THAT MEAN? NEIGHBORHOOD FACTORS MODERATING THE MEANING OF BEHAVIOR IN RELATIONSHIPS**

Ronald D. Rogge<sup>1</sup>, Janette L. Funk<sup>1</sup>; <sup>1</sup>University of Rochester – This study examined the role of neighborhood factors in predicting change in relationship functioning in a sample of 287 newlywed couples followed over the first 2 years of marriage. The study specifically examined how neighborhood factors might moderate the meaning of hostile conflict behavior (e.g., shouting, calling names) in relationships. We examined levels of neighborhood crime (assessed through local police and sheriff's departments), neighborhood SES, demographic risk and youthfulness (assessed with census data), as well as individual perceptions of neighborhood cohesion and decay. Slope-intercept models were created within an HLM framework to test the proposed moderation hypotheses, including the appropriate terms to model both actor and partner effects freely across gender. After controlling for neuroticism, parental divorce and hostile conflict behavior, neighborhood crime was associated with relative decreases in men's satisfaction over time. In addition, the analyses revealed a number of moderation effects. Male hostile conflict was most clearly negatively related to initial levels of marital satisfaction in high-risk neighborhoods (e.g., extreme poverty, high rates of unemployment, high rates of disability), in neighborhoods with fewer children and for males perceiving low levels of neighborhood cohesion. Over time, however, male hostile conflict was unexpectedly associated with better outcomes in neighborhoods with fewer children. Likewise, higher levels of female hostile conflict were also associated with better outcomes over time in high-risk neighborhoods and in neighborhoods with more children. Thus, the results suggest that the impact of behavior on relationships might be dependent on the larger socio-cultural context in which that behavior occurs.

**Symposia Session J4****THE SOCIAL FACE: HOW SOCIAL CATEGORIZATION INFLUENCES FACE PERCEPTION**

Saturday, January 30, 5:00 - 6:15 pm, Royale Pavilion 6

Chairs: Kurt Hugenberg, Miami University, and Olivier Corneille, Catholic University of Louvain

Speakers: Olivier Corneille, Natalie Ebner, Kurt Hugenberg, Tiffany Ito

Recent evidence indicates that the process of social categorization and face perception are linked. We present a series of talks that investigate the interface of social categorization and face perception. Tiffany Ito finds that how a racially ambiguous target is evaluated and categorized depends critically upon contextual influences. While automatic evaluations of racially ambiguous faces falls between those of ingroup and outgroup faces, contextual influences (e.g., racial labels, other faces) can affect categorization, leading an otherwise racially ambiguous face to be judged and evaluated as more prototypic of a racial category. Olivier Corneille and Natalie Ebner provide evidence that social category distinctions (e.g., own-group versus other-group distinctions) affect how faces are processed. Corneille finds that ingroup faces are processed more holistically than are outgroup faces, demonstrating the top down influence of social categorization on how the features of faces are perceptually integrated. Using eye tracking techniques,



Ebner shows that ingroup faces (own-age versus other-age) attract more visual attention than do outgroup faces, for both neutral and expressive faces. Finally, Kurt Hugenberg finds that social categories affect how faces and facial expressions are recognized. Even holding perceiver expertise constant, people are better at encoding the individuating characteristics and facial expressions of ingroup faces, relative to outgroup faces, generating group biases in face and expression recognition. Taken together, the current talks illustrate how faces are categorized, how such categorization affects face perception.

#### ABSTRACTS

#### **HOLISTIC FACE PERCEPTION DEPENDS ON THE SOCIAL CATEGORIZATION OF FACES** Olivier Corneille<sup>1</sup>; <sup>1</sup>Catholic University of Louvain

— Adult's expertise at processing faces relies on how facial features are encoded: as a whole template rather than as a sum of independent features. This holistic processing is reduced for other-race faces, possibly accounting for the difficulty one encounters in recognizing these faces (the 'other-race effect'). In a series of recent experiments, we tested the hypothesis that the racial and social categorization of faces modulate their holistic processing. In Experiment 1 and 2, Caucasian participants performed a face-composite task with racially-ambiguous face-stimuli. Experiment 1 shows that faces are processed more holistically when included in a block comprising predominantly same-race than other-race faces. Experiment 2 relied on a face adaptation paradigm and shows that racially-ambiguous faces are processed more holistically when perceptually adapted with other-race than with same-race faces. Experiment 3 showed that Caucasian faces are perceived more holistically when participants are led to believe that these faces belong to an ingroup (i.e., their university) rather than to an outgroup (i.e., another university). As a set, these findings demonstrate that the social categorization of faces strongly impacts how the features of these face are perceptually integrated.

#### **SOCIAL CATEGORY AFFECTS HOW WE LOOK AT A FACE: VISUAL SCAN PATTERNS DIFFER FOR OWN-AGE VERSUS OTHER-AGE FACES** Natalie Ebner<sup>1</sup>, Yi He<sup>1</sup>, Marcia Johnson<sup>1</sup>; <sup>1</sup>Yale University

— Age is a salient social category. For example, adults of different ages are better at remembering faces of their own compared to other age groups and are more distracted by task-irrelevant faces of their own age. Does the similarity between age of the perceiver and age of the perceived affect how faces are initially inspected? Using eye tracking, in two experiments we examined differences in young and older adults' visual scanning of young and older faces. In Experiment 1, both young and older participants spent more time scanning own-age as compared to other-age faces during passive viewing of neutral young and older faces. Comparing fixation patterns in lower versus upper halves of faces, both age groups fixated longer on upper halves of young faces than upper halves of older faces. In Experiment 2, with emotional face stimuli, both young and older participants showed longer gaze times for own-age than other-age faces during an expression identification task. Differences in pupil diameter, however, suggested a stronger affective response to young than older emotional faces in both age groups. In addition, the age groups differed in their pattern of fixation time on upper halves of angry compared to happy faces for young but not older faces, suggesting that the age of the face also influences how young and older adults inspect positive versus negative faces. Relations of age-related biases in scan patterns to old/new face recognition and accuracy in facial expression identification are discussed.

#### **INGROUPS, OUTGROUPS, AND THE FACE: MERE SOCIAL CATEGORY DISTINCTIONS AFFECT FACE AND FACIAL EXPRESSION RECOGNITION** Kurt Hugenberg<sup>1</sup>; <sup>1</sup>Miami University

— Ingroup/outgroup distinctions have long been known to elicit motivated processing and behavior. Although ingroup/outgroup biases in face and expression recognition have been commonly attributed to superior expertise with decoding ingroup faces, recent evidence suggests that the motivational bases of ingroup/out-

group distinctions can bias face perception, even when holding perceiver expertise constant. In Experiment 1, White participants received bogus feedback about their personality type before encoding and recognizing same-race faces who shared and did not share their personality type. Results indicated that a shared ingroup membership (personality type) was sufficient to improve face recognition, relative to outgroup targets. Experiments 2 and 3 extend these results into the domain of expression recognition. In Experiment 2, a shared ingroup membership improved facial expression recognition in a speeded expression recognition task. Finally, Experiment 3 showed that the improved expression recognition only occurred when participants had sufficient encoding time to bring online additional processing resources to assist the processing of ingroup faces. Taken together, these results demonstrate the importance of social category distinctions (ingroups and outgroups) in face perception, face memory, and facial expression recognition.

#### **FEATURE TYPICALITY AND CONTEXTUAL INFLUENCES ON RACIAL CATEGORIZATION** Tiffany Ito<sup>1</sup>, Eve Willadsen-Jensen<sup>2</sup>; <sup>1</sup>University of Colorado, <sup>2</sup>North Hennepin Community College

— Racial categorization is ubiquitous, and tends to occur quickly and automatically. But what happens when perceivers encounter an individual whose facial features make it difficult to categorize him or her into a single racial group? Our research shows that reactions are influenced by both bottom up and top down processes. Studies will be presented showing that automatic evaluative reactions to racially ambiguous faces are influenced by the particular features of the faces, with evaluations of racially ambiguous faces falling in between those to individuals who are clearly ingroup or outgroup members. Other studies focus on the influence of contextual features on categorization and evaluation. Seeing a racial label (e.g., "Black") leads racially ambiguous faces to be categorized, evaluated, and remembered in accord with the label. Similarly, embedding the face within a context of faces of a particular race (e.g., Black faces) affects categorization and evaluations, but in the direction of a contrast effect. For example, a racially ambiguous face is judged to be more prototypical of Whites and evaluated more favorably when viewed in conjunction with lots of Black faces. These results help to illustrate the interplay of multiple processes that act to influence how faces are categorized, and the subsequent reactions that are influenced by that categorization. They also specifically provide information about the factors that influence categorization of racially ambiguous faces.

#### Symposia Session J5

#### **THE PSYCHOLOGICAL MEANING OF THINGS AND PLACES**

Saturday, January 30, 5:00 - 6:15 pm, Royale Pavilion 3-4

Chair: Alison Ledgerwood, UC Davis

Speakers: Melissa Ferguson, Courtney Bonam, Alison Ledgerwood, Geoffrey Miller

Everyday thinking and behavior plays out in a material context: We live our lives in physical spaces, surrounded by tangible objects. Yet surprisingly little research has examined the psychological meaning we attach to things and places. This symposium brings together an array of perspectives that shed new light on this relatively understudied topic, which has recently begun to attract new interest across different domains. The talks explore how the meaning associated with things and places can influence evaluations, beliefs, and behaviors, as well as why and how people strategically use material objects to communicate meaning to others. Throughout, the presenters highlight the implications of these social-cognitive processes for consequential behaviors and societal outcomes. The symposium begins by exploring the unintentional and powerful effects that objects can exert on cognition and behavior. In the first research to study the effect of national symbols on real-world voting behavior, Ferguson examines the profound impact of a single-shot exposure to the American flag on attitudes and voting in the 2008 elections. Next, Bonam investigates how the perceived Whiteness or Blackness associated with physical spaces changes the way those spaces are valued

and evaluated. Ledgerwood describes research suggesting that part of the reason people value group-owned property is because it communicates aspects of group identity to other people. Finally, Miller discusses how individuals use material objects to signal desirable personality characteristics to others. By bringing these perspectives together, this symposium begins to build an integrative framework for understanding the psychological meaning of things and places.

#### ABSTRACTS

#### **THE ELEPHANT IN THE ROOM: THE EFFECT OF THE AMERICAN FLAG ON POLITICAL BEHAVIOR IN THE 2008 AMERICAN PRESIDENTIAL ELECTION**

Melissa Ferguson<sup>1</sup>, Travis Carter<sup>1</sup>, Ran Hassin<sup>2</sup>; <sup>1</sup>Cornell University, <sup>2</sup>The Hebrew University – Recent research demonstrates that subtle exposure to national symbols leads to a range of effects on beliefs, attitudes, and behavior. In this talk I review findings showing that a single exposure to the American flag during an online study influenced participants' opinions on policies, voting intentions and behavior in the 2008 presidential election, and subsequent support for President Obama following the election. Prior to the election, we recruited a sample of participants from across the United States for a multiple-session online study. We primed some participants with a small American flag while they were reporting their voting intentions. Compared with a control group, they were significantly more likely to intend to vote for McCain over Obama, and marginally more likely to actually do so. These participants were also more likely to express positive attitudes toward the Republican candidates and the Republican Party, and more likely to adopt the conservative position on political issues. These effects lasted well beyond the election. The findings show that a brief, single-shot exposure to the American flag can influence a range of important opinions and behaviors, even well after the exposure.

#### **POLLUTING BLACK SPACE**

Courtney Bonam<sup>1</sup>, Jennifer Eberhardt<sup>1</sup>, Hilary Bergsieker<sup>1</sup>; <sup>1</sup>Stanford University – Do places have races? Why might place-race associations matter? Three studies show that people attach racial meaning to a range of locations, devalue racially-imbued Black space, and experience more comfort polluting it. Study 1 participants rated the extent to which various locations (e.g., inner cities, suburbs) are associated with Whiteness or Blackness. Spaces with high Blackness ratings had low Whiteness ratings, showing that participants made clear distinctions between Black and White places. Places with high Blackness ratings also had high negative, low affluent, and high dangerous ratings. Opposite associations characterized spaces with high Whiteness ratings, showing that participants devalue Black but not White spaces. Study 2 expanded this finding by manipulating the race of one location. Participants viewing a house for sale by a Black or White family devalued the Black versus White house (they thought it would appreciate more slowly and were less eager to move there). In Study 3, not only were participants more likely to devalue Black versus White spaces, they were also more likely to treat them poorly. Specifically, participants reported more comfort with building a chemical plant near a Black, versus White, neighborhood. Devaluing the Black neighborhood mediated this relationship. These results are important because Black communities are disproportionately exposed to industrial pollution (Bullard & Johnson, 2000), yet the role of racial biases in causing this disparity is debated. Our studies are the first to experimentally address this issue, and suggest that racial bias is one factor causing disproportionate amounts of pollution in Black communities.

#### **GROUP IDENTITY GOALS AND THE SYMBOLIC VALUE OF PROPERTY**

Alison Ledgerwood<sup>1</sup>, Ido Liviatan<sup>2</sup>; <sup>1</sup>UC Davis, <sup>2</sup>New York University – Property lies at the heart of conflicts around the globe and throughout history, but what drives the high value that group members often place on land and other forms of property? Drawing on theories of shared reality, symbolic self-completion, and social identity, the present framework conceptualizes group identity as a goal toward which group members strive by seeking out socially-recognized symbols of group identity.

Because group property is often related to a group's history and identity, it can provide a means by which such group identity motivations can be pursued. Accordingly, when group identity goals are highly activated, group members should attach greater value to property and other potential symbols of group identity that help to communicate the defining features of that group identity to others. Importantly, only symbols that are socially recognized as relating to group identity can serve this communicatory function. Across five studies, we show that the value placed on group-owned property depends on the personal and situational importance of identity and on the extent to which the property's symbolic significance is socially recognized. Furthermore, when this desire for social recognition is addressed, group members are more willing to compromise with an outgroup over physical ownership of a group identity symbol. Implications for understanding and ameliorating intergroup conflicts are discussed.

#### **CONSPICUOUS CONSUMPTION AS TRAIT DISPLAY: INTELLIGENCE, THE BIG FIVE PERSONALITY TRAITS, AND PRODUCT BRANDING**

Geoffrey Miller<sup>1</sup>; <sup>1</sup>University of New Mexico – This talk reviews recent theory and evidence on the relationship between sex, evolution, and consumer behavior. In modern life, the psychological meanings of things are heavily influenced by marketing and branding. The new field of evolutionary consumer psychology is clarifying how this works, using theories of sexual selection and costly signaling from evolutionary biology, and theories of conspicuous consumption and positional goods from economics. In particular, consumers seem unconsciously motivated to attract mates and friends by showing off certain mental traits through the products that they buy, use, and display. These traits include general intelligence, the Big Five personality traits, and certain moral virtues. By creating learned associations between universal human mental traits and culture-specific 'brand personalities,' advertising imbues branded products with social and sexual signaling power.

#### Symposia Session J6

#### **THE SOCIAL ECOLOGY OF EMOTIONAL DISCLOSURE**

Saturday, January 30, 5:00 - 6:15 pm, Royale Pavilion 7-8

Chair: Kent Harber, Rutgers University at Newark

Speakers: Matthias Mehl, Anita Kelly, Richard Slatcher, Kent Harber

Few things so define being human as personal disclosure. Social bonds, romantic intimacy, and self-discovery begin and grow through the open exchange of thoughts and feelings. But disclosures can also be risky, leading to embarrassment, rejection, and stigmatization. The social psychology of disclosing – what to say, when, and to whom, with what costs and benefits – has only recently been systematically examined. James Pennebaker's studies on expression and health, which initiated much of the modern research on disclosure, were largely confined to written disclosures monitored in research labs. However, sharing is inherently interpersonal, occurring within fluid, complex social settings. This symposium examines the social ecology of disclosure, tracking new connections between intra-psychic and inter-personal dynamics. Matthias Mehl and Megan Roberts discuss research on how everyday conversations help couples cope with breast cancer. Using Mehl's Electronically Activated Recorder (EAR), which tracks people's acoustical social lives in real time, they find that the degree and quality of conversations predicted symptom management. Anita Kelly examines the interpersonal liabilities of disclosure, and how withholding rather than disclosing personal secrets protects physical health. Achieving closure, she shows, determines whether disclosures promote or hinder health. Richard Slatcher and associates, also using the EAR, shows how everyday disclosures between couples affect cortisol levels. They also show how private self-to-self disclosure affects the quality and longevity of couples' relationships. Kent Harber and associates discuss research on the Emotional Broadcaster Theory of social sharing. EBT research shows that the intra-psychic compulsion to disclose has the inter-personal benefit of spreading news.

## ABSTRACTS

**THE DAILY INTERACTIONS OF COUPLES COPING WITH BREAST CANCER: HOW IS NATURALISTICALLY OBSERVED DISCLOSURE RELATED TO PSYCHOLOGICAL ADJUSTMENT?**

Matthias Mehl<sup>1</sup>, Megan Robbins<sup>1</sup>, Anna Maria Lopez<sup>1</sup>; <sup>1</sup>University of Arizona – This study used the Electronically Activated Recorder (EAR) for studying real-world disclosure processes in couples coping with breast cancer. The EAR is an unobtrusive observation sampling method that operates by periodically recording snippets of ambient sounds from participants' immediate environments. Twenty breast cancer patients and their romantic partners wore the EAR over one weekend during active treatment. The patients' and their partners' psychological adjustment was assessed during the initial study session and at a two-month follow-up. The recorded EAR sound bites were coded for participants' conversation partner (i.e. with romantic partner vs. with a friend or family member) and were also content analyzed for the topics of their interactions (coding of 'about cancer' vs. 'about other topic' and LIWC analysis). Consistent with predictions from disclosure theory and relationship maintenance theory, initial analyses revealed that both cancer-related and non-cancer related conversations predicted couples' psychological adjustment. Whereas participants' total amount of cancer-related talk served as a general "disturbance indicator" and was negatively linked to adjustment, specific healthy forms of disclosure (e.g., working-through cancer talk) were linked to better adjustment. Overall, however, cancer talk represented only a small fraction of couples' daily interactions, leaving plenty of room for non-cancer talk to predict patients' and partners' psychological adjustment. Consistent with theories of couple communication (Duck et al., 1991), we found that general pro-relationship behaviors (e.g., positivity, socializing) were strongly related to better adjustment. We argue that the importance of routine, relationship maintenance interactions (compared to direct, illness-focused interactions) has been underestimated in coping research.

**WHY DISCLOSING TO A CONFIDANT CAN BE SO GOOD (OR BAD) FOR US**

Anita Kelly<sup>1</sup>; <sup>1</sup>Notre Dame University – The purpose of this talk is to explain the theoretical mechanisms behind the health benefits or detriments of disclosing personal information, especially personal secrets, to others. I begin by discussing the complexities behind a decision to reveal a personal secret. I highlight studies that have shown that revealing personal information can go well or backfire, depending on the responsiveness of the confidant. I then critically evaluate leading theoretical explanations that have been offered for why personal disclosures can cause health benefits. I also describe as-yet-unpublished data from my own laboratory that require the modification of these existing theories. I conclude by providing an explanation for why disclosing secrets to another person not only can be healthful, as has been emphasized in the literature, but also can be harmful to the revealer. In doing so, I offer a way to predict when the outcomes will be positive or negative. This prediction hinges on whether the disclosure causes one to gain closure on the revealed information.

**MOMENTARY WORK WORRIES, MARITAL DISCLOSURE AND SALIVARY CORTISOL AMONG PARENTS OF YOUNG CHILDREN**

Richard Slatcher<sup>1</sup>, Theodore Robles<sup>2</sup>, Rena Repetti<sup>2</sup>, Michelle Fellows<sup>3</sup>; <sup>1</sup>Wayne State University, <sup>2</sup>University of California at Los Angeles, <sup>3</sup>University of Texas at Austin – For over a decade researchers have incorporated salivary cortisol sampling into investigations of everyday stress, particularly in the context of families. However, very little is known about how short-term changes in feelings of stress in everyday life (e.g., worries about work) are related to cortisol levels. Further, while research has shown that satisfying marriages may buffer the effects of everyday stress, the specific mechanisms through which marriage influences stress physiology have not yet been identified. This study investigated the effects of momentary work worries on salivary cortisol and the moderating effect of marital disclosure in a sample of 51 married couples with preschool-aged children. Couples completed questionnaires assessing work worries and provided saliva

samples 6 X /day from Saturday through Monday. Actor-Partner Interdependence Model (APIM) analyses showed wives' cortisol levels to be positively associated with their own work worries and with their husbands' work worries. Husbands' cortisol levels were positively associated only with their own work worries. Wives lower in marital disclosure were more physiologically reactive to their own work worries compared to wives reporting high marital disclosure. These results have implications for understanding how daily experiences affect cortisol in everyday life and suggest a pathway through which marital quality may reduce the physiological impact of psychological stress.

**THE EMOTIONAL BROADCASTER THEORY OF SOCIAL SHARING**

Kent Harber<sup>1</sup>, Lisbeth Dyer<sup>1</sup>, Paul Boxer<sup>1</sup>; <sup>1</sup>Rutgers University at Newark – People disclose major events repeatedly, often with little prompting, to both strangers and intimates, and sometimes even when sharing is risky. This drive to disclose has been mostly explained in terms of personal benefits (e.g., mental and physical health). Emotional Broadcaster Theory (EBT) proposes a communal benefit—that the need to disclose transforms people into news-broadcasters, whose stories inform others. EBT predicts that disturbing events create social telegraphs, where the tellers' experiences are absorbed by their hearers, who are themselves compelled to disclose. This was confirmed in a study of 33 students attending a hospital morgue field trip (Harber & Cohen, 2005). The students' morgue-related distress predicted how many friends they told (primary disclosure), how many people their friends told (secondary disclosure), and how many people their friends' friends told (tertiary disclosure). Within 2 weeks nearly 900 people heard about this event. EBT also predicts that story transfer follows the condition that arouses motions—the violation of expectations. Thus, highly negative events will mainly be disclosed by people for whom such events are uncommon. This prediction was confirmed in studies where subjects first reported their own history of violence (HOV), and then days later rated how they would react to witnessing violent events and unusual non-violent events. Violent events disturbed people with low HOV, whose distress predicted their inclination to disclose. However, high HOV people were both less disturbed by violent events and less likely to share them. HOV, as expected, was unrelated to reactions to non violent negative events.

## Symposia Session J7

**DISTINCT AND COMMON EFFECTS OF VARIOUS PSYCHOLOGICAL THREATS**

Saturday, January 30, 5:00 - 6:15 pm, Capri Rooms 101-102

Chairs: Gale M. Lucas and Daniel C. Molden, Northwestern University

Speakers: Dianne M. Tice, Jeff Schimel, Gale M. Lucas, Ian McGregor

People experience different kinds of threats in the social and physical world - from being rejected by others to contemplating our own mortality to being uncertain about what to do. Although much research has examined such threats, each is often considered in isolation. Accordingly, the experiences and outcomes of various threats are not often directly compared, potentially obscuring both their distinct and their common psychological mechanisms and behavioral outcomes. This symposium aims to undertake such a comparison and illuminate the unique and shared effects of a variety of psychological threats. The first two talks will examine some distinct consequences of social rejection and mortality salience. Dianne Tice will first present studies demonstrating that acetaminophen, shown previously to specifically influence pain affect, causes a reduction in hurt feelings from rejection but not other, non-social threats. Jeff Schimel will then present studies demonstrating that, in contrast to other threat experiences that impair subsequent motivation and performance (e.g., social rejection), reminders of death specifically enhance performance and motivation on cognitive tasks compatible with participants' cultural worldview. The last two talks will then describe two contrasting self-regulatory perspectives on the common effects of different threats. Gale Lucas will present studies demonstrating that immediately following various threat experiences people

show general vigilance and distancing responses that are mediated by the activation of prevention-focused self-regulation. Ian McGregor will then present studies demonstrating that after some time passes following various threat experiences, people show reactive shifts toward approach-oriented self-regulation.

#### ABSTRACTS

**TYLENOL REDUCES THE PAIN OF SOCIAL REJECTION: BEHAVIORAL AND NEURAL EVIDENCE** Dianne M. Tice<sup>1</sup>, C. Nathan DeWall<sup>2</sup>, Naomi I. Eisenberger<sup>3</sup>, Carrie Masten<sup>3</sup>, Roy F. Baumeister<sup>1</sup>; <sup>1</sup>Florida State University, <sup>2</sup>University of Kentucky, <sup>3</sup>University of California, Los Angeles – Across cultures, people describe their response to social rejection with metaphors invoking physical pain (e.g., “hurt” feelings). Recent work indicates that social exclusion activates aspects of the body’s pain systems, and reactions to social exclusion appear to be mediated by aspects of physical pain systems. Hurt feelings, a common emotional response to social exclusion, may represent the experience of pain affect following perceived social rejection. If so, analgesics that include pain affect systems among their mechanisms of action may serve to lessen the experience of hurt feelings in daily life. Three studies are presented testing whether acetaminophen, shown previously to influence pain affect mechanisms, reduces hurt feelings and neural pain responses. Participants randomly assigned to consume acetaminophen experienced a decrease in daily hurt feelings over a three-week period (particularly among individuals with a low drive component of the behavioral activation system). Study 2 showed that acetaminophen had no impact on reducing sensitivity to negative, non-social events. Acetaminophen specifically influenced social and physical pain responses instead of having a general analgesic effect to all negative events. Study 3 showed that acetaminophen reduces dorsal anterior cingulate and interior insula activation in response to social rejection. These results suggest acetaminophen may provide a novel, non-addictive, pharmacological route to reducing social pain. This research adds to the growing body of evidence showing that describing social exclusion as causing pain has a neuroscientific basis.

**THE MACGYVER EFFECT: EVIDENCE THAT MORTALITY SALIENCE FACILITATES COGNITIVE PERFORMANCE ON MEANINGFUL TASKS** Jeff Schimel<sup>1</sup>, Todd J. Williams<sup>2</sup>, Joe Hayes<sup>1</sup>, Erik Faucher<sup>1</sup>; <sup>1</sup>University of Alberta, <sup>2</sup>Grand Valley State University – A basic proposition of terror management theory is that people's beliefs about the nature of reality, their cherished cultural values, and feelings of personal significance all function to help them cope with the certainty that they will eventually die. In support of this hypothesis, numerous studies have shown that reminders of death motivate people to uphold and defend their cultural worldview and bases for self-esteem. Consistent with this general theme, reminders of death should also focus people's interest and desire to process information that is compatible with their worldview and personal projects. Five recent studies offer converging support for this idea. The first two studies showed that mortality salience (vs. control) increased participants' reading comprehension of a pro-evolution article for those with a pro-evolution (vs. pro-creation) worldview. Studies 3-4 showed the same effect for participants who read a pro-creation essay: mortality salience increased reading comprehension among pro-creationists but not pro-evolutionists. A final study showed that mortality salience (vs. control) lead to better performance on an anagram task, but only when participants were led to believe that high scores on the task were a good predictor of verbal IQ. Moreover, in Studies 3-5 we obtained a measure of participants' intrinsic motivation, which mirrored the results obtained on the performance measures. Apparently, when activities are perceived as particularly relevant for one's personal sense of meaning and value, existential threats can increase one's intrinsic interest and desire to perform at a high level in those activities.

**ANXIETY AND SECURITY-FOCUSED SELF-REGULATION: AN INTEGRATIVE APPROACH** Gale M. Lucas<sup>1</sup>, Daniel C. Molden<sup>1</sup>, Wendi L. Gardner<sup>1</sup>; <sup>1</sup>Northwestern University – Demonstrations of the differential effects of anxiety from social, physical, and existential threats have illustrated the unique motivations evoked by each of these threats. However, these demonstrations may have somewhat obscured commonalities that exist across different threats. Two primary motivational functions of anxiety are to increase (a) caution and vigilance for the presence of threats and (b) distancing behaviors that allow one to avoid such threats. We thus hypothesized that different sources of anxiety might generally activate similar levels of vigilance and distancing, and furthermore, that these common behaviors would be driven by common motivational mechanisms in the form of broad self-regulatory processes associated with pursuing safety and security (i.e., prevention). Two studies supported these hypotheses. Study 1 induced social rejection, mortality salience, or concerns over contamination through reliving tasks and found that (a) all of these threats increased vigilance in the form of narrowed attention on a digit-span task compared to a control condition, and (b) this effect is mediated by a general index of activated prevention motivations. Study 2 induced attachment anxiety, judgmental uncertainty, or concerns over contamination through reliving tasks and found that (a) all of these threats increased distancing in the form of disparaging the opinions of someone who did not match one's cultural worldview compared to a control condition, and (b) this effect was again mediated by a general index of activated prevention motivations. The results are discussed in terms of their potential to provide an integrated theoretical perspective on the psychological effects of threat.

**THREAT AND REACTIVE APPROACH MOTIVATION** Ian McGregor<sup>1</sup>, Kyle Nash<sup>1</sup>, Nikki Mann<sup>1</sup>, Curtis Phillips<sup>1</sup>, Mickey Inzlicht<sup>2</sup>; <sup>1</sup>York University, <sup>2</sup>University of Toronto – Various experiential threats cause compensatory conviction about personal goals, opinions, identities, groups, ideologies, religions, and worldviews. We interpret such effects as reflecting a basic motivational shift from the anxious uncertainty caused by the threats, to a reactive approach-motivation state that promotes a cherished goal or ideal. Active approach-motivated states may be rewarding because they constrain attention to the compensatory goal or ideal and thereby shield the individual from the anxious uncertainty associated with the eliciting threats. Here we present convergent support for the reactive approach-motivation hypothesis. After a requisite delay, experiential threats related to academic confusion, career uncertainty, relationship insecurities, relationship dilemmas, and mortality salience caused a) more eager and idealistic personal projects in participants' lives; b) behavioral neuroscience evidence of relative left frontal brain activity characteristic of approach-motivation; c) implicit associations of the self with approach on an implicit associations test; and d) electro-encephalographic evidence of relative left frontal brain activity characteristic of approach-motivation. These effects of threat on reactive approach motivation were all most pronounced when dispositional approach motivation was high or when a promotion-focused state had been primed.

#### Symposia Session J8

##### CONSCIOUS AND UNCONSCIOUS THOUGHT IN DECISION-MAKING

Saturday, January 30, 5:00 - 6:15 pm, Capri Rooms 103-106

Chairs: Daniel Wegner, Harvard University, and Carey Morewedge, Carnegie Mellon University

Speakers: Daniel Oppenheimer, Carey Morewedge, John W. Payne, Ap Dijksterhuis

Of the hundreds of decisions each of us make every day, some are made with scant forethought and others are made after much consideration. Scholars have long debated the role that conscious and unconscious processes play in our decision making and the impact of each process on the quality of our decisions, yet much about their relative contribution to decision-making is still unknown. In this symposium, we present new

research examining both decision-making processes, our ability to critically evaluate them, and their benefits and limitations: We explore how multi-attribute decisions might occur in the absence of conscious deliberation (Oppenheimer, Schneider, & Detre). We examine our ability to evaluate the content and influence of conscious processes in our own decision making (Morewedge & Wegner). And divergent evidence is presented in an attempt to assess whether conscious deliberation improves particular kinds of decisions (Payne, Samper, Bettman, & Luce), or if decision making is more generally improved when left to unconscious processes (Dijksterhuis). Dan Wegner will then moderate a constructive discussion in which we will attempt to synthesize these disparate findings and discern what insight they might provide into our understanding of human decision-making.

## ABSTRACTS

**VOTING AGENT MODEL OF PREFERENCES: A COMPUTATIONAL MODEL OF INDIVIDUAL MULTIATTRIBUTE CHOICE** Daniel Oppenheimer<sup>1</sup>, Anouk Schneider<sup>1</sup>, Greg Detre<sup>1</sup>; <sup>1</sup>Princeton University – This paper examines the extent to which decision anomalies can be explained as an emergent property of aggregation of preferences. We assume multiple neurons or neural systems (agents) within an individual, each with different goals and preferences. We show that several puzzling decision anomalies (attraction effects, similarity effects, and compromise effects) arise as a natural consequence of aggregating these preferences. As a result "irrational" behavior at the level of the individual can possibly be explained by the summation of "rational" preferences at the neural level. Importantly, the model does not require that agents be conscious. Agents responding at an associative level can still yield a surprising array of decision phenomena when the preferences of those agents are aggregated.

**RITUALISTIC PREMEDITATION IN DECISION MAKING** Carey Morewedge<sup>1</sup>, Daniel Wegner<sup>2</sup>; <sup>1</sup>Carnegie Mellon University, <sup>2</sup>Harvard University – Premeditation—conscious deliberation about the possible consequences of behavior before acting—is often considered a primary indicator of personal responsibility for decisions. But merely going through the motions of premeditation by considering possible outcomes may be enough to convince people that they determined the outcome they received, even when their premeditation is irrelevant to the outcome. The results of five experiments suggest that people determine their control over an outcome on the basis of their ability to consider its consequences in advance, even when this premeditation ritual had no influence on the outcome. Whether actions corresponded to outcomes or outcomes were randomly determined, for example, premeditation on more outcomes led participants to experience greater feelings of control over outcomes that were both related and unrelated to their premeditation than did premeditation on fewer outcomes. Even when the content of actors' thoughts reflect the outcomes of their decisions, when premeditating they may be ritualistically engaging in an ineffectual behavior.

**IS BENJAMIN FRANKLIN'S ADVICE FOR DECISIONS STILL VALID?** John W. Payne<sup>1</sup>, Adriana Samper<sup>1</sup>, James R. Bettman<sup>1</sup>, Mary Frances Luce<sup>1</sup>; <sup>1</sup>Duke University – When faced with a complex decision, how should one decide? Recently it has been advocated that individuals should delegate thinking about complex choice problems to the unconscious by distracting oneself from the decision for a period of time. Experiments testing some boundary conditions on this suggestion will be presented. It will be argued that it is critical to take into account three factors when considering how to approach complex choice problems. First, one must take into account the interaction of forms of processing with task demands. That is, choice environments must be considered. For example, conscious thought rather than unconscious thought may lead to better choices when the task requires taking payoff or attribute magnitudes into account, not just whether the values are good or bad. Second, one must recognize that failure to execute a strategy properly can lead to poor performance even if the appropriate strategy for a task has been

selected. That is, evidence of the poor performance of a constrained mode of thought in a particular environment may simply reflect a poor implementation of that mode of thought. Third, the decision on how to decide is often made under uncertainty regarding task demands and individual capabilities. Thus, one should consider the robustness of strategies or modes of thought across task demands when giving prescriptive advice. In that regard, it will be argued that Benjamin Franklin's advice to use structured conscious thought is still the best bet for better decision making!

**WHY AND WHEN AND IS UNCONSCIOUS THOUGHT SO GOOD FOR COMPLEX DECISION MAKING?** Ap Dijksterhuis<sup>1</sup>; <sup>1</sup>Radboud University Nijmegen – Many recent experiments showed unconscious thought to lead to better decisions than conscious thought or than quick, immediate decision making. Unconscious thinkers choose alternatives with more positive and fewer negative characteristics, they choose alternatives that lead to more satisfaction, they choose more creative solutions to problems, and they make more accurate future predictions. Our recent meta-analysis (Strick et al., 2009, see www.unconsciouslab.com) across 50 experiments indeed confirmed these and other benefits of unconscious thought. It has been argued that unconscious thought is not an active process, but that people merely benefit from distraction. Decision makers form relatively accurate impressions of the alternatives on-line, and whereas conscious thinkers jeopardize their on-line preference with thought, unconscious thinkers recall their on-line preference at the time of judgment. We present evidence refuting this idea. Unconscious thinkers make better decisions than immediate decision makers who do rely on their on-line impressions. Furthermore, unconscious thinkers making their decisions after a period of unconscious thought make better decisions than unconscious thinkers indicating they already made their decision on-line. However, recent experiments and our meta-analysis show that unconscious thought needs proper on-line information acquisition. It works best when decision makers have processed the information thoroughly. Finally, new experiments show that unconscious thought is useful because it evokes an automatic weighting process. People have long felt intuitively that it was good to "sleep on" a decision rather than to rush. The main benefit seems to be that it leads us to separate the vital from the irrelevant.

## Symposia Session J9

### WHEN AND HOW SOCIAL COMPARATIVE STANDING IMPACTS WELL-BEING AND AFFECT

Saturday, January 30, 5:00 - 6:15 pm, Capri Rooms 107-110

Chairs: Jason P. Rose, University of Toledo, and Zlatan Krizan, Iowa State University

Speakers: William M. P. Klein, Ethan Zell, Jason P. Rose, Richard Lucas

A key axiom in psychology is that social comparative standing in relation to one's peers can have a profound influence on subjective well-being and affect-related experiences. Indeed, numerous studies have illustrated the power of (actual or imagined) comparative standing to make us feel worried about a health risk, pleased with a performance, or satisfied with the way our lives have unfolded. However, there are also numerous empirical and anecdotal examples of situations when social comparative standing has a dulled impact relative to absolute standing. Across 4 unique but conceptually-related domains, the speakers in this symposium provide novel insights regarding the relationship between social comparative standing and various aspects of well-being and affect. Klein and colleagues describe the complex interplay between comparative/absolute risk perceptions and worry, including when comparative risk perceptions might be most predictive of worry and behavior. Zell and Alicke illustrate that performance satisfaction and self-evaluations are more impacted by comparative standing among a small local group than a large (and more diagnostic) reference group. Rose and Krizan show that perceived comparative standing on chronic affective experiences is more predictive of life satisfaction in individualistic than collec-

tivistic cultures. Finally, Lucas provides evidence that the oft-documented finding that relative (and not personal) income accounts for most of the variance in well-being may actually be driven by un-modeled county-level characteristics (e.g., cost of living). Taken together, this symposium highlights the import of gaining a nuanced understanding of how and when social comparative standing impacts well-being and affective experiences.

#### ABSTRACTS

##### **COMPARATIVE RISK PERCEPTIONS AND WORRY ABOUT FUTURE HEALTH OUTCOMES**

William M. P. Klein<sup>1</sup>, Jennifer L. Cerully<sup>2</sup>, Laura E. Zajac<sup>2</sup>; <sup>1</sup>National Cancer Institute, <sup>2</sup>University of Pittsburgh – How people “feel” about their health risks is a key predictor of their health behavior. For example, worry about cancer is a predictor of getting cancer screening tests (McCaul & Mullens, 2003), and worry about the flu (as well as anticipated regret predicated on not getting vaccinated) is predictive of getting a flu shot (Weinstein et al., 2007). In this talk, we consider how perceptions of absolute risk and comparative risk link to health-related worry. Our past work has shown that high comparative risk perceptions increase worry (Klein, 1997), which in turn elevates perceptions of absolute risk (Lipkus et al., 2006), and that there are individual differences in the extent to which each kind of risk perception is related to worry (Zajac et al., 2006). Worry also appears to be a function of comparisons with certain types of comparison targets more than other comparison targets (Klein, 2002). In recent studies we find that worry moderates the relationship between comparative risk perceptions and behavior (such that the risk perception/behavior association is stronger among those low in worry), and that personal experience with health problems can strengthen the relationship between risk perceptions and worry. Building on these and other data, we will discuss the intricate relationship between comparative risk perceptions and worry including important potential moderators and implications for behavior. Finally, we consider how other affective constructs (e.g., incidental affect) may be related to comparative risk perceptions.

##### **THE LOCAL DOMINANCE EFFECT IN SELF-EVALUATION: EVIDENCE AND EXPLANATIONS**

Ethan Zell<sup>1</sup>, Mark D. Alicke<sup>1</sup>; <sup>1</sup>Ohio University – Social comparisons with a few immediate peers in the local environment ironically have a greater impact on self-assessments and performance satisfaction than more diagnostic comparisons with larger samples. This tendency is referred to as the local dominance effect. Two relevant studies provide direct support for the local dominance hypothesis. In the first study, participants completed a verbal task and were told that they were the best or worst person in a local group of five people, and that they ranked better than 84% or 32% of nearly 1500 previous participants. As expected, being the best or worst person in the local group had a greater impact on self-evaluations and affect than ranking better or worse than over one thousand peers. In a subsequent study, each session contained ten participants who were subdivided into two minimal groups of five. Participants then completed a lie detection test and were told that their performance ranked best or worst in their five-person group, and fifth or sixth among all ten students involved in the study. Consistent with the local dominance hypothesis, participants evaluated themselves more favorably when they ranked best in their group of five but sixth overall than worst in their group of five but fifth overall. This finding suggests that mere social categorization may be sufficient to produce the local dominance effect. The implications of these findings for social comparison theory are discussed.

##### **SOCIAL COMPARISONS OF AFFECTIVITY AND THEIR ROLE IN WELL-BEING: A CROSS-CULTURAL ANALYSIS**

Jason P. Rose<sup>1</sup>, Zlatan Krizan<sup>2</sup>; <sup>1</sup>University of Toledo, <sup>2</sup>Iowa State University – Chronic experiences of positive and negative affect (PA and NA) are important predictors of life satisfaction and subjective well-being. The current research examined people's perceived comparative standing on PA and NA, and whether such affect comparisons were uniquely associated with life satisfaction.

In an initial study, a majority of participants in a U.S. student sample indicated being above-average in the intensity of their PA experiences (e.g., pride), but below-average in their NA experiences (e.g., anxiety). Critically, such affect comparisons were uniquely predictive of life satisfaction, above and beyond traditional affect judgments (i.e., the PANAS; Watson, Clark, & Tellegen, 1988). In a second study, participants from both China and the U.S. indicated being above-average in the intensity of their PA experiences and below-average in their NA experiences. However, only in the U.S. did these affect comparisons uniquely predict life satisfaction. In the Chinese sample, only self judgments of affect (particularly positive affect) predicted life satisfaction. We argue and provide data that this cultural difference may be due to the fact that both self-reported emotional expressiveness and normative appropriateness of emotional expression are lower in collectivistic cultures (e.g., China) than in individualistic cultures (e.g., the U.S.) Therefore, because affective experiences are, generally speaking, less observable and appropriate in collectivistic cultures, the affective experiences of others might be less noticeable, relevant, and informative when making self-evaluations and satisfaction judgments. Results are discussed in the broader framework of both social comparison theory and cultural differences in well-being.

##### **DO RICH NEIGHBORS REALLY MAKE PEOPLE LESS SATISFIED? A COUNTY-LEVEL EXAMINATION OF THE ASSOCIATION BETWEEN INCOME AND LIFE SATISFACTION**

Richard Lucas<sup>1</sup>; <sup>1</sup>Michigan State University – A critical area of research on subjective well-being concerns the links between income and well-being. Intuition suggests that income should correlate with well-being because income is associated with many factors that are presumed to contribute to well-being. Indeed, income is one of the most robust correlates of well-being. Some have suggested that income effects are mostly or even entirely relative—one's absolute level of income may not matter; instead his or her standing relative to others may be the primary determinant of life satisfaction. Initial evidence for this idea came from the Easterlin Paradox: within-nation correlations between income and life satisfaction are moderate, but as national income goes up, life satisfaction scores remain stable. More direct evidence can be found by showing that the income of proximal others negatively affects well-being. Recently, economists have begun to investigate these “neighborhood” effects, and these studies show that after controlling for personal income, neighbors' income is negatively associated with life satisfaction. However, one alternative to the social comparison/relative-income explanation is that additional un-modeled neighborhood effects are responsible for this context effect. The current study uses a nationally representative sample of almost 1.2 million Americans to examine the links between personal income, county-level income, and life satisfaction. Initial analyses replicated the negative “neighborhood” effect: people living in wealthier areas reported lower levels of life satisfaction after controlling for personal income. However, this context effect was almost completely eliminated once county characteristics (including cost of living and population density) were taken into account.

#### Symposia Session J10

##### **FOR THE LOVE OF THE FRAME: MOTIVATIONAL SOURCES OF VARIATION IN EFFECTIVENESS OF HEALTH MESSAGES**

Saturday, January 30, 5:00 - 6:15 pm, Capri Rooms 114-116

Chairs: Tamara Sims and Nanna Notthoff, Stanford University

Speakers: John A. Updegraff, Nanna Notthoff, Tamara L. Sims, Andrew Ward

The prevalence of chronic health conditions, such as type II diabetes and cardiovascular disease continues to rise across the globe resulting in rapidly increasing healthcare costs and major economic strains for many countries. Despite advice from national health campaigns and health care professionals to engage in preventative health behaviors to offset these conditions, many people do not. High noncompliance rates suggest that standardized health messages are not effective in changing health behavior. In part, this may be because individuals vary along a

number of dimensions that are typically ignored by standardized health messages. In this symposium, four speakers present different theoretical approaches and empirical evidence suggesting that differences in attention, disposition, age, and cultural orientation influence the effectiveness of specific health message frames. Taking these factors into account when developing health messages may play an important role in optimizing health communication and ultimately, in improving health outcomes across diverse populations.

#### ABSTRACTS

##### **A TEST OF TWO APPROACHES TO USING MESSAGE FRAMING TO PROMOTE MAMMOGRAPHY USAGE**

John A. Updegraff<sup>1</sup>, Alexander J. Rothman<sup>2</sup>, Kristel M. Gallagher<sup>1</sup>; <sup>1</sup>Kent State University, <sup>2</sup>University of Minnesota – Research on message framing has provided practitioners with a theoretically-grounded strategy for designing and disseminating health messages. Historically, health message framing research has rested on the thesis that one's construal of a health behavior as risky v. certain determines whether a gain- or loss-framed message is more effective (Rothman & Salovey, 1997). More recently, another perspective has identified dispositional differences in approach/avoidance motivational orientation as a moderator of responses to framed health messages (Mann, Sherman & Updegraff, 2004). At present, it remains unclear how these two approaches are related and how they can be integrated. The present study is the first to simultaneously assess the effect these two classes of moderators have on the impact of framed messages to promote a health behavior: mammography. 319 women were recruited from a clinic and viewed either a loss- or gain-framed video about mammography. Screening was assessed at a 3 months follow-up. Overall, an advantage for loss-framed messages emerged on subsequent screening. However, among women with a family history of BC, those with an illness-detecting (risky) construal were screened at a significantly higher rate after viewing the loss-framed message, whereas those with a health-affirming (certain) construal were screened at a somewhat higher rate after viewing the gain-framed message. Motivational orientation shaped these construals, but did not moderate the influence of framing on screening. Findings support the importance of behavioral construals as a pivotal health belief that shapes people's responses to framed messages.

##### **TO WALK OR NOT TO WALK: USING MESSAGE FRAMING TO PROMOTE PHYSICAL ACTIVITY AMONG OLDER ADULTS**

Nanna Notthoff<sup>1</sup>, Laura L. Carstensen<sup>1</sup>; <sup>1</sup>Stanford University – People tend to be risk-averse, not just in financial transactions (originally described by Prospect Theory), but also in the health domain. Younger adults engage more in health promotion and disease prevention behaviors when information is framed in terms of gains rather than losses. Given the increasing number of older adults in the US population and world-wide, it is important to examine whether these findings generalize to older age groups. Based on prior research and on older adults' increased attention to positive information as predicted by Socioemotional Selectivity Theory, we expected that older adults would also be more responsive to gain framing (vs. loss or neutral framing). Participants (age range=60-89; n=61) either received information about walking that was framed: (1) in terms of potential gains (e.g., "Walking can have important cardiovascular health benefits."), (2) in terms of potential losses (e.g., "Not walking enough can lead to an increased risk for cardiovascular disease."), or (3) in neutral terms (e.g., "Walking is an aerobic activity."). Participants were then given pedometers for one week to measure how much they walked. Older adults walked the most steps when information was gain-framed rather than loss- or neutrally-framed. Older adults who received gain-framed information walked almost as many steps as a control group of younger adults (age range=18-32; n=65) who received the same types of messages regarding walking. Thus, as predicted, framing information in terms of potential gains (vs. losses) was more effective for promoting walking among older adults.

##### **CULTURAL DIFFERENCES IN IDEAL AFFECT INFLUENCE HEALTH CARE DECISIONS ACROSS THE LIFE SPAN**

Tamara L. Sims<sup>1</sup>, Jeanne L. Tsai<sup>1</sup>, Mary K. Goldstein<sup>1,2</sup>; <sup>1</sup>Stanford University, <sup>2</sup>VA Palo Alto Health Care System – As predicted by Affect Valuation Theory (AVT), previous findings reveal that cultural differences in the types of emotions people ideally want to feel (their "ideal affect") have implications for their behavioral choices. For example, European Americans value high arousal positive states such as excitement and enthusiasm (i.e., HAP states) more than Hong Kong Chinese, and these differences account for European Americans' greater preferences for exciting (vs. calm) vacations compared to Hong Kong Chinese. Here, we examine whether AVT applies to the decisions people make about health care. We hypothesized that cultural differences in preferences for excitement (and other HAP states) would account for cultural differences in their preferences for several health care choices (e.g., physicians, medications) framed in terms of excitement (vs. calm) states. Participants from the San Francisco Bay Area (50% Chinese American; 50% European American) between ages 20 and 80 completed measures of their ideal affect and rated the desirability of various "exciting" vs. "calm" healthcare choices. Analyses revealed that Chinese American older adults preferred "exciting" options less than European American older adults. As predicted, cultural differences in ideal affect mediated cultural differences in health care preferences across the life span. These findings suggest that health care professionals should consider participants' ideal affect when recommending and prescribing treatments.

##### **HEALTH CHOICES IN THE PRESENCE OF CONFLICTING INFORMATIONAL CUES: IS IT BETTER TO BE "HOT" OR "COOL"?**

Andrew Ward<sup>1</sup>, Traci Mann<sup>2</sup>, Sara Parent<sup>3</sup>; <sup>1</sup>Swarthmore College, <sup>2</sup>University of Minnesota, <sup>3</sup>University of California, San Diego – The attentional myopia model (Mann & Ward, 2004, 2007) posits that under conditions of limited attention, individuals will be disproportionately influenced by highly salient cues. In two studies investigating the health implications of this model, participants heard information regarding the use of a zinc supplement and reported their intentions to try it. In Study 1, "cool" message cues promoting the use of zinc were more salient than "hot" cues discouraging its use. In Study 2, hot cues discouraging the use of zinc were more salient than cool cues promoting its use. In both studies, the imposition of cognitive load increased the influence of salient cues, regardless of their motivational "temperature." Consistent with the attentional myopia model, either hot or cool message cues can exert strong influence over individuals' health choices, depending on the relative salience of those cues.

# Poster Session A

Thursday, January 28, 7:00 – 8:30 pm, Grande Ballroom

## Close Relationships/Belonging/Rejection

### A1

#### **RECOVERING FROM SOCIAL OSTRACISM: "SOCIAL SNACKING" AS A MEANS OF REPLENISHING THREATENED PSYCHOLOGICAL NEEDS**

Kristen Oates<sup>1</sup>, Kristine Kelly<sup>2</sup>; <sup>1</sup>New Mexico State University, <sup>2</sup>Western Illinois University – Social ostracism is thought to affect four fundamental psychological needs; belongingness, self-esteem, control and meaningful existence. The purpose of the present study was to examine if social snacking, or the reminder of positive social bonds, could act as a means of recovering threatened psychological needs following social ostracism. It was hypothesized that rejected participants who were allowed to engage in social snacking would experience less threat to their psychological needs. It was also hypothesized that rejected participants who were not allowed to socially snack would indicate a desire to do so by endorsing socially symbolic behaviors. Participants were first included or excluded during Cyberball, a computer ball-tossing game. They were then instructed to write about a loved one (social snacking), their favorite meal, or were given no instructions. Next, they filled out the Needs Threat Scale and the Social Snacking Scale. It was found that ostracized participants who wrote about a loved one reported significantly less threat to all four needs. Ostracized participants who wrote about their favorite meal reported less threat to their belonging and control needs. The results suggest that social snacking is a means of recovering from an ostracism experience.

### A2

#### **ARE LOVERS BELIEVERS? THE ASSOCIATION BETWEEN RELATIONSHIP STATUS AND IMPLICIT THEORIES OF RELATIONSHIPS**

Natalie Deitz-Bales West<sup>1</sup>, Alicia Limke<sup>1</sup>; <sup>1</sup>University of Central Oklahoma – This study examines implicit theories of relationships (i.e., destiny and growth), relationship status, and relationship closeness and satisfaction in a sample of undergraduate college students. Although Knee and others (e.g., Knee, 1998; Knee, Lonsbary, Canevello, & Patrick, 2005; West & Limke, 2009) have investigated the association between these thoughts about romantic relationships and long-term outcomes within specific relationships as well as other individual differences, no research to date has examined whether these implicit theories of relationships are associated with current relationship status. In the current study, there were differences in both destiny beliefs and growth beliefs by relationship status, such that those in serious relationships reported higher levels of destiny beliefs and lower levels of growth beliefs than those not in serious relationships. Discussion focuses on these somewhat surprising results, as well as implications for relationship closeness and relationship satisfaction. Ideas for future investigation are also presented.

### A3

#### **THE POSITIVE AND NEGATIVE MARITAL QUALITIES SCALES AND RELATIONSHIP SATISFACTION IN NEWLYWED COUPLES**

Matthew Shaffer<sup>1</sup>, Jean-Philippe Laurenceau<sup>1</sup>; <sup>1</sup>University of Delaware – Identifying and understanding the determinants of marital quality has been a major topic of interest in psychology for decades (Gottman, 1998). Nevertheless, there is still some debate on the best ways to measure marital quality (Spanier 1976, 1979; Norton, 1983; Fincham & Linfield 1997). The current research sought to evaluate the utility of Fincham & Linfield's (1997) Positive and Negative Quality in Marriage Scale, specifically by showing the positive and negative constructs as predictive of marital outcomes. One-hundred twenty newlywed couples from Miami-Dade County in Florida volunteered to complete a series of self-report measures once within 4 months of their marriage and again fifteen months later. Results suggest that negative quality early in marriage was more

predictive of future marital satisfaction and divorce proneness, above and beyond positive quality or global measures of satisfaction early in marriage. Findings are discussed in terms of the field's tendency to focus on negativity in marital research and the challenge to assess positivity in marriage.

### A4

#### **IN PURSUIT OF ESTEEM: RELATIONSHIP CONTINGENCIES AND COMMUNICATION WITH FORMER PARTNERS**

Amber L. Bush<sup>1</sup>, Lindsey M. Rodriguez<sup>1</sup>, C. Raymond Knee<sup>1</sup>; <sup>1</sup>University of Houston – Relationship-contingent self-esteem (RCSE) is the extent to which one's self-worth is hooked on daily relationship events and outcomes (Knee, Canevello, Bush, & Cook, 2008). RCSE involves heavily investing one's self-worth in the outcomes of one's relationship. Therefore, those higher in RCSE are more greatly impacted by relationship events. A study was designed to examine whether those higher (relative to lower) in RCSE rely more on former romantic partners. Predictors of and reasons for communicating with former partners will be examined. It was hypothesized that when less satisfied with their current relationship, those higher in RCSE will be more likely to communicate with a former partner whom they believe still desires them. Individuals (N = 260) currently in a relationship completed an online survey. Factor analyses suggested that individuals communicate with their former partners for several reasons, including investment in the former relationship and for a back-up in case one's current relationship fails. Multiple regression revealed that being less satisfied with one's current relationship and perceiving that one's former partner desires a relationship were associated with communicating more with one's former partner for back-up and investment reasons. Importantly, three way interactions showed that those higher in RCSE were more likely to communicate with their former partners, especially when they were unsatisfied with their current relationship and felt their former partner desired a relationship with them. Thus, when the self is highly contingent on one's relationship and one's relationship is not doing well, one is more likely to communicate with former partners.

### A5

#### **INVESTIGATING THE ROLE OF TWO TYPES OF UNDERSTANDING IN RELATIONSHIP WELL-BEING: UNDERSTANDING IS MORE IMPORTANT THAN KNOWLEDGE**

Monique Pollmann<sup>1</sup>, Catrin Finkenauer<sup>2</sup>; <sup>1</sup>Tilburg University, Netherlands, <sup>2</sup>VU University Amsterdam, Netherlands – Understanding is at the heart of intimate relationships. It is unclear, however, whether understanding – partners' subjective feeling that they understand each other – or knowledge – partners' accurate knowledge of each other – is more important for relationship well-being. The present paper pits these two types of understanding against each other and investigates their effects on relationship well-being. In a prospective study among 199 newlywed couples, we assessed partners' self-reported and perceived understanding and their knowledge about each others personality, behavior, and food preferences. Understanding was independent of knowledge. Self-reported and perceived understanding predicted relationship well-being but neither type of knowledge did. Thus, subjectively feeling that one understands and is understood by one's partner appears to be more important to relationship well-being than actually knowing and being known by one's partner.

### A6

#### **THE EFFECT OF RELATIONSHIP DURATION ON MAINTENANCE EXPECTATIONS**

Chenika Fowler<sup>1</sup>, Steve Seidel<sup>1</sup>; <sup>1</sup>Texas A&M University - Corpus Christi – A rather depressing statistic in the realm of relationship science is the finding that marital satisfaction decreases over the duration of a marriage (Kurdek, 1999). Caughlin & Huston (2006) have sug-



gested that disillusionment may be a major factor of such decreased satisfaction. The goal of the present study was to explore peoples' expectations for how much effort was required to maintain a successful relationship. Participants were asked to evaluate a set of relational maintenance strategies as they applied to a successful premarital relationship, a 1 year marriage, and a 10 year marriage. It was predicted that people would expect to work less at a relationship that had lasted a long time and that men would have lower expectations than women. Consistent with our predictions, the results of this study suggest that people expect to work less hard at maintaining marriages the longer they last. In addition, men were found to have lower expectations than women and that this difference increases with the duration of a marriage. Interestingly, men indicated a marriage needed to last 16 years in order to be labeled "successful" whereas women implied a 10 year requirement. In explaining decreases in marital satisfaction over time, future research might further explore the link between such decreased expectations as an element of disillusionment.

#### A7

**TESTING A DUAL-PROCESS MODEL OF AVOIDANT DEFENSES** David Chun<sup>1</sup>, Phillip Shaver<sup>1</sup>, Omri Gillath<sup>2</sup>, Andrew Mathews<sup>1</sup>, <sup>1</sup>University of California, Davis, <sup>2</sup>University of Kansas – Recent research raises questions about the defensive attentional processes of people with an avoidant attachment style. It suggests that avoidant individuals' deactivating strategies involve two processes: (a) automatic vigilance concerning interpersonal threats (e.g., negative emotional expressions on another person's face) followed by (b) a shift of attention away from threatening stimuli. We investigated two hypotheses based on this dual-process model. In Study 1, we used an emotional cueing task and two different stimulus exposure times to explore the influence of avoidant attachment on tendencies to focus on or away from pictures of contempt facial expressions. Avoidant individuals were vigilant toward contempt faces when the faces were presented for only 100 ms, but they were able to disengage from these same faces when the faces were presented for 750 ms. In Study 2, we tested the automaticity versus effortfulness of avoidant defenses by measuring participants' performance on the cueing task while under a cognitive load. More avoidant people were quicker than less avoidant people to disengage from contempt faces presented for 750 ms while also rehearsing a 1-digit number, but they could no longer do this while rehearsing a 7-digit number, and in fact took longer to disengage than less avoidant people. Taken together, the results of the two studies suggest that avoidant defenses include two stages and, at least when they involve attention, are not fully automatic. The results will be discussed in relation to the broader literature on avoidant defenses.

#### A8

**SEX AND NEUROTICISM: FREQUENT SEX PROTECTS INTIMATES' RELATIONSHIP SATISFACTION AGAINST THE NEGATIVE EFFECTS OF THEIR NEUROTICISM** V. Michelle Russell<sup>1</sup>, James K McNulty<sup>1</sup>, <sup>1</sup>University of Tennessee – A robust literature documents the negative association between neuroticism and romantic relationships. Neurotic intimates elicit more negative behaviors from their partners, perceive their partners' behaviors more negatively than they actually are, and are less satisfied with their relationships overall. Nevertheless, these associations tend to be imperfect, suggesting that some neurotic intimates are able to achieve positive relationship outcomes despite the negative implications of their neuroticism. How can neurotic intimates achieve high levels of satisfaction with their relationships? Given that the relationship difficulties of neurotic intimates appear to be driven by their tendencies to react negatively to stress (Bolger & Schilling, 1991), factors that buffer neurotic intimates against stress may buffer them against the negative effects of neuroticism. Because sex releases oxytocin, which helps the body cope with stress (see Sbarra & Hazan, 2008), sex may be one such factor. We used a longitudinal study of 72 newlywed couples to test the hypothesis that frequent sexual intercourse buffers spouses against the negative effects of neuroticism. Specifically, we assessed spouses' neuroticism, relationship satisfaction, and the frequency with which they engaged in

sexual intercourse over the previous 6 months every 6-8 months for approximately 5 years. Analyses revealed that the effects of neuroticism on changes in satisfaction depended on the frequency of sex, such that, although neuroticism was negatively associated with changes in marital satisfaction among spouses engaging in less frequent sex over the past 6 months, neuroticism was unrelated to changes in satisfaction among spouses reporting more frequent sex.

#### A9

**HOW ANXIOUSLY ATTACHED WOMEN INTERPRET SOCIAL REJECTION: THE TRANSFER OF REJECTION EXPECTATIONS FROM PEER GROUPS TO ROMANTIC PARTNERS** Leigh Turner<sup>1</sup>, Tara MacDonald<sup>1</sup>, <sup>1</sup>Queen's University – Attachment anxiety has been described as the degree to which one fears rejection and abandonment from others (Fraley & Waller, 1998) and previous research has shown that highly anxious individuals have a heightened sensitivity to rejection (Baldwin & Kay, 2003). However, little research has experimentally manipulated rejection and then assessed its interaction with attachment anxiety on rejection fears and expectations across different life domains. We experimentally assessed whether social rejection by peers interacted with attachment anxiety to influence fears and expectations of later rejection by a romantic partner. Female participants (n = 78) completed the Attachment in Close Relationships Questionnaire (Brennan et al., 1998) and in a method borrowed from Twenge et al. (2001), were led to believe that other participants in a laboratory session either rejected or accepted them. All participants then read a vignette depicting a romantic encounter, imagining themselves in that scenario. They then reported on their fears and expectations of partner rejection. Controlling for attachment avoidance, peer rejection condition interacted with attachment anxiety to influence fears and expectations of later partner rejection. Simple slopes analyses indicated that at low levels of anxiety, fears and expectations of romantic rejection did not differ by peer rejection condition. As expected, however, at high levels of anxiety, those that experienced peer rejection had greater fears and expectations of later romantic rejection than those who were not rejected by peers. The transfer of rejection expectations and fears across different life domains among highly anxious women and their implications are discussed.

#### A10

**A PROTOTYPE ANALYSIS OF HOOKING UP** Sal Meyers<sup>1</sup>, <sup>1</sup>Simpson College – College students no longer go on dates, they "hook up" (Bogle, 2008). The few studies of hooking up conducted by social scientists provide rule-based definitions of hooking up indicating that hooking up 1) is a sexual encounter involving physical interaction though not necessarily sexual intercourse, and 2) occurs with a stranger or brief acquaintance (Paul, McManus, & Hayes, 2000; Eshbaugh & Gute, 2008). No evidence exists to indicate whether this definition actually matches the way students themselves use the term. The purpose of the present research is to determine college students' prototype of hooking up. Participants (N=148) were asked to list all the features they associate with "hooking up." Participants listed a total of 957 terms. Using Fehr's (1988) criteria, the 957 words listed were reduced to 92 features by combining terms with similar meanings and dropping words that appeared only once. A new group of participants rated the centrality of these 92 features. Based on the average centrality ratings, participants viewed hooking up as impulsive and unplanned and as involving sexual activity -- everything from kissing to sexual intercourse. However, whereas previous researchers have focused on hook-up partners being strangers or casual acquaintances, college students' prototype appeared to focus more on the lack of future commitment between the two people.

#### A11

**EXPLORING THE EMOTIONAL SIDE OF COMMITMENT IN ROMANTIC RELATIONSHIPS** Kristy Cahoon<sup>1</sup>, Daniel Weigel<sup>1</sup>, Deborah Ballard-Reisch<sup>2</sup>, <sup>1</sup>University of Nevada, Reno, <sup>2</sup>Wichita State University – Despite the central role of emotion in perceptions of commitment, research has yet to fully explore the type and breadth of emotions that people experience in con-

nection with their commitment in romantic relationships. The following four studies were conducted in order to advance the breadth of understanding about the positive and negative emotions involved. All four presented studies involved either internet-based or paper and pencil surveys administered to university students. The purpose of Study 1 was to identify the types of emotions people associate with commitment. Participants were asked to list positive and negative feelings that came to mind when thinking of their current commitment. The results demonstrated 17 positive and 20 negative categories, with some differences between males and females. The purpose of Study 2 was to establish how often individuals feel the emotions elucidated in Study 1. Results demonstrated that specific feelings fell into eight emotion factors: attachment, restriction, irritation, rejection, sensuality, expansion, faithfulness, and jealousy. Study 3 was to investigate whether perceptions of commitment varied based on the type/length of the relationship, or gender of the participant. Results demonstrated that participants reported different levels of all eight factors based on relationship type, five factors based on relationship length, and only one factor based on participant gender. The purpose of Study 4 was to examine how three aspects of commitment: positivity, negativity, and constraint, align with overall perceptions of relationship commitment. The results demonstrated differences based on commitment type, and correlations between positivity, negativity, and constraint.

#### A12

**INTERNET SOCIAL NETWORKING AND VULNERABLE POPULATIONS: IMPLICATIONS CONCERNING USAGE PATTERNS** Kara Turcotte<sup>1</sup>, Aubrey Litvack<sup>1</sup>, Doug McCann<sup>1</sup>; <sup>1</sup>York University – The development and proliferation of social networking sites on the internet has had a significant impact on interpersonal communication. Despite this, little research to date has examined links between usage of such sites, and vulnerable populations that are known to have specific mental health problems surrounding interpersonal communication. An exploratory study examining several personality factors that have been previously tied to interpersonal dependence or withdrawal was conducted to determine possible relations between such individual characteristics and a multitude of social network usage statistics. Two hundred and twenty-eight undergraduate students participated for course credit by responding to a series of online questionnaires examining dimensions such as specific forms of depressive vulnerability (Sociotropy/Automony), and depressive symptoms (BDI-II). A significant predictive relation was revealed between sociotropic depressive vulnerability (a tendency to define oneself and depend on relationships with others for self-meaning), general depressive symptoms, and social network usage such as average time spent on networking sites, number of friends/contacts, and frequency of usage. Implications for interpersonal communication and vulnerable populations are discussed.

#### A13

**THE EFFECT OF THE QUALITY OF PARENTAL MARITAL RELATIONSHIPS ON THE QUALITY OF CHILD-PARENT RELATIONSHIPS: THE MODERATING EFFECT OF DYADIC PERSPECTIVE TAKING** Mizuka Ohtaka<sup>1</sup>, Kaori Karasawa<sup>1</sup>; <sup>1</sup>The University of Tokyo – The previous studies showed that the quality of child-father relationships is more vulnerable to the quality of parental marital relationships than the quality of child-mother relationships (see Cummings & O'Reilly, 1997; Cummings, Goeke-Morey, & Raymond, 2004, for reviews). However, psychological reasons for such asymmetrical effect have not offered yet. We explored this issue by focusing on dyadic perspective taking (Long, 1990). More specifically, we hypothesized that the quality of parental marital relationships influences more on the quality of child-father relationships than on the quality of child-mother relationships because children understand the point of view of their mothers more than those of their fathers. To test our hypothesis, we conducted a panel survey of 397 undergraduate students. They answered the questions twice with about two months of duration. This study measured the quality of relationships by positive affect. The results revealed that children understand the point of view of their

mothers more than those of their fathers. Moreover, fathers' positive affect toward mothers significantly influences on children's positive affect toward mothers only when children understand the point of view of their fathers. Mothers' positive affect toward fathers significantly influences on children's positive affect toward fathers only when children understand the point of view of their mothers. That is, dyadic perspective taking explains why the quality of the child-father relationship is more vulnerable to the parental marital relationship quality than the quality of the child-mother relationship.

#### A14

**SELF-FOCUSED STRATEGIES FOR MINIMIZING THE NEGATIVE EFFECTS OF RELATIONSHIP DISSOLUTION** Gary Lewandowski, Jr.<sup>1</sup>; <sup>1</sup>Monmouth University – The break-up of a romantic relationship commonly results in negative experiences. Thus, it is beneficial to identify strategies for minimizing these negative experiences. Previous research suggests that rediscovery of the self and self-expansion correlate with better post-dissolution outcomes (Lewandowski & Bizzoco, 2007). The purpose of the present study is to test two theoretically-based strategies for coping with romantic relationship dissolution. To accomplish this, I randomly assigned 87 (22 males, 65 females) currently single participants who experienced relationship dissolution within the past 6 months to one of three types of activities. Those in the rediscovery of self condition engaged in activities that the dissolved relationship prevented them from doing. Those in the self-expansion condition engaged in activities that were new and challenging. Finally, those in the control condition engaged in activities they had done on a regular basis over the past month. In each case, participants completed activities at their discretion outside of the laboratory over a two week period. As predicted, those in the self-expansion and rediscovery condition both experienced less loss of self and more positive emotions compared to the control condition. Further, compared to the control condition, those in the rediscovery of self condition experienced less loss of self, fewer negative emotions, less loneliness, and greater happiness, self-acceptance, and purpose in life compared to the control condition. There were no significant differences between the self-expansion and rediscovery of the self conditions.

#### A15

**WHEN "I'M SORRY" ISN'T GOOD ENOUGH: IMMEDIATE REACTIONS TO APOLOGIES DEPEND ON THE AMBIGUITY OF THE TRANSGRESSION** Leonard Newman<sup>1</sup>, Lindsay Kraynak<sup>1</sup>; <sup>1</sup>Syracuse University – Apologies that include explicit acknowledgements of wrongdoing have been found to elicit forgiveness and make others feel better. Trope's (1986) dual process model of social information processing suggests this may not be so when interpersonal transgressions are ambiguous. In those cases, full apologies might primarily serve to disambiguate behaviors and allow people to identify them as affronts. Participants read one of four vignettes (about revealing a confidence, stealing, insulting someone, or being caught flirting) in which the transgression was either clear or ambiguous. Vignettes ended with either no apology, a full apology (e.g., "David admitted that he had flirted and said he was sorry"), or an expression of concern for the other's feelings (e.g., "David told Heather he was sorry she was feeling bad about what happened"). Participants (n = 502) were asked to guess what the wronged individual's immediate reaction would be (whether he or she would be more or less upset). Transgression type (clear, ambiguous) significantly (p < .001) interacted with apology type (full, none, expression of concern). For clear transgressions, participants expected full apologies to elicit more positive reactions than expressions of concern, which in turn were expected to elicit more positive reactions than no apologies at all. But when transgressions were ambiguous, participants expected full apologies and no apologies at all to elicit equally negative reactions (with expressions of concern eliciting more positive reactions). Thus, reactions to apologies were an interactive effect of the nature of the apology and the nature of the transgression.

**A16****MODELING CONTROL IN RELATIONSHIPS** Ivelina Naydenova<sup>1</sup>;

<sup>1</sup>University of Tennessee – Although considerable research attention has been devoted to issues of control in general (e.g. locus of control, desire for control), the more contextualized, relationship-specific control construct has remained relatively unexplored. The main purpose of the present study was to examine the associations between control in relationships and related constructs (e.g. conflict) in a sexual minority population. 166 sexual minority persons (61 men and 105 women) completed measures of control in relationships (e.g. CIR), conflict, mastery, partner trust and perspective taking. Based on extant research, we expected CIR to be positively related to relationship conflict and inversely related to all the other measures. As predicted, CIR was significantly positively correlated with conflict in relationships and inversely associated with perspective taking, mastery over the environment and partner trust. Next, we sought to create a more comprehensive theoretical model of the association between control and the other constructs hypothesizing that relationship conflict, partner trust, mastery and perspective taking each directly influence self-perceived control in the relationship. AMOS 6 structural equation modeling was used to test the fit of our model. The data adequately fit the model (CMIN/DF = 2.23; CFI = .97,  $\chi^2(5, 166 = 11.15, p = .05)$  and all standardized path coefficients were significant. While the cross-sectional nature of the data limits assumptions of causal direction, the observed pattern provides important insight into the operating characteristics of control. Further research is needed to clarify the association between control and related constructs by use of experimental and longitudinal methods.

**A17****VALIDATION OF THE NEED FOR SEXUAL INTIMACY SCALE** Erin D.

Shelton<sup>1</sup>, William D. Marelich<sup>2</sup>, Elizabeth Grandfield<sup>2</sup>, Farina Chinoy<sup>2</sup>, Brianne Levine<sup>2</sup>; <sup>1</sup>University of Southern California, <sup>2</sup>California State University, Fullerton – The objective of this study was to validate the Need for Sexual Intimacy Scale (NSIS; Marelich & Lundquist, 2008) by confirming the factor structure and assessing reliability and validity. The NSIS was originally developed to assess motivations for sexual intimacy, focusing on three oblique needs (need for sex, need for affiliation, and need for dominance). It was designed to complement the current available measures addressing sexual desires and motivations, and to be used in research addressing close/intimate relationships and sexuality. Participants were 298 college students enrolled in psychology courses at California State University, Fullerton. Confirmatory factor analysis (CFA) was used to evaluate the factor structure. First order and second order factor models were produced, and results confirmed the NSIS subscales (need for sex, need for dominance, and need for affiliation) and the existence of a broader Need for Sexual Intimacy construct. The subscales showed good internal consistency reliability. Validity was assessed through associations between the NSIS and several attitudinal and behavioral measures assessing sexuality, dominance, and affiliation. Individuals with a higher need for sex were found to have higher levels of sexual desire, more unrestricted sexual attitudes, and higher sexual awareness. Those reporting higher needs for dominance engaged in more dominant behaviors. Those reporting higher needs for affiliation had more positive attitudes about emotional support and closeness in relationships, and reported less comfort in social situations. Both theoretical and practical implications for the NSIS are discussed.

**A18****EVERYBODY HATES ME: CONSEQUENCES OF ONE-PERSON SOCIAL EXCLUSION** Nadia Chernyak<sup>1</sup>, Vivian Zayas<sup>1</sup>; <sup>1</sup>Cornell University – A

growing body of research shows that social exclusion negatively impacts well-being. This work, however, has focused primarily on how people respond to situations involving complete exclusion, in which everyone present in the situation engages in exclusionary behaviors towards one individual. It is therefore unclear whether the widely documented negative consequences of social exclusion are elicited only as a result of com-

plete exclusion or whether they would have been produced if only one person in the situation engaged in exclusionary behaviors. To investigate this issue, in the present research, participants played a virtual ball-throwing game (Cyberball; Williams et al., 2000) with two confederates who were programmed to either include or exclude the participant. Participants were randomly assigned to experience inclusion by both players, exclusion by both players (two-person exclusion), or exclusion by one player and inclusion by the other (one-person exclusion). The results showed that compared to inclusion, one-person exclusion negatively impacted feelings of belongingness and decreased liking of the excluder to the same extent as two-person exclusion. Moreover, in the one-person exclusion condition, participants inaccurately recalled that the includer had excluded them, albeit to a lesser extent than the excluder. These results suggest that the previously documented deleterious effects of complete social exclusion may be caused not necessarily by being excluded by one's entire group, but by being rejected by a single person within the group. Moreover, these findings indicate that even in the presence of an inclusive person, being excluded by another person has negative consequences on well-being.

**A19****PERSONALITY COUNTS: REQUESTING SPACE AS SUPPORT IN STRESSFUL SITUATIONS** Kenzie Snyder<sup>1</sup>, Gertraud Stadler<sup>1</sup>, Niall Bolger<sup>1</sup>, Sarah Bums<sup>1</sup>, Patrick Shrout<sup>2</sup>; <sup>1</sup>Columbia University, <sup>2</sup>New York University –

Balancing closeness and distance in relationships is challenging. The preferred amount of each may be affected by an individual's personality. The present study investigated dyadic support processes, and coded if individuals wanted space from their partner when under stress. Personality was hypothesized to explain, on an individual level, why some individuals may want space from their partner when under stress. Participants were 95 heterosexual couples who lived together for at least six months. Partners individually filled out questionnaires that included the Big Five and one free response question regarding support: "When you are feeling stress at work or school are there things that your partner can do to help you?" The category "wanting space" was coded if participants reported wanting space or wanting to cope with the stressor on their own, rather than indicating what their partner could do. Out of 193 participants, 34 reported wanting space. Data analysis was performed using logistic regression. Results showed that individuals who wanted space from their partner when under stress were higher on openness to experience (odds ratio = 2.44,  $z = 5.56, p < .01$ ), more emotionally stable (odds ratio = 2.08,  $z = 7.42, p < .01$ ), and less agreeable (odds ratio = .41,  $z = 6.27, p < .01$ ), than those that did not seek space. Personality might help explain why some people want space when feeling stressed. For those individuals more open to experience, more emotionally stable, and less agreeable space was a preferred means of support.

**A20****RELATIONSHIP THEORIES AND RELATIONSHIP VIOLENCE: SHOULD YOU STAY TO WORK IT OUT?** Renae Franiuk<sup>1</sup>; <sup>1</sup>Aurora University –

Implicit theories of relationships (ITRs) are beliefs that people hold about the nature of relationships (Franiuk, Pomerantz, & Cohen, 2002; Knee, 1998). Loosely based on Dweck and Leggett's (1988) entity and incremental theories, the soulmate theory is based on the belief that relationship partners are "meant to be" and the work-it-out theory is based on the belief that relationships take effort to be successful. Past research, focusing primarily on healthy romantic relationships, has shown that ITRs play a role in relationship satisfaction and longevity. Further, Franiuk and colleagues (2004) speculated that the cognitive strategies soulmate theorists' use to maintain their relationship satisfaction may also serve to keep them in dysfunctional relationships. The current research investigated the association between ITRs and relationship violence. In Study 1 ( $N = 46$ ), we found that, in a female undergraduate sample, women who were high in soulmate theory but low in work-it-out theory reported fewer acts of violence in their current relationship than women high in work-it-out theory and low in soulmate theory. Further, for strong soulmate theorists, perceptions of good partner fit were associated with low rates of

violence. In Study 2 (N = 43), we replicated the main findings from Study 1 in a clinical sample (women at a domestic violence shelter). Contrary to speculation by past researchers, results from both studies suggest that strong work-it-out beliefs are associated with being in a violent relationship while strong soulmate beliefs may be protective against violence in relationships.

#### A21

**WHEN CONFLICT MAKES THE HEART GROW FONDER: THE RELATIONSHIP-PROMOTIVE EFFECTS OF HIGH SELF-ESTEEM DURING PARTNER DISAGREEMENTS** Joanna E. Anderson<sup>1</sup>, John G. Holmes<sup>1</sup>, Sandra L. Murray<sup>2</sup>; <sup>1</sup>University of Waterloo, <sup>2</sup>University at Buffalo, State University of New York – The purpose of the present study was to examine how self-esteem affects romantic partners' perceptions of their relationship when their goals conflict. Specifically, the Risk Regulation Model (Murray, Holmes, & Collins, 2006) predicts that for people with low self-esteem, conflict is associated with negative feelings and behaviour toward the partner, but that this relationship is reduced or reversed in those with high self-esteem. To test these predictions, eighty-four female participants were randomly assigned to imagine either a major or a minor conflict with their partner, then completed questions about their feelings toward their partner, their perceptions of their partner's feelings toward them, and their motivations in the conflict situation. As predicted, women with lower self-esteem (LSEs) tended to feel less positively toward their partners in a major conflict situation than in a minor one, and to be less altruistically motivated toward them, whereas women with higher self-esteem (HSEs) tended to feel more positively toward their partners in a major than a minor conflict situation, to believe their partners thought well of them, and to be altruistically motivated toward them. These findings suggest that the potential negative effects of conflict, seen in LSE participants, are reversed in people with high self-esteem. We believe conflict makes people consider how much their partners value them; LSEs may doubt their partners' caring and distance themselves in order to self-protect; HSEs, however, may assume their partners share their positive feelings about themselves, thus causing them to draw closer to their partners in conflict situations.

#### A22

**LOOKING THROUGH THE MAGIC MIRROR: SOCIAL REJECTION AND SELF-VERSUS OTHER-AWARENESS** Yanine Hess<sup>1</sup>, Cynthia Pickett<sup>1</sup>; <sup>1</sup>University of California, Davis – Recent research indicates that socially rejected individuals show decreased self-awareness (Twenge, Catanese, & Baumeister, 2003) as a defensive strategy designed to buffer the self from the distress of rejection. Although this response may provide psychological refuge to the socially excluded, an adaptive response to social-inclusion threat may be two-pronged - defending the self from the immediate pain of rejection, while at the same time engaging the cognitive, emotional, and behavioral mechanisms that can aid in the formation and maintenance of social relationships. However, research to date has provided little evidence for this two-pronged response. To fill this gap, we employed a social memory paradigm. After being included or excluded from a game of Cyberball, participants read a series of journal entries consisting of social and non-social events. Participants were instructed to imagine the author of the journal as either themselves (self-target), their best friend, or a stranger (other-targets). Finally, participants attempted to recall the journal entries. Our primary hypothesis was that rejection would lead to both decreased awareness of the self and increased awareness of the behavior of others. Furthermore, we predicted these effects would be manifested most clearly in socially-relevant domains. In line with predictions, the results showed that rejected participants exhibited decreased social memory and increased non-social memory for the self, but increased social memory and decreased non-social memory for the other targets. These data provide evidence for a two-pronged response to social rejection characterized by both self-protective strategies and strategies aimed at regaining and maintaining social relationships.

#### A23

**SOCIAL EXCLUSION AND SOCIAL ACCEPTANCE: A MULTIMODAL EMOTIONAL ANALYSIS** Mark Davis<sup>1</sup>, Stephanie Murray<sup>1</sup>; <sup>1</sup>The University of West Alabama – The following studies investigated the effects of social exclusion and social acceptance on emotional reactions (self-report, EMG, and FACS), and the emotional reactions' relationship to depression. Previous research has supported the claim that individuals become emotionally numb after social exclusion, although emotions were assessed with self-report (Twenge, Baumeister, DeWall, Ciarocco, & Bartels, 2007). Using a multimodal analysis of emotional reactions, it was hypothesized that individuals do experience negative emotions when socially rejected. Participants were socially rejected, socially accepted, or simply observed (control) while in a chat-room virtual environment. In study I, participants were attached to a facial EMG machine, with an electrode placement on the corrugator supercilii to assess positive and negative affect (Larsen, Norris, & Cacioppo, 2003). In study II, participants were videotaped to assess facial reactions, using the Facial Action Coding System (Ekman & Friesen, 1978). In addition, participants in both studies completed self-report questionnaires on emotion, empathy, and depression. Contrary to previous research, the results indicated negative affect from social rejection. For study I, there was a significant increase in EMG activity within the rejection condition (negative affect), compared to a decrease in activity within the acceptance condition (positive affect), and flat EMG activity in the control condition. For study II, there was evidence of the upper and lower facial action units associated with positive and negative affect, corresponding to the rejection and acceptance conditions. Finally, there was a moderate relationship between the emotional reactions, ratings of empathy, and self-reported symptoms of depression.

#### A24

**FURTHER VALIDATION OF THE CASUAL PHYSICAL ACQUAINTANCE ATTITUDINAL SCALE** William Marelich<sup>1</sup>, Erin Shelton<sup>2</sup>, Danielle George<sup>1</sup>, Elizabeth Grandfield<sup>1</sup>, Theresa Fraser<sup>1</sup>, Kathleen Preston<sup>3</sup>; <sup>1</sup>California State University, Fullerton, <sup>2</sup>University of Southern California, <sup>3</sup>University of California, Los Angeles – The goal of the current study was to further assess the validity of the Casual Physical Acquaintance attitude scale (the CPA, Johnson, 2007; Preston & Marelich, 2008). Casual physical acquaintances, sometimes known as "friends with benefits" or uncommitted sexual relationships, are a small but possibly growing part of our current U.S. culture. To predict an individual's openness to such behavior, the CPA was developed using Ajzen's Theory of Planned Behavior. Prior research derived an overall attitudinal scale and three subscales (addressing social norms, personal attitudes, and perceived control). For the current study, a sample of 298 individuals was retained to confirm the previous factor structure of the CPA and assess validity. Confirmatory factor analysis showed the original CPA factor structure was viable (CFI and IFI = .90; GFI = .95; RMSEA = .08). Correlations of the three subscales and total score with various behavioral and dispositional measures showed that those with more favorable attitudes toward "friends with benefits" situations reported a higher likelihood of experiencing such relationships in their past. In addition, those with more favorable attitudes were more likely to use intoxicants during sex, report more lifetime sexual partners and one-night stands, be more dominant sexually, have a higher need for sex, and have an unrestricted sociosexual orientation. The study results are discussed in terms of the Theory of Planned Behavior, and in applications of the CPA for researchers who wish to further explore "friends with benefits" attitudes and behaviors.

#### A25

**IMAGINARY FRIENDS AREN'T JUST FOR KIDS: THE NATURE OF RELATIONSHIPS WITH FICTIONAL CHARACTERS** Randi Shedlosky-Shoemaker<sup>1</sup>, Kristi A. Costabile<sup>1</sup>, Robert M. Arkin<sup>1</sup>; <sup>1</sup>Ohio State University – When we turn on the television or open a book, we open ourselves to a narrative world, populated with a variety of intriguing characters that might provide an opportunity for social relationships. Relationships

with fictional characters may be better understood by using concepts applied to relationships with close others. The current studies employed the self-expansion model (a model originally proposed to explain our motivation to form and maintain relationships) to understand relationships formed with narrative characters. Study 1 ( $N = 88$ ) measured self-reported inclusion of other in self (IOS: Aron, Aron, & Smollan, 1992) and self-expansion (Lewandowski & Aron, 2002) with favorite and non-favorite TV characters, as well as a close friend and classmate. Results revealed greater self-other overlap and greater self-expansion with the favorite character compared to both a non-favorite character on the same show and a classmate ( $t_s > 2.75$ ,  $p_s < .01$ ). Study 2 ( $N = 89$ ) found that becoming immersed, or psychologically transported (Green & Brock, 2000), into a short story predicted greater self-other overlap and self-expansion with the narrative protagonist ( $r_s > 0.45$ ,  $p_s < .001$ ). Together, the results of these studies suggest that ersatz relationships with fictional characters may function to provide similar self-expansion experiences as relationships with real people. Considering the prevalence of entertainment media, further research may explore different qualities of relationships with fictional versus real people, such as the distinct motivational basis for one type of relationship over the other and the likely consequences of fiction-based versus actual relationships.

#### A26

**DATING A BAD BOY OR A BAD GIRL: THE DARK TRIAD WITHIN COUPLES** C. Veronica Smith<sup>1</sup>, Peter K. Jonason<sup>2</sup>, Benjamin W. Hadden<sup>1</sup>; <sup>1</sup>University of Delaware, <sup>2</sup>New Mexico State University – The Dark Triad (Paulhus & Williams, 2002) has strong and consistent associations with short-term mating and relatively weak associations with long-term mating (Jonason, Li, Webster, & Schmitt, 2009). However, people scoring high in Dark Triad do participate in on-going romantic relationships but little is known about how this individual difference functions in these relationships. In a study of 45 heterosexual couples (mean length of relationship: 55.18 weeks), relationship satisfaction and commitment were measured at two time points (3 weeks apart) in addition to measuring Dark Triad at Time 1. Multilevel random coefficient modeling analyses were used (with people nested within couples). Individual's Time 2 satisfaction with their relationship was negatively affected by having a partner who scored high in Dark Triad (controlling for Time 1 satisfaction). Individual's Time 2 commitment was not significantly predicted by either individual or partner's Dark Triad score, however, inclusion of the facets of the Dark Triad revealed that people higher in Machiavellianism, lower in psychopathy, and having a partner high in Narcissism was associated with greater commitment (controlling for Time 1 commitment). Being or dating a person high in the Dark Triad may be associated with relationship costs, such as decreased satisfaction. Although mate choice is not particularly rational or pre-meditated, the results of the present study suggest that individuals should be weary about engaging in long-term pairbonds with those high on the Dark Triad.

#### A27

**SOCIAL REJECTION AND SOCIAL ANXIETY: A TEST OF THE BELONGINGNESS ORIENTATION MODEL** Genevieve L. Lavigne<sup>1</sup>, Robert J. Vallerand<sup>1</sup>; <sup>1</sup>Universite du Quebec a Montreal – The need for belongingness (need to form and maintain positive, stable interpersonal relationships, Baumeister & Leary, 1995; Deci & Ryan, 1985) has led to much research over the past decade. While it is typically assumed that such a need is basically invariant in people, we have proposed (Lavigne, Vallerand, & Braud, under revision) that some individual differences may exist. Specifically, two forms of belongingness orientations were proposed: a growth-oriented need (intrinsic orientation toward interpersonal actualisation) and a deficit-oriented need (extrinsic orientation toward interpersonal deficit reduction or repair). Lavigne and colleagues (under revision) showed that a deficit orientation predicts lower levels of intrapersonal and interpersonal psychological adjustment compared with a growth orientation because relational insufficiencies and personal contingencies are activated by social contexts for deficit-oriented individuals. In the present research, we investigated the different impact of

social rejection for deficit-oriented and growth-oriented individuals on their experience of social anxiety. Three studies were conducted in which social rejection was self-reported (Study 1), primed by a scrambled sentences task (Study 2), and primed by having participants write about a time when they experienced rejection (Study 3). A social acceptance (control) condition was also created in all three studies. Results showed that the highest means of social anxiety are found for individuals having a deficit-oriented need to belong in the social rejection conditions. The three other groups do not differ in their levels of social anxiety. Implications of the present research for future research on the need to belong are discussed.

#### A28

**THE INFLUENCE OF ATTACHMENT AVOIDANCE AND IMAGINED PARTNER REJECTION ON FEMALE BODY IMAGE** Erica J. Reffling<sup>1</sup>, Tara K. MacDonald<sup>1</sup>; <sup>1</sup>Queen's University, Ontario, Canada – We examined whether attachment styles and imagined partner rejection interact to influence women's body-esteem. During prescreening, participants completed the Attachment in Close Relationships Questionnaire (Brennan, Clark, & Shaver, 1998). In the lab, 58 female participants read a vignette either describing their current romantic partner distancing himself from the relationship (rejection condition) or behaving in a manner consistent with their normal interaction (non-rejection condition). Participants were also given various strings of words and instructed to make meaningful phrases by crossing out the words that did not belong (Sommer & Baumeister, 2000). In the rejection condition, half of the phrases involved rejection whereas in the non-rejection condition, half of the phrases were negative but not related to rejection. After completing these two activities, participants filled out the State Self-Esteem Scale (Heatherton & Polivy, 1991), the Body-Esteem Scale (Franzoi & Shields, 1984), and the Rosenberg Self-Esteem Scale (Rosenberg, 1965). Analyses revealed significant avoidance x rejection interactions when predicting appearance state self-esteem, body-esteem and self-esteem. Simple slopes analyses revealed that at low levels of avoidance, women in the rejection condition had significantly higher scores on all three measures than women in the non-rejection condition. However, at high levels of avoidance, women in the rejection condition reported lower scores on the three measures than women in the non-rejection condition, although this finding was significant only for appearance state self-esteem. The implications of these results for promoting and fostering a more positive body-image are discussed.

#### A29

**EQUITY IN BLACK AND WHITE MARRIED COUPLES** Susan Sprecher<sup>1</sup>, Terri Orbuch, Diane Felmlee; <sup>1</sup>Illinois State University, <sup>2</sup>University of Michigan and Oakland University, <sup>3</sup>University of CA-Davis – In the past few decades, marriage has evolved to be more egalitarian. However, exchange in marriage is not always perceived to be equitable or fair. Equity refers to the perceived balance in the partners' contributions and outcome. Equity theorists predict that both underbenefiting inequity (contributing more and/or receiving less, relative to the partner) and overbenefiting inequity (being advantaged in the exchange) are associated with distress. Perceived inequity has been found to lead to dissatisfaction and sometimes relationship termination. However, much of the research testing equity theory in intimate relationships has been conducted with dating couples or young married couples at one point in time. Very few longitudinal studies of marriages include measures of equity or fairness. One exception is the Early Years of Marriage (EYM) project, which includes data collected multiple times from a representative sample of urban white couples and black couples. The purpose of this study is to examine, with the EYM data, the combined moderating roles of gender and race in perceptions and outcomes of equity in marriage. The participants completed measures asking who gets more out of marriage; and happiness, anger, and guilt in response to exchange in the relationship. Preliminary results indicate that: a majority of respondents perceive equity in their marriages, there is a tendency for perceived equity to decrease over time especially among black wives; perceptions of equity are associated

with emotions in ways predicted by equity theory, and those who divorced later experienced equity-generated distress in the early years of their marriage.

### A30

**AN EXISTENTIAL FUNCTION OF ENEMYSHIP: EVIDENCE THAT PEOPLE ATTRIBUTE INFLUENCE TO PERSONAL AND POLITICAL ENEMIES TO COMPENSATE FOR THREATS TO CONTROL** Daniel Sullivan<sup>1</sup>, Mark J. Landau<sup>1</sup>, Zachary K. Rothschild<sup>1</sup>; <sup>1</sup>University of Kansas – Past research suggests that the majority of Americans claim to have at least one personal enemy. Yet no prior research has examined the possibility that perceptions of personal and political enemyship, although superficially disagreeable, may serve an important psychological function. Based on psychodynamic and anthropological theorizing, we argue that people attribute exaggerated influence to enemies as a means of compensating for perceptions of reduced control over their environment. If negative events are perceived as random and impersonal, they seem difficult to control, predict, and understand; however, if negative events stem primarily from a clearly identifiable enemy figure, they seem relatively more preventable and interpretable. In two studies, we examined the possibility that, after receiving a threat to one's ability to control chaotic hazards in the environment, people would be motivated to attribute greater influence to an enemy, and having an enemy would actually boost people's sense of personal control after such a threat. In Study 1, people were especially likely to attribute influence over life events to a hypothetical personal enemy in response to a control threat when the broader social system appeared disordered (i.e., incapable of providing protection from negative events). Study 2 showed that perceiving an ambiguously powerful political enemy under conditions of control threat decreased perceptions of external risk and bolstered feelings of personal control. These findings point to a novel explanation of the importance of enemyship, a form of close relationship relatively understudied in social psychology.

### A31

**ATTACHMENT, BELONGINGNESS NEEDS, AND RELATIONSHIP STATUS PREDICT IMAGINED INTIMACIES WITH MEDIA FIGURES** Christopher Long<sup>1</sup>, Dara Greenwood<sup>2</sup>; <sup>1</sup>Ouachita Baptist University, <sup>2</sup>University of Michigan – The present study utilizes an interpersonal relationships measure (RRF, Fraley & Davis, 1997) to assess real intimacies with same gender friends and romantic partners and imagined intimacies with favorite media figures among 173 undergraduates. We also examine how relational style (attachment, need to belong) as well as relationship status (single or in a romantic relationship) predict imagined intimacies. Results indicate that passion, care, and intimacy for a same gender best friend were each significantly correlated with imagined intimacies for same gender media figures. A compensatory pattern emerged with romantic relationships. Single individuals reported greater imagined care and intimacy for opposite gender media figures than those in a relationship. Moreover, we found evidence that relationship status moderated between existing relational needs and imagined intimacies with opposite gender media figures: Attachment anxiety and need to belong (NTB) positively predicted imagined intimacies with opposite gender media figures for single individuals only. NTB was more strongly linked to imagined intimacies than attachment anxiety. Social psychological motivations and functions of media attachments are discussed.

### A32

**VARIABLES ASSOCIATED WITH ATTRACTION TO INDIVIDUALS WITH PSYCHOPATHIC TRAITS** Amber Dukes<sup>1</sup>, Charles Negy<sup>1</sup>, Randy Fisher<sup>1</sup>; <sup>1</sup>University of Central Florida – Psychopaths are charming, manipulative, remorseless individuals who compose two to five percent of the population; the majority of these individuals are not incarcerated. Hare (1993) stated that psychopaths leave behind them a trail of "broken hearts, empty wallets, and shattered promises" (p. iv). This study, entitled "Variables associated with attraction to individuals with psychopathic traits," sought to explore potential vulnerabilities that may lead an individual to

the involvement with this potentially dangerous population. Participants were presented with a dating profile/vignette if an other-sexed individual with psychopathic characteristics. Undergraduate participants (n=587) were pooled from a large southeastern university. Participants rated their desire to associate with an individual with psychopathic traits on six different scaled items; this was combined as the attraction score. Participants then completed a series of valid and reliable personality instruments. Using multiple regression analyses, results suggested that scores on psychopathy, empathy, need for affiliation, age, and impulsiveness were significant predictors of attraction score. Whereas the majority of research regarding psychopathy focuses on clinical populations of psychopaths themselves, this study sought to explore variables that would correlate with a desire to become involved with a sub-clinical psychopath. Results also suggest that there are personality variables that correlate with attraction to a potentially psychopathic mate, with younger participants being more apt to indicate higher attraction scores. Future directions of this research are to create programs to make at-risk individuals aware of ways to recognize and inhibit psychopaths.

### A33

**RELATIONSHIP BREAKUP AND POSTTRAUMATIC GROWTH** Erin Buck<sup>1</sup>, Susan S. Hendrick<sup>1</sup>, Clyde Hendrick<sup>1</sup>, Stephen W. Cook<sup>1</sup>; <sup>1</sup>Texas Tech University – Theory and research indicate that growth can result from trauma. This research focused on the associations among several variables: people's attributions about their relationship breakups, coping strategies used post-breakup, posttraumatic growth following the breakup, relationship satisfaction, respect for romantic partner, and satisfaction with life. The final sample included 310 women and 153 men. Measures included a background inventory and scales assessing relationship breakup attributions, posttraumatic (i.e., breakup) growth, relationship satisfaction, respect for one's romantic partner, and general life satisfaction. (Descriptions of and references for all of the measures are included in the poster.) Correlations, regression analyses, and analyses of variance were employed. Significant correlations among variables were found for the total sample, for women and men separately, and for current relationship status (in a relationship, not in a relationship). For both men and women, life satisfaction was related to growth from a prior relationship breakup, relationship satisfaction, and respect. Life satisfaction was also related to coping by emotional processing, for women only. For both genders, coping by emotional processing was related to growth from a prior breakup. Respect and relationship satisfaction were correlated positively for both genders. Attributions and selected coping strategies were predictive of posttraumatic growth for both genders. Persons in a current romantic relationship reported greater life satisfaction than those not in a romantic relationship, but this effect held only for men. Women reported greater life satisfaction than did men. Applications of this research to couple counseling, as well as possibilities for future research, are discussed.

### A34

**THE COMMONALITY AMONG MOTHER-CHILD DYADS IN EARLY ADULTS, ROMANTIC COUPLES IN EARLY ADULTS, AND MIDDLE-AGE COUPLES IN JAPAN** Yuji Kanemasa<sup>1</sup>; <sup>1</sup>Faculty of Human Sciences, Osaka University Of Human Sciences – This study was conducted to reveal the commonality among mother-child dyads in early adults, romantic couples in early adults, and middle-age couples in Japan, based on the relationships between early adult attachment dimensions, emotional experiences in the relationships, and evaluation toward the relationships. Participants were 209 pairs of early adults and their mothers, 103 romantic couples in early adults, and 156 pairs of middle-age couples. The main results were as follows: in those three relationships, attachment anxiety was positively correlated to one's own and partner's negative emotion in the relationships and negatively related to one's own and partner's evaluation toward relationships. But with regard to attachment avoidance, the commonality among those relationships was that attachment avoidance was only related to one's own negative emotion. In addition, the relations

between attachment anxiety and one's own and partner's evaluation toward relationships were mediated by one's own and partner's negative emotion respectively in those three relationships. Only in middle-age couples, the relations between attachment avoidance and one's own evaluation toward relationships were mediated by one's own negative emotion. The results were discussed in terms of the similarities and differences among mother-child dyads in early adults, romantic couples in early adults, and middle-age couples, and the self-fulfilling prophecy of attachment styles.

### A35

**THE BENEFITS OF GRATITUDE IN CLOSE RELATIONSHIP MAINTENANCE** Kaska Kubacka<sup>1</sup>, Catrin Finkenauer<sup>1</sup>, Caryl E. Rusbult<sup>1</sup>; <sup>1</sup>VU University Amsterdam – Although the benefits of gratitude have been much investigated in the field of social psychology, we know surprisingly little about the causes and consequences of gratitude in close relationships (cf. McCullough, Kimeldorf, & Cohen, 2008). The present research contributes to the literature by examining gratitude as experienced by, and toward, spouses. Our model focuses on the role of gratitude in connection with perceived partner responsiveness and maintenance behaviours between partners. In a cross-sectional study of married couples, we examined both within-, and across-partner factors, investigating the determinants and effects of gratitude. We found that feelings of gratitude toward a partner stem from the partner's relationship maintenance behaviours, partly because such behaviours create the perception of responsiveness to one's needs. In turn, gratitude motivates individuals to act for the maintenance of their relationships. Hence, the present model emphasizes that gratitude between close partners (a) originates from partners' relationship maintenance behaviours, as well as the perception of a partner's responsiveness to one's needs; and (b) promotes a partner's reciprocal relationship maintenance behaviours. As a result, our model shows that gratitude plays a role in mutual cyclical growth processes (cf. Wieselquist, Rusbult, Foster, & Agnew, 1999), whereby each person's maintenance behaviours, perceptions of responsiveness, and feelings of gratitude feed back on and influence the other partner's behaviours, perceptions, and feelings.

### A36

**WHAT PREDICTS GROWTH BELIEFS ABOUT RELATIONSHIPS? INTRAPERSONAL AND INTERPERSONAL CONSEQUENCES OF THE GOAL TO SUPPORT OTHERS** Amy Canevello<sup>1</sup>, Jennifer Crocker<sup>1</sup>; <sup>1</sup>University of Michigan – Relationship growth theorists believe that relationships can improve and problems can be overcome. Relationship growth beliefs have consequences for relationship functioning, and are particularly beneficial when relationship problems occur (e.g., Knee, 1998). But what predicts changes in relationship growth beliefs? Two longitudinal studies explored associations between compassionate goals to support others and self-image goals to construct and maintain desired images of the self (Crocker & Canevello, 2008) and change in growth belief. In Study 1, 199 first-semester college freshmen completed pretest and posttest assessments of growth and destiny beliefs about friendships, and 10 weekly reports of their friendship goals. In Study 2, 65 roommate pairs completed 21 daily reports of their goals for their roommate relationships and responsiveness to roommates and pretest and posttest measures of relationship growth belief and responsiveness. Across both studies, students' chronic compassionate goals predicted their increased relationship growth belief. In Study 2, partners' compassionate goals predicted actors' increased growth belief. Mediation and path analyses suggest that compassionate goals change relationship growth belief via responsiveness to roommates. When people have compassionate goals, they are more responsive to roommates, which leads to change in their own relationship growth belief. This research suggests that compassionate goals foster growth relationship belief, underscoring the extent to which people create their own relationship destinies. By having compassionate goals and responding to others' needs, people can be catalysts for changing their own and others' assumptions about the nature of relationships, which may ultimately improve the quality of their relationships.

### A37

**DO HARMONIOUS AND OBSESSIVE PASSIONS TOWARDS ONE'S ROMANTIC PARTNER MAKE INDIVIDUALS CHANGE FOR THE BETTER? THE MEDIATING ROLE OF SELF-EXPANSION AND SELF-CONSTRICTION** Noemie Carboneau<sup>1</sup>, Robert J. Vallerand<sup>1</sup>; <sup>1</sup>Research Laboratory on Social Behavior, University of Quebec in Montreal – The Dualistic Model of Passion (Vallerand et al., 2003) posits the existence of two distinct types of passion toward activities. Harmonious passion (HP) is at play when one freely accepts an activity as important for him/her such that activity engagement is personally endorsed. Conversely, when one feels an uncontrollable urge to engage in a beloved activity, one is said to have an obsessive passion (OP). Previous research has shown that the Dualistic Model of Passion applies to the study of romantic relationships (Ratelle et al., 2009). The purpose of the present study was to test whether harmonious and obsessive romantic passion lead individuals to change for the better as a result of their involvement in their romantic relationship. Participants were 207 young adults currently involved in a romantic relationship. Results of Structural Equation Modeling revealed that HP was positively associated with self-expansion and negatively associated with self-constriction. Conversely, OP was positively associated with both self-expansion and self-constriction. In turn, self-expansion and self-constriction were respectively positively and negatively associated with individuals' perceptions that they had changed for the better since they have been involved in their current romantic relationship. Results are discussed in light of the Dualistic Model of Passion (Vallerand et al., 2003) and the Self-Expansion Model (e.g., Aron, Norman, & Aron, 1998).

### A38

**TIMING IS EVERYTHING: THE POINT AT WHICH AN APOLOGY IS GIVEN AFFECTS WILLINGNESS TO FORGIVE** Erinn C. Squires<sup>1</sup>, Michael J. A. Wohl<sup>1</sup>; <sup>1</sup>Carleton University – In two experiments we investigated when an apology is most likely to lead to forgiveness following an interpersonal transgression. In Experiment 1 (N = 77), participants read a hypothetical scenario in which a friend failed to show up for a pre-arranged date. An apology was given that same night, the next day, or two weeks later. Results showed that as time distanced the apology from the transgression, the victim's willingness to forgive decreased. Although both empathy and perceived responsibility of the transgressor mediated this effect, when submitted to a multiple mediation analysis, only perceived responsibility was found to be a unique mediator. In Experiment 2 (N = 165), participants were asked to recall and describe a real life minor or severe interpersonal transgression. Thereafter, participants indicated whether an apology was given and if so, whether that apology was offered immediately, shortly after, or well after the transgression. Results showed that severe transgressions were less forgiven than minor transgressions. No differences were found among the no, immediate and well after apologies on any of the measured variables, but all were significantly different from the apology that occurred shortly after the transgression. Multiple mediation showed when the apology was shortly after the transgression (compared to a collapsed comparison) forgiveness increased to the extent that participants felt empathy for the transgressor, perceived the transgressor not to be responsible, and perceived the post-transgression relationship to be close. No interaction between apology timing and severity emerged. Implications for pro-relationship behaviour following interpersonal transgressions are discussed.

### A39

**MOTIVATING CHANGE IN RELATIONSHIPS: CAN PRAYER INCREASE FORGIVENESS?** Nathaniel Lambert<sup>1</sup>, Frank Fincham<sup>1</sup>, Tyler Stillman<sup>1</sup>, Steven Graham<sup>2</sup>, Steven Beach<sup>3</sup>; <sup>1</sup>Florida State University, <sup>2</sup>New College of Florida, <sup>3</sup>University of Georgia – The objective of the current studies was to test whether praying for a relationship partner would increase forgiveness of that partner. In Study 1 (N=52), we found that participants assigned to pray reported greater willingness to forgive a romantic partner than those who described their partner to an imagined parent. In Study 2 (N=67) participants were assigned to either pray for a friend,

pray about any topic, or think positive thoughts about a friend every day for four weeks. Those who prayed for their friend reported higher forgiveness scores for their friend than did those in the other two conditions, even when controlling for baseline forgiveness scores. They also increased in selfless concern during that period and this mediated the relationship between experimental condition and increased forgiveness. Together, these studies provide an enhanced understanding of the relationship benefits of praying for a relationship partner and begin to map potential mediators of the effect.

**A40**

**EMPATHIC ACCURACY AND THE MANAGEMENT OF SUPPORT VISIBILITY** Maryhope Howland<sup>1</sup>, Jeffrey A. Simpson<sup>1</sup>; <sup>1</sup>University of Minnesota – Recent work in the area of social support has demonstrated that the most beneficial support is often "invisible" – that is it goes unnoticed by the recipient (Bolger, Zuckerman, & Kessler, 2000; Bolger & Amarel, 2007). Little is known, however, about how this type of support occurs – it may hinge on the perceptual discrepancies between the partners or it may signal a specific supportive behavior on the part of the provider. Similarly, little is known about when invisible support is likely to occur and who is likely to provide it. The present study attempts to understand this process in light of another interpersonal phenomenon – empathic accuracy, or the ability to accurately infer the thoughts and feelings of another. Specifically we hypothesized that individuals high in empathic accuracy would be better equipped and more likely to provide invisible support to their partners. Eighty-five couples, who had been dating for at least one year, engaged in a social interaction study involving the discussion of a personal goal and an empathic accuracy task. The videotaped interactions were then coded by independent raters for the presence of a variety of visible and invisible support behaviors. Results suggest that providers' ability to be empathically accurate is associated with a tendency to manage the visibility of their support behaviors differentially depending on type of support provided. These findings begin to explain how empathic accuracy is beneficial in the non-threatening everyday interactions of couples and goes a step towards understanding the nature of invisible support.

**A41**

**ADULT ATTACHMENT AND EXPLORATION: PRIMING ROMANTIC PARTNERS INCREASES CURIOSITY** Emre Selcuk<sup>1</sup>, Cindy Hazan<sup>1</sup>; <sup>1</sup>Cornell University – Despite its centrality for attachment theory, normative effects of adult attachment on exploration have been understudied. The aim of the present project was to investigate whether romantic partners, as potential attachment figures, facilitate individuals' exploration. We hypothesized that for participants who were attached to their romantic partner, priming the mental representation of the partner would increase self-reported curiosity and exploration. We expected this effect to be absent for participants who were not attached to their partner. In two experiments (Ns = 69 and 94, respectively), participants who were involved in a romantic relationship completed measures of attachment status (WHOTO; assessing whether the participant is attached to the romantic partner or not) and attachment style (ECR; assessing attachment-related anxiety and avoidance). Next, we primed participants with either the mental representation of their romantic partner or various neutral, nonsocial control topics. Finally, participants completed measures of curiosity and exploration. In both studies, priming the mental representation of the romantic partner, as compared to priming control topics, resulted in higher self-reported curiosity and exploration only for participants who were attached to their romantic partner but not for those who were not attached to their romantic partner. Attachment-related anxiety and avoidance did not moderate the effects in either study. These findings imply that as a romantic attachment is established, partners become "secure bases" facilitating each other's exploratory activities. The presence of this "secure base" component may be a marker of attachment in adulthood.

**A42**

**MODERATING EFFECT OF ROMANTIC PARTNERS' OVERLAPPING NETWORKS ON THE RELATIONSHIP BETWEEN THE PERCEIVED DISTINCTIVENESS OF THEIR RELATIONSHIP AND AN UNCOOPERATIVE ORIENTATION.** Toshihiko Souma<sup>1</sup>; <sup>1</sup>Kawaguchi Junior College – Romantic partners often believe their relationship is distinct from their other relationships. This perceived distinctiveness can promote a cooperative orientation and suppress an uncooperative orientation (Souma et al., 2008). Uncooperative behavior is important if couples are to cope constructively with conflict. Perceived distinctiveness inhibits an uncooperative orientation because it reduces motivation to seek support outside the relationship, resulting in partners being less likely to insist that their position in a conflict is legitimate. Nevertheless, if perceived distinctiveness reduces motivation to seek support, the perceived availability of social support may increase it (e.g., Vroom, 1974). It has been suggested that an uncooperative orientation does not diminish when romantic partners perceive the availability of support only for their position in a conflict, even if their perception of distinctiveness is strong. Moreover, it has been shown that the less the networks of the couple overlap, the more they can perceive the availability of support for only their position in the conflict (Klein et al., 2000). I conducted a survey of married couples to examine the following hypothesis: The less a couple's networks outside their relationship overlap, the weaker the relationship between an uncooperative orientation and the distinctiveness of their relationship. Seventy-two Japanese married people participated in the mail-in survey. The results of path analysis supported this hypothesis. Overlaps of the partners' networks moderated the relationship between the perceived distinctiveness of their relationship and an uncooperative orientation. However, with the relationship between perceived distinctiveness and a cooperative orientation, no moderating effect was observed.

**A43**

**TACTILE WARMTH MITIGATES NEGATIVE EFFECTS OF SOCIAL EXCLUSION TO INCREASE PRO-SOCIAL BEHAVIOR** Tze Suen Tai<sup>1</sup>, Xue Zheng<sup>1</sup>, Jayanth Narayanan<sup>1</sup>; <sup>1</sup>National University of Singapore – Recent research suggests that social exclusion is associated with physical coldness (Zhong & Leonardelli, 2008). However, there is no research that explores whether the same relationship holds for tactile warmth and social exclusion. We define tactile warmth as warmth derived from a sense of touch. In our research, we examine the impact of tactile warmth on social exclusion in a pro-social context. We conjecture that tactile warmth mitigates the negative effects of social exclusion and subsequently increases pro-social behavior. Social exclusion was manipulated experimentally with bogus personality feedback indicating that participants may end up alone later in life (e.g. Baumeister, Twenge, & Nuss, 2002). A teddy bear was used to elicit sensations of tactile warmth due to its anthropomorphized nature (Horowitz & Bekoff, 2007) and physical texture. We find that socially excluded individuals who hugged a teddy bear volunteered for more lab experiments as compared to socially excluded individuals who did not hug a teddy bear. However, hugging a teddy bear did not significantly increase volunteering behavior across socially accepted and control participants. Preliminary results also show that positive affect induced by hugging of the teddy bear may potentially mediate the relationship between tactile warmth and pro-social behavior. We conclude that socially excluded individuals derive a sense of tactile warmth from hugging a teddy bear that may be sufficient to attenuate the negative effects of social rejection, which in turn translates to increased helping behavior. Results contribute to the existing literature linking physical warmth, tactile warmth and social exclusion.



**A44**

**THE INTERPERSONAL LEGACY OF POSITIVE ENGAGEMENT IN THE FAMILY-OF-ORIGIN: SEPARATING THE FAMILY CLIMATE FROM DISPOSITIONAL BEHAVIOR IN THE PREDICTION OF MARITAL OUTCOMES** Robert Ackerman<sup>1</sup>, Deborah A. Kashy<sup>1</sup>, M. Brent Donnellan<sup>1</sup>, Rand D. Conger<sup>2</sup>, Tricia Neppel<sup>3</sup>, <sup>1</sup>Michigan State University, <sup>2</sup>University of California, Davis, <sup>3</sup>Iowa State University – This research evaluates the connection between individuals' experiences in their families of origin and their later marital experiences. We use insights from the Social Relations Model (Kenny, Kashy, & Cook, 2006) to partition variation in observed positive engagement behaviors (e.g., effective communication, warmth) into family climate effects (i.e., the tendency for all family members to be positively engaged with one another) and dispositional effects (i.e., the person's tendency to be especially engaged with other family members). We use these factors, assessed in 1989 to 1991, to predict marital interaction outcomes 15 years later. The data used for these analyses consist of 218 target children from the Iowa Youth and Families Project (Conger & Conger, 2002) that became married by 2005. Results show that individuals coming from families with higher average positive engagement expressed more positive engagement ( $\beta = .32$ ) and less hostility ( $\beta = -.16$ ) towards their spouses, and reported greater relationship satisfaction ( $\beta = .16$ ). Likewise, spouses of individuals who came from families with more positive engagement displayed more positive ( $\beta = .29$ ) and less hostile ( $\beta = -.17$ ) behaviors towards the focal individuals. These partners also reported greater relationship satisfaction ( $\beta = .30$ ). Individuals' dispositional expressions of positive engagement in their families of origin were also associated with positive engagement towards their spouses ( $\beta = .14$ ) and their spouses' reports of relationship satisfaction ( $\beta = .15$ ). Taken together, these findings suggest that observed characteristics of the family of origin are associated with later adult romantic relationships.

**A45**

**FRIENDS AND LOVERS: THE INTRAPERSONAL AND RELATIONAL FACTORS AFFECTING SOCIAL NETWORK DYNAMICS** Molly Metz<sup>1</sup>; <sup>1</sup>University of California - Santa Barbara – The literature on the association between romantic relationships and social support networks has focused in the past on how the friendships of one partner affect a romantic relationship and how social interactions change when one is engaged in a romantic relationship. Attempts to explain what factors cause these changes, and why these changes are not universal, have been scarce. The purpose of the present study is to explore how sex, gender, and relationship status and qualities may impact the ways in which the existence of one relationship, specifically a romantic one, affects the existing social relationships in an individual's life. One hundred and twenty-eight undergraduates completed surveys concerning their sex, gender role identification, and social support networks; participants in a romantic relationship went on to measures about intimacy, commitment, relationship satisfaction, investment size, and quality of alternatives. Using network size, emotional support, and tangible support as dependent variables, analyses revealed that while there was little overall difference between single participants and those in a relationship, individuals in relationships differed by intimacy and commitment level, particularly on measures of network size. Results are discussed in light of the role of social support in our lives. This study adds to the literature in both close relationships and social networks by exploring the factors that predict the type and extent of network change that occurs in the context of a romantic relationship, and begs further investigation into the variation in social support amongst those individuals in a romantic relationship.

**A46**

**EXPERIENCES IN ROMANTIC RELATIONSHIPS ARE ASSOCIATED WITH THE DEVELOPMENT OF NEGATIVE EMOTIONALITY IN YOUNG ADULTHOOD** Kimberly K. McAdams<sup>1</sup>, M. Brent Donnellan<sup>1</sup>, Rand D. Conger<sup>2</sup>; <sup>1</sup>Michigan State University, <sup>2</sup>University of California, Davis – Anxious and distressed individuals tend to be involved in less satisfying romantic relationships; however, it is also possible that romantic rela-

tionships affect the development of personality (Robins et al., 2002). Indeed, Huston (2000) argued that relationships influence individual psychological attributes, a proposition that is consistent with recent theorizing in personality development (e.g., Lang et al., 2006). Accordingly, we investigated the association between the development of Negative Emotionality (the tendency to readily experience anxiety, distress, and hostility) and experiences in romantic relationships using longitudinal data from the Family Transitions Project (FTP; see Conger & Conger, 2002; N = 323 for these analyses). Negative Emotionality was assessed during Years 1 and 10 of the FTP when participants were an average of 18 and 27 years old, respectively. Participants and their romantic partners provided reports of Relationship Quality during Years 8. Negative Emotionality in Year 1 predicted a latent Relationship Quality variable at Year 8 ( $\beta = -.21$ ). Relationship Quality at Year 8 predicted Negative Emotionality in Year 10 controlling for Negative Emotionality in Year 1 ( $\beta = -.25$ ). This effect held when restricting the measurement to just partner reports of Relationship Quality. In short, experiences in romantic relationships are associated with personality development given that involvement in a distressed relationship predicted relative increases in Negative Emotionality. Furthermore, results followed the corresponsive principle of personality development (e.g., Roberts et al., 2003) because relationship experiences appeared to accentuate a trait that was associated with the characteristics of the relationship in the first place.

**A47**

**PREDICTING ADULTS' GENERAL ATTACHMENT AND CAREGIVING REPRESENTATIONS FROM RELATIONSHIP-SPECIFIC MODELS.** Katherine M. Hitchcock<sup>1</sup>, Kelley Chappell<sup>2</sup>; <sup>1</sup>University of Maryland University College, Asia, <sup>2</sup>Capella University – This research extended previous investigations of the links between general and relationship-specific attachment models using a new instrument for measuring attachment: the Relationship Structures Questionnaire (Fraley, Niedenthal, Marks, Brumbaugh, & Vicary, 2006). Given the theoretically complementary nature of attachment and caregiving, this study also initiated a preliminary exploration of the predictive power of relationship-specific caregiving models on general caregiving models. A survey method assessed two dimensions of attachment (avoidance, anxiety) and four dimensions of caregiving (proximity, sensitivity, cooperation, compulsive caregiving) in adults from the following relationship perspectives: general representations and representations in relationships with mother, father, best friend, and romantic partner. Multiple regression analysis revealed that all models predicting general attachment or caregiving representations from those in specific relationships were significant, accounting for a substantial amount of the variation in the general models. With respect to attachment, representations from relationships with best friends made the strongest contributions to the general models, but the relative contributions of other specific close relationships varied along dimensional lines. Similarly, relationships with best friends emerged as the strongest predictors of general models of caregiving proximity and sensitivity, and played a significant role in predicting general models of caregiving cooperation and compulsive caregiving. These results highlight a primary connection between best friend relationships and general models of attachment and provide new evidence for the contributions of best friend relationships to general caregiving models. These findings suggest that the quality of best friend relationships influences how adults view relationships in a broader, more general sense.

**A48**

**ATTENTION TO RELATIONSHIP ALTERNATIVES HAS (AT LEAST) THREE FACETS** Rowland S. Miller<sup>1</sup>, Lopa Paul<sup>1</sup>, Kelsey Quitugua<sup>1</sup>, Karen Husband<sup>1</sup>, Jenivie Isgitt<sup>1</sup>, Emily Kennedy<sup>1</sup>, Tatyana Menaker<sup>1</sup>, Sarah Murray<sup>1</sup>, Katrina Rufino<sup>1</sup>, Jennifer Sanders<sup>1</sup>, Holly Tabernik<sup>1</sup>, Di Wang<sup>1</sup>; <sup>1</sup>Sam Houston State University – Motivated inattention to alluring alternatives may be one way in which devoted partners protect and maintain their relationships and fulfill their interpersonal goals. However, attention to one's alternatives may be multifaceted. Being distractible when alluring alternatives

present themselves may be less intentional than is active, effortful, intentional prowling for novel partners; both instill an awareness that alternatives may be available, but the former is more passive and (perhaps) innocuous, whereas the latter is deliberate and (probably) more destructive. To address these issues, we refined a new measure of self-reported attention to alternatives. We wrote 117 items addressing various aspects of attentiveness (e.g., "There's no harm in looking"; "I'm always on the prowl for an exciting new relationship") and invited 307 respondents to describe themselves and their current romantic relationships on an online survey. Three correlated factors emerged from the items, delineating three distinct facets of attention to alternatives. The first involved active prowling for desirable alternatives (e.g., "I visit singles websites without my partner's knowledge"), the second entailed more passive awareness (e.g., "Good-looking people always catch my attention") and the third was willful disinterest (e.g., "There's no point in looking around because I will never find someone better than my current partner"). Prowling was deleterious – being substantially and positively related to avoidance of intimacy and negatively related to self-control and relationship satisfaction and commitment – but passive alertness and blissful ignorance were not; they were both associated with relationship well-being. Attention to alternatives clearly has discrete components.

#### A49

**THE CONSEQUENCES OF IDEALIZATION IN ROMANTIC RELATIONSHIPS** Krista Hill<sup>1</sup>, C. Randall Colvin<sup>1</sup>; <sup>1</sup>Northeastern University – All dating couples encounter relationship obstacles yet some thrive while others wither. Idealization of one's partner is one characteristic that has been identified as influencing a relationship's success. The present study investigates the relationship between idealization and how romantic partners interact with one another. Heterosexual dating couples rated the personality of (a) the self, (b) their partner, and (c) their ideal partner on a 46-item Adjective Q-sort (ADJ). Men's real and ideal partner profile correlations were calculated to assess their perceptions of partner (POP). Each woman's aggregated self and friend ADJ rating profile was correlated with the ideal partner profile to establish how close each woman was to the man's ideal. We used this correlation for our accuracy criterion (AC). The difference between POP and AC indicated the degree in which men idealized their partners. Identical procedures were used to create female idealization scores. Trained coders used items from the Riverside Behavioral Q-sort (RBQ; Funder, et al., 2000) and an emotional expression coding system (Waldinger, et al., 2004) to evaluate the digitally-recorded behavior between couples who described an issue affecting their relationship. Each person's idealization score was related to the coded behavior of self and partner to evaluate the role idealization has on romantic relationships. Preliminary results reveal large individual differences in partner idealization and significant correlations between idealization and behavior between couples. Partner idealization was associated with interaction behaviors characterized as aloof, hostile, and anxious. Results suggest that idealization may negatively impact romantic relationships.

#### A50

**SOCIAL REWARD, SOCIAL THREAT, AND REGULATION OF ROMANTIC INVESTMENT** Stephanie S. Spielmann<sup>1</sup>, Geoff MacDonald<sup>1</sup>, Jennifer L. Tackett<sup>1</sup>; <sup>1</sup>University of Toronto – The regulation of emotional investment is often discussed in terms of concerns over self-protection from socially threatening experiences of hurt feelings and rejection. However, such a focus has overlooked the extent to which people seek out socially rewarding intimate connection. We argue that perceptions of social reward from romantic partners are stronger predictors of continued emotional investment in past romantic partners than perceptions of social threat. In four correlational studies, participants reported their level of anxious/avoidant attachment, and how much social reward and threat they perceived from ex-partners, future partners (among single participants) and current partners (among participants in relationships). Participants then reported emotional investment to ex-partners, such as feelings of continued emotional attachment and intentions to pursue the

ex. Anxious attachment predicted perceptions of higher social threat, while avoidant attachment predicted perceptions of lower social reward. Across attachment styles, continued emotional attachment to an ex-partner was more strongly predicted by perceptions of the ex as socially rewarding than as non-threatening. Similarly, continued longing for an ex was stronger when future or current partners were perceived as non-rewarding rather than highly threatening. An interaction between perceptions of social reward revealed that continued emotional attachment to an ex-partner was greatest when the ex-partner was perceived as socially rewarding and future/current partners were not perceived to be socially rewarding. Among single individuals, this interaction also predicted behavioral intentions to pursue ex-partners. These findings suggest that a focus on social reward is a primary driving force behind the regulation of emotional investment.

#### A51

**THE INFLUENCE OF MORAL COMMITMENT ON NEWLYWED WOMEN'S INFIDELITY EXPECTATIONS** Carlos Flores<sup>1</sup>, Kelly Campbell<sup>1</sup>; <sup>1</sup>California State University, San Bernardino – The Commitment Framework, developed by Johnson (1999), describes commitment in terms of personal, moral, and structural factors. Flores and Campbell (2009) used this framework to ascertain newlywed women's expectations of infidelity and divorce. Findings indicated that moral commitment was significantly related to women's expectations of engaging in infidelity, but not divorce. In the current study, we extend these findings by investigating which sub-components of moral commitment (i.e., values about relationship dissolution, moral obligations to a partner, personal consistency values) are related to women's expectations of infidelity. One hundred and ninety seven women who had been married two years or less completed an online survey. Two of Johnson's moral commitment subscales were significantly related to women's infidelity expectations. Women were less likely to expect to engage in extramarital sex if they felt morally obligated to a partner and if they held personal values of consistency. The third subscale, values about relationship dissolution, did not predict infidelity expectations. This finding is noteworthy because the subscale contains items to assess the influence of religious values on commitment and 40% of the sample reported being "very" or "fairly" religious. Taken together, these findings suggest that obligations toward oneself (i.e., consistency values) and a partner are more important determinants of infidelity expectations than obligations felt toward God or religion. Additionally, the common occurrence of divorce in the U.S. may contribute to an overall view of relationships as replaceable or disposable, and thereby reduce the effect of relationship dissolution values on infidelity expectations.

#### A52

**ATTACHMENT STYLE AS A PREDICTOR OF NEWLYWEDS' REACTIONS TO CONFLICT** Ariel Baruch<sup>1</sup>, Paula R. Pietromonaco<sup>1</sup>, Sally I. Powers<sup>1</sup>; <sup>1</sup>University of Massachusetts Amherst – Previous research has shown that more anxiously attached dating partners evidence less positive views of their partner and their relationship after discussing a conflict (Simpson, Rholes, & Phillips, 1996). The present study extended this work on dating couples by examining the extent to which newlywed partners' attachment styles predict their post-conflict feelings and those of their partner. It was expected that more anxiously attached spouses would show more negative feelings coming out of the conflict, and that the partners of anxiously attached spouses also would evidence more negative feelings. Furthermore, because attachment style is not always related to outcome variables in the same way for men and women, we examined whether the predicted patterns would differ for husbands and wives. Forty-eight heterosexual newlywed couples completed a 36-item attachment style measure and discussed a major, unresolved conflict for 15 min. After the discussion, participants indicated how they were currently feeling on a mood measure (PANAS). Consistent with the hypothesis, more anxiously attached husbands experienced more negative feelings after the discussion ( $r = .54, p < .01$ ), but wives did not show this association. Furthermore, the wives of more anxiously attached hus-

bands also expressed more negative feelings post-conflict, ( $r = .28, p = .05$ ). These findings highlight the importance of examining attachment style together with gender and suggest that men's attachment anxiety may be particularly important to both spouses' reactions to a conflict discussion. Examining both spouses' behavior during the interactions will help to clarify the mechanism underlying this effect.

#### A53

##### **WHAT LEADS TO BREAK-UP? PREDICTIVE EFFECT OF ADULT ATTACHMENT AND RELATIONSHIP QUALITY ON RELATIONSHIP STABILITY AMONG BLACK AND WHITE COMMUNITY RESIDING COUPLES**

Ruixue Zhaoyang<sup>1</sup>, M. Lynne Cooper<sup>1</sup>; <sup>1</sup>University of Missouri-Columbia – Using a prospective research design, this study explored the predictive effects of adult attachment style and relationship quality on the stability of romantic relationships in early adulthood. Black and White community residents and their romantic partners completed self-report measures of attachment style and relationship functioning ( $N=280$  couples) at baseline. Approximately 4 1/2 years later, one member of each couple provided information on the status of their romantic relationship. Results revealed that race, gender, attachment style, and relationship quality interacted to predict relationship stability over time such that individuals with low models of self were equally likely to stay in their relationship regardless of relationship quality, whereas those with high self models were more likely to stay in a good quality relationship but to leave a poor quality one. This pattern was observed among Whites of both genders and among Black men. Black women, however, showed the different pattern in which relationship quality did not predict relationship stability regardless of their attachment security. Results are interpreted in light of demographic differences in the sex ratio among Black and white men and women, and suggest that what is adaptive varies according to environmental context.

#### A54

##### **SPONTANEOUS PARTNER FEELINGS, RELATIONSHIP SATISFACTION, AND THE PREDICTION OF ROMANTIC BREAKUP**

Etienne P. LeBel<sup>1</sup>, Lorne Campbell<sup>1</sup>; <sup>1</sup>The University of Western Ontario – The current research investigated the role of spontaneous partner feelings (implicit partner affect) in the dynamics of relationship satisfaction, commitment, and romantic dissolution. Participants completed a variant of the name-letter task as a measure of implicit partner affect, and self-report measures of relationship satisfaction and commitment. Approximately four months later, participants were contacted to assess their current relationship status. Overall, participants showed a biased preference for their partner's initials (after adjusting for proper baselines), indicating the presence of positive implicit partner affect. Participants with more positive implicit partner affect were more satisfied with, but not more committed to, their relationship. Additionally, implicit partner affect exerted a significant indirect effect on relationship termination. These effects were independent of relationship length, age, and gender. Implications for the role of automatic affective processes in relationship processes and the utility of indirect measures for shedding light on relationship dynamics are discussed.

#### A55

##### **THE COSTS OF RELATIONSHIP LOSS AND RESPONSIVENESS TO INTERPERSONAL REJECTION: THE MODERATING ROLE OF SOCIAL ENVIRONMENT.**

Genta Miyazaki<sup>1,2</sup>, Tomoko Ikegami<sup>1</sup>; <sup>1</sup>Osaka City University, <sup>2</sup>Japan Society for the Promotion of Science Fellows – In our previous research, a greater amount of shared activities with one's friends (i.e., greater cost of relationship loss) was found to be related to heightened sensitivity to interpersonal rejection cues and increased motivation to behave in more relationship-constructive ways. The present study extends this work by examining the moderating role of social environment on the effects of cost of relationship loss on responsiveness to interpersonal rejection. In high-density interpersonal networks, rejection by one member can potentially lead to the loss of an entire network of relationships because all members are closely connected to each other.

Therefore, we hypothesize that the cost of one relationship loss will be more significant among those who are embedded in high-density rather than low-density interpersonal networks. A questionnaire study was conducted with 355 Japanese undergraduates whose university settings were characterized by high-density or low-density interpersonal networks. Participants rated the degree of intimacy and the number of shared activities with their closest same-sex friend, and indicated how they would feel and behave if they were rejected by the friend. As predicted, multiple regression analyses revealed that a greater number of shared activities led to lowered self-regard and reduced relationship-destructive behaviors following the imaginary rejection in high-density but not in low-density interpersonal networks. This moderating effect of social environment, however, disappeared when intimacy with one's friend was relatively high. The adaptive nature of response systems to interpersonal rejection was discussed.

#### A56

##### **HAPPILY EVER AFTER? AN ACTOR-PARTNER INTERDEPENDENCE MODEL ANALYSIS OF SELF-ESTEEM AND INTIMATE RELATIONSHIP OUTCOMES**

Kelley J. Robinson<sup>1</sup>, Jessica J. Cameron<sup>1</sup>; <sup>1</sup>University of Manitoba – That personality is related to individuals' relationship experiences is widely accepted in psychological research. With few exceptions (e.g., Davila & Kashy, 2009; Robins et al., 2000), however, the influence of partners' personalities on individuals' relationship assessments are often neglected. The current study investigated the contributions of both partners' self-esteem levels to individuals' evaluations of their relationships. Self-esteem is of particular importance in close relationships: It is responsive to social feedback (e.g., Leary et al., 1995), predictive of social perceptions, and a precursor to relationship behaviours (e.g., Murray et al., 2008). Despite this abundance of self-esteem research on individuals' own outcomes, the implied contributions of partners' self-esteem levels have not been investigated, nor has the interactive quality of couples' self-esteem levels been addressed. Over 300 heterosexual dating couples completed assessments of self-esteem and relationship outcomes. Using Actor-Partner Interdependence Model analyses we estimated actor, partner, and interactive effects of self-esteem on three relationship outcome variables: perceived regard, satisfaction, and commitment. As predicted, lower self-esteem individuals reported lower perceived regard and lower satisfaction (actor effects). Also, the partners of lower self-esteem individuals were less satisfied in their relationships than the partners of higher self-esteem individuals (partner effect). Finally, the interaction between partners' self-esteem levels predicted commitment to the relationship. The current study reflects the dyadic nature of relationship processes and highlights the importance of considering both partners in theories and research on close relationships. Implications for choosing partners, intervening in troubled relationships, and maintaining intimate bonds will be discussed.

#### A57

##### **THE JEKYL AND HYDE EFFECT IN RELATIONSHIPS REVISITED: THE ROLE OF FRIENDSHIP CONTINGENT SELF-ESTEEM IN EVALUATING ROOMMATES**

Sara Nicole Wrenn<sup>1</sup>, M. Janelle Cambron<sup>1</sup>; <sup>1</sup>Texas A&M University – Previous research indicates that individuals with low self-esteem segregate positive and negative information about close others. Simply put, low self-esteem individuals see close others as either "all good" or "all bad" at any given time. To explain this finding, researchers have argued that low self-esteem individuals are motivated by two goals: to form satisfying relationships with others and to avoid rejection. However, a more important variable may be the extent to which individuals base their self-esteem on their interpersonal relationships. Individuals who base their self-esteem on their relationships are strongly affected by interactions with close others and may be especially motivated to have satisfying relationships and avoid rejection. The purpose of this study was to examine the relation between basing one's self-esteem on one's friendship quality (friendship contingent self-esteem; FCSE) and the tendency to segregate positive and negative information about close

others. 237 participants (145 females, 92 males) completed diary records for 5 consecutive days about their roommates. Results showed that high FCSE individuals were more likely to segregate positive and negative information in general, and were more likely to be unstable in their evaluations of their roommates over 5 days. In addition, the segregation of positive and negative information about others mediated the relation between FCSE and the stability of their evaluations over the 5 days. Therefore, this research supports the idea that individuals who base their self-worth on the quality of their friendships tend to segregate positive and negative information about other close others at any given time.

**A58****"YOU TURN ME ON": AN ATTACHMENT PERSPECTIVE ON PERCEIVED PARTNER RESPONSIVENESS AND SEXUAL DESIRES** Gurit Birnbaum<sup>1</sup>, Harry Reis<sup>2</sup>, Maayan Dvir<sup>1</sup>; <sup>1</sup>Interdisciplinary Center (IDC) Herzliya, <sup>2</sup>University of Rochester

The belief that a relationship partner is responsive and understands, values, and supports important aspects of the self is inherent to the development of intimate and satisfying long-term relationships (Reis, Clark, & Holmes, 2004). Although sex is considered a prominent context in which people seek a sense of felt understanding, validation, and caring, little attention has been given to the role of perceived partner responsiveness in the sexual realm. It is therefore not clear whether and how personal and interpersonal goals served by positive responsiveness are reflected in specific motives for engaging in sex and whether perceiving a partner as responsive increases the desire to have sex with him or her. The present research adopted an attachment-theoretical perspective to examine the contribution of partner responsiveness to sexual desires. In Study 1, 1,617 participants completed self-report scales of attachment orientations, perceived partner responsiveness, and sexual desires and fantasies. In Study 2, 150 participants imagined scenes in which their partner was responsive or unresponsive and then rated their desire to have sex. Results indicated that perceived partner responsiveness was associated with more frequent sexual fantasizing about one's partner and heightened interest in sex with him or her. Not all people reacted to positive responsiveness in the same way, however. Avoidantly attached individuals were less likely than their less avoidant counterparts to desire their partner, possibly reflecting intimacy concerns. These findings suggest that perceiving one's partner as responsive may facilitate sexual desire, primarily among those people who engage in sex for attachment-related reasons.

**A59****TOWARD A PSYCHOLOGICAL CONSTRUCT OF ENMITY** Christopher

Jones<sup>1</sup>, Russell Fazio<sup>1</sup>; <sup>1</sup>The Ohio State University – Though the term "enemy" is common and describes a distinct form of social relationship, scant research has addressed the concept. A questionnaire was administered to 265 undergraduate students with the goal of validating a construct definition of enmity as consisting of three elements: negative feelings toward an individual, beliefs that the individual is malevolent or threatening, and a desire that the individual experience psychological, physical, or social harm. The study also explored how the person came to be an enemy and the correlates of the presence and intensity of such relationships in participants' lives. Participants first provided spontaneous definitions of "enemy" and described someone fitting this category, if one existed. Then, participants were given the definition above, assessed its viability, and described the individual best fitting this definition. A series of questions about this person followed, as did a Big-5 personality inventory. Results indicated that the proposed construct definition is highly consistent with participants' lay usage. Of the 201 participants who had an enemy according to their own lay definitions, 85% later assessed the proposed construct definition as completely applicable. Regarding enemies fitting the provided definition, the modal enemy was a competitor at school, work, or sport. Various correlates of extent of negativity towards the enemy and/or desire for harm were observed, including the Big-5 factor agreeableness, such that less agreeable individuals reported more intense enmity. We conclude that the

proposed definition is viable and the construct meaningful, reflecting a prevalent phenomenon that can be fruitfully studied in normal populations.

**A60****RELATIONAL EFFICACY, SHARED EMOTIONS, AND RELATIONSHIP STABILITY IN ROMANTIC RELATIONSHIPS** Ryosuke Asano<sup>1</sup>; <sup>1</sup>Nagoya

University – It is beneficial for close relationship partners to share their emotions with one another to form and maintain good relationships (Gable et al., 2006; Gonzaga et al., 2007). This study investigated how relational efficacy affects shared positive and negative emotions between romantic partners. Relational efficacy, which is a pair-level efficacy, refers to a couple's belief that they can mutually coordinate and integrate their resources to prevent and resolve any problems; this concept is based on the social cognitive theory (Bandura, 2001). In addition, the current study examined how these shared emotions predict relationship stability for six months. One hundred and seven dating heterosexual couples completed a questionnaire survey, and 25 of them participated in a follow-up study. In this study, multi-level structural equation modeling (MSEM) was conducted to distinguish between the actual phenomenon of dyadic relationships (between model) and the subjective processes of individuals within relationships (within model). The results of a MSEM revealed that the relational efficacy significantly predicted positive emotions ( $B = 0.42, p < .001$ ), but not negative emotions ( $B = 0.03, ns.$ ) in the between model. Moreover, a logistic regression analysis showed that positive emotions marginally promote relationship stability ( $B = 5.94, p < .10$ ), whereas negative emotions inhibit it ( $B = -12.11, p < .05$ ). Therefore, it is suggested that relational efficacy facilitates relationship stability through the mediation of shared positive emotions between romantic partners. Implications for mechanisms of relational efficacy and shared emotions between partners in building relational well-being are discussed.

**A61****DON'T STAND SO CLOSE TO ME** Katherine Carnelley<sup>1</sup>, Erica G. Hepper<sup>1</sup>, Angela C. Rowe<sup>2</sup>, Richard Gramzow<sup>1</sup>; <sup>1</sup>University of Southampton, <sup>2</sup>University of Bristol

Research shows that when forced to focus on attachment-related concerns those high in attachment avoidance show physiological stress, such as increased Skin Conductance Level (SCL) (e.g., Diamond et al., 2006; Dozier & Kobak, 1992). However, Fraley and Shaver (1997) show that dismissing-avoidant individuals when asked to suppress thoughts of partner separation can also suppress physiological reactions (SCL). They suggest that if given an opportunity to focus attention away from attachment-related concerns those high in avoidance can successfully avoid stress. We used the Hierarchical Mapping Technique (Kahn & Antonucci, 1980) to symbolically impose closeness (IC) of attachment network members to participants' core-self. Given that the IC task might allow avoidant participants to focus attention away from the task (e.g., by doing it quickly) we expected that global avoidance would be associated with lower SCL during IC. Participants ( $n = 58, 93\%$  female;  $MAGE = 21$ ) completed Time 1 measures of adult attachment dimensions and various self-report measures. We assessed SCL during imposed closeness and measured self-report items post-IC. Consistent with hypotheses, those high in attachment avoidance showed suppressed SCL (controlling for baseline SCL) during IC. After IC those high in avoidance felt smothered, less autonomous, and desired self-reliance. Participants reported feeling less close to, and placed further from the core-self, network members with whom they have an avoidant relationship. Work on IC has implications for individuals who require care (e.g., frail; ill). In future we will manipulate attachment-threat to examine whether avoidants are still able to suppress physiological activity during IC.

**A62**

**EMOTIONAL REACTIONS TO MILD ACCEPTANCE AND REJECTION BY POTENTIAL RELATIONSHIP PARTNERS** Lindsey A. Beck<sup>1</sup>, Margaret S. Clark<sup>1</sup>, <sup>1</sup>Yale University – We currently know little about how people move from initial attraction to another person as a possible close relationship partner to the establishment of an ongoing relationship with that person. Relationship formation should be facilitated if cues of a potential partner's interest--or lack thereof--are handled with equanimity. However, we expect that not everyone responds to such cues with equanimity, and that insecurely attached individuals may be especially emotionally reactive to mild social acceptance and rejection. Two studies examine people's affective reactions to mild acceptance and rejection from potential relationship partners. In Study 1, participants and a confederate both completed an initial individual task before they were given the opportunity to work on a second individual task or a joint task. The confederate indicated that she wished to work with the participant (acceptance cue) or independently (rejection cue). In a second study, community volunteers reported their anticipated emotional reactions to social situations involving mild acceptance or rejection. In both studies, high participant attachment avoidance predicted reacting to rejection with hostility, whereas high participant attachment anxiety predicted reacting to acceptance with fear. Additional evidence of the association between attachment anxiety and negative emotional reactions emerged in Study 2, including greater hostility and shame in response to acceptance and greater hostility, shame, and fear in response to rejection. Implications of insecure individuals' lack of emotional equanimity in response to early signs of social interest or disinterest for the initiation of close relationships are discussed.

**A63**

**FIRST TIME SEXUAL EXPERIENCE AND CURRENT SEXUAL WELL-BEING: A DIARY STUDY** Lauren Pulinka<sup>1</sup>, C. Veronica Smith<sup>1</sup>, <sup>1</sup>University of Delaware – The loss of one's virginity remains a highly salient experience throughout a person's lifetime (Elyse-Quest, Hyde, & DeLamater, 2005) and characteristics of the first sexual encounter have been shown to have an influence on general adult sexual functioning (e.g., sexual satisfaction, frequency). However, previous research has tended to ask participants about their first time and their current sexual functioning concurrently, which may lead to spillover effects. What the literature has seemingly ignored is the role it may play in day-to-day sexual behavior. In this study, 331 undergraduate participants answered questions about their first time sexual encounter as well as their present sexual functioning (e.g., global sexual satisfaction, sexual depression). In addition, participants described and rated their sexual interactions for two weeks using a variant of the Rochester Interaction Record (Wheeler & Nezlek, 1977). Results suggest that participants who had more positive first time sexual experiences (e.g., intimacy, respect) report having greater feelings of general sexual satisfaction and esteem and less sexual depression. In addition, a series of multilevel random coefficient modeling analyses of the 156 participants who recorded multiple sexual interactions over the two weeks also revealed that positive first time experiences were predictive of both physical and emotional satisfaction in their current sexual interactions. These results remained significant even when controlling for global sexual satisfaction. These results suggest that one's first time sexual experience is more than just an important step or milestone in their development. Rather, it appears to have important implications for their sexual well-being years later.

**A64**

**AGGRESSION AFTER SOCIAL REJECTION: IS IT MEDIATED BY DOMINANCE?** Jennifer Crowhurst<sup>1</sup>, Jean Twenge<sup>1</sup>, <sup>1</sup>San Diego State University – This study was designed to investigate dominance as a possible mediator for the effect of social rejection on aggression. Previous research shows that people generally become more aggressive toward others, even strangers, after they have been rejected. Evolutionarily, humans have adapted to survive in groups, and many behaviors are

affected by the group dynamic. Feelings of dominance or one's ranking in the social pecking order may become threatened after social rejection, and people may then resort to aggression as a strategy to re-establish rank. Social rejection was manipulated by informing the participant that none of the other participants in the study chose to work with him. Participants then completed an Implicit Associations Test (IAT) measuring how quickly he associated himself with dominant or non-dominant words. It was assumed that participants' reaction times were affected by implicit feelings of dominance. Aggression was measured by using the noise blast game in which participants believed they were blasting an unknown partner with white noise. The hypothesis was that social rejection will lead to lower feelings of dominance, and will therefore lead people to act more aggressively. The results showed that feelings of dominance after a rejection depended upon preexisting personality traits. Those who were low on narcissism and/or trait dominance felt significantly less dominant when rejected. This could mean that those who are narcissistic or high in trait dominance may be unaffected by a rejection whereas those who are low on these traits react in a way that makes them feel less dominant.

**A65**

**ADJUSTMENT FOLLOWING RELATIONAL DISSOLUTION: THE IMPACT OF POST-DISSOLUTION COMMUNICATION** Kenneth Sheppard<sup>1</sup>, Susan Boon<sup>1</sup>, <sup>1</sup>University of Calgary – Lay people and researchers alike often assume that contact between former partners ceases once their romantic relationship is terminated (Lannutti & Cameron, 2002). However, Koenig Kellas, Bean, Cunningham and Cheng (2008) found that 78% of participants maintained some form of communication with their ex-partner, suggesting that the ending of a relationship does not necessarily signify the end of communication between ex-partners. The present study explored the extent to which people's feelings toward their ex-partner (i.e., affective reaction) following a breakup were related to the nature of the post-dissolution communication engaged in with their ex-partners and, in turn, whether the perceived quality of such communication was related to their concurrent adjustment. Participants were 180 undergraduate students (84 men, 96 women) who had experienced the dissolution of a romantic relationship of at least three months duration within the past three months. Participants completed adjective checklists assessing affective reactions and communication, the SCL-90 (Derogatis, Lipman & Covi, 1973), and the Profile of Mood States (Shacham, 1983). Tests of mediation revealed that, as predicted, post-dissolution communication significantly mediated the relationship between (a) affective reaction and psychological/physical adjustment (Sobel = 4.43,  $p < .001$ ); and (b) affective reaction and emotional adjustment (Sobel = 4.86,  $p < .001$ ). These results suggest that, depending on how an individual experiences post-dissolution communication, such communication may be beneficial to the post-dissolution adjustment process. This is a noteworthy finding given that adjustment is an important indicator of an individual's acceptance of a major shift in his/her life following relational dissolution.

**A66**

**SOCIAL EXCLUSION AND PERSONAL SECURITY: EXPLORING THE PROTECTIVE BENEFITS OF PERSONAL SECURITY ON RESPONSES TO OSTRACISM** Courtney Shade<sup>1</sup>, Robert Arkin<sup>1</sup>, <sup>1</sup>The Ohio State University – This study investigated the role of personal security in moderating reactions to ostracism. It was hypothesized that participants would engage in conformity of opinion toward the majority following exclusion, but that participants in a secure state would experience the pain of exclusion less intensely, therefore exhibiting less conformity than their more insecure peers. Participants first provided their opinions concerning various attitude issues. Next, participants were primed with either a feeling of security or insecurity (through a short story followed by guided questions). Participants were then led to feel either included or excluded by a group through Cyberball. Next, participants were provided with their fellow players' supposed responses on the previous opinion questionnaire, formed an impression based on that information, and responded to the opinion questionnaire a second time. Not surprisingly, partici-

pants who had just been excluded exhibited more conformity (as measured by attitude change in the direction of the majority) on the second questionnaire than did included participants ( $F(1,173)=4.072, p<.05$ ). On another item, participants who had been primed to experience personal security exhibited less conformity than participants who were primed to feel insecure ( $F(1,26)=4.008, p=.05$ ). In sum, exclusion prompts participants to use conformity as a vehicle to regain a sense of belongingness. A sense of security appears to act as a moderator of this tendency, is a psychological state that provides some level of protection against the negative impact of ostracism, and results in a diminished tendency to strive to regain a sense of belongingness when it has been threatened.

#### A67

**WHAT WOMEN WANT: HOW SELF-PERCEIVED APPEARANCE AFFECTS RELATIONSHIP STANDARDS** Vanessa Buote<sup>1</sup>, Erin Strahan, Anne Wilson; <sup>1</sup>Wilfrid Laurier University – The need to belong is a basic human need (Baumeister & Leary, 1995). Relational value is the extent to which an individual feels valued, important and loved within their relationships, with most people striving for high levels of relational value (Baumeister & Leary, 2000). In our past research, we have demonstrated that socio-cultural norms for ideal appearance may contribute to a positive association between physical appearance and relational value among women, such that favorable appearance self-appraisals are linked to feeling more valued and accepted by others. Moreover, we find that an appearance threat leads to lower relational value. Given that belonging is a fundamental need, it is likely that when women evaluate their appearance unfavorably, and hence feel less valued in their relationships, they will be motivated to restore their relational value. In this study, we investigated relationship standards as an outcome of the connection between appearance and relational value. We hypothesized that when women are motivated to increase their relational value, they may temporarily lower their relationship standards to ensure that their relational value needs will be met. We examined the relationship standards women reported for staying committed to a romantic relationship, and their standards for ending a relationship. Results indicated that after an appearance threat, women reported lower relational value, indicated willingness to remain committed to a less positive relationship, and willingness to accept more negative behaviors from their partner before dissolving the relationship. Relational value mediated the effect of appearance threat on commitment, but not on dissolution.

#### A68

**CAN BEING BULLIED LEAD TO SUBSTANCE USE IN ADOLESCENCE?** Linda L. Batto<sup>1</sup>, Jennifer M. Knack<sup>1</sup>, Lauri A. Jensen-Campbell<sup>1</sup>; <sup>1</sup>The University of Texas at Arlington – Although research has examined the link between bullying and mental health, little work has examined its influence on the development of substance use (SU). To the extent that being bullied is a stressor, it should influence the likelihood of SU via depression and biological pathways associated with stress. Stress-related cortisol levels increase SU vulnerability and partially account for the association between SU and depression (Choa et al., 2009). Social defeat is also associated with alterations in the mesolimbic dopamine system, which is associated with both depression and addiction (Berton et al., 2006). This poster examined whether (1) being bullied was associated with depression, the cortisol awakening response (CAR), and SU; (2) SU was associated with depression and CAR; and (3) depression and/or CAR mediated the link between being bullied and SU. Study 1 ( $N=14041$ ) used the 2007 YRBS, which is a national survey given every 2 years that assesses health/risk in adolescents. Being bullied was associated with increased use of cigarettes, alcohol, and drugs ( $r$ -range: 0.24-0.41,  $p<.001$ ). Being bullied was also associated with depression/suicidal attempts ( $r = 0.36$ ). Depression/suicide attempts mediated the link between being bullied and addiction (e.g., alcohol: indirect  $z=11.22, p<.001$ ). Study 2 ( $N=107$ ) examined the links between victimization, CAR, depression, and SU in young adolescents. Victimization was related to depression ( $r=0.53$ ), tobacco use ( $r=0.23$ ), CAR ( $r = -0.20$ ). For

boys, CAR was also related to tobacco use ( $-0.37$ ). These findings suggest an association between bullying and SU that may be mediated by depression and HPA activity.

#### A69

**REMINDERS OF UNCONDITIONALLY ACCEPTING SIGNIFICANT OTHERS INCREASE SELF-COMPASSION** Juliana Breines<sup>1</sup>, Serena Chen<sup>1</sup>; <sup>1</sup>University of California, Berkeley – In this experiment we examined the hypothesis that self-compassion, which involves treating one's own suffering with kindness and understanding, can be elicited through the activation of mental representations of unconditionally accepting significant others (SOs). After recalling a failure experience, participants were randomly assigned to write about an SO who was unconditionally accepting, conditionally accepting, or neutral, and then filled out a measure of state self-compassion. As predicted, thinking about an unconditionally accepting SO led to greater state self-compassion, compared to the other two conditions. This effect held when controlling for self-esteem and positive affect. These results provide support for the idea that the capacity for self-care originates in supportive interactions with caregivers and long-term relationship partners.

## Emotion

#### A70

**ADOLESCENTS' RESPONSES TO EMOTIONAL EVENTS PREDICT WELL-BEING: EFFECTS ON DEPRESSION, SELF-ESTEEM, AND GRADES** Carissa Romero<sup>1</sup>, Allison Master<sup>1</sup>, Carol Dweck<sup>1</sup>, James Gross<sup>1</sup>; <sup>1</sup>Stanford University – Emotion regulation strategies and lay theories about emotion control have been found to be related to self-esteem and depression in college students (Gross & John, 2003; Tamir, John, Srivastava, & Gross, 2007). We extended this work by exploring the role of emotion regulation strategies and beliefs about the controllability of emotion in middle school students. We further examined how beliefs about emotion control are not only related to emotional outcomes, but also to achievement. We surveyed 116 6th grade students about their beliefs about the controllability of emotion (agreement with statements such as "No matter how hard you try, you can't really change the emotions you have"), emotion regulation strategies (agreement with statements such as "I control my emotions by changing the way I think about the situation I'm in"), frequency of rumination, depression, self-esteem, and grades. Beliefs about emotion control were related to depression, self-esteem, use of reappraisal, and grades. Use of reappraisal (changing the way one thinks about a situation to feel better) and rumination were related to self-esteem and depression.

#### A71

**GLAD TO BE SAD: EXPLORING PREFERENCES FOR NEGATIVE AESTHETIC EXPERIENCES** Lily Guillot<sup>1</sup>, Paul Rozin<sup>2</sup>, Katrina Fincher<sup>2</sup>, Danielle Blake<sup>2</sup>, Alexander Rozin<sup>3</sup>; <sup>1</sup>Yale University, <sup>2</sup>University of Pennsylvania, <sup>3</sup>West Chester University – Sadness in art is an interesting puzzle, as the emotion offers neither positive affect nor high arousal. Two studies were carried out to explore the preference for sad aesthetic experiences. In a survey of undergraduate students, participants rated their general liking of a variety of artistic exemplars that would be perceived as negative by most children and many adults. Among these, a strong correlation was found between enjoyment of sad movies, music, novels, and paintings. Furthermore, people who enjoyed sad things tended to say they enjoyed crying in response to them, and females were more likely to enjoy sad things than males. A factor analysis of these data showed that liking for sad aesthetics separated out from liking for experiences that produce fear, disgust, physical pain, and bitter or irritant tastes. A second study examined the possibility that preference for sad entertainment is due to some difference in sensitivity to the emotionality of the stimulus. Undergraduates were asked to listen to a variety of songs representing different genres and affects, and rate each song on a variety of items (e.g. speed, liking, happiness, sadness, etc). When comparing those partici-

pants who reported disliking the sad songs to those who enjoyed them, there were no significant differences in either how sad each group found those songs, or in how they rated other musical features that correlate with sadness. The current data point to a role for sadness in aesthetic enjoyment which extends beyond sensation seeking, toward a domain-specific theory of aesthetic pleasure.

**A72**

**EMOTION AND THREAT DETECTION: EXPECTING GUNS WHERE THERE ARE NONE** Jolie Baumann<sup>1</sup>, David DeSteno<sup>1</sup>; <sup>1</sup>Northeastern University – Preliminary research has demonstrated the influential role of emotion in assessments of threat, including even very rapid assessments that occur at the automatic level. It appears that applicable emotions, emotions that provide information about the relative costs or opportunities of acting in a given environment, introduce a bias that is characterized by increased vigilance for relevant threats. The current research explores potential mechanisms underlying an anger-based bias in gun detection, exploring whether it occurs at the perceptual level or reflects interactions with higher order expectancies. Anger may be affecting how an individual perceives or interprets ambiguous stimuli in the environment. That is, participants may believe neutral objects actually "look" more like threatening weapons when experiencing anger. Alternatively, anger could be increasing an individual's perceived likelihood of encountering certain classes of threat in the immediate environment, in essence setting the priors for threats the mind "expects" to encounter. Results suggest that the emotion-based bias in rapid assessments of threat occurs as a result of executive failure, or an inability to control for biased expectancies, as opposed to a direct influence on cognition at the subjective, perceptual level.

**A73**

**THE ANGRY SPOTLIGHT: THE EFFECTS OF ANGER ON SELECTIVE ATTENTION TO THREAT AND REWARD** Brett Q. Ford<sup>1</sup>, Maya Tamir<sup>1</sup>, Tad T. Brunye<sup>2,3</sup>, William R. Shirer<sup>2,3</sup>, Caroline R. Mahoney<sup>2,3</sup>, Holly A. Taylor<sup>2</sup>; <sup>1</sup>Boston College, <sup>2</sup>Tufts University, <sup>3</sup>US Army NSRDEC – Emotional states can bias selective attention toward emotion-relevant information. Prior research has shown that fear and anxiety tend to bias attention towards threatening information, whereas happiness and excitement tend to bias attention towards rewarding information. According to a valence-based account, such findings suggest that emotions bias attention towards valence-congruent information. For instance, because fear is a negative emotion, it biases attention towards negative information (i.e., threats). According to a motivational account, however, emotions bias attention towards motivationally-congruent information. For instance, because fear is associated with avoidance motivation, it biases attention towards threats. The current investigation tested these two alternatives by examining the effect of anger, an unpleasant emotion associated with approach motivation, on attention to threats and rewards. Following an emotion induction, participants completed a visual attention task and their attention to threatening and rewarding pictures was assessed using an eye tracker. We found that, following an anger induction, participants attended more to rewarding than threatening images. Such findings are inconsistent with a valence-based account and suggest that the effect of emotion on visual attention may be motivationally driven.

**A74**

**INTRAINDIVIDUAL RELATIONS BETWEEN EMOTIONAL INTENSITY AND DISCLOSURE: THE MODERATING ROLE OF DEPRESSION** Angela M. Garrison<sup>1</sup>, Jeffrey H. Kahn<sup>1</sup>; <sup>1</sup>Illinois State University – Self-disclosure theory and research suggest that individuals are more likely to disclose to others intense emotions than mild emotions. Yet recent theories of emotion dysregulation (Campbell-Sills & Barlow, 2007) and emotion-context insensitivity (Rottenberg, 2005) suggest this intensity-disclosure relationship might not hold for depressed individuals. Thus, we examined whether depression moderates the intraindividual relation between event intensity and event disclosure. To attain intraindividual data, college students (N = 239) participated in a daily diary study. Participants

came to the lab to complete measures of depression and disclosure tendencies (used as a covariate). They then logged onto a secure website each night for the next week where they described the day's most unpleasant emotional event and completed items assessing the intensity of the event and their disclosure of that event. Compliance was strengthened via daily contact with participants and adequate incentives (as demonstrated by an earlier pilot study). Data comprised 1,271 daily reports of intensity and disclosure. Hierarchical linear modeling (HLM; Raudenbush & Bryk, 2002) analyses were used to analyze the nested data (i.e., daily reports nested within participants). A random coefficients regression indicated that daily event intensity explained 43% of the intraindividual variability in disclosure. Hierarchical intercepts- and slopes-as-outcomes models revealed that disclosure tendencies predicted both the intraindividual disclosure intercept and intensity-disclosure slope. More importantly, depression moderated the intensity-disclosure relation while controlling for disclosure tendencies, such that the intensity-disclosure relation was weaker for individuals with greater depression symptoms. Results will be discussed in the context of self-disclosure and emotion regulation theories.

**A75**

**WHO'S THE MOST CREATIVE OF THEM ALL? HOW TRAIT AUTHENTIC VS. HUBRISTIC PRIDE RELATE TO CREATIVE VS. NON-CREATIVE TASK PERFORMANCE** Rodica Damian<sup>1</sup>, Yanine Hess<sup>1</sup>, Richard Robins<sup>1</sup>; <sup>1</sup>University of California, Davis – Because research on emotions and creativity has commonly explored the effects of emotion valence and activation level, self-conscious emotions have been overlooked. To address this oversight, we examined the relationship between trait pride and creative versus non-creative task performance. Within achievement domains, pride is an especially germane self-conscious emotion due to the motivational style it engenders (Williams & DeSteno, 2008) and is likely to affect creativity. Pride is double-faceted: Authentic pride is characterized by internal unstable attributions for success, and task-oriented focus, whereas hubristic pride is characterized by internal stable attributions for success, and self-oriented focus (Tracy & Robins, 2007). Based on research which shows that a lack of task-oriented focus harms creativity more than it harms performance on non-creative tasks (Csikszentmihalyi, 1978), we hypothesized that (a) authentic pride would correlate positively with both creative and non-creative tasks whereas (b) hubristic pride would correlate negatively with creative tasks, but not correlate with non-creative tasks. Participants completed Tracy and Robins's (2007) Authentic and Hubristic Trait Pride Scale during a pre-screen battery; participants later completed a common creativity measure, the Unusual Uses Test (UUT; Guilford, 1967) and a five-part GRE analytical problem. Consistent with the hypotheses, authentic pride positively predicted UUT and analytical task performance. Hubristic pride, however, negatively predicted UUT performance, but not analytical task performance. The results suggest that authentic and hubristic pride may differentially impact performance in achievement domains, and that hubristic pride may be especially harmful in creative settings. Future research should manipulate state pride to determine causality.

**A76**

**ELEVATION PREDICTS DOMAIN SPECIFIC VOLUNTEERISM THREE MONTHS LATER** Keith Cox<sup>1</sup>; <sup>1</sup>Northwestern University – Elevation, the feeling of moral uplift when viewing the virtuous action of another, has been shown to be a distinct moral emotion (Haidt & Algoe, 2009). Prosocial behaviors have been theorized to be one of the behavioral effects of elevation, but this behavioral connection has not been strongly established empirically. The current study followed college students in a naturalistic setting known to induce elevation, a spring break service trip to Central America. Participant self-reports of elevation during the service trip were collected at the conclusion of the trip. At one week and three months later, participants reported on trip related volunteerism (e.g. raising funds for the organization that led the trip) and general volunteerism (e.g. volunteering at a soup kitchen in their hometown). Self reports of elevation during the trip predicted trip specific volunteerism

at one week and three months but did not relate to general volunteerism at either time. This predictive connection was maintained even when pre-trip volunteerism, trait empathy, and the Big Five were controlled for. These results suggest that the experience of elevation motivated participants to volunteer in the domain in which they were elevated. This finding supports the hypothesis that prosocial responses are a behavioral effect of elevation, but further refines this hypothesis by suggesting that the prosocial response occurs in a domain linked to the context in which elevation was experienced.

#### A77

**MIXED EMOTIONAL APPEALS IN EMOTIONAL AND DANGER CONTROL PROCESSES** Pilar Carrera<sup>1</sup>, Dolores Muñoz<sup>1</sup>, Amparo Caballero<sup>1</sup>, Luis Oceja<sup>1</sup>; <sup>1</sup>Universidad Autonoma de Madrid – Negative emotional appeals do not always help to reduce risk behaviors. We report two studies about a new strategy based on the presentation of appeals with mixed emotions (e.g., sadness-joy/relief). Study 1 shows that a mixed message generates lower post-message discomfort than an exclusively negative message; moreover, in this first study, reported probability of performing the risk behavior (binge drinking) in the future is also lower in the mixed condition. Study 2 replicates these results and relates them to the EPPM model (Witte, 1992). Here, the mixed message again generates lower post-message discomfort than the negative one, and participants are motivated to control the danger (response efficacy is evaluated more positively in the mixed condition).

#### A78

**AN EXAMINATION OF THE RELATIONSHIP BETWEEN ACCURACY OF MENTAL STATE DECODING AND DYSPHORIA IN UNIVERSITY STUDENTS** Meghan M. McPhie<sup>1</sup>, Jill A. Jacobson<sup>1</sup>; <sup>1</sup>Queen's University – Dysphoria is associated with significant social impairments. Consequently, understanding the possible cognitive mechanisms that may underlie these difficulties is important, especially because these individuals are at an elevated risk for developing major depression (Fergusson et al., 2005). Dysphoria researchers have examined emotion recognition ability as a possible explanation with mixed results. Specifically, dysphoria has been positively associated with greater emotion identification accuracy when the stimuli are confined to the eyes region (Harkness et al., 2005), but in studies using the entire face as stimuli, dysphoria either was not related to (Frewen & Dozois, 2005) or was negatively associated with (Persad & Polivy, 1993) accuracy. Furthermore, researchers recently have begun to examine the link between focusing on another person's mouth and greater social competence in autistic individuals (Klin et al., 2002). However, no similar studies have been conducted to determine if dysphoric individuals also benefit socially from focusing on mouth stimuli. In the current study, we attempted to help reconcile and extend the previous research by comparing dysphoric and nondysphoric participants' emotion recognition performance using the same targets to construct the eyes versus mouth versus full face stimuli and examining the same participants' performance on each set. Consistent with previous research using eyes stimuli, higher levels of dysphoria were associated with greater emotion identification accuracy regardless of which type of facial information was presented. Still dysphoric individuals' enhanced ability to detect other people's emotions does not confer positive social benefits for them, and possible reasons for this disconnect will be discussed.

#### A79

**SELF DISCLOSURE INCREASES AND DECREASES ALTRUISTIC PUNISHMENT IN NEGOTIATIONS** Emma C. Fabiansson<sup>1</sup>, Thomas F. Denson<sup>1</sup>; <sup>1</sup>University of New South Wales – Anger is a common response to interpersonal conflict. Within the negotiation context, anger increases competitive and self-interested behavior and often leads to stalemates. Furthermore, angry participants often display economically irrational decision-making by rejecting offers to their own financial detriment. Specifically, angry participants are typically willing to suffer financial losses in exchange for the opportunity to punish their negotiation partner out

of spite. The Ultimatum Game is a paradigm within the context of game theory used to examine the effects of anger on negotiation-relevant variables. Two experiments explored the effects of self-disclosure on negotiation performance using the Ultimatum Game. Prior self-disclosure typically increases interpersonal rapport, satisfaction and liking and improves negotiation performance. In the first research to do so, our goal was to examine the conditions under which mutual self-disclosure would buffer and augment punitive behavior. Experiment 1 found that self-disclosure reduced punishment in response to ruthless bargaining. Experiment 2 illustrated that self-disclosure increased punishment when combined with ruthless bargaining and rude behavior (i.e., an insult) and increased rewarding behavior when combined with ruthless bargaining and neutral behavior (i.e., no insult). Moreover, anger resulted in person-specific irrational decision making rather than generally impairing rational behavior. Specifically, participants who received anger inducing feedback chose to solely punish the participant they self-disclosed with than anonymous participants despite receiving identical offers. These findings illustrate that self-disclosure can have positive and negative negotiation outcomes that should be considered in negotiation contexts.

#### A80

**A PROTOTYPE ANALYSIS OF NOSTALGIA** Erica Hepper<sup>1</sup>, Timothy Ritchie<sup>2</sup>, Constantine Sedikides<sup>1</sup>, Tim Wildschut<sup>1</sup>; <sup>1</sup>University of Southampton, <sup>2</sup>University of Limerick – The construct of nostalgia has received increased empirical attention (Batcho, 2007; Wildschut, Sedikides, Arndt, & Routledge, 2006; Zauberman & Ratner, 2009). Nostalgia serves important functions, boosting positive affect, self-regard, meaning in life, self-continuity, and social connectedness. However, an empirically grounded definition of nostalgia is lacking. Four studies sought to develop such a definition using a prototype approach. In Study 1 (N=232), participants generated characteristics descriptive of nostalgia, resulting in 1752 exemplars. Two independent coders sorted exemplars into thematic categories, and a third coder used the resulting 35-category coding scheme to categorise every exemplar. Study 2 examined self-reported prototypicality of the 35 categories. Participants (N=102) rated the relevance of each category to their view of nostalgia; ratings were used to define central (e.g., reminiscence, happiness) and peripheral (e.g., daydreaming, regret) features of nostalgia. Study 3 showed that having seen prototypical features of nostalgia one-by-one on computer, participants (N=99) were more likely to remember central (vs. peripheral) features in a surprise recall test, and to falsely recognise central (vs. peripheral) non-presented features. Study 4 showed that when presented with prototypical and non-prototypical words on computer screen, participants (N=53) were quicker to verify that central (vs. peripheral) prototypical features were related to nostalgia. Understanding these features may help in future nostalgia research and interventions.

#### A81

**SELF AND AFFECTIVE FORECASTING: INDIVIDUAL DIFFERENCES IN PREDICTING IN-GROUP MEMBERS' AFFECTIVE EXPERIENCE** Kimin Eom<sup>1</sup>, Kwanghee Han<sup>1</sup>; <sup>1</sup>Yonsei University – This study investigated how individualists and collectivists forecast their in-group members' affective experience differently; especially their parents'. We hypothesized that collectivists would predict in-group members' negative emotion more strongly than individualists when they imagine a situation in which they cannot meet in-group's expectation. It can be advantageous for collectivists to predict negative emotional feedback more strongly from their in-group members so that they can avoid such a situation; because failing to meet in-group's expectation is more stressful for collectivists than individualists. Participants were asked to rate how strongly their parents would feel each of twelve emotions (5 pleasant emotions, 7 unpleasant emotions) on a 11-point scale if they received a grade one level below their expectation and the grade one level above their expectation. The score of the pleasant emotions were averaged to yield a pleasant affect score and unpleasant emotions were averaged to produce an unpleasant affect score. We measured dispositional differences in self-construal and



divided participants into two sub-groups: individualists and collectivists. The data were analyzed on the basis of a 2(outcome: positive, negative) X 2(self-construal: independent, interdependent) mixed-model ANOVA. The dependent measures were positive affect and negative affect. As predicted, collectivists ( $M = 2.10$ ) predicted negative emotional responses more strongly from their parents than individualists ( $M = 1.41$ ) in a negative outcome situation,  $F(1, 32) = 3.650, p < .065$ . Interestingly, in a positive situation where they received a higher grade than they expected, collectivists predicted their parents would feel positive emotion less strongly and negative emotion more strongly than individualists.

#### A82

**NEGATIVE FEEDBACK AND PERFORMANCE: THE MODERATING EFFECT OF EMOTION REGULATION** Jacquelyn Rafferty<sup>1</sup>, George Bizer<sup>2</sup>; <sup>1</sup>Clark University, <sup>2</sup>Union College – We explored how individual differences in emotion regulation predict people's responses to negative feedback. Undergraduate students completed an ostensibly important test on which they would be unable to gauge their performance. Some participants were told that they performed poorly relative to other students, while others were told that they performed slightly above average. Participants then completed a second test that ostensibly measured a similar construct. The number of correct answers and time required to complete the second exam were assessed as outcome variables. Finally, after taking part in an unrelated task, participants completed the Emotion Regulation Questionnaire (Gross & John, 2003) to assess reappraisal (thinking about a situation to change its emotional impact) and suppression (inhibiting emotion-expressive behavior). Standard analyses assessing outcome variables as a function of reappraisal and suppression scores separately yielded nonsignificant results. However, a global regulation score computed as the difference between reappraisal and suppression scores yielded effects consistent with our hypotheses: Among relative reappraisers (individuals with more frequent use of reappraisal relative to suppression), those who received negative feedback completed the second test more quickly and performed better than did such people who received moderate feedback. No such effects were found among relative suppressors (individuals with more frequent use of suppression relative to reappraisal). These findings suggest that individual differences in reappraisal and suppression are meaningful in terms of how negative feedback affects subsequent cognitive performance and that, in some circumstances, a global measure of emotion regulation may be useful in predicting important cognitive processes.

#### A83

**HOW MOOD INFLUENCE EMOTION RECOGNITION** Petra Schmid<sup>1</sup>, Marianne Schmid Mast<sup>1</sup>; <sup>1</sup>University of Neuchatel – Previous research has shown that mood affects social judgments, such as the ability to recognize other people's emotions. However, findings are not consistent with regard to how mood affects facial emotion recognition: For sad mood, general performance decrements in emotion recognition have been reported as well as a more emotion specific bias, such as a better recognition of sad facial expression compared to happy expressions (negative bias). Much less research has been done on the influence of happy mood on emotion recognition. There is some evidence for emotion specific bias in terms of reduced recognition of sad facial expressions compared to happy ones (positive bias). Most studies have been conducted with clinical samples (depression or mania) and not with healthy individuals and especially data for happy mood effects is missing. We induced 93 participants with happy, sad, or neutral mood and had them perform an emotion recognition task. Results showed a negative bias for participants in sad mood and a positive bias for participants in happy mood. Also, the overall performance was decreased in happy and sad mood compared to the control group in neutral mood. This was due to a specific decrement in the recognition of mood-incongruent facial expressions; the recognition of mood-congruent facial expressions was not impaired. Because

reading other people's emotions accurately is important for social functioning, people should be aware of the fact that their own affective states may bias how they perceive others' emotions.

#### A84

**THE EFFECT OF PRIMED CULTURAL CONTEXT ON THE EXPERIENCE AND COMMUNICATION OF PRIDE** Yvette M. J. van Osch<sup>1</sup>, Marcel Zeelenberg<sup>1</sup>, Seger M. Breugelmans<sup>1</sup>; <sup>1</sup>Tilburg University, the Netherlands – It has been suggested that, based on the distinction of independence-interdependence, the experience of pride differs across cultures (Markus & Kitayama, 1991). However, the phenomenological experience of emotions has shown to be culturally universal to a large extent (e.g., Matsumoto, Nezlek, & Koopmann, 2007). We propose that culture does affect pride, but only its verbal expression, and not its phenomenological experience (i.e., thoughts, feelings, action tendencies), due to differences in cultural norms on the expression of emotions (Eid & Diener, 2001). We tested this hypothesis with both culture as a quasi-experimental and a situationally primed factor among Dutch and bicultural Chinese-Dutch subjects. In a between-subjects design we primed (1) Chinese-Dutch biculturals with a Chinese cultural frame ( $n = 29$ ), (2) Chinese-Dutch biculturals with a Dutch cultural frame ( $n = 30$ ), and (3) Dutch with a Dutch cultural frame ( $n = 30$ ). We induced pride through a scenario and subsequently measured the intensity and phenomenological content of pride. The results showed that participants primed with a Dutch cultural frame felt pride more intensely, and communicated their pride more to others, than did participants primed with a Chinese cultural frame. However, no differences were found in the phenomenological content of the pride experience across conditions. The data clearly revealed that although culture affected the expression of pride, it did not affect its phenomenological experience.

#### A85

**FASTER IN GETTING CLOSER THAN IN GETTING AWAY** Jana Nikitin<sup>1</sup>, Alexandra M. Freund<sup>1</sup>; <sup>1</sup>University of Zurich – Previous research on the speed of reacting to positive and negative emotional stimuli provides an unclear picture: Research using visual search paradigms provides evidence for faster processing of negative than to positive stimuli, whereas categorization paradigms show the opposite pattern. This research leaves open the role of motivation. The present four experiments investigated the role of approach and avoidance motivation in the reaction to emotional (happy vs. angry) faces. Experiment 1 ( $N = 40$ ) and 2 ( $N = 40$ ) show consistently that approach behavior in response to happy faces was significantly faster than avoidance behavior in response to angry faces. Experiment 3 ( $N = 94$ ) rules out that this result simply reflects the Simon effect. Even when including an incongruent condition (i.e., moving away from happy and toward angry faces), participants approached happy faces more readily than they avoided angry faces. Experiment 4 ( $N = 40$ ) supported the hypothesis that the advantage of happy faces is motivational in nature: A simple categorization task revealed no differences between the reaction times to happy as compared to angry faces.

#### A86

**EFFECTS OF DISASTER PRIMING ON THE PERCEPTION OF RISK AND EXPECTATION OF POSITIVE EVENTS.** Hideya Kitamura<sup>1</sup>, Shigetaka Sato<sup>1</sup>; <sup>1</sup>Toyo University – Johnson & Tversky (1983) found that reading stories of risky events caused negative affect and increased the frequency estimates of risk. We categorized the risky events and focused the risk on disaster and the risk on disease. Our object is to investigate the priming effects of disaster-related and disease-related articles on the perception of risks. In Experiment 1, thirty-six participants read the article about disaster, disease, or a positive event, and then estimated the subjective probabilities of positive and negative events. Negative events included the events related to disaster and disease. We found in the result, disease priming increased the estimates of both disease and disaster. And positive priming increased the probability of positive events. In Experiment 2, we presented thirty-six participants with articles of positive or negative events. The results showed more pronounced effects of disaster prim-

ing on the estimates of future probabilities of experiencing disasters. We found domain-limited effects of reading articles and effects of positive priming on the probabilities of expecting negative and positive events. Contextual factors of risk perception and the role of emotion would be discussed.

**A87****HOW MUCH DO I CARE? INTEREST EXACERBATES AFFECTIVE FORECASTING ERRORS**

Jennifer Pattershall<sup>1</sup>, Scott Eidelman<sup>1</sup>; <sup>1</sup>University of Arkansas – Errors in affective forecasts are persistent and robust, but are more typical for negative events than positive events (Wilson & Gilbert, 2003). In the present research we explored a moderator of affective forecasting errors that may explain why negative errors are stronger, and when positive errors are more likely to occur. Asymmetry between positive and negative forecasts is consistent with a differential focus on negative events (Baumeister, Bratslavsky, Finkenauer, & Vohs, 2001; Kahneman & Tversky, 1979; Taylor, 1991). Considering this, we reasoned that level of interest in an event—that is, how much the person cares about the outcome—would magnify affective forecasting errors. If interest is high, forecasting errors should be enhanced for negative events and should emerge for positive events. We tested this hypothesis in two studies. In Study 1, participants forecasted their feelings about possible outcomes of the 2008 US presidential election, and indicated their actual feelings after the event. For both Obama and McCain supporters, affective forecasting errors increased as interest increased. In Study 2 we manipulated interest in an outcome by telling participants that an upcoming test was important or not. After receiving a performance goal, participants predicted how they would feel about successful or unsuccessful performance. After taking the test and receiving positive feedback, participants indicated their actual feelings. Participants in the important condition made larger affective forecasting errors than participants in the unimportant condition. These data suggest that, ironically, people will be less accurate when they care the most.

**A88****THE PSYCHOLOGICAL CONSTRUCTION OF BASIC EMOTIONS FROM HEDONIC TRAJECTORIES**

Tabitha Kirkland<sup>1</sup>, William A. Cunningham<sup>1</sup>; <sup>1</sup>The Ohio State University – Every day, we experience qualitatively distinct emotional states such as joy, sadness, and fear. The basis of these experiences has been a source of debate. In contemporary social psychology, two dominant themes have emerged. One idea is that discrete emotions result from basic "natural kind" categories. According to this view, each specific emotion originates from a biological module resulting in a stereotyped cognitive and behavioral response. An alternate view is that emotions are the consequence of cognitive constructions based on situational appraisals. Thus, all emotions are experienced by categorizing and labeling relatively undifferentiated affective arousal. In one model, each emotion uses independent processes; in the other, all emotions have an identical affective core and are differentiated by the cognitive categories that are used to quantify experience. We suggest a hybrid of these models. It is proposed that basic emotions are not socially constructed from semantic categories (i.e., relational themes), but rather emerge from separable affective representations that consider the hedonic trajectory of the individual. In four studies participants were presented with information about their own or another's past, current, and/or future hedonic states and were asked to indicate or rate the expected emotions the situation would elicit. The basic emotion categories were predicted by specific interactions in hedonic space, indicating that emotions can be modeled successfully by understanding affect through time. Thus, fully separable emotions can be constructed in a lawful manner from dimensional states without the need for semantic categories.

**A89****THE ROLE OF DIALECTICAL THINKING IN MIXED EMOTIONS: AN EXPERIMENTAL APPROACH**

Bradley J. Stastny<sup>1</sup>, Jeff T. Larsen<sup>1</sup>; <sup>1</sup>Texas Tech University – Dialectical thinkers are more willing to accept contradiction in everyday life (Peng & Nisbett, 1999); as such, dialectical thinking may foster the experience of mixed emotions. Evidence suggests that Easterners, who think more dialectically than Westerners, experience more mixed emotions than Westerners (Bagozzi, Wong, & Yi, 1999; Schimmack, Oishi, & Diener, 2002), which suggests that dialectical thinkers experience more mixed emotions than non-dialectical thinkers (Goetz, Spencer-Rodgers, & Peng, 2008). We developed a manipulation of dialectical thinking to more directly investigate whether dialectical thinking influences mixed emotions. We asked 14 participants to read pairs of contradictory findings (e.g., "Research indicates that watching violent TV or movies makes a person more violent while other research indicates that watching violent TV or movies makes a person less violent") and indicate how much they felt each finding was right or wrong (see Peng & Nisbett, 1999). We then asked participants to think about how both findings could be true. Finally, participants re-read each finding and again indicated whether they thought each finding was right or wrong. Following the induction, participants listened to 16 music clips known to elicit mixed emotions (Hunter, Schellenberg, and Shimmack, 2008). During the clips, participants reported whether they felt neutral, happy, sad, or both happy and sad. Results revealed that those induced to think dialectically experienced more mixed emotions during the clips than a control group (n = 14). This finding provided experimental evidence that dialectical thinking fosters the experience of mixed emotions.

**A90****HOW RELATIONSHIP MOOD FLUCTUATIONS RELATE TO GENERAL MOOD CHANGES**

Sean P. Lane Jr.<sup>1</sup>, Ammara Khalid<sup>2</sup>, Patrick E. Shrout<sup>1</sup>, Niall Bolger<sup>3</sup>; <sup>1</sup>New York University, <sup>2</sup>Argosy University, Chicago, <sup>3</sup>Columbia University – In close relationships, both relationship-specific and general moods are often used as indicators of relationship processes (e.g. Thompson & Bolger, 1999). However, there is scant literature on the conceptual distinctiveness or overlap of these constructs. Furthermore, little work has described the way these processes relate to each other over time. Using two samples, we show that relationship-specific and general moods are clearly dissociable and differentially predictive of one another. In Study 1, 76 romantic couples completed daily diaries for 35 days. Over time, relationship moods and general moods were only moderately correlated for the average couple. Relationship-specific moods (anger, anxiety, depression, vigor) predicted same-type general moods significantly more strongly than general moods predicted relationship-specific ones. In addition, relationship moods had significantly stronger lagged effects onto themselves than did general moods. Study 2 used the same daily diary design with 308 romantic couples, except that one partner was preparing for a stressful examination. The effects for examinees' partners largely replicated the effects found in Study 1. Among examinees however, both same-mood lagged effects and same-day cross-mood effects were symmetrical: relationship mood was as predicted by general mood as the converse. These results are consistent with theories of mood regulation (Schwarz & Clore, 1996), which suggest that moods with a defined object (e.g. relationship-specific) may be represented and handled differently than more diffuse moods that may lack a clearly defined object (e.g. general). However, context (e.g. stress) may disrupt the ability to compartmentalize different mood types, resulting in more symmetrical joint regulation.

**A91****PREDICTING SELF-CONTROL SUCCESS AND FAILURE FROM THE EMOTION GOALS TO EXPERIENCE PRIDE AND PLEASURE**

Lillia Cherkasskiy<sup>1</sup>, Peter Salovey<sup>1</sup>; <sup>1</sup>Yale University – We propose that individuals may have goals to experience certain emotions such as hedonic pleasure and pride, which we term "emotion goals." We further hypothesize that these emotion goals have the same properties as behavioral goals

(i.e. prompting behaviors instrumental to reaching the goals). In a series of two studies, we tested the specific hypothesis that the endorsement of certain emotion goals has important consequences for behavior requiring self-control. In a preliminary study, a new measure called the Pleasure and Pride Emotion Goal questionnaire (PPEG) was validated to assess the emotion goal to experience hedonic pleasure as well as the emotion goal to experience the positive self-evaluative emotion of pride. In a second study, endorsement of the emotion goal to experience pleasure (but not endorsement of the emotion goal to experience pride) predicted self-control failure in snack choice between an indulgent versus a healthy snack alternative, only under conditions of low cognitive load. These results suggest that specific emotion goals vary among individuals and may have important consequences for behaviors requiring self-control, which afford the opportunity to satisfy or frustrate these goals.

#### A92

**DOES TRACY AND ROBINS' (2007) AUTHENTIC AND HUBRISTIC PRIDE SCALE REALLY MEASURE TWO DISTINCT ATTRIBUTION STYLES?** Jared Piazza<sup>1</sup>, Colin Holbrook<sup>1</sup>, Paulo Sousa<sup>1</sup>; <sup>1</sup>Institute of Cognition & Culture, Queen's University Belfast, UK – Recently, Tracy and Robins (2004, 2007) proposed a two-facet structure of pride, with "authentic" and "hubristic" pride arising from distinct antecedent appraisals. In their model, attributing a positive event to internal, controllable, and unstable causes is thought to promote authentic pride, whereas attributing a positive event to internal, uncontrollable, and stable causes is thought to promote hubristic pride. Tracy and Robins' (2007) Authentic and Hubristic Pride Scale (AHPS), which is comprised of seven positive adjectives relating to authentic pride (e.g., accomplished) and seven negative adjectives relating to hubristic pride (e.g., arrogant), is thought to distinguish between these two facets of pride. However, an alternative account is that the AHPS simply measures differences in trait or state self-esteem, which Tracy and Robins (2007) have shown to correlate negatively with Authentic Pride and positively with Hubristic Pride. We administered the AHPS to one hundred participants, who were asked to describe and answer questions about a personal success and failure. The questions measured tendencies to attribute success and failure to internal-external, controllable-uncontrollable, and stable-unstable causes. The results support the view that AHPS is a measure of self-esteem differences and not a measure of the distinct appraisal tendencies postulated by Tracy and Robins (2007). Authentic Pride was associated with a self-enhancing response pattern, whereas Hubristic Pride was associated with a self-defeated response pattern. We argue that the AHPS is more accurately construed as a measure of positive and negative self-construals than of authentic and hubristic pride.

#### A93

**AFFECTIVE FORECASTING FOR COOPERATIVE AND COMPETITIVE BEHAVIOR: IT FEELS BETTER THAN YOU THINK TO COOPERATE** Jeffrey D. Green<sup>1</sup>, Jody L. Davis<sup>1</sup>, Eli J. Finkel<sup>2</sup>, Anthony E. Coy<sup>1</sup>, Daryl R. Van Tongeren<sup>1</sup>, Julie A. Kittel<sup>1</sup>, Michelle Irby<sup>1</sup>; <sup>1</sup>Virginia Commonwealth University, <sup>2</sup>Northwestern University – Research on affective forecasting suggests that individuals overestimate the intensity and duration of both positive and negative experiences. The present work extends affective forecasting research from events that simply happen to people to behaviors people may enact – cooperation and competition. Forecasts for moral behaviors that have affective implications for both the self and others may play a large part in determining whether or not the behavior occurs. Participants in the experimenter condition were trained in game-theory matrix interactions like the PDG, and were told that they were going to play the game via computer with another participant. They made choices quickly on 10 different matrices and then received false feedback regarding their matrix choices: the computer program notified them that their choices reflected either very competitive or very cooperative behavior. They reported how they felt at that moment. Participants in the forecaster condition were similarly trained in the matrix interactions, viewed the same 10 matrices, and reported how they thought they would feel after going

through the same procedure and receiving feedback that they had made either very cooperative or very competitive choices. The two-way interaction (experimenter vs. forecaster x cooperative vs. competitive) was significant. Individuals forecasted that they would feel significantly worse after cooperation than they actually did, whereas they forecasted that they would feel somewhat better after competition than they actually did. It's possible that individuals may cooperate less and compete more, due to faulty forecasts. Put another way, individuals underestimate how good it feels to cooperate.

#### A94

**THE SELF IN SHAME AND VICARIOUS SHAME** Stephanie C. M. Welten<sup>1</sup>, Seger M. Breugelmans<sup>1</sup>, Marcel Zeelenberg<sup>1</sup>; <sup>1</sup>Tilburg University – People can experience shame vicariously for others. Central in shame is a threat to the self. In shame the self is both personally and socially threatened. The question is whether this experienced self-threat in shame also exists in vicarious shame. We argue that people in vicarious shame experience a threat only to the social self. In three studies, using different emotion inductions (between-subject designs) and different dependent measures, we revealed that shame affects both the personal and social self, whereas vicarious shame affects only the social self. This explains why vicarious shame can trigger markedly different behaviors than shame. In Study 1, 85 participants autobiographically recalled a shame, vicarious shame, or a regular day experience. Performance self-esteem (as proxy for personal self-esteem) and social self-esteem (Heatherton & Polivy, 1991) were measured. Analyses revealed that in shame both performance and social self-esteem decreased, whereas in vicarious shame only social self-esteem decreased. In Study 2, 117 participants read a shame, vicarious shame, or control scenario. Personal and social self-esteem were measured. Analyses revealed that in shame both personal and social self-esteem decreased, whereas in vicarious shame only social self-esteem decreased. In Study 3, 62 participants autobiographically recalled a shame or vicarious shame experience. Personal and social shame components were measured. Analyses showed that in shame both personal and social shame components increased, whereas in vicarious shame only social shame components increased. Our studies revealed that vicarious shame differs from shame not only in consequences for self-esteem but also in the emotion itself.

#### A95

**THE INFLUENCE OF PRIMED, STATE, AND TRAIT AFFECT ON TEMPORAL DISCOUNTING RATES.** Adam Augustine<sup>1</sup>, Aaron Weidman<sup>1</sup>, Alexandra Fine<sup>1</sup>; <sup>1</sup>Washington University in St. Louis – Previous research has largely focused on the influence of experienced affect on decision making; however, other sources of affective information may also shape decisions. In two studies, we examine the interacting influences of affective information, state affect, and personality on temporal discounting rates (i.e. the tendency to choose small rewards today rather than larger rewards in the future). In Study 1, participants were primed with either positive or negative affect adjectives prior to making each reward choice. In Study 2, participants underwent either a positive or negative affect induction prior to making reward choices. Results in both studies indicate that extraversion interacts with state pleasant affect and condition (i.e. positive or negative primes or induction) to predict discounting rates. Additionally, neuroticism interacts with state unpleasant affect and condition to predict discounting rates. However, the nature of these interactions depends on the source of the information, with neurotics and extraverts showing lower discounting when primed with affect and higher discounting when experiencing affect. These results suggest that irrelevant (i.e. primes) and stable (i.e. personality traits) sources of affective information also shape judgments and decision making. Thus, current affect levels are not the only sources of affective information that guide individuals when they make quick decisions.

**A96**

**THE PRICE OF AWESOMENESS: EVIDENCE FOR AN EXPERIENCE-STRETCHING PROCESS** Jordi Quoidbach<sup>1</sup>, Elizabeth W. Dunn<sup>2</sup>; <sup>1</sup>University of Liège, Belgium, <sup>2</sup>University of British Columbia, Canada – The present research investigates the paradoxical notion that having awesome experiences may undercut enjoyment for simpler pleasures. In a first study, 269 working adults were presented with pictures of equally enjoyable vacation destinations that differed in terms of extraordinariness. Participants were asked to imagine winning a trip to each of the destinations and to report how excited about the trip they would be the week before leaving, providing a measure of anticipatory savoring. To provide a measure of past amazing experiences, participants were asked to complete a brief record of their travel history. Results show that participants who had traveled the world reported less anticipatory savoring for an ordinary but enjoyable vacation destination. This effect was moderated by the time elapsed since the last travels, such that the detrimental impact of past travel was reduced when a long time had elapsed since participants had last traveled. As expected, this pattern was not significant for the extraordinary location, indicating that world travel does not induce broad anhedonia, but merely impairs savoring of more ordinary experiences. Converging evidence supporting the experience-stretching process will be discussed. Our findings provide the first evidence for the notion that great experiences may actually undermine the ability to reap enjoyment from life's smaller pleasures.

**A97**

**DISGUST SENSITIVITY MODERATES THE INFLUENCE OF CONDITIONED DISGUST ON MORAL JUDGMENT** Bieke David<sup>1</sup>, Bunmi Olatunji<sup>1</sup>; <sup>1</sup>Vanderbilt University, Nashville, TN – A growing body of research suggests that the experience of disgust results in more severe moral judgments. However, the parameters of this effect have not been fully explored, and some research suggests that certain individual difference variables (e.g., private body consciousness) are important moderators of this phenomenon. In the current study, we examined the influence of Disgust Sensitivity (DS, the propensity towards experiencing disgust) as potential moderator of the increase in severity of moral judgment upon the experience of disgust. An evaluative conditioning (EC) paradigm was used to experimentally induce disgust. Participants (n = 61) were exposed to a differential EC experiment where a neutral word was paired with disgusting images (CS+). They then evaluated descriptions of moral transgressions that either contained the conditioned word ('part') or a neutral word that was not conditioned with disgust ('some'). Transgressions containing 'part' were evaluated as more disgusting, but not more morally wrong, than transgressions containing 'some'. However, those high in DS found transgressions containing 'part', but not 'some', more disgusting and more morally wrong than those low in DS. These findings highlight the importance of individual differences in one's tendency to feel disgusted, and their influence on moral judgment. The implications of these findings for better understanding the role of disgust and disgust sensitivity in moral decision-making will be discussed.

**A98**

**FURTHER EVIDENCE THAT PEOPLE CAN FEEL HAPPY AND SAD AT THE SAME TIME** Jennifer D. Green<sup>1</sup>, Jeff T. Larsen<sup>1</sup>; <sup>1</sup>Texas Tech University – Cacioppo and Berntson's (1994) evaluative space model contends that positivity and negativity are separable, thereby raising the possibility that people can experience mixed emotions of happiness and sadness. To test this hypothesis, Larsen and McGraw (2009) asked participants to watch a bittersweet clip from the Italian film *Life Is Beautiful* while continuously reporting their emotions by pressing one computer mouse button whenever they felt happy and another button whenever they felt sad. These participants spent more time pressing both buttons simultaneously than those who watched a control clip, which provided evidence for mixed emotions. One limitation of their study is that participants continuously reported their emotions throughout the film. This may have led to inflated reports of mixed emotions if participants

forgot to release buttons when their emotions changed. We addressed this limitation by cuing participants to report their emotions only occasionally during two film clips. Pilot testing (n=17) revealed 5 times each when people generally reported happiness, sadness, and mixed emotions during a clip from *Life is Beautiful*, and 5 times when participants generally reported no emotions during a neutral clip from another Italian film. Auditory cues were then embedded into the films at these times. Whenever they heard a cue, participants' (n=40) task was to use the mouse buttons to report their current emotions. Results showed that participants spent more time pressing both buttons during the mixed cues than during any other type of cue. These data provide further evidence that people can feel happy and sad simultaneously.

**A99**

**"I'M SO ANGRY I'M SEEING RED!": REACTION TIME EVIDENCE FOR AN IMPLICIT ASSOCIATION.** Adam Fetterman<sup>1</sup>, Michael D. Robinson<sup>2</sup>, Brian P. Meier<sup>3</sup>; <sup>1</sup>North Dakota State University, <sup>2</sup>North Dakota State University, <sup>3</sup>Gettysburg College – The language of emotion reveals extensive use of physical metaphors (e.g., down referring to feeling bad and also to a low vertical position). Most such language concerns affective valence in general rather than any discrete emotion in particular. On the other hand, there are a few such metaphors that do appear to be emotion-specific. One such link relates the emotion of anger to the color red (e.g., "red with anger", "seeing red"). In two studies, we sought to investigate whether anger and red are implicitly linked and, importantly, whether such a link would be observed with an actual color manipulation. In Study 1, anger and sadness words were presented in a red font color or a blue font color, at random. In Study 2, the colors were red or gray and the categories were anger, fear, or neutral words. In both studies, colors were completely irrelevant as participants were to categorize each word (e.g., as an anger or sadness word) as quickly as possible. Despite the irrelevance of the colors, participants in both studies categorized anger words faster when assigned a red font color versus the control color. The association was discrete in nature because font color did not influence how quickly sadness words (Study 1) or fear words (Study 2) could be categorized. Aside from using metaphors to communicate, these results suggest, people also use them in real time as they attempt to conceptualize emotion. Anger and red, in particular, are implicitly linked.

**A100**

**MOOD AS INFORMATION? PARTICULARLY WHEN TIME IS SHORT.** Jason Trent<sup>1</sup>, Laura King<sup>1</sup>; <sup>1</sup>University of Missouri - Columbia – Socioemotional selectivity theory (Carstensen, 1993) posits that when time is perceived as limited people shift their priorities from knowledge-based goals to more emotion-based goals. Based on this idea, we hypothesized that positive emotions would be a much stronger predictor of meaning in life when one perceives his or her life as being closer to the end. To test this idea, participants (n=137) were shown a "life-line" and told that the line represented the human lifespan from beginning to end. Participants were instructed to mark an 'X' on the line where they thought they were in their own lives. They then completed measures of mood and meaning in life. Results showed that positive affect was a much stronger predictor of meaning in life the more participants' perceived their lives as limited (i.e., for those who marked the 'X' closer to the end of their life). Thus, as predicted, the more limited that time is perceived by a person, the more the person's emotional state takes priority in their life. Implications and future directions are discussed.

**A101**

**ASSESSING CENTRAL AND RESPONSE-RELATED ERP COMPONENTS IN AN AFFECTIVE PRIMING PARADIGM** Nicholas W. Jackson<sup>1</sup>, Stephen L. Crites, Jr.<sup>1</sup>, David R. Herring<sup>1</sup>, Jennifer H. Taylor<sup>1</sup>, Katherine R. White<sup>1</sup>, Guadalupe Corral<sup>1</sup>, Jennifer Gonzalez<sup>1</sup>; <sup>1</sup>University of Texas at El Paso – Affective priming refers to facilitated responding to a target stimulus due to affective congruence with a previously presented prime stimulus. The process (es) underlying this effect has been interpreted primarily as being either central or response-related. Event-related potentials (ERPs)

may shed light on the processes underlying affective priming. Recent work using affective verbal stimuli has demonstrated a response-related component of the ERP (a lateralized readiness potential, LRP), while work from our lab using affective pictures has found a late positive potential (LPP), a more central component sensitive to motivational significance. Thus, the major goal of the current study was to add to the affective priming literature by examining both ERP components. Fourteen participants so far have taken part in a sequential affective priming paradigm in which they were presented pictures pairs from the International Affective Picture System (IAPS) that were either affectively congruent (e.g., pleasant-pleasant) or affectively incongruent (e.g., unpleasant-pleasant). Behavioral responses and electroencephalographic data were recorded. Our findings are approaching significance and show a trend for affective priming, such that affectively congruent picture pairs were responded to quicker ( $M = 759$ ) than affectively incongruent picture pairs ( $M = 770$ ). The ERP data, once analyzed, should support our previous study in showing a LPP larger to incongruent than congruent affective stimuli, independent of response activity. The current study may be useful in illustrating that different types of stimuli, though producing similar behavioral findings, have different neural manifestations in the affective priming paradigm.

### A102

#### FEELINGS FROM A NEAR AND DISTANT FUTURE TIME PERSPECTIVE

Daniel Heller<sup>1</sup>, Elena Stephan<sup>1</sup>, Liberman Nira<sup>1</sup>; <sup>1</sup>Tel Aviv University – Based on Construal Level Theory (Liberman, Trope, & Stephan, 2007), we argue that individuals' predictions of their affect in near and distant future are systematically different. Whereas the near future involves a lower level construal that is focused on many details and specific events, the distant future representation involves a higher level representation that is more schematic, coherent, simple, and theory-based. Thus, we expect that imagining ourselves in the near future (i.e., next month) would be associated with a consideration of both positive and negative events and, consequently, with a mixture of Positive and Negative Affect (PA and NA, respectively). In contrast, the representation of the distant future is less restricted by events and, instead, is likely based on implicit theories or optimistic, self-enhancing biases. Consequently, we hypothesized greater levels of PA, and lower levels of both NA and emotional ambivalence in the distant, relative to near, future.

### A103

#### ARE PREDICTED AND REMEMBERED EMOTIONS OVER- OR UNDERESTIMATED? ADDRESSING THE PARADOX BETWEEN IMPACT BIAS AND EMPATHY GAP

Robin Kaplan<sup>1</sup>, Linda Levine<sup>1</sup>, Martin Safer<sup>2</sup>, Heather Lench<sup>3</sup>; <sup>1</sup>University of California, Irvine, <sup>2</sup>The Catholic University of America, <sup>3</sup>Texas A & M University – This research examined conditions leading people to over- or underestimate future and past emotional intensity. Affective forecasting research indicates that people typically overestimate emotional intensity when predicting and recalling emotion—termed impact bias (Wilson et al., 2003). Paradoxically, other research shows that people making judgments in a "cold" (rational) state typically underestimate the influence emotion will have in a "hot" (emotional) state, displaying an empathy gap (Loewenstein & Schkade, 1999). To date, research has not accounted for these contradictory findings. We hypothesized that the direction of bias may depend on the manner in which emotional experience is assessed. To investigate this, we assessed participants' reactions to the 2008 Presidential election. Participants were randomly assigned to predict, report, and recall either (a) their general emotional state following Obama's victory, or (b) their specific emotional reaction to Obama's victory. Results showed that those in the general condition anticipated and recalled more intense emotion than they actually experienced, consistent with an impact bias. In contrast, those in the specific condition, though more accurate overall, predicted and recalled less intense emotion than they experienced—consistent with an empathy gap. Thus, whether people exhibit an impact bias or empathy gap may depend on the manner in which they are asked about their emotional experience. General versus specific questions promote different strate-

gies in how people report current, and reconstruct past, emotional experience. Additionally, factors such as intensity of anticipated emotion, levels of rumination, and current appraisals of candidates contributed to how people recalled their emotional reactions.

### A104

#### ON THE RELATIONSHIP BETWEEN TRAIT EMOTION REGULATION AND ANXIETY: DOES DESIRABILITY PLAY A ROLE? Jody Amdt<sup>1</sup>, Esther Fujiwara<sup>1</sup>; <sup>1</sup>University of Alberta, Edmonton, AB

Emotion regulation (ER) refers to attempts by an individual to alter their experience and expression of emotions. Prominent ER strategies reappraisal (i.e., the cognitive reinterpretation of emotional experiences) and suppression (the inhibition of outward emotional expressions) have been shown to have opposing effects on the experience of negative emotions. In line with findings from studies with the instructed use of these ER strategies, individual-differences studies have suggested that trait-reappraisal is associated with healthier emotional, individual, and social well-being than trait-suppression. Paradoxically, we recently found that trait-reappraisal was related to threat vigilance, much like high trait-anxiety. One possible interpretation of this finding is that anxiety levels may be underestimated in individuals high in trait-reappraisal. Therefore, we tested relationships between self-reported anxiety, trait ER, and variables of desirable responding in a sample of 2169 psychology undergraduate students. Correlation analyses of the data revealed that trait-suppression was related to high self-reported trait-anxiety, while trait-reappraisal was related to low trait-anxiety. A simple mediation model was used to examine whether desirable responding exerted a mediating effect on the relationship between ER strategy and anxiety. We found that while desirable responding does in fact play a mediating role in the relationship between reappraisal and anxiety, the direct negative relationship between reappraisal and anxiety was still substantial. Desirable responding did not mediate a positive relationship between suppression and anxiety. Thus, trait-suppression is associated with high anxiety, and trait-reappraisal is associated with low anxiety, despite the fact that self-reported anxiety levels in high reappraisal individuals might be underestimated.

### A105

#### EVIDENCE FOR THE DELIBERATE DUCHENNE SMILE Sarah Gunnery<sup>1</sup>, Judith Hall<sup>1</sup>, Susan Andrzejewski<sup>1</sup>; <sup>1</sup>Northeastern University

Previous research distinguished Duchenne smiles (smiles with both the zygomatic and orbicularis oculi muscles) as those that show true happiness and thus cannot be produced at will (Ekman, Davidson, & Friesen, 1999). While studies show that females do more Duchenne smiling than males (Hecht & LaFrance, 1998), it has not been determined whether this is due to females being genuinely happier or if they have greater ability to pose the Duchenne smile. The goal of this research is to test the hypothesis that people are able to produce a Duchenne smile on purpose and to examine gender differences in this skill. Participants posed scripted scenarios where they were instructed to smile while posing real happiness and to smile to mask negative emotions. Participants then copied two expressions of a photographed person doing a Duchenne and non-Duchenne smile. There was no difference in the proportion of participants doing Duchenne smiles between the posed real happiness ( $M=.11$ ) and posed fake happiness scenarios ( $M=.15$ ), but there was a difference in the proportion of Duchenne smiles when copying the Duchenne photograph ( $M=.51$ ) and non-Duchenne one ( $M=.12$ ),  $t(56)=5.93$ ,  $p<.01$ . Females ( $M=.64$ ) produced a higher proportion of Duchenne smiles than males ( $M=.33$ ) when asked to copy a Duchenne smile,  $t(55)=2.33$ ,  $p<.05$ . These data provide evidence that the Duchenne smile is not commonly used when posing happy or masked feelings, but that people, especially females, can pose a Duchenne smile when asked to do so even when not feeling happy.

**A106**

**INTERESTING MUSIC: INTEREST'S APPRAISAL STRUCTURE AND EMOTION DECODING IN MUSIC** Scott Motyka<sup>1</sup>, Emily Schmidt<sup>1</sup>, Derek Isaacowitz<sup>1</sup>, Joseph Cunningham<sup>1</sup>, <sup>1</sup>Brandeis University – When considering theories of emotion, interest has long been regarded as a questionable category. Partly due to the advent of appraisal theory, interest and its motivational properties are becoming a major topic in the field of affective science (Izard, 2007; Silvia, 2008). The present study seeks for the first time to examine the appraisal structure of interest when elicited through an auditory channel (specifically instrumental music), and to test competing models of how interest and enjoyment are related in aesthetic expression (Smith & Ellsworth, 1985; Turner and Silvia, 2006). 44 participants completed measures of personality (MIDI; Lachman & Weaver, 1997) and current mood (PANAS; Watson, Clark, & Tellegen, 1988), and listened to 12 brief classical and jazz segments (6 negatively valenced in primary emotion, 6 positively valenced in primary emotion), rating them on interest, enjoyment, novelty, complexity, coping potential, and dimensional and categorical aspects of emotion. Using Hierarchical Linear Modeling (HLM), researchers were able to successfully model 70% of the variance related to the elicitation of interest, and found support for Smith and Ellsworth's (1985) appraisal model of interest, as well as evidence for a strong association between enjoyment and interest as related to music.

**A107**

**THANK GOODNESS FOR THAT: CHILDREN'S EARLY EXPERIENCE OF REGRET AND RELIEF** Daniel Weisberg<sup>1</sup>, Sarah R Beck<sup>1</sup>, <sup>1</sup>University of Birmingham, United Kingdom – Counterfactual thinking (what might have been) is a powerful learning mechanism that can trigger regret or relief, comparisons of a current state of affairs to a better or worse imagined possibility respectively. The minimal literature suggests that children are able to experience regret from 7 years (Guttentag & Ferrell, 2004). We aimed to identify the specific conditions under which children demonstrate regret and relief based on previous work that suggests that negative outcomes and a substantial potential loss trigger these emotions. 162 participants (4;8–7;8) won or lost stars based on a 50:50 card choice. Participants rated their happiness on a 5-point scale, were shown what could have been (the unchosen card) and consequently stated if they now felt happier, sadder or the same. Participants had four trials: regret-win (win 2/3 stars, could have won 8), regret-lose (lose 2/3, could have won 3), relief-win (win 2/3, could have lost 3) and relief-lose (lose 2/3, could have lost 8). Children aged 4-5 demonstrated no understanding of regret or relief. The 5- to 7-year-olds demonstrated regret on the regret-win and regret-lose trials. These children also demonstrated relief on relief-win trials, providing the first positive evidence of this ability. Both groups failed to experience relief on relief-lose trials. Five-year-olds experience counterfactual emotions substantially earlier than previous research suggests they can explain these emotions. Parents and teachers alike may attempt to induce comparisons to what could have been, but children younger than 7 do not understand that a negative outcome could have been worse.

**A108**

**DO THE CHIMPANZEE BLUFF DISPLAY AND HUMAN PRIDE EXPRESSION SHARE EVOLUTIONARY ORIGINS?** Jason P. Martens<sup>1</sup>, Jessica L. Tracy<sup>1</sup>, Joey Cheng<sup>1</sup>, Lisa A. Parr<sup>2</sup>, Sarah Price<sup>3</sup>, <sup>1</sup>University of British Columbia, Vancouver, B.C., <sup>2</sup>Yerkes National Primate Research Center, Emory University, Atlanta, GA, <sup>3</sup>Emory University, Atlanta, GA – Primatologists have noted that dominant chimpanzees tend to show a set of behaviors collectively referred to as the "bluff display" (De Waal, 1982). This display typically includes piloerection and upper-body swaying, which may make the individual appear larger. The bluff display is, in this way, similar to the human pride expression, which also includes a set of behaviors that make the individual appear larger (e.g., expanded posture, arms extended). Given evidence that the pride expression functions to signal high-status (Shariff & Tracy, in press), and observations of the bluff display

in predominantly high-status group members, it is possible that the two displays serve similar functions, and may share evolutionary origins. However, previous studies have not examined whether (a) the bluff display is characterized by a coherent set of behaviors that co-occur in predicted contexts, and (b) whether these behaviors are similar to those in the human pride expression. We developed a chimpanzee behavioral coding scheme, based on the human pride coding scheme (Tracy & Robins, 2007), and used it to analyze behaviors shown by two social groups of chimpanzees (N=27) interacting in different contexts at the Yerkes field station. Factor analyses of coded behaviors indicated a distinct "bluff display" factor, with high-loading items including raised arms and standing erect, two key components of the human pride expression. Chimpanzees highest on this factor tended to be engaging, or preparing to engage, in an agonistic encounter, consistent with the expectation that the display functions, like the pride expression, to signal dominance.

**A109**

**THE INTERDEPENDENCE BETWEEN THE EMOTIONS OF TEAM MEMBERS: RELATIONSHIPS WITH JOB OUTCOMES** Ellen Delvaux<sup>1</sup>, Batja Mesquita<sup>1</sup>, Jan Van Raes<sup>1</sup>, Norbert Vanbeselaere<sup>1</sup>, <sup>1</sup>Katholieke Universiteit Leuven – Many studies on group emotions either define emotions at the aggregate level, as when they average the emotions of all group members, or at the level of the individual, as when they ask an individual how he/she feels as a group member. In the current study, we examined the relationship between group emotions at the individual and aggregate levels. In a professional mental health organization, 88 employees distributed over 15 different teams filled out a questionnaire regarding the emotions they had as an individual as well as as a team member, and regarding job outcomes. In addition to individual patterns of emotions, a team profile was calculated for each employee separately by averaging the other team members' team emotions. This team profile (calculated by omitting the individual's own score) predicted the emotions that an individual reported as a team member, thereby providing support for a relationship between an individual's emotions as a team member and the emotions of the team members around him/her. Moreover, emotional fit was calculated by correlating the individual's team emotions with the team profile. Emotional fit can be seen as a measure of the congruence of an individual's team emotions with those of their colleagues. Fit turned out negatively associated with negative personal emotions. Finally, we explored the association between, on the one hand, team emotion profile and an individual's emotional fit with the team and, on the other hand, job outcomes. Both fit and team emotion profile predicted job outcomes as reported.

**A110**

**COMPARING PALESTINIAN AND AMERICAN CHILDREN'S UNDERSTANDING OF EMOTION—ITS ASSOCIATED FACIAL EXPRESSIONS, SITUATIONAL CAUSES, AND BEHAVIORAL CONSEQUENCES** Mary Kayyal<sup>1</sup>, James Russell<sup>1</sup>, Sherri Widen<sup>1</sup>, <sup>1</sup>Boston College – In two studies (Study 1: N=40; Study 2: N=120; in each study, both samples were equally divided between Palestinians and Americans matched in age and in sex) we compared Palestinian and American children's (aged of 3 to 7 years) understanding of the facial expressions, situational causes, and behavioral consequences of 5 basic emotions. Children were asked to categorize the emotion expressed in facial expressions (Study 1: happiness, fear, and surprise; Study 2: happiness, fear, surprise, sadness, and anger). Compared to Americans, Palestinians included significantly more nontarget facial expressions in their emotion categories. The nontarget facial expressions children included, however, were nonrandom and systematic as they were similar to the target in terms of valence. With age, children's categories narrowed as they included fewer nontarget facial expressions. Children categorized facial expressions of emotion systematically, but Palestinians were more inclusive than Americans. In a story-telling task (Study 2), children generated a possible cause and, separately, a consequence for different emotions: Children generated highly plausible stories; Palestinians' overall performance was slightly, but significantly, lower than Americans; performance. The results sug-

gest that Palestinian and American children have a similarly discrete understanding emotion's causes and consequences. Taken together, our results suggest that the difference between Palestinian and American children in their understanding of the most basic emotions are developmental rather than conceptual in nature. Both groups are traveling the same developmental path, but Americans are slightly ahead. Children's emotion categories narrow with age, but at a given age, Palestinians categories are broader than Americans' categories.

#### A111

**DIFFERENTIAL DISTRACTING EFFECTS BETWEEN SOCIAL VS. NON-SOCIAL TASKS ON EMOTION RECOGNITION** Sun-Mee Kang<sup>1</sup>, Josh Lapin<sup>1</sup>, Erin McMichael<sup>1</sup>, <sup>1</sup>California State University at Northridge – A new social intelligence test named the "Multiple Social Tasks" was developed to assess the ability to handle multiple social demands in social situations. In this test, both the main (an emotion recognition test) and distracting tasks (questions commonly used in a job interview) consist of social tasks in order to simulate interpersonal interactions that occur in social situations. One interesting question is what would happen if individuals deal with social (e.g., emotion recognition) and non-social tasks (e.g., solving math questions) simultaneously. Would there be any noticeable differences in the distracting effects between social vs. non-social tasks on emotion recognition? Based on the empirical studies showing that working memory is partly domain specific (Davidson & Irwin, 1999; Mikels et al., 2008), it was hypothesized that social distracting tasks should have more detrimental effects on emotion recognition than non-social distracting tasks. To test this hypothesis, one-hundred participants were randomly assigned to either social or non-social distracting condition. Two equivalent versions of the emotion recognition test were administered - first, without distracting tasks, and then, with distracting tasks. The results showed that when the emotion recognition test was given without distracting tasks, there was no significant mean difference in recognition accuracy between the two conditions (90% vs. 92%). With the distracting tasks, however, a significant mean difference between the social (72%) and non-social (82%) conditions emerged,  $t(98) = -2.36, p = .02$ , showing that the participants performed worse on the emotion recognition test with social distracting tasks than non-social tasks.

#### A112

**SELECTIVE ATTENTION TO ANGER OCCURS FOR INGROUP BUT NOT OUTGROUP FACES** John Paul Wilson<sup>1</sup>, Kurt Hugenberg<sup>1</sup>, Andrew McClintock<sup>1</sup>, <sup>1</sup>Miami University – This research examined whether the attentional bias for angry faces is unique to ingroup faces. Past research indicates that angry faces hold attention relative to neutral faces (Mogg, Garner, & Bradley, 2007). The current study investigates whether anger holds attention equally across ingroup and outgroup faces, as indexed by a dot-probe measure of attention. Twenty-six White undergraduates completed a face attention task wherein they were shown a series of pairs of ingroup (White) and outgroup (Black) faces. Each pair of faces always consisted of 2 targets of the same race (2 White; 2 Black), and one face always displayed a neutral expression whereas the other face displayed some amount (25%, 50%, 75%, 100%) of a negative facial expression (anger or fear). Thus, target race (Black, White), expression (angry, fearful), and level of expression were manipulated within-subjects. Each face pair was presented for 500 milliseconds, after which a dot probe appeared at the location of one of the two faces, and participants indicated the location of the probe by keystroke as quickly as possible. Of interest was whether the tendency for anger to hold attention occurred equally for ingroup and outgroup targets. Results indicate that the attention holding advantage of angry faces was moderated by target race: participants' attention was held by angry faces relative to neutral, but only for ingroup (White) target faces. Fearful faces did not elicit an attentional bias. The results are discussed in terms of the functional significance of ingroups.

#### A113

**CONTROLLING NEGATIVE AROUSAL IN CHOKING UNDER PRESSURE: INFLUENCE OF PERFORMANCE ENVIRONMENT AND TRAIT EMPATHY** Saya Yamanaka<sup>1</sup>, Toshikazu Yoshida<sup>1</sup>, <sup>1</sup>Nagoya University – This study investigated whether the performance environment created by the audience affects the intensity of subjective response of choking under pressure. Trait empathy, including perspective-taking and sensitiveness to environmental stimuli, was considered. Choking under pressure was defined as a performance decrement when the pressure to perform (e.g., competition, audience-induced pressure) is salient (Baumeister, 1984). Choking is related not only to performance, but also to negative arousal (i.e., subjective choking). Perceived subjective choking would be affected by the atmosphere of the performance environment, as created by the audience. It was hypothesized that individuals with high trait empathy would feel more subjective choking than those with low, and those who perceive the environment as supportive, would feel less. A 2 (feedback: Positive/Negative) by 2 (trait empathy: High/Low) design experiment was conducted on Japanese undergraduates. Participants were asked to read aloud an essay without making mistakes (e.g., choke, miscue, filler etc.) in front of two confederates in the audience. Participants were informed each time they made a mistake by a clicking sound made by the experimenter, and they received non-verbal feedback (e.g., nodding, shaking head) from the confederates. The ANOVA revealed that negative feedback from the confederates, and high trait empathy resulted in greater subjective choking. Also, subjective choking was found to be related to task performance. Possible explanations of the results, along with future research directions were discussed.

#### A114

**ELICITING HELP: INSTRUMENTAL MOTIVES IN SADNESS REGULATION** Joy Hackenbracht<sup>1</sup>, Maya Tamir<sup>2</sup>, <sup>1</sup>Pennsylvania State University, <sup>2</sup>Boston College – Sadness signals a loss (Lazarus, 1991). By signaling that a loss has occurred or is about to occur, sadness may facilitate the elicitation of help from others (Frijda, 1986). Based on these arguments, we hypothesized that people may be relatively more willing to express as well as experience sadness when asking for help to prevent future losses (vs. obtain future benefits). We tested this hypothesis by examining preferences for expressing and experiencing sadness and by assessing the expected usefulness of sadness when eliciting help from another person to prevent a potential loss (i.e., GPA dropping dramatically and losing a chance to earn a high paying summer internship) and to obtain future benefits (i.e., GPA rising dramatically and earning a high paying summer internship). As predicted, participants reported stronger preferences for expressing as well as experiencing sadness when eliciting help to prevent a future loss than when eliciting help to obtain a future benefit. Furthermore, participants were more likely to expect sadness to be useful when eliciting help to prevent a loss (vs. attain a benefit), and such expected usefulness was positively linked to preferences for sadness. The current research suggests that the degree to which people want to be sad and how useful they expect sadness to be depend on the type of help they attempt to elicit.

## Motivation/Goals

#### A115

**MERE BELONGING INCREASES ACHIEVEMENT MOTIVATION IN PRESCHOOLERS** Allison Master<sup>1</sup>, Gregory Walton<sup>1</sup>, <sup>1</sup>Stanford University – Much recent social psychological research explores the importance of social belonging for human functioning and well-being (e.g., Baumeister & Leary, 1995; Cacioppo & Patrick, 2008). For instance, research on "mere belonging" suggests that even minimal cues that create a sense of social connectedness with others in an achievement domain—like a shared birthday with a role model in a field—can increase adults' achievement motivation (Walton & Cohen, 2009). These findings complement past research with both adults and children, which instead locates motivation in perceptions of self-attributes (e.g., self-efficacy, autonomy). They con-

verge with recent developmental research suggesting that even very young children may share goals with caregivers (Tomasello et al., 2005). But do young children develop shared goals with peers as a function of minimal social connections? If so, it would suggest a readiness early in development to engage in cooperative joint action with relationship partners. We examined this question among four- and five-year-olds. Children were randomly assigned to a social identity condition where they were told they were part of a minimal "puzzles group," to a personal identity condition where they were told they were the "puzzles child," or to a no-treatment control condition. As predicted, children in the "puzzles group" condition worked significantly longer on a challenging puzzle than children in either control condition. Together with other recent evidence, the finding suggests that social relationships and group memberships serve as a basic foundation for human motivation from early in life.

#### A116

**THE IMPACT OF MORTALITY SALIENCE AND COMPASSIONATE VALUES ON SUPPORT FOR JOHN MCCAIN AND BARACK OBAMA IN THE 2008 PRESIDENTIAL ELECTION.** Kenneth E Vail III<sup>1</sup>, Jamie Arndt<sup>1</sup>, Matt Motyl<sup>2</sup>, Tom Pyszczynski<sup>2</sup>, <sup>1</sup>University of Missouri-Columbia, <sup>2</sup>University of Colorado at Colorado Springs – Building on terror management theory, this research examined influences on support for candidates of the 2008 Presidential election. Just prior to the November election, ninety-one participants were (a) reminded of either mortality or personal uncertainty, (b) reminded of compassionate cultural values or a neutral control topic, and (c) asked to indicate their support for either John McCain or Barack Obama. It was hypothesized that death reminders would motivate increased support for John McCain, in line with previous research demonstrating that existential fear can be eased through increased reliance on leaders emphasizing American supremacy. However, other research has demonstrated that death reminders motivate increased adherence to and defense of cultural values. Thus, because public opinion polls conducted prior to data collection had indicated that Barack Obama was generally perceived as the more compassionate of the two candidates, we hypothesized that when compassionate values are made salient death reminders would motivate participants to uphold these values by significantly increasing their support for the more compassionate Barack Obama instead. Indeed, results indicated that when not reminded of compassionate values, mortality salience motivated increased support for John McCain; but when reminded of compassionate values, death reminders motivated participants to uphold this value by boosting support for Barack Obama. The implications of these findings for terror management theory and the 2008 Presidential election are discussed.

#### A117

**USING THE VOLUNTEER FUNCTIONS INVENTORY TO MEASURE MOTIVES FOR POLITICAL PARTICIPATION** Geoffrey Sheagley<sup>1</sup>, Joanne M. Miller<sup>1</sup>, Mark Snyder<sup>1</sup>, <sup>1</sup>University of Minnesota – The question of why people choose to participate in politics is of fundamental importance in a democracy. Most prominent models attempt to answer this question with cost/benefit analyses that tend to overemphasize the ability dimension of participation at the expense of the motivation dimension. To provide a fuller understanding of the motivational bases of political participation, the current study employs theory and research on volunteerism as a model for understanding political participation, uses measures of motivations for volunteerism as a template for measuring motives for political participation, compares the structure of motives for political participation with the structure of motives for volunteering, and explores the impact of motives on willingness to engage in political behaviors. To do so, we conducted an online survey of 2,228 employees of the University of Minnesota in the week prior to the November 2008 election. We find that: 1) the structure of motives for political involvement is similar to the structure of motives for volunteerism (reducible to the same factors – protective, values, career, social, understanding, and enhancement); and 2) motives are differentially correlated with participation acts (controlling for traditionally examined antecedents) in theo-

retically sensible ways (e.g., the enhancement, understanding, and values motives are positively correlated with willingness to contact an elected official; and the career motive is negatively correlated with willingness to participate in a rally). These findings contribute to our understanding of the applicability of psychological theories of motivation to the study of political participation and provide insights into the psychological theories themselves.

#### A118

**ENGAGEMENT IN A MASTERY-ORIENTED ENVIRONMENT AND RELATED CHANGES IN ACHIEVEMENT GOAL ORIENTATIONS, CONTINGENCIES OF SELF-WORTH, AND INTEREST** Paul A. O'Keefe<sup>1</sup>, Adar Ben-Eliyahu<sup>1</sup>, Lisa Linnenbrink-Garcia<sup>1</sup>, <sup>1</sup>Duke University – Employing an achievement goal theoretical framework, achievement goal orientations, achievement-related contingencies of self-worth, and interest for adolescent students (n = 117) were examined before, during, and after participating in a mastery-oriented academic summer program. As expected, endorsement of a mastery goal orientation and course-specific interest increased during the mastery-focused program and remained high 6 months after students returned to their home educational environments. Growth curve analyses revealed significantly correlated slopes, suggesting that changes in mastery goal orientations positively covaried with changes in interest. In contrast, performance-approach and performance-avoidance orientations decreased during the mastery-oriented program, but later returned to previous levels. Growth curve analyses revealed a significant correlation between slopes for the contingency of self-worth based on outperforming others and both performance goal orientations, suggesting that they positively covaried over time. Temporal changes in self-worth contingent on others' approval, however, did not covary with either performance goal orientation. Implications for theory and the design of learning environments are discussed.

#### A119

**FIT FROM SHARED STRATEGIC PREFERENCES BETWEEN NEGOTIATOR ROLE AND GOAL FOCUS** Kirstin Appelt<sup>1</sup>, E. Tory Higgins<sup>1</sup>, <sup>1</sup>Columbia University – Regulatory fit is a feeling of rightness that intensifies responses. Classic models suggest that fit occurs when the manner of goal pursuit (i.e., strategy) sustains the orientation to the goal (Higgins, 2000). We posit a new source of regulatory fit—shared strategic preferences between negotiator role and goal focus. In negotiations emphasizing price, negotiators approach the goal with an assigned role (buyer or seller) and a chronic regulatory focus (prevention or promotion). Because of their concern with non-losses/losses, buyers and a prevention focus prefer a vigilant strategy. Because of their concern with gains/non-gains, sellers and a promotion focus prefer an eager strategy. Prevention buyers (shared vigilant strategy preference) and promotion sellers (shared eager strategy preference) are in focus-role fit whereas promotion buyers and prevention sellers (mismatched strategy preferences) are in non-fit (Appelt, Zou, Arora, & Higgins, 2009). To test whether the strategic commonalities between regulatory focus and role are the source of focus-role fit, we randomly assigned participants to a vigilant or eager strategy in a real negotiation over a notebook. When strategy is manipulated, focus-role fit is replaced by its components—focus-strategy fit and role-strategy fit. Fit negotiators (prevention-vigilant and promotion-eager; buyer-vigilant and seller-eager) report greater fit with their roles and greater planned demand than non-fit negotiators (prevention-eager and promotion-vigilant; buyer-eager and seller-vigilant). These results confirm that roles and focus with shared strategic preferences can create regulatory fit. This new role-related source of regulatory fit has implications for behavior in a variety of domains.



**A120****LET'S GET READY TO RUBBLE! THE EFFECTS OF DESTRUCTION AND CONSTRUCTION ON DEATH-THOUGHT ACCESSIBILITY AND WORLDVIEW DEFENSE.**

Jamie Arndt<sup>1</sup>, Kenneth E. Vail III<sup>1</sup>, Matt Motyl<sup>2</sup>, Tom Pyszczynski<sup>2</sup>; <sup>1</sup>University of Missouri-Columbia, <sup>2</sup>University of Colorado at Colorado Springs – Building on TMT, two studies tested whether viewing images of destroyed infrastructure would increase death-thought accessibility (DTA) and motivate hostile worldview defense, even without direct reminders of death. In Study 1, the destruction condition presented images of destroyed buildings; the terrorism condition viewed images of buildings being blown up by bombs and airplanes. The third and fourth conditions were control conditions. The third condition presented images of intact buildings; and a fourth condition presented images of construction sites to allow for the possibility that DTA is simply affected by any incomplete infrastructure. A word-stem completion measure of DTA followed. Results indicated that images of destruction increased DTA to a level also produced by viewing graphic images of terrorism, and that both of these conditions each produced greater DTA than the construction and control conditions, which did not differ. Study 2 presented participants with either the destruction, construction, or control condition images, and then assessed participants' support for war against Iran. Results demonstrated that the destruction condition increased anti-Iranian militarism compared to the construction and control conditions, which did not differ. This research demonstrates that viewing damaged and destroyed infrastructure produces increased accessibility of death-related cognition to a level similar to that produced by overt reminders of death, and similarly increases hostile worldview defense. Notably, the effects of viewing deficient infrastructure on DTA and worldview defense were attenuated by evidence that this circumstance entailed constructive instead of destructive efforts. Implications for TMT and intergroup relations are discussed.

**A121****RESOURCE DEPENDENT INHIBITION OF UNCERTAINTY-INDUCED WORLDVIEW DEFENSE**

Aaron Wichman<sup>1</sup>, Ryan Brunner<sup>2</sup>, Gifford Weary<sup>2</sup>; <sup>1</sup>Western Kentucky University, <sup>2</sup>The Ohio State University – Uncertainty-induced worldview defense has many social implications, but previous work suggests that an inhibition process may sometimes block post-uncertainty worldview defense (Wichman, Brunner, & Weary, 2008). We experimentally test this idea. One study demonstrates that an inhibition process appears to influence post-uncertainty worldview defense. Another study tests the resource-dependency of this inhibition process. We find that cognitive load causes worldview defense immediately after an uncertainty prime and eliminates the need for a post-uncertainty distraction task. Although previous research indicates that uncertainty inhibition can occur in the absence of awareness, it appears to be a cognitively effortful process.

**A122****PATIENCE IN THE PURSUIT OF PERSONAL PROJECTS ACROSS THE QUARTER PREDICTS GOAL ACHIEVEMENT AND WELL-BEING**

Sarah Schnitker<sup>1</sup>, Robert Emmons<sup>1</sup>; <sup>1</sup>University of California, Davis – Patience, conceptualized as the propensity to wait calmly in the face of frustration, adversity, or suffering, is integral to the process of goal achievement, but psychological investigation of the role of patience in goal achievement and subsequent changes in well-being (or even of the trait more generally) is minimal. Initial research evidences the distinctiveness of patience from similar psychological constructs and details significant relationships between patience and well-being outcomes (Schnitker & Emmons, 2007). To further examine the roles of both trait patience and goal-specific patience in subsequent goal achievement and well-being, undergraduate participants (N=251) were assessed five times across the course of a 10-week quarter. At the initial measurement occasion, participants were asked to list 10 personal projects (Little, 1983) they would be working on during the upcoming quarter. They rated each of these projects on 15 dimensions (e.g., project difficulty, patience enacted, achievement sat-

isfaction/progress, competence, etc.) and then completed a variety of personality and well-being scales, measuring constructs such as trait patience, life satisfaction, depression, the Big Five, self-efficacy, etc. At times 2, 3, 4, and 5, participants again rated the projects they originally provided on the 15 project dimensions, and in the final survey, participants retook the well-being and personality measures. Using a multi-level modeling framework of projects nested within persons, both trait patience and project-specific patience predicted subsequent goal achievement and satisfaction for a project. Moreover, higher levels of patience enacted on personal projects during the quarter positively predicted well-being at the last measurement occasion.

**A123****DO PEOPLE DIFFERENTIATE BETWEEN INTRINSIC AND EXTRINSIC GOALS IN PHYSICAL ACTIVITY BEHAVIOUR?**

Sarah McLachlan<sup>1</sup>, Martin S. Hagger<sup>1</sup>; <sup>1</sup>University of Nottingham, UK. – Self-determination theory draws a broad distinction between intrinsic and extrinsic motivation and proposes that goal pursuit grounded in intrinsic motivation will lead to more adaptive outcomes than the pursuit of goals rooted in extrinsic motivation (Deci & Ryan, 1985, 2000). Despite a wealth of empirical evidence to support this prediction (e.g., Vansteenkiste, Simons, Soenens, & Lens, 2004), research has not yet explored whether individuals can and do differentiate between intrinsic and extrinsic goals. Three studies aimed to determine whether this differentiation occurs in people's memory for goals in leisure-time physical activity. Using memory recall methods from social cognition, participants in the first study were asked to freely generate physical activity goals that they or others may wish to attain, while participants in the second study were also asked to code their freely-generated goals as intrinsic or extrinsic. In the third study, participants were asked to recall a list of intrinsic and extrinsic goals after making a behavioural decision regarding their future physical activity behaviour. The results of the first and third studies revealed that individuals' goal generation and recall exhibited significant clustering by goal type. However, participants seemed to encounter difficulties when explicitly coding goals in the second study. Implicit recall methods are recommended for future research to determine whether individuals discriminate between goal types within self-determination theory.

**A124****REGULATORY FIT FROM STEREOTYPES ADVANTAGEOUS FOR GOLF PUTTING NOVICES**

Lisa Grimm<sup>1</sup>, W. Todd Maddox<sup>2</sup>, Arthur B. Markman<sup>2</sup>; <sup>1</sup>The College of New Jersey, <sup>2</sup>The University of Texas at Austin – Research on stereotype threat demonstrates that negative stereotypes are disadvantageous in many task contexts. For example, Stone, Lynch, Sjomeling, & Darley (1999) framed a golf putting task as diagnostic of natural athletic ability or sports intelligence. Relative to control groups, they found that White participants underperformed in the natural athletic ability frame while Black participants underperformed in the sports intelligence frame. We expand on this finding using recent work connecting stereotype threat with the regulatory fit framework (Grimm, Markman, Maddox, & Baldwin, 2009). Grimm et al. (2009) demonstrates that participants learned a new task more effectively when their stereotype matched the reward structure of the task. That is, participants with a positive task-relevant stereotype performed better when the task goal was to maximize points, while participants with a negative task-relevant stereotype performed better when the task goal was to minimize points. In the current study, White participants, who were relative novices at golf putting, were told our golf putting task was diagnostic of natural athletic ability (i.e., negative stereotype) or sports intelligence (i.e., positive stereotype). Participants either tried to maximize earned points or minimize lost points. Points were assigned after every putt and were calculated using the distance to a target. We find an interaction of Stereotype and Task Reward Structure for golf putting. We demonstrate better performance for participants experiencing a fit between their global task stereotype and the task goal. Negative stereotypes can produce good performance when paired with a task goal to minimize losses.

**A125**

**GOAL APPRAISALS AND PERSONALITY TRAITS PREDICT PERSONAL GOAL ATTAINMENT** Tierra S. Stimson<sup>1</sup>, Daniel J. Ozer<sup>1</sup>; <sup>1</sup>University of California Riverside – Goal attainment is important in virtually all life contexts. Getting good grades, advancing one's career, maintaining social relationships and adherence to exercise and diet regimens are all consequential. Various goal appraisal processes may be associated with successful goal attainment; and personality attributes are certainly associated with outcomes often associated with goal attainment (e.g., conscientiousness predicts academic achievement). The current study examines how personality traits and goal appraisal processes contribute to success in attaining specific goals such as “getting good grades” and “exercising more.” Students (N = 89) completed questionnaires at the beginning and end of their freshman year. At the first assessment, students listed ten of their goals and rated them, on a four point scale, on seven dimensions (e.g., how important is this goal compared to other goals?). Traits were measured using the Big Five Inventory. At the second assessment, students reported their success at attaining their original 10 goals. Multi-level models estimated goal attainment from goal appraisals and traits. Results indicated that goal appraisals predict goal attainment. Goals that reflected personal desires rather than obligations were more likely to be successfully attained and students who successfully prioritized goals reported greater success in attaining their more important goals. Personality traits were not associated with general success in goal attainment, but moderated the relation between goal appraisal and successful attainment.

**A126**

**SELF-EXPANSION IN COLLEGE: A NOVEL APPLICATION OF THE SELF-EXPANSION MODEL** David B. Strohmetz<sup>1</sup>, Gary W. Lewandowski Jr.<sup>1</sup>, Aubrey N. Clark<sup>1</sup>; <sup>1</sup>Monmouth University – The self-expansion model has been used to explore individuals' motivation for entering into and maintaining close relationships (Aron & Aron, 1997). However, to this point, the model's potential for elucidating motivation in non-romantic relationships has been largely overlooked. The purpose of this paper is to use the principles of the self-expansion model to provide a theoretical explanation for why student engagement is predictive of college satisfaction. 283 undergraduates completed the College Self-Expansion Questionnaire (C-SEQ), an adaptation of Lewandowski and Aron's (2002) Self-Expansion Scale for interpersonal relationships (alpha = .96). Participants also answered questions concerning the extent to which they had engaged in specific educational activities associated with enhanced learning and personal development during the past year. To measure college satisfaction, students rated their overall educational experience and whether they would choose the same institution again if given a chance. Consistent with past research, activities such as discussing ideas in and out of the classroom with other students, and collaborating with professors and/or other students on projects was predictive of college satisfaction. In each case, these relations were completely mediated by college self-expansion. That is, participation in these activities appears to have increased one's self-expansion in college, which in turn, increased college satisfaction. These results suggest that the self-expansion model has utility beyond interpersonal relationships and can serve as framework for understanding why educational engagement relates to student learning and personal development.

**A127**

**THE EFFECTS OF NEGATIVE EMOTIONS GUIDED BY REGULATORY FOCUS ON RESOURCE ALLOCATION AMONG MULTIPLE GOALS** Hiroki Takehashi<sup>1</sup>, Kaori Karasawa<sup>2</sup>; <sup>1</sup>Nagoya University, <sup>2</sup>The University of Tokyo – Although previous studies have found that regulatory focus determined the quality of emotions, there are few studies to reveal their effect on the goal pursuit. This study examined the effects of negative emotions evoked by regulatory concerns, that is, dejection and agitation, on resource allocation among multiple goals. One hundred and fourteen participants were asked to imagine the scenario in which they failed to

attain an important goal. In the scenario, the goal was framed with either the promotion concern or the prevention concern. Then, they were asked to indicate the degree of disappointment and agitation they felt at the situation and the intention to allocate their effort for the current and the new goals. The results indicated that the participants in the prevention condition estimated agitation higher than dejection whereas the participants in the promotion condition estimated dejection as much as agitation. Moreover, the participants in the promotion condition allocated more regulatory resource for the new goal than the current goal, while the participants in the prevention condition allocated resource for the current goal as much as the new goal. Importantly, this effect disappeared when dejection and agitation were entered as covariance in the analysis. Furthermore, dejection predicted resource allocation for the new goal, whereas agitation predicted the allocation for the current goal. These results suggest that the effect of regulatory focus on resource allocation was mediated by negative emotions. The discussion considered the relationship between negative emotions and self-regulation.

**A128**

**PROGRESSIVE HOPE: THE PROMISE OF FUTURE CONTROL** Bastiaan Rutjens<sup>1</sup>, Frenk van Harreveld<sup>1</sup>, Joop van der Pligt<sup>1</sup>; <sup>1</sup>University of Amsterdam, The Netherlands – The present research shows that progressive hope helps to alleviate the aversive experience of low levels of control. When personal control is low, progressive hope provides people with the promise of future control restoration in a broader sense. In four experiments, we found evidence for enhanced beliefs in progress when personal control is low. In Experiments 1 and 2, low control (experienced or anticipated) participants disagreed more with an essay on the illusory nature of human progress. Experiment 3 corroborated these findings in a field study with airplane passengers. Participants in an airplane reported enhanced beliefs in progress and this effect was mediated by feelings of control. Experiment 4 assessed belief in progress more directly and showed an increased willingness to invest in specific fields of progress-oriented research when personal control was low. Moreover, low control participants preferred high tech policy solutions to combat environmental problems and indicated, in a drawing task, an increased belief in both scientific and moral progress. The link between progressive hope and religion is discussed.

**A129**

**PERCEPTIONS OF OTHER'S GOAL COMMITMENT: A MODEL OF GOAL MANAGEMENT ACCOUNT** Edward Burkley<sup>1</sup>, Darshon Anderson<sup>1</sup>; <sup>1</sup>Oklahoma State University – The present study investigated perceptions of how committed others are to their goals. Based on the model of goal management (MGM), participants were presented with information about another's satisfaction with, investments in, and alternatives to a focal goal. These factors were manipulated between groups, resulting in a 2 X 2 X 2 factorial design. Results showed that perceptions of goal commitment were higher when satisfaction and investment were high and alternatives were low. These findings support the MGM and offer insight into the social cognitive factors that influence perceptions of goal commitment.

**A130**

**PRIMING ATTRACTIVENESS INTERFERES WITH COMPETENCE FOR WOMEN WHO PREFER DATING SMARTER PARTNERS** Jordan D. Troisi<sup>1</sup>, Lora E. Park<sup>1</sup>; <sup>1</sup>University at Buffalo, SUNY – Previous research has shown that women who prefer dating smarter partners show decrements in intelligence when primed with the goal to appear attractive (Park, Troisi, & Young, in prep). In the present study, we examined whether women who prefer smarter partners show greater self-handicapping and automatic cognitive interference between the concepts of attractiveness and competence. To examine this, 87 college men and women completed items assessing their Dating Preference (DP), then completed a lexical decision task and a self-handicapping measure. Specifically, participants were subliminally primed with a competence, attractiveness, or neutral word, followed by a string of letters that they were to categorize, as

quickly as possible, as a word or nonword. Of primary interest was the difference in reaction times to respond to competence target words following attractiveness versus neutral word primes. Regression analyses revealed the expected Gender x DP interaction ( $\beta = .35, p < .05$ ). Specifically, among women, wanting to date smarter partners predicted slower reaction times to respond to competence words when primed with attractiveness versus neutral words ( $\beta = .32, p < .05$ ); this effect was not found among men as a function of their DP ( $\beta = -.18, p = .27$ ). There was no significant Gender X DP interaction ( $p = .85$ ) when examining differences in mean reaction times to attractiveness target words following competence versus neutral word primes. In addition, the more women wanted to date smarter partners, the greater self-handicapping they reported. Implications for women's motivation and academic performance are discussed.

### A131

**INTEGRATED MOTIVES OF AGENCY AND COMMUNION EVIDENCED IN MORAL HEROES** Jeremy A. Frimer<sup>1</sup>, Lawrence J. Walker<sup>1</sup>, William L. Dunlop<sup>1</sup>; <sup>1</sup>University of British Columbia – Motives of agency and communion generally compete with one another in personality functioning; but for moral heroes, this tension may not be at play. This study advances the Reconciliation Model, which posits that the relationship between agentic and communal motives ideally develops from one of mutual competition to one of synergy. The goal of this study was to demonstrate and validate a new empirical methodology for tapping the adaptive integration of agency and communion. Participants were 25 individuals who had received national awards for extraordinary caring action and 25 individually matched comparison persons. Among other assessments of personality, participants provided a list of personal strivings (tapping their goal motivation), which were later coded blindly and reliably for themes of agency (power and achievement) and communion (benevolence and universalism). To isolate constructs, three metrics were calculated: unmitigated agency (strivings coded for agency but not for communion), unmitigated communion (communion without agency), and integration (agency and communion). Exemplar and comparison groups did not differ on unmitigated agency or unmitigated communion. But exemplars evidenced significantly more (three times as many) integration strivings than comparisons. Follow-up analyses indicated that this integration could not be attributed to chance co-occurrence of the motives, implying that an active aspect of personality was responsible for the synergistic interaction. These results imply that the interaction of agency and communion is a specific and important personality achievement associated with moral exemplarity. The reconciliation of agency and communion holds considerable promise in explaining moral motivation and its development.

### A132

**THE "SOUR-GRAPES-EFFECT" REVISITED: HOW LIKING- AND WANTING-RELATED ASSOCIATIONS TOWARD FOOD CUES VARY AS A FUNCTION OF DIFFERENT LEVELS OF FOOD DEPRIVATION.** Philippe Türk Pereira<sup>1</sup>, Roland Deutsch<sup>1</sup>, Beate Seibt<sup>2</sup>, Michael Häfner<sup>3</sup>; <sup>1</sup>University of Wuerzburg, <sup>2</sup>ISCTE Lisbon, <sup>3</sup>Utrecht University – Usually, hungry subjects are found to respond with more favorable liking responses as well as pronounced approach orientations (wanting) toward food cues than satiated subjects. However, there is also contradicting evidence showing dissociations between liking- and wanting-related reactions toward food cues due to food deprivation in such a way that food-deprived participants surprisingly show more negative liking-related despite more positive wanting-related reactions toward need-relevant objects. Therefore, two studies were conducted in order to shed more light on this controversy. Specifically, the present research was mainly interested in participants' spontaneous evaluations measured more systematically via single-target IATs. First of all, the level of food deprivation could be identified as crucial variable by showing that implicit liking-related responses varied as a function of different levels of food deprivation. In particular, in contrast to satiated subjects, those with low levels of food deprivation showed more positive, whereas those with high levels of food deprivation

showed more negative food-related associations. Moreover, we could replicate the dissociation of liking- and wanting-related associations toward food cues under high levels of food deprivation and conditions of nonreward, showing that implicit liking- and wanting-related processes can be differently influenced by food deprivation. As depicted in the famous Aesop fable "the fox and the grapes", it seems to be easy to despise something one is wanting but that cannot be reached when it is needed. The results will be discussed under the perspective of cognitive dissonance and the theory of frustrative nonreward.

### A133

**THE MEDIATING ROLE OF PERCEIVED USEFULNESS OF SCHOOL ACTIVITIES IN THE RELATIONSHIP BETWEEN NEED SATISFACTION AND ACADEMIC MOTIVATION** Celine Blanchard<sup>1</sup>, Danielle Patry<sup>1</sup>; <sup>1</sup>University of Ottawa – In the school setting, social-contextual factors that promote perceived academic autonomy, competence, and relatedness are generally experienced as informational. Autonomy supportive practices have been shown to enhance perceived usefulness. For example, the work of Deci et al. (1994) showed that providing a meaningful rationale to engage in an activity predicted changes in perceived usefulness and enjoyment of a boring task. Results of this study also found that environments where two autonomy supportive practices were employed (i.e., conveying choice and low controllingness) enhanced perceived usefulness. Consistent with this finding, Reeve et al. (2002) showed that providing a rationale in an autonomy supportive way enhanced participants' personal endorsement and valuing of an uninteresting activity. The purpose of the present study was to examine the mediating role of perceived usefulness of school activities in the relationship between academic need satisfaction and academic self-determined motivation. Thus, we hypothesized that academic need satisfaction would be positively associated with perceived usefulness of school activities and academic self-determined motivation. In addition, we anticipated that perceived usefulness of school activities would mediate the relationship between academic need satisfaction and academic self-determined motivation. Grade 7 students ( $n=647$ ) attending one of 17 French schools in the region were asked to complete a short electronic questionnaire during class time. Results suggest that academic need satisfaction promotes academic self-determined motivation, in part by helping students perceive greater usefulness of their school activities.

### A134

**WHEN DOES POWER CREATE CREATIVITY? THE ROLE OF STABILITY OF THE POWER HIERARCHY AND FUNCTIONALITY OF CREATIVE EFFORTS** Daniel Sligte<sup>1</sup>, Carsten De Dreu<sup>1</sup>, Bernard Nijstad<sup>2</sup>; <sup>1</sup>University of Amsterdam, <sup>2</sup>University of Groningen – Previous work has shown that having power benefits creativity because it associates with approach-related tendencies and broad attentional focus. In an unstable power hierarchy, however, the powerful face the risk of losing their position. Across two experiments, we show that stability of the power hierarchy and functionality of the creativity task qualify the relationship between power and creativity. Furthermore, effects depend on the type of creativity task and the degree to which this task benefits from effort versus a broad attentional focus. In an unstable power hierarchy, the powerful rather than the powerless had superior performance on a verbal creativity task -the remote associates test (RAT)- but only when doing so was functional to saving their power position. This suggests performance was raised by increased efforts. For creative insight measured by the snow pictures test (SPT), however, this pattern reversed. The powerful performed worse than the powerless on the SPT when doing so was functional to saving their position, but not when performance on this task was irrelevant to their power position. In addition, this effect was fully mediated by processing style -measured by the Navon task. Powerful individuals performed worse on creative insight when this was functional to their position because they suffered from a local processing style and thus narrow attentional focus. Moreover, the prospect of losing power associated

with avoidance tendencies. Having disputed power thus seems to facilitate creative thinking because of increased effort, but to kill creative insight because of a narrow attentional focus.

### A135

**BELONGING AND COLLABORATIVE ACTIVITY: HOW MINIMAL SOCIAL CONNECTIONS CAN CREATE SHARED GOALS** David Cwir<sup>1</sup>, Gregory M. Walton<sup>2</sup>, Steven J. Spencer<sup>1</sup>; <sup>1</sup>University of Waterloo, <sup>2</sup>Stanford University – Cooperation is a fundamental to successfully human communities. We examined the underlying motivational dynamics that make cooperation possible. Specifically, we tested the prediction that a minimal sense of social connectedness (i.e., "mere belonging," Walton & Cohen, in press) would lead people to internalize and share the goals of an otherwise unknown target person. We manipulated whether a confederate shared task-irrelevant personal preferences with participants ("social link" condition) or not (control condition). We then examined participants' activation and inhibition of goal-relevant words as assessed by reaction time measures as the confederate pursued and completed a series of goals. As predicted, participants in the social link condition showed enhanced accessibility (i.e., faster response times) to goal-relevant words as the confederate pursued the goals and reduced accessibility (i.e., slower response times) to goal-relevant words after the confederate had completed those goals. This pattern suggests that participants in the social link condition internalized the confederate's goals (see Förster, Liberman, & Higgins 2005). Additionally, participants in the social link condition were more likely to enact these goals by helping the confederate with the tasks. Implications for goal pursuit and shared intentionality are discussed.

### A136

**NONCONSCIOUS REWARDS BOOST PERFORMANCE, BUT DO NOT CHANGE SPEED-ACCURACY TRADEOFFS** Erik Bijleveld<sup>1</sup>, Ruud Custers<sup>1</sup>, Henk Aarts<sup>1</sup>; <sup>1</sup>Utrecht University – People's performance is known to be boosted when valuable rewards are at stake, regardless of whether reward information is presented above (supraliminal) or below (subliminal) the threshold of conscious awareness. This prior finding seems to suggest that the pursuit of rewards works the same for conscious and nonconscious rewards. Here we show that this is not the case. Specifically, we investigate whether supraliminal vs. subliminal reward information has different effects on tradeoffs that people make in performance tasks. In a speed-accuracy paradigm, a high or low value coin was presented supraliminally or subliminally. Participants could earn a proportion of this coin's value, dependent on their speed and accuracy on that trial. In Experiment 1, subliminal high (vs. low) rewards made participants perform better (i.e., faster, but equally accurate). Instead, supraliminal high (vs. low) rewards caused participants to become cautious (i.e., they made a tradeoff by becoming slower but more accurate). In Experiment 2, room for making such tradeoffs was taken away by emphasizing the importance of overall high accuracy. Results showed that participants performed better (i.e., faster, but equally accurate) for both supraliminal and subliminal high (vs. low) rewards. It is concluded that information about rewards indeed boosts performance, regardless of whether people are aware of what is at stake. Importantly, these experiments also demonstrate that when people become aware of a reward, this causes them to make different tradeoffs for rewards of different value. Social implications of this research are discussed.

### A137

**CONCEPTUALIZING ENVIRONMENTALISM: A QUALITATIVE APPROACH** Benjamin J. Marcus<sup>1</sup>, Allen M. Omoto<sup>1</sup>, Patricia L. Winter<sup>2</sup>; <sup>1</sup>Claremont Graduate University, <sup>2</sup>US Forest Service – Environmental quality and sustainability are increasingly important social issues that can be related to individual attitudes, beliefs, and behaviors. Environmentalism has been explored from many perspectives in the social sciences. For example, environmental concern and action has been linked to environmental awareness, identification, values, and numerous demographic factors

like race and socioeconomic status (e.g., Clayton & Opatow, 2003; Dunlap et al., 2000; Johnson et al., 2004; Kaiser et al., 1999; Schultz et al., 2005; Stern et al., 1993; Van Liere & Dunlap, 1980). Most of this research has relied on large-scale survey methods. Qualitative research is a complementary approach that can add depth to information about how environmentalism is conceptualized by individuals. In this study, 9 ethnically diverse individuals who had visited parks or recreation areas within the last year participated in semi-structured interviews that asked them to define and describe environmentalism. This presentation explores the range of responses in participant descriptions and uses verbatim quotes to illustrate the categories of responses. In summary, participants seemed to respond from different perspectives, including connecting environmentalism to conservation, aesthetics, stewardship, and/or activism. Further, responses were often contextualized in issues like education, politics, and religion. Thus, it appears that individuals think about environmentalism in distinct and complex ways, with beliefs often related to other attitudes and experiences. This type of research provides descriptive information about how people conceptualize pressing social issues (e.g., environmentalism) and provides a foundation for future research on the antecedents of environmentally friendly beliefs and behaviors.

### A138

**A PROCESS HEALTH MOTIVATION THEORETICAL MODEL AND ITS VALIDATION** Xiaoyan Xu<sup>1</sup>, Murray Millar<sup>2</sup>; <sup>1</sup>University of Nevada, Las Vegas, <sup>2</sup>Sichuan Normal University – Previous studies have shown that health motivation can enhance health behaviors. Although researchers have used this term for a long time, there is no widely accepted definition or theoretical model of health motivation. To bridge this gap, the present research proposed a definition and a theoretical model of health motivation. This model suggests that health motivation consists of four stages: to develop health motivation tendency, to form health intention, to initiate health related action, and to persist in those actions to achieve goals developed at the first stage. Based upon this model, Health Motivation Scale in Healthy Eating (HMS-HE) was developed, with 12 items in total. The present study examined the construct validity and predictive validity of the scores obtained using the HMS-HE among 287 undergraduate participants in a southern university of the United States. The higher order confirmatory factor analysis suggested that the model fit the data well. The predictor power of health motivation, health self-efficacy, health value, and BMI were examined using multiple regression analysis. The finding indicated that health motivation was generally the most powerful predictor of health behaviors. Health motivation was most predictive of health behaviors among females, but health self-efficacy was a stronger predictor of health behaviors than health motivation for males. In conclusion, the proposed theoretical model of health motivation and the scale were effective to capture individuals' health motivation. This model and the scale can be applied to related theoretical and empirical studies.

### A139

**MOTIVATION BY ROLE MODELS: INFLUENCE OF ROLE MODEL TYPE AND STRATEGY IMPLEMENTED ON ACADEMIC MOTIVATION** Tzu-Yeng Kuo<sup>1</sup>, Kuang-Hui Yeh<sup>1,2</sup>; <sup>1</sup>National Taiwan University, Taipei, Taiwan, <sup>2</sup>Academia Sinica, Taipei, Taiwan – In the present study, the impact of role models on academic motivation was examined. The authors demonstrated that negative role models make a larger motivational impact on our participants. In this study, the participants were presented with description on one of two types of role model (positive and negative) and others accordingly. The role models were described to be reaching success or failure through either eagerness or vigilant strategy. Participants' academic motivation was measured. Participants were 201 students from National Taiwan University. Results showed influence on motivation were more prominent on those presented with negative role models than those presented with positive role models. This suggested that negative role models have a greater impact on academic motivation for our sample of Asian participants. According to Higgins's regulatory fit principle, negative role

models and vigilant strategy, both demonstrating prevention focus would be most motivational. Our results, in contrast, show that negative role model with eagerness strategy results in the highest motivational rating. The authors suggest that while role model type may operate under Higgins' regulatory fit principle, strategy implemented by role models may influence motivation through another mechanism, possibly the issue at hand. In conclusion, our study found that when motivating an individual academically, a negative role model with eagerness strategy would produce the most prominent results.

#### A140

**MEASURING IMPLICIT MOTIVES IN ROMANTIC RELATIONSHIPS** Birk Hagemeyer<sup>1</sup>, Franz Josef Neyer<sup>2</sup>; <sup>1</sup>University of Potsdam, Germany, <sup>2</sup>Friedrich-Schiller-University, Jena, Germany – There are two basic motivational tendencies which guide people's behavior in social relationships: one that aims to preserve and enhance the individual self, often called agency, and another one that aims to establish and maintain interpersonal contact and close relationships, often called communion (Bakan, 1967). In our research, we focus on individual differences in agentic and communal needs to understand distinct patterns of distance regulation in romantic couple relationships (e.g., living together in one household vs. keeping separate households). In order to measure the needs for agency and communion in the life-domain of romantic relationships on the implicit level, we developed a new TAT-like picture-story-task, using stimulus materials from the Operant Multi-Motive-Test (Kuhl & Scheffer, 1999; Baumann et al., 2005). In an internet experiment (N=252), we employed a three-group-design to develop an empirically based thematic coding system for the evaluation of test answers. The two experimental groups were primed with autobiographical memories related to experiences of either agency or communion in the participants' ongoing relationships. Results show that the new coding system captures experimentally induced motivational differences between the experimental groups and a control group. Furthermore, results from a study of 550 German couples affirm the discriminant and incremental validity of the new motive test compared to explicit measures of agency and communion as well as attachment styles.

#### A141

**THE BENEFITS OF INTERPERSONAL REGULATORY FIT FOR INDIVIDUAL GOAL PURSUIT** Francesca Righetti<sup>1</sup>, Catrin Finkenauer<sup>1</sup>, Caryll Rusbult<sup>1</sup>; <sup>1</sup>Vrije Universiteit Amsterdam – People do not pursue goals in isolation but they are often surrounded and influenced by others. Regulatory focus theory and the concept of regulatory fit may illuminate when an interpersonal influence can be motivating and instrumental for the individual's goal pursuit. Specifically, the present work examines how the individual's goal pursuit is affected by advice and support received from a close other whose orientation fits (or does not fit) the individual's orientation. We sought to investigate whether this type of interpersonal regulatory fit causes consequences for goal pursuit that parallel those of intrapersonal regulatory fit. Furthermore, we investigated whether these effects occur in a symmetrical fashion for both promotion and prevention oriented individuals. We conducted five studies. We investigated the possible consequences of interpersonal regulatory fit, such as instrumentality of the close other (Study 1 and 2), feeling right, motivation and enjoyment of goal pursuit (Study 2). We replicated the previous results manipulating the individual's regulatory orientation (Study 3) and using a laboratory task (Study 4). Finally, we gathered data from both partners involved in a romantic relationship (Study 5). Results consistently revealed that only promotion oriented individuals profited from interpersonal regulatory fit and experienced motivational benefits when receiving goal related suggestions from promotion oriented others. Prevention oriented individuals did not profit from interpersonal regulatory fit. This work supports the proposal that regulatory fit can fruitfully be examined as an interpersonal phenomenon, highlighting the important role interpersonal relationships play in the pursuit of personal goals.

#### A142

**WHAT IS HATE? A PROTOTYPE ANALYSIS** Darius Fathi<sup>2</sup>, John K. Rempel, Christopher Burris; <sup>1</sup>University of Waterloo, <sup>2</sup>St. Jerome's University – There is currently little empirical research on the topic of hate and little agreement on how it should be defined. We used a prototype approach to examine how laypeople conceptualize hate. In an initial study 200+ participants provided open-ended definitions of hate. These definitions were subsequently analyzed for common patterns and elements resulting in a list of 52 hate-related statements. A second group of 100 participants rated the centrality of each statement to the concept of hate. Results showed that, at the top of the list, the most highly rated features of hate involved two main components. First, central features of hate involved goals of harm, suffering, and destruction for the hated target, with more extreme negative outcomes such as violence, abuse, and death being seen as more central. Second, the most central features involved wishes or desires for the hated target incur these negative outcomes. Contrary to the view of hate as an emotion, even intense emotions such as detesting, loathing, and despising were in the center rather than at the top of the list. Less intense emotions such as anger, disgust, and fear were seen as even less prototypical and appeared near the bottom of the list. Thus, laypersons' conceptualization of hate is most consistent with Rempel and Burris (2005) definition of hate as a motive associated with the goal of diminishing or destroying the other's wellbeing.

#### A143

**OBSESSIVE VS HARMONIOUS PASSION: SELF-ESTEEM CONTINGENCIES AS THE PSYCHOLOGICAL PROCESS UNDERLYING THE DISTINCTION BETWEEN THE TWO TYPES OF PASSION** Joelle Carpentier<sup>1</sup>, Geneviève A. Mageau<sup>1</sup>, Robert J. Vallerand<sup>2</sup>; <sup>1</sup>Université de Montréal, <sup>2</sup>Université du Québec à Montréal – The Dualistic Model of Passion proposes two distinct types of passion: obsessive and harmonious passion (Vallerand et al., 2003). Given the negative consequences linked to obsessive passion (Vallerand et al., 2006), Mageau et al. (2009) looked at the determinants of passion and showed that identification with the activity, preference for activity specialization, parents' activity valuation and controlling social environments influence the development of obsessive passion. These variables were hypothesized to influence the type of passion that will be experienced because they lead people to form contingencies between their activity and their sense of self-worth. The goal of the present study was to test this hypothesis by investigating self-esteem contingencies as one of the psychological processes underlying the distinction between obsessive and harmonious passion. The study was conducted during MagicThe Gathering tournaments, where a total of 40 players participated. Self-esteem contingencies and passion were measured at the beginning of the tournament, while performance and state self-esteem were assessed after each round. Results of correlations first showed that people with a more obsessive passion perceive their self-esteem to be more strongly tied to their passionate activity than people with a more harmonious passion. Analyses using hierarchical linear modeling also showed that obsessive passion moderates the impact of perceived and actual performance on self-esteem. Thus, the more people reported an obsessive passion toward their activity, the greater was the positive impact of a good performance on state self-esteem. Findings are discussed in terms of their theoretical implications for the self-esteem and passion literatures.

#### A144

**UNDER COMPETITIVE SCRUTINY: RECONCILING EVALUATION APPREHENSION AND SOCIAL COMPARISON EFFECTS IN COACTION** Patricia Chen<sup>1</sup>, Leslie Stuber<sup>1</sup>, Christian Sprang<sup>1</sup>, Stephen M. Garcia<sup>1</sup>; <sup>1</sup>University of Michigan, Ann Arbor – We explore how social comparison and evaluation apprehension processes drive competitive performance in coaction scenarios. Subjects' accuracy performances were recorded on a simple typing task under three conditions, namely, coaction with both social comparison and evaluation apprehension at work condition (control), coaction and social comparison without evaluation apprehension,

and coercion and evaluation apprehension without social comparison. Our results show that subjects' accuracy significantly drop from one condition to the next, respectively. We conclude that social comparison processes are a stronger driving force behind competitive motivation under circumstances of coercion, as compared to evaluation apprehension. These results hold promise for the design of organizational and athletic motivational strategies.

**A145****POSITIVE FEEDBACK AND MENTAL CONTRASTING CREATES STRONG GOAL COMMITMENT AND BETTER PERFORMANCE** Michael K.

Marquardt<sup>1</sup>, Gabriele Oettingen<sup>2,3</sup>, Peter M. Gollwitzer<sup>1,2</sup>; <sup>1</sup>University of Konstanz, Konstanz, Germany, <sup>2</sup>New York University, New York, <sup>3</sup>University of Hamburg, Hamburg, Germany – In contrast to common belief, positive feedback has often been found to have no or sometimes even negative effects on performance (Kluger & Denisi, 1996). We hypothesized that mental contrasting (MC), a motivational self-regulation strategy originating from fantasy realization theory (FRT - Oettingen, 1999, 2001), enables individuals to transform high expectations of success resulting from positive feedback into better performance. Mentally contrasting fantasies about the positive future with reflections on the negative reality helps to form goal commitment based on previous expectations of success. In contrast, solely indulging the positive future or dwelling on the negative present leads to goal setting independent of expectations. In two studies, participants either received positive or moderate bogus feedback regarding their capability to solve nonroutine problems (Mayer, 1995, 1999). Afterwards the three self-regulation strategies as proposed in FRT (MC, dwelling, and indulging) were induced. Study 2 included an additional control group. Participants then worked on non-routine problems as an indicator of performance. In both studies, participants who received positive feedback and mentally contrasted correctly solved more problems than those with moderate feedback or other strategies. Hence, MC represents an effective self-regulation strategy to transform positive feedback into better performance. Besides their practical importance, these studies corroborate previous findings on FRT by manipulating expectations of success instead of merely measuring them, which represents a new approach in FRT research.

**A146****THE INTERPLAY OF MASTERY AND PERFORMANCE GOALS IN SOCIAL COMPARISON. A MULTIPLE GOAL PERSPECTIVE** Fabrizio Butera<sup>1</sup>,

Céline Darnon<sup>2</sup>, Benoît Dompnier<sup>1</sup>, Ophélie Gilliéron<sup>1</sup>; <sup>1</sup>University of Lausanne, <sup>2</sup>Clermont University – Recent research have demonstrated that not only performance-approach and performance avoidance goals (respectively, the desire to outperform others, or not be outperformed by others) but also mastery goals (the desire to acquire knowledge) were related to social comparison orientation (the tendency to search for social comparison information, see Régner, Escribe, & Dupeyrat, 2007). However, educational settings are rarely free from performance-approach goals, notably prompted by normative assessment and selection, even when mastery goals are explicitly promoted. In the present set of studies, the possibility of a link between mastery goals and social comparison that depends on the level of performance-approach goals—a possibility supported by a multiple goal perspective, was tested by examining the interaction effect between mastery and performance-approach goals. Study 1 tested self-set achievement goals (mastery, performance-approach, and performance-avoidance) as predictors of social comparison orientation (SCO). The interaction between mastery goals and performance-approach goals indicated that the higher the performance-approach goal endorsement, the stronger the link between mastery goals and SCO. Study 2 manipulated goal conditions. Results indicated that mastery goals predicted interest in social comparison in the performance-approach goal condition only. Results are discussed in terms of the importance of multiple goal pursuit in academic settings.

**A147****A CASE OF MOTIVATED REASONING: THE INTERACTIVE ROLE OF COGNITIVE RESOURCES AND MOTIVATION ON PERCEPTION OF SOCIAL ACCEPTANCE.**

Jocelyn Belanger<sup>1</sup>, Ashley Fielbig<sup>1</sup>, Rachel Stein<sup>1</sup>, Kara Barron<sup>1</sup>, Arie Kruglanski<sup>1</sup>; <sup>1</sup>University of Maryland – Previous research (Chen, Orehek, and Kruglanski, 2008) has underpinned the importance of cognitive resources in predicting motivated reasoning. Specifically, mounting evidence supports the notion that resources-depletion diminished individuals' ability to motivationally bias judgments. The present research sought to extend such findings by demonstrating that availability of cognitive resources can also alter the experience of social rejection. In line with theories proposing that the need to belong is a fundamental human motivation (Baumeister and Leary, 1995, Maslow, 1954) and that socially deprived individuals seek to retrieve social approval (Eisenberger, 1970), it was predicted that cognitive resources would enable socially rejected participants to perceive greater social acceptance in their environment. The absence of such resources was expected to impede such motivated reasoning process, and thus, lead to lesser biased perception. Researchers randomly assigned participants to a 2 (Rejection vs. Control) X 2 (Resources vs. No-Resources) between subjects research design. Participants were either presented with subliminal rejection or control primes and were either assigned to cognitive or no-cognitive load condition. Participants were then presented with a picture and were asked to evaluate the facial expression of the character and the extent to which that character was welcoming and warm. Results provided support for the hypothesis. Participants in the Resources/rejection condition perceived greater smiling, warmth and perceived the character as more welcoming than any other conditions. Theoretical and applied implications, as well as directions for future research are proposed.

**A148****EMBODIED APPROACH AND AVOIDANCE MOTIVATIONS AFFECT SELF-PERCEPTIONS FOLLOWING SOCIAL COMPARISON** Kevin P. McIntyre<sup>1,2</sup>,

Nicholas Jessop<sup>2</sup>, Jessica Hartman<sup>2</sup>, Michael J. Walsh<sup>2</sup>, Christopher Graham<sup>2</sup>, Claire Specht<sup>2</sup>, Gerard Randolph<sup>2</sup>, Shannon M. Rauch<sup>3</sup>, <sup>1</sup>Trinity University, <sup>2</sup>Boston College, <sup>3</sup>Providence College – Embodied approach and avoidance motivations affect a variety of perceptual and attitudinal processes. Arm flexion (a pulling motion associated with approach) has been shown to increase positive evaluations of novel objects and positively valenced words, and arm extension (a pushing motion associated with avoidance) has been shown to increase negative evaluations of novel objects and negatively valenced words. No previous work, however, has examined whether these embodied motivations affect self-perceptions. In the current study, we suggest that embodied motivations affect the self via their effects on comparative thinking. When people make motor actions associated with approach, we predict that social comparison will result in assimilation, whereas when they make motor actions associated with avoidance, we predict that social comparison will result in contrast. To test these predictions, participants (N = 41) completed a social comparison task in which they saw photos of attractive targets while making arm flexion or extension contractions and then completed several self-evaluation measures. The results supported our predictions, revealing that participants primed with approach, relative to those primed with avoidance, reported higher self-esteem, more self-esteem certainty, and less negative affect after exposure to the positive comparison target. These findings suggest that motor feedback can affect comparative thinking, with approach-primed individuals more likely to assimilate with comparison targets and avoidance-primed individuals more likely to contrast themselves against comparison targets. In general, the results suggest that self-perceptions are shaped in part by feedback obtained from bodily cues.

**A149****THE ROLE OF GOAL SALIENCY AND GOAL VALUE IN RISK TAKING BEHAVIOR**

Nicholas Calvin<sup>1</sup>, Angela Lee<sup>1</sup>, Catalina Kopetz<sup>1</sup>, Carl Lejuez<sup>1</sup>; <sup>1</sup>University of Maryland – Risk taking behaviors involve the simultaneous pursuit of two goals: maximization of reward and minimization of loss (approach-avoid conflict). We propose that the likelihood of engaging in highly risky behaviors may be a joint function of the saliency and value (commitment) corresponding to each of these two goals (motivations). The present research aimed to test empirically the above notions in two studies using a computerized laboratory measure (The Balloon Analogue Risk Task or BART). The task involves actually risky behavior for which, similar to real-world situations, riskiness is rewarded up until a point at which further riskiness results in poorer outcomes (earnings being lost). In study 1, we manipulated the saliency of the potential for loss in two experimental conditions. Specifically in the low saliency condition participants completed a version of the BART where the monetary earnings (potential for gain) were visible on the screen. In the high saliency condition the possibility of losing money was visible on the screen during the task. Participants' risk taking behavior was significantly reduced when the possibility for loss was salient. Study 2 manipulated goal value through an evaluative priming procedure in four experimental conditions: decreased value of risk, increased value of avoiding risk and two corresponding control conditions. The results showed that risk taking behavior decreased significantly, even when the potential for earnings was subsequently highly visible when the value of avoiding risk was subtly enhanced compared to when the value of risk taking was decreased and to the control conditions.

**A150****WANTING LESS IS MORE – DYADIC SELECTIVITY HELPS COUPLES START A FAMILY**

Antje Rauer<sup>1</sup>, Anja Böhnke<sup>1</sup>, Michaela Riediger<sup>1</sup>; <sup>1</sup>Max Planck Institute for Human Development – Motivational selectivity – focusing on a few goals instead of "wanting it all" – has been proposed to help people realize what they have resolved to achieve. We tested this proposition by following up on 24 heterosexual, initially childless couples in which both partners had reported the goal of starting a family in the near future. At baseline, we assessed the partners' perceptions of their dyadic selectivity, that is, their self-reported tendency to focus on the most important goals in their partnership, and reject secondary goals if necessary. Three and a half years later, we obtained information on whether the goal to have a child had been realized, which was the case in 50% of the couples. As hypothesized, the higher the couples' initial dyadic-selectivity score had been, the more likely they were to indeed have started a family. Intra-dyadic discrepancies in dyadic selectivity were not related to couples' success in realizing their goal of having a child. Results were robust to controlling for socio-demographic and relationship variables, and were obtained while considering both cases of unplanned parenthood and involuntary childlessness. These findings suggest that the motivational strategy of dyadic selectivity helps couples to attain their goals. Our results thus support the notion that motivational factors may not only characterize individuals, but also social entities such as couples.

**A151****ENGINEERING SUCCESSFUL ACADEMIC MINDSETS WITH RELATIVE ACCESSIBILITY: THE ROLE OF EASY SUCCESS AND DIFFICULT FAILURE RECALLS.**

Eric Fuller<sup>1</sup>, Rusty B. McIntyre<sup>1</sup>, David Oberleitner<sup>1</sup>; <sup>1</sup>Wayne State University – The current research brings together unique lines of research suggesting that priming specific mindsets can affect performance on subsequent tasks, and that the relative ease that these mindsets are recalled moderates this relationship. Study 1 was conducted to show that participants, primed to think of relatively few or many incidents of academic success or failure, would differ in performance on a knowledge test, and hold different ability beliefs (internality attributions). Study 1 manipulated mindsets by have students recall academic experiences (success, failure) under varying recall demands (recall 5 vs. 10 experiences). Consistent with predictions, participants induced to easily

recall thoughts of success (5 experiences) received higher knowledge test scores and made greater internal success attributions than those in the difficult success condition (10 experiences). Conversely, those who recalled failure relevant thoughts under difficult constraints had higher test scores and greater ability attributions than those asked to recall failure under easy constraints. Study 2 replicated these mindset findings using different levels of accessibility constraints (3 vs. 9 experiences) and examined the speed of success vs. failure recognition (using an LD task). Participants asked to recall three successes scored higher on the knowledge test and were faster at identifying success related words than those recalling nine successes; those recalling nine failures scored higher and identified success words faster than those recalling three failures. These findings indicate that behavioral differences emerge as a result of applicability to promote success related mindsets. Implications for accessibility, automaticity, and mindset engineering are discussed.

**A152****DIRECTION OR DISTRACTION: HOW CONSCIOUS AND UNCONSCIOUS REWARD PRIMING AFFECTS THE ACTIVE MAINTENANCE OF GOAL-RELEVANT INFORMATION**

Claire M. Zedelius<sup>1</sup>, Harm Veling<sup>1</sup>, Henk Aarts<sup>1</sup>; <sup>1</sup>Utrecht University – People can be motivated by unconsciously perceived cues in the environment that signal reward. This research examines similarities and differences in effects of conscious and unconscious rewards on keeping goal-relevant information active. The idea is that more resources are dedicated to attain high rewards, which facilitates the maintenance of relevant information. However, at times, becoming conscious of a high reward can counteract this process due to distracting thoughts. In two studies, we compared the effects of consciously and unconsciously processed monetary rewards at different moments during the progress of goal-pursuit. Participants could earn 1 cent or 50 cents by maintaining words over a short delay. The rewards were indicated by 1 and 50 cents coins, which were presented either subliminally (i.e. too quickly to be consciously perceived) or supraliminally (i.e. exceeding the threshold for conscious perception). In Study 1, rewards were presented before participants read the target words. Enhanced performance was found in response to higher rewards, regardless whether they were presented supraliminally or subliminally. In a second study, rewards were presented after showing the target words. Performance increased in response to high rewards when they were presented subliminally, but decreased when they were presented supraliminally. We conclude that both conscious and unconscious rewards cause increased resource recruitment, supporting the maintenance of goal-relevant information. However, conscious rewards additionally provoke reflective thoughts. When engaged in a goal-directed maintenance process, these thoughts distract attention and interfere with the ongoing maintenance process. Implications for research on conscious and unconscious goal pursuit are discussed.

**Person Perception/Impression Formation****A153****EXPRESSIVE SUPPRESSION AND SOCIAL PERCEPTION: THE ROLE OF SPECIFIC EMOTIONS AND PERCEIVER EXPECTATIONS**

Allison Tackman<sup>1</sup>, Sanjay Srivastava<sup>1</sup>; <sup>1</sup>University of Oregon – How does emotion regulation relate to social functioning? Previous research has shown that the use of expressive suppression disrupts interpersonal closeness and support (Srivastava, Tamir, McGonigal, John, Gross, 2009), but the reasons for that are not yet clear. In the present experiment, we examined how suppression relates to others' perceptions of a person who suppresses. We were especially interested in whether the effects of suppression depend on the emotion being suppressed (amusement vs. sadness) and whether the perceiver expects the target to display an emotion. The participants (N = 149) watched short videos of target persons who were either suppressing or not suppressing to an amusing or sad movie clip. In addition, we manipulated participants' expectations about the targets by showing some participants the movie clip that the targets watched.

Afterward, participants reported their impressions of the targets' attributes (including personality and supportiveness) and their interest in affiliating with the targets. Overall, targets who suppressed were viewed less favorably and participants were less interested in affiliating with them. However this main effect was qualified by interactions with perceivers' expectations and with the emotion being suppressed. Suppression effects were larger in the expectation condition, indicating that suppression affects others' perceptions by creating a mismatch between expected and actual expressive behavior. Further, we found that many effects were more pronounced when the targets suppressed in response to an amusing stimulus. The findings suggest that suppressors may have difficulty in relationships because they do not display positive emotions when others expect them to.

**A154****NATURAL AMBIGUITIES? PERCEPTIONS OF MULTIRACIAL INDIVIDUALS BY MONORACIAL PERCEIVERS** Jacqueline Chen<sup>1</sup>, David Hamilton<sup>1</sup>,

<sup>1</sup>University of California at Santa Barbara – Understanding Multiracial person perception is becoming increasingly important in today's diverse society. The present research investigates the nature of the racial categorization of Multiracials. We hypothesize that, due to the legacy of the Black-White dichotomy and the automaticity of monoracial categorization, perceivers will make more errors in categorizing Multiracials and that categorization as "Multiracial" will take longer than monoracial categorizations such as "Black" or "White." Using a novel categorization task, we find support for these hypotheses in two studies. In addition, in Study 2, we demonstrate that cognitive load detrimentally affects Multiracial, but not monoracial, categorizations. Importantly, in both studies, perceivers are able to categorize Multiracials at a rate significantly above chance, suggesting that monoracial perceivers can perceive multiracialism relatively quickly and accurately. Implications and future directions are discussed.

**A155****WHERE THE DIVISION LIES: COMMON INGROUP IDENTITY MODERATES THE CROSS-RACE RECOGNITION EFFECT** Eric Hehman<sup>1</sup>, Eric W. Mania<sup>1</sup>,

Samuel L. Gaertner<sup>1</sup>; <sup>1</sup>University of Delaware – This research investigated the hypothesis that better recognition for same-race faces than other-race faces is a result of social categorization rather than perceptual expertise. Specifically, we were interested in how the salience of race or university categorization would affect the recognition of individuals within each group. Whereas previous research found that facial recall for same-race individuals is reduced by inducing an additional non-racial categorization (e.g. university, Shriver et al., 2008), the goal of the current study was to increase recognition accuracy for other-race individuals without decreasing memory for racial ingroup members by inducing a common ingroup identity. A modified facial recognition paradigm presented 61 White participants with 40 faces organized by race or university affiliation. On each trial 8 faces were simultaneously displayed and included 4 Blacks, 2 from each university, and 4 Whites, 2 from each university. In the university condition, faces were physically organized above or below a diagonal by same or different university affiliation. In the race condition, faces were similarly organized by race. In the test phase, 40 novel faces were interspersed with the originals and were displayed individually with university affiliation clearly indicated. Participants indicated whether each face was "Old" or "New." When grouped by race, participants had superior recall for same-race faces, and university affiliation had no effect. When grouped by university, participants had superior recall for same-university faces, and race had no effect. No interaction between race and university occurred in either condition. Results support social-cognitive models of the cross-race effect.

**A156****MIND ATTRIBUTION AS A FUNCTION OF PERCEIVED THREAT** Megan

Kozak<sup>1</sup>; <sup>1</sup>Pace University – Research has shown that people often overlook the mental states of those they dislike (Kozak, Marsh, & Wegner, 2006). However, there may be instances when it is beneficial to recognize cer-

tain mental states of a disliked other, specifically in cases where a person poses a threat to one's well-being. The current research explored the relationship between threat and mind attribution, the degree to which a perceiver imbues an individual with intention, cognition, and emotion. In Study 1, participants read a vignette describing a fictitious person who had engaged in anti-US activities. Perceived threat, mind attribution, and liking were measured. Correlational analyses revealed a positive relationship between threat and intention such that intention increased as threat increased. No relationship was found between threat and cognition or emotion. There was a negative relationship between threat and liking. Therefore, these results depart from our earlier work in that attributions of intention increased as threat increased, despite a decrease in liking. In Study 2, threat was manipulated. Participants were assigned to a low-threat, medium-threat, or high-threat condition. Attributions of intention differed significantly across conditions, with the highest being in the high-threat condition and the lowest in the low-threat condition. Mediation analyses revealed that differences in perceived threat fully accounted for the differences in intention. No differences in cognition or emotion were found. Taken together these findings suggest that the mental states of those we dislike are not always overlooked. If a person is perceived as threatening, certain mental states such as intention are recognized.

**A157****I THINK, THEREFORE I (FREE) WILL: THE SELF-OTHER DIFFERENCE IN FREE WILL PERCEPTION** Juan Manuel Contreras<sup>1</sup>, Emily Pronin<sup>2</sup>, <sup>1</sup>Harvard

University, <sup>2</sup>Princeton University – When seeking self-understanding, people tend to place a good deal of weight on information derived from introspection such as information about thoughts and feelings. When seeking to understand others, people place less weight on those others' introspections. The present research aimed to explore whether this difference might lead people to think that they have more free will than do others. In two experiments, actors were asked to make a choice after being given sufficient or insufficient time to think about that choice. Observers were informed of actors' choices and of the amount of time they were given. In Experiment 1, actors chose an offer to make in a Dictator Game; in Experiment 2, actors chose a charity to donate their subject payment to. Both experiments revealed an interaction between participant role and the time manipulation. Actors who were rushed into making their choices perceived those choices as less freely willed than did actors who had sufficient time to think before making a choice, whereas observers' assessments of free will were unaffected by the time manipulation (even when observers were led to experience that manipulation directly, by being induced to take that much time themselves to read about the relevant choice). Moreover, as expected, observers showed a general tendency to perceive actors' choices as less freely willed than did actors. This asymmetry in the perception of free will speaks to the question of why the debate over whether people have free will is so persistent.

**A158****ABOUT FACE: CROSS-CULTURAL DIFFERENCES IN THE PERCEPTIONS OF RACIAL PROTOTYPICALITY** Michael Strom<sup>1</sup>, Leslie Zebrowitz<sup>1</sup>, Shunan

Zhang<sup>1</sup>, Hoon Koo Lee<sup>2</sup>; <sup>1</sup>Brandeis University, <sup>2</sup>Yonsei University – Provocative research on 'Afrocentric bias' in judging Black and White faces reveals that Afrocentricity can affect impression formation, trait judgments, and even criminal sentencing (Blair, Judd, Sadler, & Jenkins, 2002; Blair, Judd, & Chapleau, 2004; Eberhart, Davies, Purdie-Vaughns, & Johnson, 2006). However, this research has not assessed what qualities make faces more racially prototypical, whether those qualities are the same for different race targets, or whether the qualities that lead to prototypicality assessments vary with race of judge. The present study answered these questions utilizing facial metrics of White, Black, and Korean target faces and ratings of racial prototypicality by Koreans and White, Black, and Asian Americans. White and Black faces differed in nose and mouth regions, as one might predict, and in lower face length and jaw and eye regions; White and Korean faces differed in eye and



mouth regions; Black and Korean faces differed in jaw, nose, mouth, and eye regions. Facial metrics that were positively related to rated African appearance were negatively related to rated White appearance, whereas there was no such inverse relation for the metrics predicting ratings of Asian vs. White or Asian vs. African appearance. Rater differences in the metrics that predicted racial prototypicality ratings further revealed an influence of culture. Facial metrics predicting ratings of White appearance, African appearance, and Asian appearance were similar for American judges regardless of race, and they differed from the metrics that predicted these ratings by Koreans.

#### A159

##### **CAN A REPARATION OFFER FUNCTION AS AN APOLOGY?** Heather

Coon<sup>1</sup>, Fukumi Matsubara<sup>1</sup>,<sup>1</sup> North Central College – One reason people apologize is to admit responsibility for their actions. Is it possible to be perceived positively following a misdeed if you only take responsibility for the consequence, without actually apologizing? In two studies undergraduates read a vignette in which another student ran into them on a bicycle. In Study 1, students read that the cyclist had muddied their clothing. Using a 2x2 design, we varied whether the cyclist apologized and whether the cyclist took responsibility by offering a reparation -- to pay a cleaning bill for dirty clothing. Two main effects emerged. Apologizing resulted in a more positive (and less negative) impression of the cyclist, as did offering a reparation. Does this mean apologies are not always necessary to form a good impression following a transgression? In Study 2 we further examined the role of appropriate reparations. In this study, the cyclist ruined a jean jacket. In this 2x2x2 design we again varied whether or not the cyclist apologized, and whether he offered reparations -- by offering to buy a new jacket. We also varied whether the jacket was new or had belonged to a good friend who moved away. Presumably, the jacket from the friend could not simply be replaced. Results again showed positive effects of apologizing and especially of offering reparations on impression formation. However, this was especially true only when the jacket was new and could be replaced. Overall, results suggest that reparations may substitute for apologies, but only when appropriate for the situation.

#### A160

##### **DON'T PUSH MY BUTTONS! THE VALUE OF SITUATIONAL KNOWLEDGE IN FRIENDSHIPS** Charity Friesen<sup>1</sup>, Lara Kammrath<sup>1</sup>;

<sup>1</sup>Wilfrid Laurier University, Ontario, Canada – Past research has debated whether having accurate knowledge about a close other is beneficial to the relationship. However, this research has only looked at accuracy related to traits and states. We argue that having accurate situational knowledge, knowing a person's characteristic profile of responses to different situations, should be particularly useful in maintaining a positive relationship. We approach the issue of profile accuracy by looking at interpersonal triggers, which are interpersonal situations where a person experiences a negative emotional reaction (such as irritation, anger, or anxiety) in response to another person's behavior. In order to measure trigger profiles we developed the Trigger Profile Questionnaire (TPQ), which consists of 72 descriptions of potentially bothersome interpersonal behaviors. Participants were asked to rate how much each type of behavior triggers them personally, and how much they thought it would trigger a friend. Defining accuracy as self-other agreement, we found that friend-pairs who had known each other longer tended to be more accurate about each other's trigger profiles. In addition, knowledge about the specific situations in which a friend characteristically becomes angry or irritated was associated with reduced feelings of conflict in the relationship, and increased feelings of depth. These results suggest that it is valuable to have accurate situational knowledge about a relationship partner.

#### A161

##### **THE COLOR OF POLITICS: COLOR AND RACE IN THE 2008 ELECTION** Midge Wilson<sup>1</sup>, Or'Shaundra Benson<sup>1</sup>, Monika Black<sup>1</sup>;

<sup>1</sup>DePaul University – During the waning months of the 2008 election, accusations began to fly that the conservative Fox News network was altering its photos of then presidential candidate Barack Obama to make him appear darker than he really is. Based on prior research on colorism, intra-racial discrimination based on varying shades of skin color, an online study was developed to assess the influence of Skin Color and Participant Race on Obama's bid for the Presidency. A campaign poster of Obama was manipulated to make him appear in one version lighter than he actually is, and in another version darker. Non-White and White Participants were asked to assume the role of an undecided voter, and to respond, based on the poster alone, to questions about Obama's attractiveness, toughness, patriotism, and electability. They were also asked to judge, independent of the poster, to what extent Obama's race and/or skin color were playing a negative role in the current presidential campaign. Results indicated the manipulation check for the light versus dark versions of Obama was successful, but Skin Color yielded no significant difference in perceptions of his overall favorability, an effect possibly due to "the Obama factor." Based on studies documenting a race gap in perceptions about racial progress, we did predict and find, however, significant differences for Participant Race. Non-white participants overall gave higher favorability ratings of Obama, but also generally believed both race and color were playing more negative roles in the campaign than did White participants.

#### A162

##### **CHILDREN'S ANTICIPATED RESPONSES TO HYPOTHETICAL PEERS WITH UNDESIRABLE CHARACTERISTICS: ROLE OF PEERS' DESIRE TO CHANGE, EFFORT TO CHANGE, AND OUTCOME** Tammy L. Sonnentag<sup>1</sup>,

Jennifer L. Livengood<sup>1</sup>, Mark A. Barnett<sup>1</sup>, Rachel Y. Witham<sup>1</sup>;

<sup>1</sup>Kansas State University – In a prior investigation, the more children perceived hypothetical peers as wanting to change an undesirable personal characteristic (e.g., being extremely overweight), the more favorable the children's anticipated responses to those peers. In this extension of our prior study, we examined the extent to which children's anticipated responses to hypothetical peers are influenced by the peers' desire to change, effort to change, and success in changing an undesirable characteristic. Fifth- and sixth-grade students read summaries of a pair of interviews with several hypothetical peers who discussed something about themselves that they or someone else considered a problem. During the first interview, the peers described the specific characteristic and indicated whether they wanted to change that characteristic. During the second interview, which presumably occurred six months later, the peers described whether they (a) had tried to change that characteristic and (b) had been successful in changing that characteristic. After reading the interview summaries, the students rated the extent to which they agreed with several statements concerning their anticipated reactions toward each peer. A series of ANOVAs revealed that the children anticipated responding more favorably to peers who were successful in changing an undesirable characteristic than peers who were unsuccessful. Furthermore, for both outcome conditions, peers who wanted to change and exerted effort to change were rated most favorably. In contrast, peers who reported no effort to change an undesirable characteristic were rated relatively unfavorably, regardless of whether or not they had expressed a desire to change that characteristic.

#### A163

##### **BRAND DILUTION: THE IMPACT OF THE USER OF COUNTERFEITS ON ORIGINAL BRAND PERCEPTION** Nelson Amaral<sup>1</sup>, Barbara Loken<sup>1</sup>;

<sup>1</sup>University of Minnesota – Our findings provide the first empirical evidence to suggest that, for prestige products, the use of counterfeit products can dilute people's perceptions of the original brand. We find evidence of dilution effects on beliefs about the original brand's prestige, beliefs about whether the original brand is high-class, and overall atti-

tudes toward the original brand. More interestingly, we find a significant two-way interaction that provides evidence for the process that causes this dilution. Specifically, because of the symbolic value of some brands as tools for self-affirmation and self-verification goals, for example, the social class of the users of these counterfeits plays an important role in understanding the effects of these counterfeit products on the original products. An analysis of variance with covariates provided evidence for a significant two way interaction between the two factors in the study such that the social class of the user had a significant impact on the participants' evaluations of the original brand. Specifically, the social class of the user had a significant effect on both the belief (prestige and high-class) and attitude ratings when the user in the photo was seen using a counterfeit prestige product, but the same effect did not occur when the user was seen using a real product. When a lower-class individual was seen using a counterfeit product it resulted in significantly lower evaluations than when the same counterfeit product was seen being used by a high-class individual.

#### A164

**A META-ANALYTIC REVIEW OF INTERPERSONAL DECODING ACCURACY AND INTELLIGENCE** Nora A. Murphy<sup>1</sup>, Judith A. Hall<sup>2</sup>; <sup>1</sup>Loyola Marymount University, <sup>2</sup>Northeastern University – There is a long history investigating the relationship between intelligence and interpersonal sensitivity, particularly regarding decoding accuracy. Yet, findings from such research are mixed. Some research reported little or no relationship between measured intelligence and the ability to judge social interactions and another set of research showed significant correlations between intelligence and decoding accuracy. A meta-analysis was conducted to clarify the relationship between intelligence and decoding accuracy. A total of 27 articles or book chapters containing 38 independent samples fit the inclusion criteria. A total of 72 effect sizes from these samples were recorded from these samples; 2,988 participants were involved in analysis. Results found a mean weighted effect size across the 38 samples of  $r = .19$ , 95% CI = .16 - .23;  $Z = 10.66$ ,  $p < .01$ . There was a highly significant small-to-medium effect for intelligence measures to be correlated with decoding accuracy. A non-significant Q-value ( $Q = 41.30$ ,  $p = .29$ ) suggested that studies included in the analysis were obtained from a common population, indicating generalizability from the sampled studies. Significant moderators included larger effects for emotion judgments (vs. intended-meaning judgments), judgments based on audio-only decoding channel (vs. audio-plus-video channel), and mixed-gender targets (vs. female-only targets). Interpersonal decoding accuracy requires some level of social sophistication in being able to accurately assess a person or situation. Results of this meta-analysis suggest that part of that social sophistication involves the cognitive abilities comprising general intelligence.

#### A165

**SUSIE'S SIREN SONG SEDUCES SAILORS: SHARED INITIALS INCREASE MARRIAGES, BUT NOT STABLE ONES** Jesse Chandler<sup>1</sup>, Norbert Schwarz<sup>1</sup>, Jonathan Gole<sup>1</sup>; <sup>1</sup>University of Michigan – People prefer their own initials over other letters. This preference influences important decisions, including the selection of occupations, places of residence, and spouses. We address whether these preferences withstand the test of time. Texas marriage and divorce records from 1968-2007 were examined and aggregated using meta-analysis. Replicating earlier findings, archival marriage data show a preference for same first-initial spouses,  $OR = 1.06$  (95% CI = 1.057, 1.066),  $z = 27.06$ ,  $p < .0001$  and same last-initial spouses,  $OR = 1.16$ , (95% CI = 1.154, 1.164)  $z = 67.33$ ,  $p < .0001$ . Moreover, divorce records show that people may be less likely to divorce same-initial spouses within the first year, ( $L, N = 314\ 762$ ) = 5.94,  $p < .02$ . Over the long term, however, marriages between same-initial spouses are more likely to end in divorce than marriages between different-initial spouses,  $OR 1.01$  (95% CI = 1.005, 1.017),  $z = 3.44$ ,  $p < .001$ . Furthermore, marriages between same-initial spouses do not last as long ( $M = 3110$  days) as marriages between different-initial spouses ( $M = 3168$  days),  $g+ = .92$

(95% CI = .917, .926)  $z = 393.46$ ,  $p < .0001$ . This suggests that the positive feelings engendered by a shared initial are insufficient to overcome other factors that influence relationship longevity.

#### A166

**ARE DOMINANCE AND PRESTIGE DISTINCT STRATEGIES FOR ATTAINING SOCIAL STATUS?** Joey T. Cheng<sup>1</sup>, Jessica L. Tracy<sup>1</sup>, Joseph Henrich<sup>1</sup>; <sup>1</sup>University of British Columbia – Based on evolutionary theories of group dynamics, Henrich and Gil-White (2001) distinguished between two routes to attaining social status in human societies: dominance (i.e., the use of force and intimidation) and prestige (i.e., sharing of wisdom, skills, or expertise). The present research examines several questions emerging from this model: (a) Do dominant and prestigious leaders engage in divergent patterns of behavior when seeking status (e.g., intimidation/aggression vs. persuasion/competence)? (b) Can group members reliably distinguish between dominant and prestigious leaders? And, (c) do both dominance and prestige promote social influence? Small zero-acquaintance groups (4-6 members;  $N=192$ ) engaged in a 20-minute interactive task. Each member rated all others on dominance, prestige, social influence, and related traits, in a round-robin design. Peer ratings were subsequently parsed into actor, perceiver, and dyadic components, using Kenny's (1994) Social Relations Model. Outside observers also coded each individual's behavior from videotapes. Results demonstrated that: (a) dominance predicted displays of coercion, humiliation, and other low-communal behaviors, whereas prestige predicted self-deprecation, deferential humor, coalition-building, and other high-communal behaviors; (b) group members and outside observers showed consensus in their ratings of dominance and prestige, and rated prestigious leaders as confident and likeable, and dominant leaders as arrogant; and (c) individuals high in both dominance and prestige were rated as influential and agentic by group members and outside observers, and demonstrated greater social influence in an objective behavioral measure. In sum, this research provides the first evidence that dominance and prestige are distinct strategies to attaining status.

#### A167

**SOCIAL INTELLIGENCE AND NONVERBAL DECODING ABILITY** Robin M. Akert<sup>1</sup>, Jonathan M. Cheek<sup>1</sup>, Julia Rutenber<sup>1</sup>, Joa Ahern-Seronde<sup>1</sup>, Rebecca Dautoff<sup>1</sup>; <sup>1</sup>Wellesley College – The idea that social intelligence correlates with nonverbal communication decoding ability has been both appealing and compelling to researchers for the past four decades; however, research has presented a conflicting and contradictory picture of such a relationship. For example, a meta-analysis of social intelligence and interpersonal accuracy obtained a mean effect size of only .08 (Davis & Kraus, 1997). One possible explanation for these disappointing findings is the need for better measures of both social intelligence and nonverbal decoding ability. In the present investigation, we administered a videotape performance test of nonverbal decoding ability—the Visual Nonverbal Decoding Task (VNDT; adapted from Akert & Panter, 1988) along with the Tromsø Social Intelligence Scale (Silvera, Martinussen & Dahl, 2001) and other personality scales to 168 Wellesley College students. The Tromsø Scale was developed in Norway to overcome perceived shortcomings in previous measures of social intelligence by specifying three factors: Social Information Processing; Social Skills; and Social Awareness. The VNDT was developed to provide an ecologically valid accuracy measure with multiple encoders; unposed, natural conversations; simultaneous, multi-channel communication; and a clear criterion for accuracy. The total Tromsø Scale correlated significantly ( $r = .19$ ,  $p < .05$ ) with performance on the VNDT, as did its three subscales: Social Information Processing (.15); Social Skills (.16); and Social Awareness (.15). While these effects are not large, they do suggest that continuing to improve measures on both sides of the equation is a worthwhile approach for future research on social intelligence and nonverbal decoding ability.

**A168****THE EFFECT OF GENDER STEREOTYPES ON IMPRESSIONS OF SMILING**

**FACES** Tay Hack<sup>1</sup>, <sup>1</sup>Angelo State University – Studies of facial expression indicate that men and women create rather different impressions when they are smiling than when they are not. The present research investigated whether such impressions are influenced by gender stereotypes. To explore this possibility, participants completed several questionnaires, which included a gender stereotype endorsement scale. Participants were then presented with facial photographs of forty different men and women and asked to form impressions by rating the faces on traits reflecting the basic dimensions of warmth and competence. Some participants rated the faces with a smiling expression, and other participants rated the same faces with a neutral expression. Results revealed that although smiling faces were perceived as warmer and more competent than non-smiling faces, this effect was especially enhanced for female targets. Compared to men, smiling women were evaluated more favorably; however, when not smiling, women were judged more harshly, especially on traits reflecting warmth. Further analyses revealed that gender stereotype endorsement predicted impressions; however, this was true only for impressions of female targets. Taken together, the findings suggest that, for women, failing to smile may be perceived as behavior inconsistent with prescriptive female stereotypes reflecting communal qualities. As such, women who do not smile may suffer the consequences in terms of perceived warmth.

**A169****A CROSS-CULTURAL LENS ANALYSIS OF HEALTH CARE PRACTITIONERS' PERCEPTIONS OF PEOPLE WITH PARKINSON'S DISEASE**

Kathleen Bogart<sup>1</sup>, Linda Tickle-Degnen<sup>1</sup>, Hui-ing Ma<sup>2</sup>, <sup>1</sup>Tufts University, <sup>2</sup>National Cheng Kung University – Parkinson's disease (PD) results in a poverty of expression known as facial masking. Decades of research have shown health care practitioners to be biased by facial masking when making personality judgments, regardless of whether or not it is a valid cue. Most notably, they perceive people with facial masking to be less extraverted. The masking bias has been studied only in Western cultures, in which extraversion is a highly important trait. This study utilized a lens model (Brunswick, 1955) to examine two possible cultural influences, variation in trait importance (Williams, Satterwhite, & Saiz, 1998) and ingroup recognition bias (Meissner & Brigham, 2001), on the accuracy of practitioners' impressions of patients' personality relative to patients' self-reported personality. Practitioners (N = 285) from the United States (US) and Taiwan (TW) judged personality from 80 s. video clips of 24 patients with PD from the US and TW. Patients' expressive behavior was coded by trained research assistants. We found that practitioners across cultures made personality judgments based on facial masking, particularly for extraversion, regardless of whether or not it was a valid cue. Cross-cultural differences in accuracy were found most notably in two traits which are highly important in TW culture: agreeableness and conscientiousness. The pattern of cross-cultural differences in the patients' expressive cues to personality and in the practitioners' decision making patterns suggests that cross-cultural differences in trait importance, not ingroup bias, affected trait perception accuracy.

**A170****TOUCH THE TRUTH: HAND OVER HEART AS AN EMBODIMENT OF**

**SINCERITY** Michal Parzuchowski<sup>1</sup>, Maria Parzuchowska<sup>1</sup>, Aleksandra Szymkow-Sudzarska<sup>1</sup>, Wieslaw Baryla<sup>2</sup>, Bogdan Wojciszke<sup>3</sup>, <sup>1</sup>Warsaw School of Social Sciences and Humanities, <sup>2</sup>University of Gdansk, <sup>3</sup>Polish Academy of Sciences – Body movements can prime related abstract concepts since motor movements increase the accessibility of the thought content and processes they typically co-occur with. Embodied perspectives have been supported by many studies demonstrating that gestures, arm movements and hand configurations can influence individuals' thoughts and feelings. Specifically, putting a hand on one's heart is correlated with appearing to be truthful (giving a word of honour, appearing to have genuine intentions and not lying, pledging allegiance). Based on

models of embodied concept representation (Barsalou, 1999) we suggest that the conceptualization of sincerity can be grounded in bodily experience of gesture that involves placing one's hand over the heart. Three studies show that the level of frankness can be manipulated through unobtrusive use of this gesture. Participants assessed their level of self-knowledge on important domain (Study 1) and provided judgment of physical attractiveness (Study 2) while putting their hand over the heart or the hip. Placing one's hand over heart decreased level of self-enhancement when judging amount of knowledge on bogus names of psychological theories. It also caused more unconstrained judgments indicated by lower ratings of unattractive faces. Study 3 extends these findings, showing that a person photographed while putting a hand over heart is believed to be more honest than with a hand over hip. Taken together, the three experiments suggest that bodily experience of abstract metaphors can not only influence the actors' judgment but also contribute to the actors' perception of their social environment.

**A171****INTERPERSONAL SENSITIVITY AS A PREDICTOR OF MEDICAL STUDENT**

**PERFORMANCE IN CLINICAL INTERACTIONS** Danielle Blanch<sup>1</sup>, Judith Hall<sup>1</sup>, Debra Roter<sup>2</sup>, Richard Franke<sup>3</sup>, <sup>1</sup>Northeastern University, <sup>2</sup>Johns Hopkins Bloomberg School of Public Health, <sup>3</sup>Indiana University School of Medicine – Interpersonal sensitivity, or accurately judging the meanings of others' appearance and behavioral cues, is a skill with great clinical relevance that has received insufficient study in health settings. The interpersonal sensitivity of 275 third-year medical students was measured using two validated tests, the Profile of Nonverbal Sensitivity (PONS) and the Diagnostic Analysis of Nonverbal Accuracy (DANVA). Students also self-reported their perceived emotional intelligence, empathy, and patient-centered attitudes and were later videotaped interacting with a standardized patient. Reliable trained coders evaluated the quality of the students' communication skills and coded medical student and standardized patient behaviors. The encounters were then shown to analogue patients (undergraduates watching the video imagining they were the patient), who rated their impressions of the student. Female medical students scored higher on interpersonal sensitivity than male students. Overall, interpersonal sensitivity was significantly positively correlated with self-reported patient-centered attitudes and the ability to name one's own emotions; with less distressed, more dominant, and more engaged behavior by the standardized patient; and with more liking of the student and higher ratings of compassion by the analogue patients. Correlations between interpersonal sensitivity and other variables were generally stronger and different for males than females, but interpersonal sensitivity predicted analogue patients' impressions similarly for both genders. In regression analyses, objectively measured interpersonal sensitivity emerged as a better predictor of subsequent analogue patient perceptions than self-reported empathy, attitudes, and emotional intelligence. Interpersonal sensitivity is associated with favorable impressions of medical students and is a skill that deserves increased attention in clinical contexts.

**A172****BEAUTY IN THE BEAST: INFERRED LIKING AS AN ANTECEDENT OF PHYSICAL ATTRACTIVENESS JUDGMENTS**

Christopher J. Wilbur<sup>1</sup>, Lorne Campbell<sup>1</sup>, <sup>1</sup>University of Western Ontario – A wealth of research has catalogued features characterizing objective beauty. Yet, several intriguing investigations have uncovered a variety of nonphysical antecedents of attractiveness judgments, indicating that, to some degree, beauty is in the eye of the beholder. The present research examined whether learning of another's interest facilitates enhanced judgments of that other's physical attractiveness – the "beauty-in-the-beast" hypothesis. In two studies, participants answered personal questions, with these answers ostensibly reviewed by another participant. The ostensible other subsequently expressed an interest in meeting the real participant, expressed indifference to meeting, or preferred not to meet. Participants later viewed a photograph of this ostensible other and rated his or her physical attractiveness. Participants in both studies rated the interested targets as more

physically attractive than the targets who expressed a lack of interest, supporting the "beauty-in-the-beast" hypothesis. Learning of another's interest level did not influence attractiveness judgments of unrelated control faces, suggesting that distorted perceptions of attractiveness result from inferred liking specifically, and do not generalize to targets who do not carry belongingness implications. The present findings comport neatly with recent observations that romantic "chemistry" better predicts mate choice than do explicitly articulated mate preferences. Biased perceptions of others' attractiveness resulting from inferred liking might constitute one mechanism underlying so-called romantic "chemistry."

**A173**

**MEAT, MORALS, AND MASCULINITY** Matthew B. Ruby<sup>1</sup>, Joseph Henrich<sup>1</sup>, Steven J. Heine<sup>1</sup>; <sup>1</sup>University of British Columbia – Much research has demonstrated that people perceive consumers of "good," low-fat foods as more moral, intelligent, and feminine, and perceive consumers of "bad," high-fat foods as less intelligent, less moral, and more masculine (for a review, see Vartanian, Herman, & Polivy, 2007). Little research has contrasted perceptions of omnivores and vegetarians, focusing chiefly on personality and political leanings, rather than morality or gender characteristics (e.g. Sadallah & Burroughs, 1981). We examined how people perceive vegetarians and omnivores, in terms of virtue and gender characteristics, above and beyond the demonstrated impact of diet healthiness. In Study 1, in a 2X2 between-subjects design, online participants read the profile of a male or female student, whose favorite foods either did or did not include meat. All other profile information was the same for omnivorous and vegetarian targets. Participants rated the target's personality, morality, gender characteristics, and diet healthiness on a series of 8-point scales. Controlling for perceived diet healthiness, both omnivorous and vegetarian participants rated vegetarians as significantly more virtuous than omnivores, and male vegetarians as significantly less masculine than male omnivores. Ratings of females' gender characteristics did not significantly differ. Study 2 replicated these findings with omnivorous students from Vancouver, who read and rated the profiles of fictional targets that followed either an omnivorous or vegetarian diet, without mention of specific foods. Thus, we have found support for the concept that people make inferences about others' morality and gender characteristics as a function of meat consumption.

**A174**

**INTERJUDGE AGREEMENT BETWEEN CHILDREN AND ADULTS** Dave Kolar<sup>1</sup>; <sup>1</sup>University of Mary Washington – Research on the accuracy of personality judgment often uses interjudge agreement as one criterion for accuracy (Hall, Andrzejewski, Murphy, Mast, & Feinstein, 2008; Letzring, Wells, & Funder, 2006). Much of this research evaluates interjudge agreement for college-aged and older individuals. The current study expands research on interjudge agreement by evaluating agreement between elementary school aged children and adults. Children (age 7 - 12; N = 205), parents, and guidance counselors all provided judgments about the child on several different characteristics. The results indicated there were good levels of self-other agreement between children and their parents. For example, on ratings of how well the child liked school, there was a correlation of .37 between children and parents. Also, there was a correlation of .32 between children and parents on ratings of how well the child got along with other children. Self-other agreement was mixed between children and counselors. For example, there was a .33 correlation between children and counselors on ratings of how well the child behaved in class. However, there was only a .13 (ns) correlation between children and counselors on ratings of how well the child got along with adults. Consensus results were also mixed. Parents and counselors had a .36 correlation on ratings of how well the child behaved in class but a correlation of .00 (ns) on ratings of how well the child got along with adults. Results are discussed in terms of their implications for research on interjudge agreement and the accuracy of personality judgment.

**A175**

**BEYOND INFRA-HUMANIZATION: THE PERCEPTION OF HUMAN GROUPS, THE SELF, AND SUPERNATURAL ENTITIES AS MORE OR LESS THAN HUMAN** Mark Brandt<sup>1</sup>, Christine Reyna<sup>1</sup>; <sup>1</sup>DePaul University – The philosophical idea of the great chain of being suggests that people, supernatural entities, and the self can be perceived as both greater than and less than human (Haidt, 2003; Lovejoy 1936/1964). Infra-humanization research has aptly demonstrated the propensity to perceive some human groups as less than human (Haslam, 2006). The current research tests the idea of a chain of being in social cognition by using a repeated measures survey design assessing the perception of several human groups, God, the devil, and the self along measures of humanness (Haslam & Bain, 2007) and sacredness (Mahoney et al., 2003) in a university sample. Results suggest that people perceive both supernatural entities and human groups along a dimension of being that extends above and below a conceptual midpoint of "human." Christians were especially likely to use the full range of this dimension including perceiving God, the self, and other Christians as more sacred and the Devil as less sacred than their non-Christian counterparts. Consistent with past research participants attributed more humanness to the self than to any of the other human groups. The devil was attributed the least amount of humanness. Results suggest that the perception of humanness can be expanded to include the perception of humans as more than human. Furthermore, some people (e.g. Christians) may be more likely to utilize the expanded dimension of being both above and below humanness.

**A176**

**THE STRANGER EFFECT: NEGATIVE CONSEQUENCES OF VIOLATING EMOTIONAL NORMS** Lauren Szczurek<sup>1</sup>, Benoit Monin<sup>1</sup>; <sup>1</sup>Stanford University – Two studies explore the social consequences of displaying unexpected emotional responses. We find that violators of emotional norms are perceived more negatively than their appropriately reacting counterparts, and that violating some emotional norms has more severe consequences than violating others. In study 1, 95 participants rated a target who violated emotional norms by going skiing and displaying excitement the day after his mother died significantly lower than appropriate targets on morality, warmth, and kindness. Perceptions of the target were most negative when the incongruent emotion was made highly salient with a photograph. In study 2, 56 participants watched a video of a peer reacting to an emotional slideshow, compiled using IAPS images that were either funny, neutral, or sad/disgusting. We rotated which slideshow participants thought the target was watching, to create matched and mismatched conditions. Mismatched targets were rated more negatively on personality traits, were predicted to experience more negative and fewer positive life events, and were rated as less suitable for professions associated with interpersonal warmth (e.g. nursing, elementary school teaching). Participants also placed mismatched targets further away on a scale of social distance. Violating sadness and disgust norms had significantly more negative consequences than violating happiness norms. This research explores the boundary conditions of emotional norm violations to document when and how they influence person perception.

**A177**

**THE POT CALLS THE KETTLE BLACK... BUT WHY? DISENTANGLING SOCIAL PROJECTION AND SELF-STEREOTYPING** Jeff Cho<sup>1</sup>; <sup>1</sup>University of California, Irvine – People tend to see others as being similar to themselves. Although the empirical evidence for the correlation between self- and other-judgments is robust, the precise causes and mechanisms are neither clear nor agreed upon among theorists. Social projection is the hypothesis assuming that correlations in self- and other-judgments reflect that people anchor their other-judgments on their self-knowledge. We expect that "most people are like me" and use our self-views as an egocentric template for judging others. Self-stereotyping is the opposing theory positing that the same correlations instead represent that people identify themselves based on their knowledge about prototypical others.

We expect "I am like most people" and most of our self-knowledge is in fact grounded on knowledge about generic persons. In a series of 2 studies, the present research tackled this ambiguity between egocentrism and protocentrism and empirically distinguished the two alternatives. By experimentally manipulating self-knowledge about personality traits via an Ease of Retrieval (Schwarz et al., 1991) manipulation, other-judgments were found to be de-coupled from self-judgments, which is more consistent with self-stereotyping than social projection.

**A178****ON THE VIRTUES OF BEING MEAN OR LAZY: NEW EVIDENCE OF A NEGATIVE RELATION BETWEEN WARMTH AND COMPETENCE**

Nicolas Kervyn<sup>1,2</sup>, Fiona Grignard<sup>1</sup>, Vincent Yzerbyt<sup>1</sup>; <sup>1</sup>Université catholique de Louvain, <sup>2</sup>Fonds de la Recherche Scientifique, Belgium – In three experiments, we examine some unsuspected consequences of perceivers' tendency to compensate warmth for competence and vice versa in person perception. The compensation effect corresponds to the fact that a person seen as high (low) on one dimension also tends to be perceived as low (high) on the other dimension. In Experiment 1, using lists of traits we found that a competent and cold target is perceived as more competent than a competent and warm target. In Experiment 2 we extended that result by manipulating either warmth or competence and by using a more ecological presentation of the targets. Results showed that, as in Experiment 1, the competent and cold target is perceived as being more competent than a competent and warm target. We also show that the warm and incompetent target is perceived as warmer than the warm and competent target. In Experiment 3, we replicate this compensation effect on the negative side of compensated stereotypes. These results are discussed in terms of how they relate to traditional person perception models. In addition to offering new evidence of a negative relation between the two fundamental dimensions of social perception, our findings also call for more elaborated models than those traditionally used to study person perception.

**A179****APPLYING THE PROCESS-DISSOCIATION PROCEDURE TO BEHAVIOR PREDICTIONS**

John Skowronski<sup>1</sup>, Randy McCarthy<sup>1</sup>; <sup>1</sup>Northern Illinois University – Memory for an other's past behavior may influence our predictions of that other's future behavior. Our memory for an other's past behavior is a combination of automatic, implicit memories as well as controllable, explicit memories. The current study used the logic of the process-dissociation procedure to estimate the contribution of automatic and controlled processes to a behavior prediction task. Specifically, some participants read actors describing trait-implicative behaviors; a task that elicits spontaneous inferences about the actors. Some participants read the trait-implicative behaviors while trying to decide whether the actor was telling the truth or was lying; this task has interfered with spontaneous inference making in past studies. Later, participants tried to recall the trait-implicative behaviors before making predictions of the actors' future behaviors. Participants either tried to use their memories of the actors' past behavior to help them predict future behaviors or tried to inhibit their memory for past behaviors so as not to let the past behaviors influence their behavior predictions. Process-dissociation procedure estimates showed that all participants had similar levels of controlled estimates regardless of the instructions they received while reading the trait-implicative behaviors. However, participants in the lie detection condition had low levels of automatic estimates compared to those in the spontaneous inference condition. Presumably, in the absence of alternative processing goals (e.g., lie detection), people can make trait inferences without awareness (as evidenced by their inability to inhibit the influence) and these inferences influence subsequent behavior predictions.

**A180****SPEED OF MOVEMENT: A CUE FOR THE PERCEPTION OF DOMINANCE AND WARMTH IN OTHERS**

Mary Giffen<sup>1</sup>, Michael Conway<sup>1,2</sup>; <sup>1</sup>Concordia University, <sup>2</sup>Centre for Research in Human Development – Two studies examined speed of movement as a cue for the perception of dominance and warmth in others. Hypothesis 1 was that there is an association between faster speed of movement and dominance in social perception, as well as between slower speed and warmth. Hypothesis 2 was that these associations are due to the causal impact of speed on perceptions of dominance and warmth. The methodology of the current studies, which focused on perceptions of animals and moving shapes, was in line with Morewedge and Wegner (2007), whose findings indicate a timescale bias in the attribution of "mind" (i.e., intentionality). The current studies examined how the attribution of interpersonal intentionality may be of either dominance or warmth. Results of study 1 (N=553) supported the hypothesis: the more participants perceived various animals as moving fast, the more they perceived them as dominant toward conspecifics. In study 2 (N=48), speed was manipulated experimentally using an animacy paradigm (i.e., one that fosters anthropomorphism). As expected, participants rated faster, relative to slower moving shapes, as more dominant and less warm. These findings provide support for a general link between perceived speed of movement and dominance, which has been demonstrated more specifically in past research: that people who smile and speak faster are perceived as more dominant (Hall et al., 2005; Krumhuber et al., 2007). The present findings suggest that when people move more slowly, be it because of age, culture, or other factors, they may be seen as more warm and less dominant.

**A181****ACCURACY MOTIVATION OR WORKING MEMORY CAPACITY? THE INHIBITION OF INTERPERSONAL EXPECTANCY EFFECT**

Ayano Yoshida<sup>1</sup>; <sup>1</sup>Tohoku Fukushi University – Working Memory (WM) is a temporary type of memory that processes and stores information. Previous research suggests that WM is used in a wide range of cognitive processes, including reading comprehension, analogical inference, and learning. Barret, Tugade, and Engle (2004) have shown that differences in working memory capacity (WMC) are the result of individual differences in the ability to control attention. They have also proposed the notion that individuals who have a lower WMC can be characterized as "cognitive misers" (Taylor, 1981) and, in contrast, individuals who have a higher WMC can be characterized as "motivated tacticians" (Fiske & Taylor, 1991). This study examines the influence of individual differences in WMC and accuracy motivation on the inhibition of interpersonal expectancy effect. Forty-seven undergraduates (41 women and 6 men) participated in a study on "attention and performance," in return for a course credit. The experiment consisted of a 2 (WMC: high vs. low) × 2 (accuracy motivation: high vs. low) between-subjects design. The participants' impressions of the negative target were assessed for expectation-consistency. Results indicated that (1) low-WMC individuals formed expectation-consistent impressions, whether they were high or low in accuracy motivation; (2) in contrast, participants with high-WMC, who were accuracy-motivated perceivers, did not form expectation-consistent impressions. Without sufficient working memory capacity, even accuracy-motivated perceivers can fail to inhibit interpersonal expectancy effect.

**Self/Identity****A182****AFRICAN AMERICAN RACIAL IDEOLOGY AND POLITICAL PARTICIPATION**

Elizabeth Shockley<sup>1</sup>, Penny S. Visser<sup>1</sup>, Leslie Ashburn-Nardo<sup>2</sup>; <sup>1</sup>University of Chicago, <sup>2</sup>Indiana University-Purdue University Indianapolis – African American racial ideology has been shown to predict academic outcomes. For example, endorsing a "minority" ideology (emphasizing the shared experience of minority groups) has been associated with positive outcomes, whereas endorsing an "assimilationist" ide-

ology (emphasizing the value of integrating into the dominant culture) has been associated with negative outcomes (e.g., Sellers et al., 1998). If these associations reflect a generalized effect of racial ideology on engagement with mainstream institutions, we should similarly observe associations between racial ideology and political participation. In the current research we tested the hypothesis that racial ideology predicts the types of political behavior that African Americans perform, shedding new light on the long-observed gap between Whites and Blacks in traditional forms of political participation. African American college students completed measures of racial identity, academic outcomes, and political engagement. Previous academic findings were partially replicated (e.g., nationalism predicted negative outcomes). And as expected, we found some interesting parallels in the political domain. For example, as with academic engagement, nationalism predicted less political participation. Other interesting effects emerged as well. Humanism and assimilation revealed contradictory results – serving both as positive and negative predictors of political engagement – depending on the level of racial centrality reported. We also explored the potential mediating role of system justification beliefs in explaining the relation between racial ideology and political engagement. Taken together, this research suggests that racial ideology is related in complex ways to political participation, with important practical as well as theoretical implications for democracy.

### A183

**THE NATURE OF IMPLICIT AND EXPLICIT ATTITUDES ABOUT SOCIAL STATUS** Neha John-Henderson<sup>1</sup>, Emily Jacobs<sup>2</sup>, Darlene Francis<sup>1,3</sup>, Rodolfo Mendoza-Denton<sup>1</sup>, <sup>1</sup>Department of Psychology, UC Berkeley, <sup>2</sup>Helen Wills Neuroscience Institute, <sup>3</sup>Department of Public Health, UC Berkeley – At every increment of our social hierarchy, higher socioeconomic status (SES) is associated with better health. Objective measures such as income, occupation, and education are typically used to probe the health disparities between social classes. Recent research shows that subjective perceptions of status may be more closely connected to health outcomes than objective indicators. Subjective status is probed by having subjects indicate, on picture of a 10-rung ladder, where they see themselves in relation to others. Here, we used a series of implicit association tasks (IATs) to probe implicit subjective status (me/not me – upper class/lower class) as well as the strength of the association between “good” and “bad” words with the concepts “upper class” and “lower class”. Subjects then completed a questionnaire with explicit attitudes measures and demographic data. The data, collected from 100 participants (age 18-58) demonstrate that a person’s implicit sense of their own status and implicit class biases diverge from explicitly reported attitudes. Overwhelmingly, participants harbored an implicit bias against “lower class”, a finding that was strongest in Caucasians and weakest in Latinos. Furthermore, the strength of the bias against “lower class” correlated positively with maternal education- a variable that is a classic indicator of a person’s SES. Future research should explore whether a person's implicit status relates as or more strongly to health outcomes than explicit status or objective SES indicators.

### A184

**THE EFFECTS OF PERSPECTIVE-TAKING ON VISUAL PERCEPTION: A SELF-OTHER MERGING** Sylvia Morelli<sup>1</sup>, Austin Grinberg<sup>1</sup>, Robert Wickersham<sup>1</sup>, Naomi I. Eisenberger<sup>1</sup>, <sup>1</sup>University of California, Los Angeles – Although the act of perspective-taking has been described as the ability to ‘put oneself into another’s shoes,’ to what extent does perspective-taking actually lead one to psychologically merge with another? The current study explored whether perspective-taking (vs. a control condition) increased the degree to which subjects visualized themselves as being merged with an individual they took the perspective of. In the perspective-taking condition, participants viewed a photo of an individual and were asked to write about a day in the life of that individual as if they were the individual, seeing the world through his/her eyes. In the control condition, participants were simply asked to look at the photo of the individual and copy unrelated paragraphs. All participants were then asked to pick out the actual photo of themselves from a display of 11 different faces. Five

of the faces were the participant’s face morphed with the face of the pictured individual in various increments (10-50% of the other). Five additional faces were the participant’s face morphed with the face of a random person. The original picture of the participant was also included. Results (n = 84) suggest that perspective-taking (vs. control) caused participants to judge that a blend of their own face and the pictured individual was more likely to be their own face than a blend of their own face and a random other. These findings support the notion that perspective-taking involves putting oneself into another’s shoes by demonstrating that perspective-taking can increase visual perception of self-other overlap.

### A185

**SCARILY COMING TO THE CENTER: POLITICAL CENTRISM AS AN EFFECT OF MORTALITY SALIENCE AND A NEED FOR CLOSURE** Carlos Alberto Rivera-García<sup>1</sup>, Philip J. Cozzolino<sup>1</sup>, <sup>1</sup>University of Essex – Two studies assessed the relationship between need for closure (NFC; Kruglanski, Webster, & Klem, 1993) and evaluations of political ideology changes, as a function of mortality salience (MS). Based on terror management theory (Greenberg, Pyszczynski, & Solomon, 1986) and previous research (e.g., Cozzolino, 2006; Jost et al., 2003), we hypothesized that abstract reminders of death would activate the facet of NFC that seeks group consensus and stability (as opposed to deviation and persuasion). Following an MS or control induction, 161 participants evaluated politicians who switched political ideologies (moved from the left to the right). In line with recent research (Fu et al., 2007), results indicate that MS induced people high in NFC to express greater support for politicians seeking consensus in the political center, compared to politicians endorsing liberal or conservative ideologies, an effect consistent with research linking NFC to desires for group centrism and collective closure. A second study (N= 122) clarified this issue further with participants evaluating political parties (rather than individual politicians) that were depicted as moving from their traditional left/right positions toward the political center in one condition, or parties that remained true to their traditional ideologies in a second condition. Results revealed that participants high in NFC exposed to MS expressed significantly higher levels of support for parties moving from the extreme right to the center, than for parties moving from the extreme left to the center. Full results from both studies will be presented, along with a discussion of theoretical and practical implications.

### A186

**IDENTITY THEFT: MORAL ANTECEDENTS, MORAL ANGER, AND IMPRESSION MANAGEMENT** Stephen Reysen<sup>1</sup>, Nyla R. Branscombe<sup>1</sup>, Mark J. Landau<sup>1</sup>, <sup>1</sup>University of Kansas – In two experiments (N = 162; N = 192) participants’ reactions to identity theft are examined. Identity theft is defined as a situation in which a person intentionally appropriates distinctive characteristics of another person’s public identity. Identity theft represents a moral violation against an individual's claim to display a unique public identity. Participants reported greater negative reactions when imagining another person appropriating many, but not one, self-characteristics. Moral appraisals of the theft (i.e., illegitimacy, intention to harm) mediated the relationship between the increase in number of self-characteristics copied and anger expressed by participants (Experiment 1). When the thief acknowledged the theft, anger was attenuated. The perception that the harm was not intentional and the perceived honesty of the copier mediated the relationship between the thief acknowledging the theft and participants’ anger (Experiment 2). The implications of the present findings for past identity theft research and impression management is discussed.

**A187****THE THREATS OF IDENTITY MISCLASSIFICATION AND ACCURATE CLASSIFICATION IN STIGMATIZED INDIVIDUALS** Jennifer Prewitt-Freilino<sup>1</sup>, Jennifer Bosson<sup>2</sup>, Jonathan Weaver<sup>2</sup>; <sup>1</sup>Rhode Island School of Design, <sup>2</sup>University of South Florida – Previous research on identity misclassification (Bosson, Prewitt-Freilino, & Taylor, 2005; Prewitt-Freilino & Bosson, 2008) examined how non-stigmatized individuals' expectations of being mistaken as a member of a stigmatized out-group can threaten both their need for belonging (positive social connections) and their need for coherence (feedback that confirms their stable self-views). In the current study, we investigated the reaction of stigmatized individuals when enacting behaviors diagnostic of either their social group or a non-stigmatized out-group. Specifically, we had gay men and lesbian women imagine engaging in behaviors that would likely lead others to assume they were either gay or straight. We found that enacting behaviors diagnostic of gay men/lesbian women (i.e., revealing homosexual status) lead stigmatized individuals to expect accurate classification as gay/lesbian, which produced little threat to coherence but heightened belonging concerns. Conversely, enacting behaviors diagnostic of heterosexuals (i.e., concealing homosexual status), lead to expectations of misclassification as straight, which threatened individuals' need for coherence, but preserved their need for belonging. Discussion focuses on how belonging and coherence threats may influence the strategic self-presentation of individuals with concealable stigmas.

showed great variability in their selection of Rockquemore's biracial identity categories, but the pattern of responses differed across the two groups. Specifically, Asian/White individuals were most likely to have a protean identity (i.e., sometimes Asian, sometimes White, and sometimes biracial), whereas Black/White individuals were most likely to have an exclusively biracial identity that they perceived as either validated or unvalidated by other people. In addition, variations in racial identity were in line with cognitive measures of self-concept clarity (SCC) and bicultural identity integration (BII), such that individuals with a validated biracial identity scored higher on SCC and BII than those with a protean or an unvalidated biracial identity. These findings suggest that having a clearly-defined, stable, and integrated bicultural self-concept is associated with the extent to which individuals' biracial identity is validated by others in their social network. Theoretical implications for extending Rockquemore's model to other biracial groups are discussed.

**A188****EFFECTS OF SOCIAL COMPARISON WITH INDIVIDUATED VERSUS NON-INDIVIDUATED TARGETS** Justin Buckingham<sup>1</sup>, Chet Meinzer<sup>1</sup>, Andrea Weber<sup>1</sup>, Marianne Riley<sup>1</sup>, William Klein<sup>2</sup>; <sup>1</sup>Towson University, <sup>2</sup>National Cancer Institute – Social comparisons are particularly potent when people compare with individuals who are physically present (Buckingham & Alicke, 2002). This may be because such comparison targets are proximal as well as individuated. The purpose of the present study was to disentangle physical proximity and individuation by holding proximity constant while manipulating individuation. We hypothesized that individuated targets would have stronger effects on self-evaluations than non-individuated targets. 201 students were randomly assigned to conditions in a 2 (Individuation) X 2 (Social Comparison Direction) factorial design. Participants received bogus feedback that they had scored 14 out of 20 on a social perception ability test. Participants were also led to believe that their score was better or worse than another student in the room. In the individuated condition, the other participant was identified (e.g., the person sitting across from you); in the non-individuated condition, the other participant was said to be a randomly selected person from the room and was not identified. Participants then rated their social perception ability. We analyzed the data with one-tailed planned comparisons using the Bonferroni correction. In the individuated condition, downward comparison ( $M = 6.47$ ) led to higher self-evaluations than upward comparison ( $M = 5.86$ ),  $t(118) = 2.52, p < .05$ . This effect was not significant in the non-individuated condition,  $t(81) = 1.34, p > .05$ . The results suggest that the effect of proximal individual social comparisons on self-evaluation depends on the individuation of the target. Proximity was not sufficient to produce significant social comparison effects.

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**A189****A MULTIDIMENSIONAL FRAMEWORK FOR EXAMINING RACIAL IDENTITY ACROSS DIFFERENT BIRACIAL GROUPS** Evelina Lou<sup>1</sup>, Richard N. Lalonde<sup>1</sup>, Carlos Wilson<sup>1</sup>; <sup>1</sup>York University – Recent research has adopted a multidimensional view initially proposed by Rockquemore and colleagues (2002, 2009) for examining racial identity among Black/White biracials. This approach has acknowledged the social construction of and has widened the range of racial identity options beyond the two "traditional" options of "Black" or "biracial." This study was designed to further assess this framework by examining a more diverse multiracial sample from Canada and the U.S. ( $N = 122$ ). Results indicated that similar to Black/White biracials ( $n = 38$ ), Asian/White biracials ( $n = 40$ )

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**A190****THE MULTIDIMENSIONAL NATURE OF IDENTIFICATION WITH SPORTS TEAMS: IMPLICATIONS FOR TEAM LOYALTY** Jhon Wlaschin<sup>1</sup>, Mark Snyder<sup>1</sup>; <sup>1</sup>University of Minnesota – Theories of group identity propose separate cognitive, affective and evaluative components of identity (e.g., Ellemers, et al. 1999). To examine these components of identity in the context of identification with sports teams, we compiled 60 items from existing measures of identity and administered them to a sample of 270 participants (173 F, 97 M) in an online survey of beliefs, attitudes, and behavior toward a favorite team. Factor analysis revealed that items tapping cognitive and affective aspects converged to form a single identity factor. An evaluative component also emerged as two factors: private evaluation of one's favorite team, and perceptions of how others value the team. We then examined the ability of these identity measures to predict loyalty to one's team. Regression analysis revealed that the identity and personal valuation factors predicted loyalty to one's favorite team, even after controlling for length of time being a fan, number of friends and family who are also fans, and gender. Moreover, a composite measure of fan behaviors did not significantly predict team loyalty when the identity factors were included in the model. However, the public evaluative component of team identity did moderate loyalty such that those with low levels of behavioral involvement with their team were more loyal when others valued their team, but those with high involvement were less loyal when others valued their team. Implications for theory and research on group identity and group loyalty will be discussed.

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**A191****SELF-PERCEIVED MINORITY PROTOTYPICALITY AND IDENTIFICATION IN MIXED RACE INDIVIDUALS: IMPLICATIONS FOR SELF-ESTEEM AND AFFIRMATIVE ACTION** Jessica Good<sup>1</sup>, George Chavez<sup>1</sup>, Diana Sanchez<sup>1</sup>; <sup>1</sup>Rutgers University – In 2008, Barack Obama became the first multiracial individual to be elected President of the United States. Multiracial individuals are in the unique position of having multiple racial backgrounds with which to identify, ranging from monoracial (i.e. identifying with only one racial group) to extraracial (i.e. identifying with the human race; Renn, 2004). However, little research has examined the psychological processes linked to racial identification in mixed-race individuals. We proposed that the extent to which multiracial individuals identify as minority depends on their perceptions of their own prototypicality (similarity to the prototype of the minority group), which may be linked with feelings of connectedness to the minority group and perceived similarity in physical appearance to other members of the minority group. Data were collected from 107 mixed race minority-White participants using online sampling methods. Results from structural equation analysis supported our hypotheses; connectedness to the minority community and perceived similarity in physical appearance to members of the minority group predicted self-identification as minority due to perceived prototypicality. Additionally, minority identification was positively predictive of both psychological (self-esteem) and practical/real world (comfort applying for affirmative action) benefits. Implications for perceived affir-

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mative action eligibility are discussed. These results add to a growing literature on the affective and behavioral consequences of multiracial individuals' identity choices.

#### A192

**THE POSITIVE AND NEGATIVE COMPARTMENTALIZATION INVENTORY (PNCI): A SURVEY ALTERNATIVE TO THE CARD SORTING TASK** Alicia Limke<sup>1</sup>, Virgil Zeigler-Hill<sup>2</sup>, Patrick B. Mayfield<sup>1</sup>; <sup>1</sup>University of Central Oklahoma, <sup>2</sup>University of Southern Mississippi – The evaluative organization of self-knowledge refers to the manner in which individuals organize self-relevant knowledge (Showers, 1992). This model refers to a continuum that ranges from perfect compartmentalization (i.e., organizing positively and negatively valenced self-beliefs into separate self-aspects) to perfect integration (i.e., organizing positively and negatively valenced self-beliefs into the same self-aspects). Evaluative organization has been linked to a variety of outcomes including mood (Showers, Abramson, & Hogan, 1998; Showers & Kling, 1996), eating disorders (Showers & Larson, 1999), childhood maltreatment (Showers, Zeigler-Hill, & Limke, 2006), narcissism (Rhodewalt, Madrian, & Cheney, 1998), self-esteem instability (Zeigler-Hill & Showers, 2007), and bipolar disorder (Taylor, Morley, & Barton, 2007). However, the card sorting task used to measure evaluative organization is costly in terms of the time it requires to be administered and may capture a relatively transient form of evaluative organization rather than the general style of the respondents. To complement the card-sorting task, we developed the Positive and Negative Compartmentalization Inventory (PNCI). The PNCI is a brief self-report measure consisting of a compartmentalization subscale and a self-concept content subscale. Analyses utilizing these subscales are consistent with recent research suggesting that compartmentalization may have hidden vulnerabilities (cf. Zeigler-Hill & Showers, 2007). More specifically, the compartmentalization subscale was found to be associated with an array of negative outcomes (e.g., depression, low self-esteem, and low psychological well-being) even when self-concept content was controlled.

#### A193

**CLARITY VERSUS CONFUSION: EFFECTS ON THE SELF AND ROMANTIC RELATIONSHIPS** Natalie Nardone<sup>1</sup>, Gary W. Lewandowski, Jr.<sup>2</sup>; <sup>1</sup>Stony Brook University, <sup>2</sup>Monmouth University – Writing about the self, makes contents of the self-concept more salient and specifically promotes greater usage of self-relevant ideas (Setterlund & Niedenthal, 1993). However, research has not connected this self-concept saliency with clarity of the self-concept, or potential benefits, such as increased quality of one's romantic relationships. To examine this, the present study randomly assigned 78 participants to one of two conditions; self-concept clarity (where they wrote about how their behaviors matched adjectives previously rated as descriptive of them) or self-concept confusion (where they wrote about adjectives that were not descriptive of them). Participants also completed (pre/post manipulation) measures of relationship quality (satisfaction, commitment, investments and quality of alternatives) along with inclusion of the other in self. In addition, participants completed measures of self-concept clarity, self-esteem, the inclusion between their desired and current self, and knowledge/understanding of the self. We conducted a series of ANCOVAs, with pre-test levels of variables as covariates. Participants in the self-concept clarity condition reported significantly higher self-concept clarity, self-esteem, inclusion between desired and current self, knowledge/understanding of self, satisfaction, commitment, investments, and lower quality of alternatives. These analyses show that increasing clarity of the self-concept has a positive effect on one's ideas about their self and about their romantic relationship.

#### A194

**EVALUATIVE ORGANIZATION OF SELF-STRUCTURE: THE DISADVANTAGES OF COMPARTMENTALIZATION FOR SELF-CONCEPT CLARITY, PERSONAL NEED FOR STRUCTURE, AND INFORMATION PROCESSING STYLE** Patrick B. Mayfield<sup>1</sup>, Alicia Limke<sup>1</sup>, Virgil Zeigler-Hill<sup>2</sup>; <sup>1</sup>University of Central Oklahoma, <sup>2</sup>University of Southern Mississippi – The basic model of evaluative organization of self-knowledge (Showers, 1992) states that when positive self-aspect categories are important, compartmentalization (i.e., segregating positive and negative self-attributes into distinct self-aspect categories) will be associated with the most positive mood, whereas integration (i.e., mixing positive and negative self-attributes within self-aspect categories) will be related to more positive mood when negative self-aspect categories are salient. However, recent research has suggested that compartmentalization may have hidden vulnerabilities (Showers & Zeigler-Hill, 2007; Zeigler-Hill & Showers, 2007). To investigate this further, 70 participants completed the Positive and Negative Compartmentalization Inventory (PNCI; Limke, Zeigler-Hill, & Mayfield, 2010), the Self-Concept Clarity questionnaire (SCCQ; Campbell et al., 1996), Personal Need for Structure scale (PNS; Neuberg & Newsom, 1993), and the Rational-Experiential Inventory (REI; Pacini & Epstein, 1999). Results were consistent with those of previous studies that have suggested certain disadvantages associated with utilizing compartmentalization as a general style for organizing self-knowledge. More specifically, as compartmentalization increased in the present study, self-concept clarity decreased ( $r = -.58, p = .000$ ), personal need for structure increased ( $r = .25, p = .03$ ), and reliance on a rational style of information processing decreased ( $r = -.27, p = .02$ ). Discussion focuses on the possible reasons for the vulnerabilities associated with evaluative compartmentalization, the possible advantages that may stem from encouraging integration as a coping technique, and suggestions for future research.

#### A195

**I LOVE MY MULTIPLE SELVES, BUT WHICH ONE IS MY FAVORITE: MOTIVATIONAL PRIMACY OF THE TRIPARTITE SELF** Michelle Luke<sup>1</sup>, Constantine Sedikides<sup>1</sup>, Lowell Gaertner<sup>2</sup>, Erin O'Mara<sup>2</sup>, Lydia Eckstein Jackson<sup>2</sup>, Huajian Cai<sup>3</sup>, Quiping Qu<sup>3</sup>; <sup>1</sup>University of Southampton, UK, <sup>2</sup>University of Tennessee, US, <sup>3</sup>Henan University, CN – Past research evidenced stronger reactions of the individual than collective self to both threat and enhancement, suggesting the motivational primacy of the individual self (Gaertner, Sedikides, Vevea, & Iuzzini, 2002). Absent, however, was consideration of the relational self. The current research rectified that absence, thus expanding our theoretical model while enriching the empirical assessment of primacy. Research, conducted in the US and China, tested the relative primacy of the individual, relational, and collective self. Participants were primed with a particular self before listing 12 future goals. Subsequently, they indicated the importance of each goal and indicated whether a given goal represented their individual, relational, or collective self. The evidence supported a three-tiered motivational hierarchy among the selves, with the individual self at the top of the hierarchy, followed by the relational self, and trailed at the bottom by the collective self. This hierarchy may reflect a fundamental structural pattern of the human self—a pattern whose outline was drawn by evolutionary forces.

#### A196

**I AM MORE HUMAN THAN MY FRIENDS: CROSS-CULTURAL INVESTIGATION OF SELF-HUMANIZING IN COMPARISONS WITH SPECIFIC OTHERS** Joonha Park<sup>1</sup>, Nick Haslam<sup>1</sup>, Yoshi Kashima<sup>1</sup>, Gyuseog Han<sup>2</sup>; <sup>1</sup>The University of Melbourne, Australia, <sup>2</sup>Chonnam National University, South Korea – Research has shown that people see themselves as more human than others, independent of their tendency to self-enhance (e.g., Haslam, Bain, Douge, Lee, & Bastian, 2005). Previous studies have investigated this self-humanizing effect in comparisons with non-specific others (e.g., the average person) or hypothetical individuals. The present study extends this work by examining more concrete comparisons in which people compare themselves with specific others, and by doing so



in different cultures. Seventy European Australian and 97 Korean undergraduates in each country were asked to think about a significant other (a close friend) and a non-significant other (a non-close acquaintance), and to judge themselves compared with these others on 56 personality traits. They also rated these traits on the extent to which each trait is part of human nature, uniquely human, and socially desirable. In both cultures, participants attributed traits considered human nature to themselves more than to both significant and non-significant others. Self-humanizing was stronger in comparison to close friends than to acquaintances among Korean but not Australian participants. Korean participants also attributed uniquely human traits to themselves more than to both others. Self-enhancement effects were also found in Korea only. This study suggests that self-humanizing is cross-culturally robust, but also that it varies subtly across cultures.

#### A197

**WHAT DOES THE PERFECT WOMAN LOOK LIKE? WOMEN'S PERCEPTIONS OF THE IDEAL.** Louise Wasylkiw<sup>1</sup>, Kathryn Poirier<sup>2</sup>, Amber Emms<sup>3</sup>, Anna MacKinnon<sup>1</sup>, Sarah Smith<sup>1</sup>, Michael Currie<sup>1</sup>; <sup>1</sup>Mount Allison University, <sup>2</sup>University of Alberta, <sup>3</sup>University of Victoria – Researchers and clinicians alike accept that mass media is a key source of promoting what is desirable and attractive in women. The literature that describes media representations of women tends to focus on weight and body size and neglects other aspects of appearance that are also promoted. Rather than analyzing the content of media images, we were interested in the perceptions that young women have of what is ideal and expected that young women's descriptions of ideal women would conform to media ideals. In Study 1, we analyzed the content of descriptions that young women (N = 44) wrote in response to the question "What does the perfect woman look like?" Although the majority of women included attributes specific to body size, a large number failed to describe the perfect woman as conforming to the thin ideal presented in the media. Moreover, a number of descriptions included physical attributes that denote health and fertility. Despite the leading question, descriptions were not limited to physical attributes. In Study 2, women (N = 56) described their own perceptions of the perfect woman as well as what they perceived to be the ideal from 4 different viewpoints including: media's, men's, mother's, and friends'. Women's own views corresponded closely to the views they perceived their mothers and friends held whereas women's perceptions of the cultural ideal corresponded to what they perceived to be men's views. Results from this investigation highlight that women's perceptions of perfection are multi-faceted and deserving of more research attention.

#### A198

**THE IMPACT OF PERCEIVED DISCRIMINATION AND ACCULTURATION STRATEGIES ON IDENTITY CHANGE** Miguel Ramos<sup>1</sup>, Clare Cassidy<sup>2</sup>, Stephen Reicher<sup>2</sup>, S. Alexander Haslam<sup>1</sup>; <sup>1</sup>University of Exeter, <sup>2</sup>University of St. Andrews – The focus of this paper is on identity change among international students as they make the transition from first to second year in UK universities. We followed a cohort of 164 international students over a period of approximately one year. Specifically, we drew on the rejection-identification model (Branscombe et al., 1999) to examine the impact of experiences of discrimination on existing identities (e.g., nationality) and the development of new identities (e.g., international student, student of X University). Our data highlighted the importance of examining differing aspects of identification when modelling identity change but also when examining other important outcomes, such as well-being and academic performance. Importantly, our data also pointed to the role of chronic acculturation attitudes - individual preferences, beliefs and behaviours about contact with the minority ingroup and majority. These attitudes moderated the impact of discrimination on identity change and on other outcomes. To understand the implications of discrimination for minority group members, it is important to specify the conditions under which rejection does and does not lead to identification.

#### A199

**THINKING DIFFERENTLY ABOUT DEATH: A TEST OF DUAL-EXISTENTIAL SYSTEMS IN THE CONTEXT OF ATTENTION AND PERCEPTION** Laura E. R. Blackie<sup>1</sup>, Philip J. Cozzolino<sup>1</sup>, Panagiotis Rentzelas<sup>1</sup>, Nick R. Cooper<sup>1</sup>, Marco Perugini<sup>2</sup>; <sup>1</sup>University of Essex, <sup>2</sup>University of Milan – Reminders of our own mortality change the way we think and behave (Greenberg, Pyszczynski, & Solomon, 1986). The dual-existential systems model proposed by Cozzolino (2006) posits that unspecific reminders of mortality (mortality salience; MS) are processed via an abstract system, which focuses attention on external representations of the self such as cultural worldviews. Alternatively, individuated mortality reminders (death reflection; DR) are processed via a specific system, which focuses attention on self-specific structures such as personal values and goals. The model further predicts differential information processing styles once individuals are engaged in these self-focused or external-focused states. In Study 1, we examined the EEG gamma-wave activity of participants who had experienced MS, DR, or a control condition. Numerous studies have linked enhanced gamma oscillations to intense states of self-focus and self-consciousness, as well as bottom-up and top-down cognitive processing. DR participants were found to have significantly greater gamma oscillations in a two-minute post-manipulation reflection period, compared to MS or control participants. In Study 2, DR participants showed a significant attentional bias toward gain-related information in a bottom-up cognitive task that involved estimating the final monetary outcome of a series of gamblers. In Study 3, DR participants were significantly more accurate in the 'framed-line test', a task involving top-down attentional processing, compared to MS and control participants. These studies suggest that DR facilitates heightened states of self-focus, and leads to cognitive processing styles that foster better performance on difficult cognitive tasks that require individuals to 'bind' together complex information.

#### A200

**SELF-AFFIRMATION AND PERCEIVED EFFICACY IN REDUCING UNREALISTIC OPTIMISM** Megan Davidson<sup>1</sup>, Leandre Fabrigar<sup>1</sup>, Kelsey Smart<sup>1</sup>; <sup>1</sup>Queen's University – People tend to believe that they are better than others. In encouraging people to adopt healthier behaviors, one problem often faced is their unrealistic optimism about health outcomes. Research has examined the use of self-affirmation in reducing unrealistic optimism, but results have been mixed. Perceived efficacy is demonstrated to be an important variable in determining whether individuals practice a particular health behaviour, and its correlational relationship with risk perception is encouraging. Thus together, these two variables may act in conjunction to produce a powerful effect on risk perception and subsequent behaviour change. Participants were 274 undergraduate students who were randomly assigned to a self-affirmation manipulation (self-affirmation; no self-affirmation) and a perceived efficacy manipulation (high perceived efficacy; low perceived efficacy; baseline perceived efficacy), followed by exposure to negative health risk information (risk of a heart attack prior to the age of 50). Analyses indicated that in isolation, self-affirmation significantly increased risk perception, while perceived efficacy had no causal effect on risk perception. There was a significant interaction between the 2 variables, such that perceived efficacy affected risk perception only in those participants that did not self-affirm: attempts at both increasing perceived efficacy and decreasing perceived efficacy caused increased perceptions of risk. There were no differences in risk perception among the efficacy conditions in participants who did self-affirm. Finally, greater perceived efficacy was associated with greater behavioural change.

#### A201

**MAN IN THE MIRROR: SELF RECOGNITION ABILITY AS A MEASURE OF GROUP IDENTIFICATION FOLLOWING SOCIAL IDENTITY THREAT** Pamela J. Sawyer<sup>1</sup>, Brenda Major<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara – One method for coping with social identity threat is to modulate identification with one's social group. Research suggests that individuals who are initially high in group identification tend to increase identification

following threat, while those initially low in identification tend to disidentify further. In the current studies, we demonstrate that this change in identification can occur at the perceptual level, such that individuals perceive their own face as appearing more or less prototypical of the social group following threat to the group's social standing. In study one, Asian participants read information suggesting that their group either was or was not frequently the target of prejudice in America. They then completed a self recognition task, in which they were asked to distinguish their own photo from images of their own face morphed to varying degrees with prototypical ingroup and outgroup faces. Relative to participants who did not experience a social identity threat, those who read that their group faced pervasive discrimination showed an increased tendency to perceive their face as appearing prototypical of the outgroup, suggesting these individuals may have perceptually decreased identification with the threatened ingroup. Study 2 replicated these findings with female participants, and further demonstrated that initial implicit group identification moderates self recognition ability, such that those initially high in identification perceive their face to appear more prototypical of the ingroup following threat, while the inverse is true for those initially low in identification. Implications for social identity and intergroup interactions are discussed.

#### A202

##### **I-SHARING VERSUS ME-SHARING IN INTERPERSONAL ATTRACTION; THE EFFECT OF SEX-PAIRING AS AN INTERPERSONAL CONTEXT** Hwaryung

Lee<sup>1</sup>, Eunkook M. Suh<sup>1</sup>; <sup>1</sup>Yonsei University, Seoul, Korea. – One of the basic principles of attraction is the similarity of self-concept. Pinel, Long, Landue, Alexander and Pyszczynski (2006) have recently introduced the concept of I-sharing – the subjective sense of sharing and identical inner feeling with another person – and found that this phenomenon tends to increase people's attraction to others more than me-sharing – sharing a similarity with the another person. The role of I-sharing on interpersonal attraction could be considered with sex-pairing information of dyadic entities because basic expectations toward others are determined whether other people's sex is the same with them or not – same-sex or opposite-sex, then having a great influence on perceiving and interpreting both oneself and other people. The authors conducted this study in a face-to-face situation to examine the moderating effects of sex-pairing on attraction; likeness toward same-sex partner versus opposite-sex partner. In this study, results showed that participants interacting with an opposite-sex partner reported greater attraction on I-sharers, whereas participants interacting with a same-sex partner preferred me-sharers. In additional analysis, I-shared participants tended to predict that their similarity with their interacting partner is limited only in the aspect of I-sharing experience; which is to say, a subjective experience. Unlike I-sharers, me-sharers forecasted that they have high possibility to I-share with their me-sharing partners. This research implies that the more attractive aspect of self sharing with others can be moderated by information from interpersonal context. Also, distinctive features of I-sharing compared to me-sharing were explored.

#### A203

##### **WHO USES THE SELF AS AN ANCHOR TO IDENTIFY WITH THE GROUP? A STUDY ON SELF-ANCHORING AS COGNITIVE ROUTE TOWARDS IDENTIFICATION AND ITS MODERATION BY INDIVIDUAL DIFFERENCES**

Ruth van Veelen<sup>1</sup>, Sabine Otten<sup>1</sup>, Nina Hansen<sup>1</sup>; <sup>1</sup>University of Groningen, The Netherlands – Migration is a highly relevant issue in nowadays societies. Merely bringing cultures together does not automatically lead to a common identity. Thus, research on social identification within diverse groups is very important. A precondition for social identification with any group, is the formation of a link between the self and the group. Recent research has shown that this link can not only emerge via self-stereotyping (i.e., the self depersonalizes towards group prototypes), but also via self-anchoring (i.e., the assimilation of the group representation to the self). Self-anchoring should be especially beneficial for social identification in diverse groups, because members can feel a bond with the group, while also feeling acknowledged for their uniqueness. Our first

goal was to provide evidence for a link between self-anchoring and social identification. Furthermore, with self-anchoring, high emphasis is placed on the role of the individual. Cultures differ in the extent to which people express their individuality in groups. Therefore, our second goal was to investigate how differences in interdependence and uniqueness influence self-anchoring. In two studies, we provided evidence for a link between self-anchoring (based on profile and distance scores) and social identification using two different social categories and different measures. Furthermore, we found that people scoring high on both interdependence and uniqueness showed higher levels of self-anchoring. In sum, self-anchoring can instigate social identification and is most facilitated among those who can express their personal self, while also being interdependent. Implications for optimizing identification in diverse groups are discussed.

#### A204

##### **WHEN IGNORANCE IS BLISS: TESTING MOTIVATIONS TO AVOID INFORMATION** Wendi Malone<sup>1</sup>, James Shepperd<sup>1</sup>; <sup>1</sup>University of Florida –

Despite widespread endorsement of the maxim "knowledge is power", people sometimes choose to remain ignorant. One possible reason is that information can threaten a cherished belief (e.g., that one is attractive, healthy, or intelligent). We tested this explanation by offering participants (N = 102) an opportunity to learn how attractive others rated them and varying the level of threat inherent in those ratings. On arriving for the study, participants were photographed then viewed, via a computer, photos of seven other people ostensibly participating simultaneously in the study. Participants learned that all participants were evaluating one another on several dimensions including physical attractiveness. In the high threat condition, the photos depicted white students described as from the participants' university. In the low threat condition, the photos depicted Indian students described as from Mumbai University in India. We reasoned that participants would perceive students from their own university who looked like them to be more threatening than students from a distant university who did not look like them. At the end of the experiment, participants were offered an opportunity to learn how attractive they were rated by their fellow participants. More women (37.2%) than men (12.0%) chose to avoid learning their attractiveness ratings,  $\chi^2 = 5.60$ ,  $p < .05$ . Consistent with predictions, more women opted to avoid learning their attractiveness ratings in the high threat (46.2%) than in the low threat condition (23.1%),  $\chi^2 = 4.58$ ,  $p < .01$ . These findings have broad theoretical and applied implications.

#### A205

##### **THE DOUBLE-EDGED SWORD OF HARMONIOUS IDENTITIES IN MENTAL HEALTH**

Takuya Tabata<sup>1</sup>, Tomoko Ikegami<sup>1</sup>; <sup>1</sup>Osaka City University – The present study examines how multiple identities affect psychological well-being and resilience. Recent literature on the effects of multiple identities suggests that having many identities leads to greater psychological well-being if the identities are harmonious with each other. Harmonious identities are beneficial for mental health because they expect similar behaviors. However, the self-complexity model proposes that the number and distinctiveness of self aspects is associated with better mental health because it inhibits spillover from negative events in one dimension of the self to other dimensions. From this perspective, it is predicted that harmonious identities, overlapping with each other and being less distinctive, lead to fragility of the self and less resilience against negative events. Thus, we hypothesize that having harmonious multiple identities enhances psychological well-being but at the same time reduces psychological resilience. In order to test this hypothesis, we conduct a questionnaire study in which 221 Japanese university students served as respondents. Respondents first listed their current identities (i.e., group memberships and social roles) and indicated the degree of harmony between them as well as their importance. They then completed a scale of psychological well-being (i.e., happiness) and a scale of psychological resilience (i.e., recovery from being hurt emotionally). Multiple regressions revealed that a greater number of identities were more strongly associated with psychological resilience when identity

harmony was low rather than high. It was also found that greater identity harmony enhanced psychological well-being regardless of the number of identities. Strengths and weaknesses of harmonious identities were discussed.

#### A206

**THE 'WHAT' OF DOING: LAY PERCEPTIONS OF ACTION AND ILLUSORY INTENTIONS TO ACT** Christopher C. Berger<sup>1</sup>, Margaret T. Lynn<sup>1</sup>, Travis A. Riddle<sup>2</sup>, Ezequiel Morsella<sup>1,3</sup>; <sup>1</sup>San Francisco State University, <sup>2</sup>Columbia University, <sup>3</sup>University of California, San Francisco – Ideomotor approaches to the study of action production propose that 'goal-based representations' (e.g., action effects) rather than 'means representations' (e.g., motor programs/control) are essential in the execution of voluntary action. From this standpoint, in action production, one should be more aware of the perceptual consequences (or the 'what') of an action than of the sources (or the 'how') of an action. Though well-accepted, this view has never been demonstrated empirically. Hence, we demonstrated for the first time in a series of experiments ( $n = 125$ ) that, when performing various actions (e.g., humming), participants perceive action consequences (e.g., vibrations in the mouth) as more responsible for causing the action than the primary source of the action (e.g., vocal cords). Consistent with the view that lay perceptions of action production are inaccurate, another experiment demonstrated that participants themselves report that their foreknowledge about the sensory consequences of a simple future action (e.g., touching a surface) was inaccurate. Last, in a novel paradigm ( $n = 18$ ) without the shortcomings of the 'rubber-hand illusion' paradigm, we showed that, by systematically manipulating perceived action outcomes, participants can be deluded into believing that they intended to perform an action (e.g., moving a cursor by using a brain-computer-interface) that they in fact did not intend and was produced by a computer program. Together, these basic findings shed light on the complex relationships among voluntary action, action production, and action perception.

#### A207

**THE EMOTIONAL DIMENSION OF WORKING CLASS UNIVERSITY STUDENTS' SOCIAL CLASS IDENTITY IS LINKED TO GREATER SELF-ENHANCEMENT AND EXPECTATIONS OF UPWARD CLASS MOBILITY** Nassim Tabri<sup>1,2</sup>, Michael Conway<sup>1,2</sup>; <sup>1</sup>Concordia University, <sup>2</sup>Centre for Research in Human Development – The present research examined how working class university students' social class identity relates to their values and expectations of upward class mobility. Social class identity was defined within social identity theory (Tajfel & Turner, 1986) by three dimensions: emotional attachment, perceived similarity, and positive esteem. In Study 1, working class students ( $N = 61$ ) completed the Portrait Values Questionnaire (Schwartz et al., 2001) and a social class identity scale developed for the present research. Emotional attachment was positively correlated with achievement and self-enhancement values. In Study 2, we examined how working class university students' social class identity relates to their expectations of upward class mobility. On the basis of Study 1, we hypothesized that the emotional attachment dimension would support expectations of upward class mobility. Working class students ( $N = 137$ ) completed self-report measures of identity and mobility. Structural regression analysis was conducted (Kline 2005). The model provided a good fit ( $\chi^2(38) = 48.10, p = .13, CFI = .97, RMSEA = .04$ ). The three dimensions of social class identity were positively correlated. As expected, greater emotional attachment to one's working class background predicted greater expectations of upward class mobility. In contrast, the other dimensions of social class identity predicted less expectations of upward class mobility. Furthermore, expectations of upward class mobility were positively correlated with perceptions of success in university; perceptions of success were also correlated with self-reported GPA. The findings of studies 1 and 2 were distinct to working class students only compared to middle class students.

#### A208

**WILL THE REAL SELF-ENHANCEMENT MOTIVE PLEASE STAND UP? OTHER MOTIVES MAY UNDERLIE THE QUEST FOR POSITIVITY** Tracy Kwang<sup>1</sup>, William Swann<sup>1</sup>; <sup>1</sup>The University of Texas at Austin – Contemporary versions of self-enhancement theory assume people want to think well of themselves, even if they know such evaluations are unwarranted. Advocates of the theory suggest the motive is both pre-potent and pancultural (see Sedikides & Gregg, 2008). It is possible, however, that self-enhancement effects may reflect related, but distinct motives, such as self-verification strivings or other rivals such as agency or communion. We tested the relative merits of self-enhancement versus self-verification approaches through a meta-analysis of all available studies. We searched the published research literature for critical tests of self-verification and self-enhancement as well as emailed appropriate listservs contacting researchers for access to any papers that might have been missed otherwise. Statistically, self-enhancement is reflected by a main effect of the evaluation factor in an ANOVA or regression. In contrast, self-verification theory is reflected in an interaction between self-view and evaluation in an ANOVA or regression. Results were standardized to Pearson's  $r$  effect size and corrected for sampling error. We conducted independent meta-analyses of studies that used distinct dependent measures, such as feedback seeking, interpersonal behaviors, relationship outcomes, and cognitive and affective processes. Overall, findings suggest that self-verification effects were equal to or somewhat stronger than self-enhancement on all outcome measures except for affective responses. Although our findings reveal a tie on cognitive reactions, the indices of feedback seeking and relationship quality favored self-verification. This finding lends force to the possibility that most demonstrations of self-enhancement strivings are actually other rival motives.

#### A209

**THE COST OF BEING CLOSE: SELF-OTHER OVERLAP AND DOMESTIC VIOLENCE** J. Anna Bell<sup>1</sup>, Sara D. Hodges<sup>1</sup>; <sup>1</sup>University of Oregon – Greater self-other overlap has generally been considered a desirable trait in romantic relationships, but past research has mainly focused on amicable couples, and not relationships that are less than ideal, such as those marked by domestic violence. This study explores the possible negative consequences that may be associated with greater self-other overlap in abusive relationships, such as greater intent to return to the abusive partner and lower levels of well-being. Twenty-one women in a domestic violence center who had recently left abusive male partners completed measures of self-other overlap, including Aron's "Inclusion of Other in Self" measure [IOS; made up increasingly overlapping circles] and Davis et al.'s (1996) trait adjective overlap measure. Participants who reported previously having greater self-other overlap on the IOS with their former partners also reported greater intent to return to those partners. For trait overlap, the effects of overlap differed by trait valence: Women who described themselves as sharing a greater percentage of positive traits with their former partners had lower self esteem, suggesting that self image may suffer when positive aspects of the self overlap with an abusive partner. Conversely, women who described themselves as sharing a greater percentage of negative traits with their former partners had higher self esteem, which is consistent with the idea that these shared negative self traits have less of a negative impact on self concept when the partner is no longer present. Together these results indicate that greater self-other overlap takes on new meaning in unhealthy relationships.

#### A210

**WHEN AFFIRMING THE SELF FAILS: AN EXAMINATION OF FRIENDSHIP CONTINGENT SELF-ESTEEM, FRIENDSHIP FAILURE, AND SELF-AFFIRMATION** M. Janelle Cambron<sup>1</sup>; <sup>1</sup>University of Alabama, Texas A&M University – Self-affirmation as a strategy for overcoming the deleterious effects of experiencing failure in an unrelated domain has received vast empirical support. The current research aimed to examine the effect of a self-affirmation manipulation following failure for individuals whose

self-esteem is highly contingent on the failure domain. Specifically, would individuals whose self-esteem is based on their friendship quality ("friendship contingent self-esteem") benefit from affirming themselves in another domain when they experienced a friendship failure? To answer this question, 103 participants were led to believe that their friend had unspoken complaints against them, then randomly assigned to either a self-affirmation or control condition. After rank ordering 11 values from most important to least important, participants in the affirmation condition were asked to write about why the highest ranked value was important to them and to describe a time when it was particularly important. Participants in the control condition were asked to write about why their ninth-ranked value was important to the average college student. Participants then completed measures of state self-esteem and the desire to seek out excessive reassurance from their friend. Results revealed no effect of self-affirmation on high friendship contingent self-esteem individuals. In both conditions, high friendship contingent self-esteem individuals experienced lower state self-esteem and a greater desire for reassurance following the rejection compared to low friendship contingent self-esteem individuals. These findings suggest that affirming the self in an unrelated domain following "failure" in a domain on which one's self-esteem is dependent is not an effective strategy for these individuals.

#### A211

**PROTECTING THE UNCERTAIN SELF: THE ROLE OF SITUATIONAL VARIABLES IN SELF-HANDICAPPING AND OVERACHIEVEMENT** Matthew Braslow<sup>1</sup>, Robert Arkin<sup>1</sup>; <sup>1</sup>The Ohio State University – Research has revealed two strategies that establish or preserve an appearance of competence: self-handicapping and overachievement. Self-handicapping involves creating obstacles to one's success (Jones & Berglas, 1978), as in effort withdrawal, whereas subjective overachievement involves exerting heroic amounts of effort in order to ensure success (Oleson et al., 2000). Although previous research identified self-doubt as one variable that motivates these strategies, researchers know relatively little about other variables that contribute to the adoption of these strategies. The present research examined how situational variables might create behavioral patterns consistent with self-handicapping and overachievement. Participants (N=80) were given either easy or difficult analogies on a practice test and told that either success or failure on the final test would be meaningful (diagnostic of their ability). The dependent measure came from a second practice, during which participants could attempt as many problems as desired. When told that failure on the test would be meaningful, people low in chronic self-doubt were unsurprising, practicing more for a more difficult test. However, people high in chronic self-doubt showed the opposite behavior, practicing more for an easy test and less for the challenging test (interaction  $t = 2.029$ ,  $p < .05$ ). This ironic pattern, for individuals with high self-doubt, suggests that the failure-meaningful test inspired overachievement on an easy task, but self-handicapping on a difficult task. For individuals poised to protect an uncertain self, circumstances of the situation moderate the use of self-protective strategies and yield behavior as dramatically different as heroic effort and effort withdrawal.

#### A212

**REMPIND ME WHO I AM: INDIVIDUALS PREFER INFORMATIONAL SUPPORT AFTER AN IDENTITY THREAT** Erica Slotter<sup>1</sup>, Wendi Gardner<sup>1</sup>; <sup>1</sup>Northwestern University – When their identity has been threatened, individuals often look to others in their social world for confirmation of who they are (Gollwitzer, 1986). We propose that, when a specific aspect of individuals' identities is threatened, they seek others who can provide them with information that confirms the threatened aspect of their identity. Individuals should prefer this informational support over emotional support, or warmth, which may make them feel better, but does not confirm the threatened aspect of their identity. Two studies tested this hypothesis. In a pilot study, participants recalled a time that their identity had been threatened. They also recalled one person who provided them with support during this time. Overwhelmingly, participants

recalled others who the participants believed knew them well, and thus could provide information to confirm their threatened identity. In a second study pre-medical students' "physician" identities were either threatened or confirmed. After threat, participants overwhelmingly chose to interact with a novel target, who had previously been given information about the participants' GPA (identity relevant information), over a novel target who had been given information about the participants' non-academic interests. Importantly, the latter target was constrained to be objectively warmer than the former target. These results suggest that, when an aspect of their identity has been threatened, individuals prefer to interact with others who possess information that can help them confirm their threatened sense of self over those who cannot—irrespective of emotional warmth. This informational support may be helpful in repairing individuals' damaged sense of self.

#### A213

**EFFECTS OF EMBODIED EXPERIENCE ON SELF-UNDERSTANDING** Kendall Eskine<sup>1</sup>, Elisabeth Brauner<sup>1</sup>; <sup>1</sup>Brooklyn College and The Graduate Center, The City University of New York – Can the material body influence thoughts about the immaterial self? Does physically looking up to others increase how we think about them or ourselves? Drawing from theories of embodied cognition, which was defined here as the degree to which bodily feedback shapes cognitive processes, the present experiment explored different forms of self-understanding (e.g., academic self-efficacy and perspective taking). Participants (N = 84) were directed to look up or down while thinking about an instructor in whose class they were performing well or poorly. It was hypothesized that looking up would increase perspective taking, causing participants' academic self-efficacy to vary as a function of the instructor about whom they were thinking. Specifically, it was predicted that thinking about the instructor in whose class they were performing the best would increase academic self-efficacy. It was also predicted that looking down would decrease perspective taking and have little effect on efficacy. The results revealed that participants' embodiment (looking up) increased perspective taking. However, the highest levels of academic self-efficacy were reported by participants who were thinking about the instructor in whose class they were performing the worst. Further, there was a significant negative correlation with height and perspective taking in which taller participants were worse at perspective taking than shorter participants. Future directions are discussed with respect to embodiment, perspective taking, and self-understanding. We propose a follow up experiment focused on head posture and affect.

#### A214

**RELIGIOUS DISCRIMINATION: A TWOFOLD THREAT TO BELIEFS AND SOCIAL IDENTITY** Renate Ysseldyk<sup>1</sup>, Kimberly Matheson<sup>1</sup>, Hymie Anisman<sup>1</sup>; <sup>1</sup>Carleton University, Ottawa, Ontario, Canada – A social identity threat may evoke varying degrees of distress depending on which group membership is targeted. The stress associated with religious discrimination may be twofold, even compared with threats to other identities of great importance, given the concurrent attack on the social group and belief system therein. The present study examined how identification with a religious versus ethnic group evoked different appraisal-coping processes following identity threats, as well as the emotions elicited. Community participants (N=420) completed measures assessing ethnic and religious identification, appraisals and coping strategies following ethnic or religious discrimination, and emotional responses to that event. Regression analyses indicated that individuals who highly-identified with their religion or ethnicity appraised threats targeting those groups as more threatening and challenging, and were more likely to use problem-focused and emotion-focused strategies to cope compared with low-identifiers. Group identification was also associated with greater sadness, anger, and fear following both threat types, and these relations were mediated by threat appraisals and emotion-focused coping. However, a threat to religious identity was unique, relative to an ethnic identity threat, in that appraisal-coping and emotional responses were magnified. In addition, following a religious threat, challenge appraisals

appeared to elicit greater strength, whereas such appraisals elicited greater anger following an ethnic threat. Thus, although both ethnic and religious identity threats may evoke powerful responses when individuals identify with their group, religious discrimination appears to evoke a stronger and broader set of responses. Moreover, religious identification may uniquely offer strength to deal with threats targeting the group.

#### A215

**COGNITIVE DISSONANCE AND THE MEANING MAINTENANCE MODEL; DISSONANCE INCREASES MOTIVATION TO SEEK PATTERNS** Daniel Randles<sup>1</sup>, Steven Heine<sup>1</sup>, Travis Proulx<sup>2</sup>, Samuel White<sup>1</sup>; <sup>1</sup>University of British Columbia, <sup>2</sup>University of California, Santa Barbara – The Meaning Maintenance Model (Heine, Proulx, & Vohs, 2006) argues that humans have a need to create and maintain organizing schemas to understand the world. When these schemas are threatened or disrupted in an irreparable way, the individual will affirm other schemas that are still intact or will abstract new schemas. Past evidence has supported this theory with regards to many "meaning" disruptions and has found a consistent pattern of responses, including reinforcing pre-existing world views and a heightened sensitivity to-and motivation to seek-patterns. This study investigates whether meaning maintenance responses are observable in a traditional cognitive dissonance paradigm. Student participants in the "free choice" condition (N=24) were asked to write a paragraph in favor of increasing tuition that would be considered by the university board of governors. Those in the "no choice" condition (N=28) were explicitly told that they must write the paragraph. After this, both groups completed an implicit grammar task designed to tap implicit learning of-and motivation to identify-patterns. Groups also completed a standard post-dissonance rationalization measure. Results show the "free choice" group showed both significantly greater motivation to identify patterns and were more favorable of a tuition increase. These results support the effect of meaning maintenance, showing that before a damaged schema is repaired, individuals may be primed to reinforce other mental connections. Future studies are needed to determine if meaning-maintenance actually reduces dissonance, or if it is part of a defensive response employed until dissonance is reduced through rationalization.

#### A216

**"HOMEOSTATIC BELIEFS" MODERATE REACTIONS TO INCREASED MORTALITY SALIENCE** Caitlin Burton<sup>1</sup>, Jason Plaks<sup>1</sup>; <sup>1</sup>University of Toronto – Homeostatic beliefs reflect the extent to which individuals believe that positive and negative life events "even out" in the long term. Because homeostatic beliefs assume a return to the status quo after disrupting events, we hypothesized that belief in homeostasis would buffer the effects of mortality salience. To prime "homeostatic" or "non-homeostatic" beliefs, participants were presented with a computerized tutorial on either negative feedback systems (in which destabilizing influences have only transient effects) or positive feedback systems (in which destabilizing forces cause large and lasting deviations from a baseline). Subsequently, participants wrote about either their own death (mortality salience prime) or about grocery shopping (control). Finally, participants were asked to imagine themselves as judges and post bail for a hypothetical prostitute. Previous studies have found that participants generally post higher bail bonds following a mortality salience prime, suggesting that individuals are more protective of their culture's predominant values after pondering their own deaths. The current study revealed significant main effects of mortality salience condition and positive/negative feedback system condition on bail bond values, and a significant two-way interaction, such that participants in the negative feedback system condition posted significantly lower bail bonds than participants in the control or positive feedback system conditions following the mortality salience prime; participants who wrote about grocery shopping showed no significant effects of the positive/negative feedback primes. These results suggest that individuals who believe that disturbing events will have only transient effects on their lives may not have strong defensive reactions to mortality salience cues.

#### A217

**COGNITIVE, AFFECTIVE, AND EXISTENTIAL CONSEQUENCES OF THREATENED CIVIL LIBERTIES** Panagiotis Rentzelas<sup>1</sup>, Philip J. Cozzolino<sup>1</sup>, Marco Perugini<sup>2</sup>; <sup>1</sup>University of Essex, <sup>2</sup>University of Milan – Three studies in support of a new model of the psychology of liberty examined the psychosocial consequences of restricting civil liberties. Employing a new 'liberty threat' (LT) manipulation, we asked participants (via scenario) to imagine a series of civil liberty restrictions, based on actual policies implemented in the US and UK. In Study 1, 117 participants completed a thought-accessibility task composed of 14 target word-fragments that could be completed in the context of liberty ('F\_E\_' = free or fled); participants in the LT condition solved significantly more target words with the liberty option than did control participants, indicating the activation of a broader liberty construct post-manipulation. Study 2 (N=40) established the existential consequences of threatened civil liberties, in that participants revealed significantly lower scores on a measure of self-awareness after LT, compared to controls; the same study revealed no differences between the groups on a measure of the participants' perception of choice in their behavior. Finally, Study 3 (N=67) assessed attitudinal effects of LT in that participants were asked to read a news story in which the liberties of an online social network user were infringed. Results revealed the lowest levels of approval for the infringement among those LT participants who also revealed high levels of attachment to the ideals of freedom and democracy. Across all three studies, LT participants reported significantly higher levels of negative affect, compared to controls. Full results from all studies will be presented, along with a discussion of theoretical and practical implications.

#### A218

**TWO SIDES TO EVERY TRAUMA: THE ROLE OF POSTTRAUMATIC GROWTH AND DECLINE ON WELL-BEING** Danay Novoa<sup>1</sup>, Anne Wilson<sup>1</sup>; <sup>1</sup>Wilfrid Laurier University – Research clearly demonstrates how traumatic events can damage psychological and physical health (Janoff-Bulman, 1992). However, Tedeschi and Calhoun (2004) argue that posttraumatic growth can also occur following adversity. Although largely well-received, their theory and the posttraumatic growth inventory (PTGI) have been critiqued as well. For instance, Wortman (2004) argues that Tedeschi and Calhoun give insufficient consideration to the negative consequences of traumatic events. Concurring with Wortman, we contend that the PTGI, constructed to measure only growth, does not allow participants the opportunity to report decline in any domain. This scale design may artificially inflate the apparent occurrence of posttraumatic growth while neglecting the challenges that may co-occur. In the current research, we adapted the PTGI to more fully capture respondents' experiences of both growth and decline. In two studies, participants recalled a significant negative event and completed our adapted version of the PTGI (the post-traumatic growth and decline inventory or PTGDI). In Study 2, participants were randomly assigned to complete the original PTGI or our revised PTGDI. In both studies, participants reported experiencing both growth and decline concurrently. Furthermore, up to 26% of participants completing the PTGDI reported more decline than growth, whereas participants in the PTGI condition were unable to report any decline. Moreover, measuring both growth and decline allowed us to better predict a variety of well-being indicators than measuring growth alone. Results demonstrate the importance of investigating the co-occurrence of positive and negative consequences of adverse life events to better understand current experience.

#### A219

**INFLUENCE OF GROUP TYPE ON THE GROUP-REFERENCE EFFECT** Craig Johnson<sup>1</sup>, Maria Paasivirta<sup>1</sup>, Anthony Iacovelli<sup>1</sup>, Kristin Perret<sup>1</sup>; <sup>1</sup>Hofstra University – This work was designed to gain an understanding of what types of groups can facilitate memory for information encoded in reference to the group (the group-reference effect). Johnson et al. (2002) found that referencing participants' family or university produced better recall than a comparison semantic task and facilitated memory to the

same degree as self-referencing. However, referencing gender or religion did not result in the same memory advantage. Applying Lickel et al.'s (2000) typology, that work included an intimacy group (family), a loose association (students at a university), and two social categories (gender, Jews). The fourth group type presented by Lickel et al. was a task group. In the current work, we include a task group (sports team) along with a number of alternative intimacy, social category, and loose association targets. All studies utilized a similar paradigm in which participants were presented with a series of adjectives, each paired with one of three encoding questions (self-reference, group-reference, or semantic), followed by a free recall test. The results indicated that encoding information in reference to one's sports team facilitated recall to the same degree as self-reference. Across studies, evidence for the group-reference effect was strongest with intimate and task groups, mixed with loose associations, and weakest with social categories. Among a variety of possible candidates (e.g., group size, familiarity, entitativity, identity importance, prototype vs. exemplar representations), the existing data suggest that a combination of features must be considered to best understand when a group will facilitate memory.

## Stereotyping/Prejudice

### A220

**SHUN THE NONBELIEVER: PRIMING RELIGION AND ITS EFFECTS ON ATHEISTIC PREJUDICE** Megan K. Johnson<sup>1</sup>, Jordan LaBouff<sup>1</sup>, Wade C. Rowatt<sup>1</sup>; <sup>1</sup>Baylor University – The sparse amount of literature on religion and its effect on attitudes towards atheists demonstrates that various measures of religiosity are associated with prejudice towards atheists. Despite the strong prejudice religious individuals hold against atheists, this area of prejudice has been largely ignored by the field of social psychology. While some studies have examined how manipulating religion via priming methods influences various social attitudes and behaviors such as cheating and prosocial behavior, the effects of priming religion on attitudes towards derogated out-groups - specifically atheists - have not been examined. This study investigated the effect of priming individuals with religion words on ratings of atheists relative to Christians. Participants who were subliminally primed with religious words reported significantly more negative attitudes towards atheists relative to Christians than those who were primed with control words. These effects persisted even when controlling for right-wing authoritarianism (RWA), a measure strongly associated with various types of prejudice. In examining what drove this result, we found that priming individuals with religion words both increased the ratings of Christians and decreased the ratings of atheists, making the relative measure (between Christians and atheists) significantly different between the religious and control conditions. These results, when examined in conjunction with results demonstrating that priming religion leads to an increase in prejudice towards African Americans and homosexuals (see Johnson, LaBouff, & Rowatt, in prep.), indicate that priming religion may lead to an increase in in-group favoritism and out-group derogation.

### A221

**RACISM, SEXISM, AND IDEOLOGY IN VOTE CHOICE DURING THE 2008 DEMOCRATIC PRIMARIES** Elizabeth R. Salib<sup>1</sup>, Sean T. Stevens<sup>1</sup>, Florette Cohen<sup>2</sup>, Lee Jussim<sup>1</sup>, Sheldon Solomon<sup>3</sup>; <sup>1</sup>Rutgers University, <sup>2</sup>The College of Staten Island, <sup>3</sup>Skidmore College – The historic 2008 Democratic Primaries offered social psychologists a unique opportunity to investigate the impact of race and gender in American politics. Neither major political party had ever nominated an African-American or a woman as its presidential nominee, yet the frontrunners for Democrats were Barack Obama and Hillary Clinton. Symbolic racism argues that American politics are primarily divided along racial lines and that African-American candidates are at a significant disadvantage. Women candidates do not face this disadvantage since politics is not divided over gender issues. Yet, other research suggests that political ideology is the main source of division in American politics and consistently the best predictor of candidate

evaluation and vote choice, particularly in Presidential elections. The current study was designed to test these competing hypotheses and investigate whether symbolic racism or ideology had a greater impact in the Democratic Primaries. Participants were randomly placed in one of two conditions (Obama or Clinton) in the week prior to the New Jersey Primary. Excerpts from victory speeches (South Carolina for Obama; Florida for Clinton) were presented followed by questions evaluating the candidate and a likelihood of vote measure. Symbolic racism, sexism, ideology, and party affiliation were also measured. Ideology emerged as the best predictor of candidate evaluation and vote choice in both conditions. Sexism did not significantly impact Clinton and consistent with symbolic racism theories, racism did indeed reduce support for Obama. Much of this influence, however, occurred indirectly; conservatism mediated much of the effect of racism on support for Obama.

### A222

**STIGMA ACKNOWLEDGEMENT: DIFFERENTIAL OUTCOMES FOR VISIBLE AND INVISIBLE STIGMAS** Jeffrey A Goodman<sup>1</sup>, Susan Darling<sup>2</sup>, Scott Eidelman<sup>3</sup>; <sup>1</sup>University of Wisconsin-Eau Claire, <sup>2</sup>University of Maine, <sup>3</sup>University of Arkansas – Acknowledgment of a visible and uncontrollable stigma during social interaction leads to more positive evaluations of stigmatized individuals (e.g., Hastorf, Wildfogel, & Cassman, 1979; Hebl & Kleck, 2002), yet relatively little is known about disclosure of an invisible stigma. Our research considers benefits and costs of acknowledgment/disclosure by targets with visible and invisible uncontrollable stigmas. In a study on "forming first impressions," participants were led to believe they were interacting with another student (in reality a confederate). The participant and confederate exchanged personal information and a photograph. For some, the photo depicted a confederate with facial scars; for others the confederate did not have scars. In addition, half of the participants also received acknowledgment information from the confederate including mention of his scars, their cause (a non-contagious genetic disorder), and an indication that he was comfortable talking about his stigma. Consistent with previous research, acknowledgment of a visible stigma lead to more positive interaction expectations and more favorable impressions of the stigmatized individual. Conversely, disclosure of an invisible stigma led to less positive interaction expectations and less favorable impressions. Interaction expectations partially mediated the effects of the Visibility by Disclosure interaction on impressions of the target. These findings suggest that while acknowledgment of a visible stigma can be an effective social strategy, the disclosure of an invisible stigma entails costs.

### A223

**YOU'RE GOOD FOR A GIRL: SHIFTING STANDARDS AS SUBTLE SEXISM** Jill Wagaman<sup>1</sup>, Jessi L. Smith<sup>2</sup>; <sup>1</sup>University of Nebraska- Lincoln, <sup>2</sup>Montana State University – Women athletes were recruited to investigate the experience of 'shifting standards.' Shifting standards occurs when people use stereotypes to make a relative judgment about performance or behavior. Whereas past research has examined shifting standards from the perceiver's perspective, the current project investigates shifting standards from the target's perspective. To inform our hypotheses, we relied on stereotype threat literature (Stone et al., 1999) and the motivational model for stereotyped tasks (Smith, Sansone & White, 2007). Using athletics as the stereotyped domain, highly-identified college and community women athletes were recruited using a pre-screen questionnaire. Participants (n = 77, 15.6% community) were then blocked on stigma consciousness (SC) as a woman athlete, resulting in a 2 (SC: high, low) x 3 (feedback: positive, shifting standards, no feedback) between-subjects design. After first engaging in an ambiguous athletic test, participants received the feedback manipulation. Then, a second unambiguous test was administered to measure performance, and participants completed post-test measures assessing intrinsic motivation. Stigma consciousness moderated the effect of feedback on performance and motivation. Women high in SC receiving shifting standards feedback showed significantly higher gender stereotype activation, lower performance, and lower interest compared to women high in SC receiving positive feed-

back (all  $p$ 's < .05). In addition, compared to women low in SC, women high in SC showed significantly higher gender stereotype activation ( $p < .05$ ), somewhat lower performance ( $p = .066$ ) and lower interest ( $p < .05$ ) when receiving shifting standard feedback. Theoretical and practical implications for the experience of shifting standards are discussed.

#### A224

##### **THE PRESENCE OF A BLACK FEMALE AMPLIFIES KILLING IN MALES**

Lydia Eckstein Jackson<sup>1</sup>, Lowell Gaertner<sup>1</sup>, <sup>1</sup>University of Tennessee – Utilizing a bug killing paradigm (Martens et al., 2007), we intended to manipulate different mechanisms of moral disengagement (Bandura, 1999) to assess their effects on killing across four experiments (N=329). After experiencing a given disengagement manipulation, participants could purportedly kill 0 to 20 bugs. Unanticipated and unrelated to the manipulations, sex and race of the experimenter affected the extent to which male (but not female) participants killed bugs. Male participants (the vast majority of whom were white) killed significantly more bugs after interacting with a black female experimenter ( $M = 12.69$ ) than after interacting with either a white female ( $M = 7.17$ ) or a white male experimenter ( $M = 8.72$ ). Although unpredicted, this finding is provocative in that it suggests that race (at least for males) increases willingness to kill in a context and toward a target that is apparently unrelated to race and has the markings of displaced aggression (Marcus-Newhall et al., 2000) engendered by either explicit or implicit prejudices.

#### A225

##### **IMPLICIT AND EXPLICIT MOTIVATION TO CONTROL PREJUDICE AND THEIR RELATIONS TO SELF-ESTEEM**

Elizabeth Mokyr<sup>1</sup>, Jack Glaser<sup>1</sup>, Sang Hee Park<sup>2</sup>, <sup>1</sup>University of California, Berkeley, <sup>2</sup>Indiana University – This poster reports new research on implicit motivations, specifically, an Implicit Motivation to Control Prejudice (IMCP). People high in IMCP are relatively effective at controlling spontaneous discriminatory behavior (Glaser & Knowles, 2008). In this most recent study, we develop an explicit analogue for IMCP, dubbed Explicit Motivation to Control Prejudice (EMCP). In addition, we begin to explore the role of self-esteem in these implicit and explicit motivations. IMCP is measured through reaction times and EMCP is measured through a questionnaire. IMCP and EMCP are both calculated as the product of two associations [Negative Attitude toward Prejudice (NAP) and Belief that Oneself is Prejudiced (BOP)]. Previous studies of IMCP revealed a weak negative relationship between NAP and BOP. We hypothesized that this relationship might be moderated by self-esteem, as being high in NAP and BOP requires associating oneself with a trait one finds undesirable, while being high in one and low in the other might actually promote or buffer self-esteem. When tested through implicit associations, we found no evidence that self-esteem moderated the NAP-BOP relation. However, when measured explicitly, the inverse NAP-BOP relationship was quite robust ( $\beta = -.047$ ,  $p = .000$ ), and the strength of the relationship appears to have been partially explained by self-esteem. Further, the finding that implicit and explicit measurements have different properties and predictive values indicates discriminant validity and a need for concurrent exploration.

#### A226

##### **STIGMA ACKNOWLEDGEMENT IN GRADUATE APPLICATIONS: TOO PERSONAL FOR THE PERSONAL STATEMENT?**

Jennifer L. Wessel<sup>1</sup>, Nao Hagiwara<sup>1</sup>, Ann Marie Ryan<sup>1</sup>, <sup>1</sup>Michigan State University – Individuals may decide not to acknowledge their stigmas in certain situations for fear of discrimination and/or social disapproval. However, non-acknowledgement of stigmas can lead to negative inter- and intra-personal outcomes due to constant, effortful self-monitoring around others, leaving individuals with stigmas in a difficult situation where they have to decide whether they should or should not acknowledge aspects of their identities. In this study, we examine the antecedents of stigma acknowledgement in the graduate school application context, adapting Ragins's (2008) model of stigma disclosure, which proposed that characteristics of the stigma, individual, and environment significantly relate to acknowledgment decisions, mediated through perceived costs of acknowledging.

Ninety-two participants applying to six graduate programs completed a web-based survey concerning stigma acknowledgement decisions in the personal statement portion of the graduate application. Hierarchical linear modeling (HLM) revealed that having heard of another's positive acknowledgement experience significantly related to stigma acknowledgement ( $b = 1.97$ ,  $p < .05$ ), mediated through perceived social costs of acknowledgement. Among non-acknowledgers, perceived stigma visibility and controllability significantly interacted ( $b = .85$ ,  $p < .01$ ), such that individuals with stigmas perceived as highly visible were more likely to have future acknowledgement plans when their stigmas were also perceived as low in controllability, as compared to high in controllability. These results support the importance of social costs and stigma-related characteristics (i.e. visibility and controllability) in present and future acknowledgement decisions. Furthermore, results suggest that students' stigma-related experiences during the application process may indirectly influence acknowledgement decisions of future graduate applicants.

#### A227

##### **REDUCING HOMOPHOBIA WITH A SINGLE TOUCH**

Erin Devers<sup>1</sup>, Ann-Elise Bryant<sup>1</sup>, <sup>1</sup>Gordon College – It has long been documented that men engage in less same-sex touch than women and that this difference can be accounted for by the higher levels of homophobia documented among men (Roese, Olson, Borenstein, & Martin, 1992; Floyd, 2000). This experiment tests the hypothesis that same-sex touch between men increases comfort in viewing homosexual behavior and reduces homophobia. While participants engaged in an unrelated task, a male or female experimenter either touched or did not touch the participant on the shoulder when complimenting their work. Next participants viewed a series of pictures displaying affectionate behavior and were asked to rate how comfortable they were with each picture. Then participants completed the Homosexuality Attitude Scale (Kite & Deaux, 1986). Results replicate previous findings that men ( $M = 60.52$ ) report more homophobia than women ( $M = 54.61$ ),  $t(91) = 2.36$ ,  $p < .05$ . More interestingly, men who are touched are touched by a male experimenter report more comfort with viewing homosexual behavior ( $M = 100.13$ ) than men who are not touched by a male experimenter ( $M = 77.73$ ),  $t(26) = 2.73$ ,  $p = .01$ . Likewise, men who are touched by a male experimenter report less negative attitudes toward homosexuality ( $M = 53.31$ ) than those who are not touched ( $M = 63.50$ ),  $t(26) = 2.56$ ,  $p = .02$ . No significant results emerge for women who are touched by a female experimenter, which is consistent with research suggesting that women touch more frequently and report less homophobia than men. Taken together, the results suggest that increased frequency of touch between men can reduce homophobia.

#### A228

##### **BUT ISN'T THAT WHAT THEY'RE FOR? SEXISM AND THE SEXUALLY OBJECTIFIED MATERNAL BREAST**

Kristin E. Hawkinson<sup>1</sup>, Jessi L. Smith<sup>1</sup>, <sup>1</sup>Montana State University – Women's reproductive capacity often serves as a threatening cue of inferiority engendering sexism (Cox et al., 2007; Hebl et al., 2007). Our own past research confirms this finding, whereby a perceived breastfeeding mother was viewed as less competent than a bottlefeeding mother. We hypothesized that this sexism may be due to the objectification of the breast (Fredrickson & Roberts, 1997; Johnston-Robledo et al., 2007) and the norms that render motherhood and sexuality orthogonal (Friedman et al., 1998; Sterns, 1999). We tested this hypothesis in two phases. First, participants ( $n = 62$ , 68% female) evaluated a series of advertisements, one of which depicted a woman endorsing nipple cream with a randomly assigned use: for nursing mothers' sore nipples (breastfeeding condition); for joggers' chafed nipples (non-sexualized condition); or to refresh nipples for intimate relations (sexualized condition). ANOVA results showed the woman endorsing the breastfeeding and sexualized creams were rated as significantly less capable and intelligent than the endorser of the nonsexualized cream ( $p$ 's < .05). In phase two, participants wrote about the "day-in-the-life" of the endorser in the advertisement before rating their own math ability

(Galinsky et al., 2008). Results showed taking the perspective of either the breastfeeding or sexualized endorser led people to rate themselves as significantly less good at math compared to the non-sexualized endorser ( $p's < .05$ ), suggesting assimilation to feminine stereotypes. Findings support our hypothesis that it is the sexual nature of the objectified breasts that result in sexism against mothers who breastfeed. Implications for actual breastfeeding mothers are discussed.

**A229**

**EXAMINING THE CULTURAL STEREOTYPE OF ATHEISTS** Julie A. Woodzicka<sup>1</sup>, Benjamin W. Mooneyham<sup>1</sup>, Emily F. Coyle<sup>1</sup>, Kelly L. Harrison<sup>1</sup>, <sup>1</sup>Washington and Lee University – A 2003 Gallup poll found that 10.6% of American adults identified with no religion, atheist, or agnostic. Despite that fact that more than 10% of Americans self-identify as nonreligious, little psychological research has focused on perceptions of this group. The present study examined the content and favorability of the cultural stereotype of Atheists, along with participants' personal beliefs regarding Atheists. Christians were included as a comparison group. Eighty one participants (64% female, 56% self-identified as "Religious") completed measures of Christian Orthodoxy and Religion as Quest. Cultural stereotypes and personal beliefs were assessed using Devine and Elliott's (1995) methodology. Participants were asked to use a list of 161 adjectives to identify the cultural stereotypes and their personal beliefs about Atheists and Christians. A diffuse, slightly unfavorable stereotype of Atheists was found; personal beliefs regarding Atheists were equally diffuse, but significantly more favorable. The Atheist cultural stereotype was found to be significantly less favorable than the Christian cultural stereotype. In addition, participants scoring low on Christian Orthodoxy generated a more negative cultural stereotype, but reported more positive personal beliefs, than those scoring high on Christian Orthodoxy. Religion as Quest did not predict favorability of the Atheist stereotype or personal beliefs about Atheists. Education level and age were both positively correlated with favorable personal beliefs about Atheists, but not with a favorable stereotype. These results support research that suggests Atheists are targeted based on their group membership.

**A230**

**THINKING ABOUT RACE AND CLASS, BUT NOT AFFIRMATIVE ACTION: DO OUR IMPRESSIONS SHIFT WHEN PREFERENTIAL SELECTION IS OUT OF THE PICTURE?** Jonathan Iuzzini<sup>1</sup>, Morgan Hopkins<sup>1</sup>, Madeleine Fugère<sup>2</sup>, Amy Nadel<sup>1</sup>, Katherine Mancuso<sup>1</sup>; <sup>1</sup>Hobart and William Smith Colleges, <sup>2</sup>Eastern Connecticut State University – Our previous research has demonstrated that the preferential selection stigma is typically applied to Black affirmative action beneficiaries but not to White legacy beneficiaries. In the present research we did not include this manipulation, so that we could test the hypothesis that people would be less likely to express negative attitudes about people from disadvantaged backgrounds without this socially acceptable way (i.e., the affirmative action stigma) of doing so. The present study also explores the extent to which modern racism, social dominance orientation, and color-blind racial attitudes influence perceptions of college applicants of various race and class backgrounds. White participants provided ratings of a college applicant using information provided on a mock Common Application. We manipulated the applicant's race (White vs. African American) and socioeconomic status (high vs. low), but held qualifications (GPA, SAT scores) constant. Participants also completed measures of modern racism, social dominance orientation, and color-blind racial attitudes. Participants provided consistently higher ratings of intelligence, work ethic, and competence for African American applicants (regardless of socioeconomic class) than for White applicants. This pattern was especially strong among participants with lower scores on modern racism, social dominance orientation, and color-blind racial attitudes, who seem to be attempting to overcompensate in their ratings of African American applicants. These data lend further support to the notion that affirmative action may serve as a "socially acceptable" outlet for the expression of racial prejudice, and that in other contexts individuals may inflate their perceptions of people from disadvantaged backgrounds to avoid appearing prejudiced.

**A231****RACIST AND GRUMPY? GLOBAL NEGATIVITY IN MODERN RACISTS**

Paul B. Hutchings<sup>1</sup>, Geoffrey Haddock<sup>2</sup>; <sup>1</sup>Swansea Metropolitan University, <sup>2</sup>Cardiff University – The current study examines whether individual differences in prejudice influence participants' level of arousal upon viewing in-group and out-group faces, measured by utilising a temporal perception paradigm (Droit-Volet et al., 2004). Participants were trained to respond to short (400ms) and long (1600ms) presentations of a neutral stimulus before being presented with Black and White target faces displaying happy, angry, sad, and neutral emotions for varying lengths of time (between 400ms and 1600ms). Participants' task was to report each presentation as short or long, with overestimation of emotion displays compared to neutral displays indicating increased arousal (see Droit-Volet et al., 2004). Measures of implicit and explicit prejudice were also taken and, using a dual-process model of prejudice (see Son-Hing et al., 2008), it was found that participants high in explicit prejudice (modern racists and principled conservatives) showed greater arousal for in-group displays of anger and sadness and out-group anger. However, these two groups diverged when viewing out-group happiness, with only principled conservatives showing arousal for this display. Furthermore, truly low prejudiced individuals (those scoring low on implicit and explicit measures) exhibited little arousal for any displays of emotion. These findings suggest that people with differing levels of implicit and explicit prejudice may be aroused by different displays of emotion displayed by in-group and out-group members. In particular, modern racists might be 'tuned in' to negative emotions that may be felt to threaten their state of well-being, but remain unaffected by emotion displays that will not impact upon them.

**A232****CAUSAL UNCERTAINTY AND STEREOTYPING: INVESTIGATING THE UNDERLYING COGNITIVE PROCESSES**

Kristen I. Capuozzo<sup>1</sup>, Stephanie J. Tobin<sup>1</sup>; <sup>1</sup>University of Houston – Causal uncertainty (CU), an individual's doubts about understanding the causes of events in the social world, affects the extent to which that individual will make stereotypic judgments (Weary, Jacobson, Edwards, & Tobin, 2001). This study investigated whether CU is associated with unique underlying cognitive processing styles that may explain this effect. Because of their greater motivation for accuracy (Weary & Edwards, 1996), high CU individuals were predicted to show greater relative right hemispheric activation (Bourgeois, Christman, & Horowitz, 1998) and a local processing bias. A scrambled sentence task was used to prime participants with high or low CU (Wichman, Brunner, & Weary, 2008). They then completed one of two (randomized) cognitive processing measures. The line-bisection task measured individuals' left or right-side bias in perception thereby indicating relative hemispheric activation. The Navon (Navon, 1977) task measured individuals' global or local bias in perception, thereby indicating a preference for general or detailed stimuli. Participants next read an impression formation scenario about a student in a stereotyped or non-stereotyped category and rated his typicality. Participants then completed the second cognitive processing measure. Individuals primed with high (versus low) CU found the stereotyped category student less typical, indicating a reduced use of stereotypes. More importantly, high CU primed participants showed significant left-side bias on the line-bisection task, indicating relative right hemispheric activation. These individuals also evidenced a local processing bias on the Navon task, indicating a preference for detail. These results reveal a new and interesting connection between CU and differential cognitive processing styles.



**A233**

**STIGMA AND PREJUDICE CONFRONTATION: PERCEIVED STIGMA CONTROLLABILITY MODERATES DEEMING PREJUDICE URGENT AND WORTHY OF CONFRONTATION** Cheyenne M. Dunbar<sup>1</sup>, Sisi Yu<sup>2</sup>, Stephanie A. Goodwin<sup>2</sup>, Leslie Ashburn-Nardo<sup>3</sup>, Kathryn A. Morris<sup>4</sup>; <sup>1</sup>San Diego State University, <sup>2</sup>Purdue University, <sup>3</sup>Indiana University-Purdue University Indianapolis, <sup>4</sup>Butler University – According to the CPR Model (Goodwin et al., 2009), people are unlikely to confront prejudice that is perceived insufficiently urgent. We explored whether perceiving stigmas to be controllable undermines perceptions that prejudice is harmful, unjust, and urgent, with implications for whether confrontation is deemed necessary. Across two studies, male and female participants (Ps) read scenarios wherein actors expressed prejudice about either homosexual men (Study 1; N=262), or someone with a mental illness (Study 2; N=71) perceived to be low (schizophrenia) vs. high (addiction) in perceived controllability. Ps reported perceptions of the comment, interest in confronting, and perceived controllability of the stigma. Results from both studies support our hypotheses. In Study 1, perceptions that homosexuality was a personal choice (i.e., controllable rather than biologically determined) were negatively related to perceiving hostile anti-gay prejudice to be harmful ( $r=.26$ ), urgent ( $r=.47$ ) and to reported interest in confronting ( $r=.38$ ), all  $ps<.05$ . In Study 2, schizophrenia was rated less controllable and, in turn, anti-schizophrenic prejudice was perceived more harmful, unjust, and urgent than anti-addiction prejudice (all  $ps<.05$ ). Importantly, perceived harm, injustice, and urgency positively predicted interest in confronting both prejudices (all  $ps<.01$ ). Together, these data suggest that lay theories about stigma controllability may promote blaming the stigmatized for experiencing prejudice, in turn influencing whether people contemplate confronting prejudice when it occurs. Implications for prejudice reduction are discussed.

**A234**

**SUCCESSION, IDENTITY, AND CONSUMPTION: DIMENSIONS OF CONTROL IN AGE-BASED PREJUDICE** Michael S. North<sup>1</sup>, Susan T. Fiske<sup>1</sup>; <sup>1</sup>Princeton University – Despite the salience of age in interpersonal judgments, age-based prejudice research has paled in comparison to racism and sexism. Moreover, theoretical explanations have been limited. A novel theory of age-based prejudice takes into account the ambivalent nature of ageist stereotypes, the uniquely intergenerational nature of ageism, and the impact of societal structure in fostering age-based resentment. We posit three dimensions of prescriptive, interdependence-oriented biases, whereby younger people are motivated to maintain the low-status image of older people, while maintaining and improving their own social standing. The first dimension, Succession, represents resentment for older people's active control of enviable resources (wealth, prestige). The second, Identity, aims to keep older people away from activities and roles reserved for the young (computers, nightclubs). The last, Consumption, resents older people's passive depletion of shared resources (public space, government funding). Tests of SIC theory used separate vignette studies, one for each SIC dimension. Studies utilized a 2x2 design, whereby the age of the vignette character described (24 or 71) and his behavior (adhering to vs. violating one of the SIC prescriptions) were manipulated. In all studies, as expected, younger participants (30 and under) viewed the SIC-violating older man more negatively than the SIC-adhering older man, whereas the same behaviors made no difference in reactions to the young character. This suggests that the SIC prescriptions are indeed unique to older people. These preliminary data promise initial support of our SIC framework in attempting a more robust conceptualization of ageism.

**A235**

**EFFECTS OF CONSTRUAL LEVEL MINDSET ON STEREOTYPING OF SELF AND OTHERS** Sean McCrea<sup>1</sup>, Frank Wieber<sup>1</sup>, Andrea Myers<sup>1</sup>; <sup>1</sup>University of Konstanz – Construal level theory suggests that objects can be represented at differing levels of abstraction. High-level representations involve consideration of superordinate goals and broad categorizations,

whereas low-level representations involve consideration of subordinate goals and narrow categorizations. Social targets (including the self) can be represented as individuals or more broadly as members of a group. Because levels of construal tend to be associated, placing individuals into relatively more abstract mindsets via an unrelated task should encourage group-level representations of social targets. In Study 1, male participants were asked to consider how (concrete mindset) or why (abstract mindset) they would try to maintain important friendships. They were then asked to evaluate equivalent male and female applicants for a stereotypically masculine job (software programmer). As expected, participants more positively evaluated the male than the female candidate in the abstract (why) mindset condition, but not in the concrete (how) mindset condition. In three subsequent studies, individuals provided their gender following the construal level manipulation. As predicted, men rated themselves more stereotypically masculine, and women rated themselves more stereotypically feminine, when placed into an abstract compared to a concrete mindset. Moreover, these effects were obtained regardless of whether the construal level manipulation involved maintaining friendships or health. Finally, men also outperformed women on a math test when placed into an abstract mindset, but not when placed into a concrete mindset. In summary, placing individuals into a more abstract mindset leads to increased stereotyping of others, as well as greater self-stereotyping in trait ratings and performance.

**A236**

**THE IMPACT OF SOCIAL ROLES ON GENDER STEREOTYPING: A CROSS-CULTURAL COMPARISON OF GERMANY AND JAPAN** Janina F. Steinmetz<sup>1</sup>, Janine Bosak<sup>2</sup>, Sabine Sczesny<sup>3</sup>, Alice H. Eagly<sup>4</sup>; <sup>1</sup>University of Heidelberg/Germany, <sup>2</sup>Dublin City University/Ireland, <sup>3</sup>University of Bern/Switzerland, <sup>4</sup>Northwestern University/USA – Social-role-theory postulates that gender stereotypes are not applied in judgments if men and women occupy the same role (Eagly, 1987). Instead, the shifting-standards-model (Biernat, 2003) proposes that people tend to judge men and women by within-sex standards on subjective scales which might mask sex differences. Moreover, culturally determined gender-role-attitudes might moderate the influence of social roles on stereotype reduction. To test these assumptions, 288 participants (144 Japanese, 144 Germans) evaluated a male or female target described in a male-dominated role, a female-dominated role or without role information regarding communal and agentic attributes. Participants responded on subjective rating scales that allow for standard shifts and on common rule measures that restrain these. For agency, on subjective scales, participants in both countries evaluated men as more agentic than women if no role information was given and judged men and women in the same role as similarly agentic. On common rule scales, no sex difference emerged in both countries. For communion, on subjective scales, German participants evaluated women and men in female-dominated roles as similarly communal, but judged women as more communal than men without role information and in male-dominated roles. Japanese participants perceived men and women as similarly communal. On common rule measures, German participants judged men and women described without role information or in male-dominated roles as similarly communal, whereas Japanese participants judged women as more communal than men without role information. On agency, the results support social-role-theory in both cultures. On communion, shifting standards were evident in the German sample.

**A237**

**COMPLAINING ABOUT A COMPLIMENT? EVALUATING ATTRIBUTIONS OF POSITIVE OUTCOMES TO DISCRIMINATION** Kate J. Diebels<sup>1</sup>, Alexander M. Czopp<sup>1</sup>; <sup>1</sup>Western Washington University – Attributing a negative outcome to discrimination can allow a stigmatized individual to maintain self-esteem (Crocker, Voelkl, Testa, & Major, 1991). However, Kaiser and Miller (2001) have suggested that there may be social costs that weigh against the protective benefits for the individual making this attribution. Specifically, they found that participants evaluated an African American target who attributed a failing test grade to discrimination less favorably

and as more of a complainer than when he attributed the outcome to answer quality or test difficulty. This was true regardless of the objective likelihood that discrimination occurred. The present study examined whether similar social costs exist for a stigmatized individual who attributes a positive outcome to discrimination in the context of positive stereotypes. Positive stereotypes are evaluatively favorable and are less recognized as forms of prejudice and might render perceptions of an attribution to discrimination as inappropriate or invalid. One hundred and twenty-nine participants read an excerpt of an Asian student who attributed an unexpectedly high essay grade to discrimination, writing quality, or easy grading. Participants evaluated the student less favorably and as more hypersensitive when he attributed the positive outcome to discrimination compared to when he attributed the outcome to writing quality or easy grading. Implications for claiming and confronting discrimination in the context of positive stereotypes are discussed.

### A238

#### STEREOTYPE THREAT: INDIVIDUAL DIFFERENCES IN SELF-MONITORING, ANXIETY, AND PERCEPTION OF BARRIERS

Farrah Anne Pompilus<sup>1</sup>;

<sup>1</sup>University of North Florida – Stereotype threat is a process whereby individuals threatened by a stereotype relating to their target group cause poor performance in a relevant situation because of the fear of confirming that negative stereotype. The current study investigated the effect of stereotype threat on cognitive performance across African Americans, European Americans, and Other minorities (N = 422). The study also examined if performance variations were caused by individual differences in participants' self-monitoring, anxiety, and perception of barriers. Contrary to the hypotheses, results indicated African Americans performed better in a stereotype threat condition than African American in a no stereotype threat condition. In the no stereotype threat condition European Americans performed better than African Americans. Individual differences in self-monitoring did not predict performance; however, test anxiety and perception of barriers had significant effects under various conditions. Plausible explanations for increased performance among the target group were discussed.

### A239

#### RACE AND GENDER ACKNOWLEDGMENT IN THE PRESIDENTIAL ELECTION 2008: WHEN DID A STIGMA ACKNOWLEDGMENT HURT OR BENEFIT THE CANDIDATES?

Nao Hagiwara<sup>1</sup>, Jennifer L. Wessel<sup>1</sup>, Ann Marie Ryan<sup>1</sup>; <sup>1</sup>Michigan State University – Acknowledging one's stigma in evaluative contexts leads to positive consequences, such that it reduces interaction strains between individuals with and without stigmas, reduces perceptions of stereotypes associated with stigmas, and leads to favorable evaluations of acknowledgers. However, recent studies have shown that stigma acknowledgment can also increase negative evaluations of acknowledgers. In the present study, we examined the moderating effect of evaluators' attitudes toward the social group to which acknowledgers belong in the context of race and gender acknowledgements in the 2008 U.S. Presidential election. Participants who had previously completed the Attitudes toward Blacks Scale, Ambivalent Sexism Inventory, and a measure of attitudes toward Obama and Palin watched experimentally manipulated speeches (i.e., Obama and Palin either did or did not acknowledge their stigmatized identities). Participants were then asked to report their feelings toward each candidate. All responses were collected before the actual election. When Obama acknowledged his race, White voters felt less positive about him as compared to when he did not acknowledge his race. Furthermore, voters' attitudes toward Blacks moderated the effects of race acknowledgment, such that high-prejudiced White voters, as compared to low-prejudiced voters, reported that Obama made them feel less positive when he acknowledged his race. In contrast, low- and high-prejudiced White voters felt the same toward Obama when he did not acknowledge his race. In contrast, Palin's gender acknowledgement did not have any effects on male voters. Our findings highlight the importance of a person x situation approach in examining the effects of stigma acknowledgment.

### A240

#### STEREOTYPES OF WARMTH BUT NOT COMPETENCE EMERGE AS JUSTIFICATIONS OF PREJUDICE

Angela Nierman<sup>1</sup>, Christian Crandall<sup>1</sup>;

<sup>1</sup>University of Kansas – The Justification-Suppression model of prejudice (Crandall & Eshleman, 2003) argues that stereotypes serve as justifications of prejudice. We investigated whether all negative stereotypes serve as equally valid justifications for prejudice, or whether stereotypes related to a particular domain of social judgment (warmth or competence) are more suitable as justifications. We experimentally created affective associations toward two unfamiliar target groups and then measured stereotype traits in the domains of warmth and competence (Fiske, Cuddy, & Glick, 2007). We used a supraliminal affective conditioning paradigm adapted from Olson and Fazio (2001, 2002). Eritrea and Mauritania were used as target groups. Negative and positive pictures and words were used as unconditioned stimuli. When a country was paired with negative-affect stimuli, its inhabitants were stereotyped as lower in warmth, compared to the inhabitants of the country paired with positive-affect stimuli. No such effect was found on perceived competence. We found that stereotypes with specific content – traits associated with a lack of warmth – develop to make sense of a newly formed negative affective association. These findings are consistent with research that suggests warmth is the most primary dimension in person perception (Kelly, 1950; Yzerbyt et al., 1997). Information about a group's warmth carries with it unambiguous behavioral implications (approach vs. avoidance), whereas information about a group's competence may depend on other contextual factors such as whether or not the group is an ally or an enemy. In the absence of any real knowledge about a target group, warmth-related stereotypes are used to justify negative affective reactions.

### A241

#### A CROSS-CULTURAL INVESTIGATION OF MINORITY CHILDREN'S ATTITUDES TOWARDS RACIAL OUTGROUPS: EXAMINING THE IMPACT OF GROUP STATUS AND PROXIMITY

Amanda Williams<sup>1</sup>, Elaine Tay<sup>1</sup>, Jennifer

Steele<sup>1</sup>; <sup>1</sup>York University – A great deal of theory and research has examined explicit racial prejudice among predominantly White children (see Quintana & McKown, 2008 for a review), however far less research has examined the emergence and universality of implicit racial biases, particularly among minority children (c.f., Dunham, et al., 2007). Research conducted to date, which has focused almost exclusively on children's attitudes towards a racial outgroups relative to their own racial ingroup, supports the intriguing possibility that, at least from middle childhood, children's implicit racial attitudes reflect knowledge of status differences between groups. In the current research, using a child-friendly IAT we examined the emergence of implicit racial biases towards the racial outgroups of "White" and "Black" among minority children who were not members of either of these groups. Participants included children of East and Southeast Asian descent living in a racially diverse area in Canada (Study 1) and Chinese children and adults living in an urban center in Brunei (Study 2). Results indicate that minority children in both settings displayed a relative pro-White bias (Canada:  $D = .12$ ,  $SD = .39$ ,  $t(48) = 2.19$ ,  $p = .03$ , Brunei:  $D = .24$ ,  $SD = .40$ ,  $t(19) = 2.71$ ,  $p = .014$ ), however in line with a social-cognitive-developmental model of prejudice, this was more pronounced among younger (4- to 7-year-old) compared to older (9-year-old) children. These results support the possibility that implicit preferences for higher status groups emerge quite early in life, but also suggest greater development-based malleability than was previously thought.

### A242

#### STEREOTYPE THREAT IN THE EYES OF OTHERS: THE EFFECTS OF GAZE CUES ON WOMEN'S MATH IDENTITIES

Yusuke Karouji<sup>1</sup>, Takashi Kusumi<sup>1</sup>;

<sup>1</sup>Kyoto University – This research examined whether nonverbal cues signaling evaluation (i.e. gaze cues) could induce the stereotype threat. Stereotype threat is thought to be evaluation apprehension that one could behave in such a way as to confirm negative stereotypes in the eyes of

others, which induces negative thinking about one's own abilities. Two experiments demonstrated that women's negative math identities (e.g., I am not good at math) were activated "in the eyes of others". Thirty-two female undergraduates (Experiment 1) and 24 female undergraduates and graduates majoring in science-related domains (Experiment 2) completed two Implicit Association Tests (IAT): the math identity IAT (self-math) and the stereotype IAT (gender-math). All the while participants completed the math identity IAT, a schematic face either with a direct gaze or an averted gaze was presented at the bottom of the screen. In two experiments, the participants showed weaker math identities in the direct gaze condition than in the averted gaze condition. Moreover, a multiple regression analysis revealed that the participants who had stronger male-math stereotypes showed weaker math identities in the direct gaze condition, but not in the averted gaze condition (Experiment 1). In addition, the negative effects of direct gaze cues on women's math identities were obtained regardless of the social identity salience, which was manipulated by asking participants to indicate either their gender or major before the math identity IAT (Experiment 2). These results suggest that mere exposure to gaze cues can invoke stereotype threat. The effects of nonverbal cues on stereotype threat are discussed.

#### A243

**DECOMPOSING PREJUDICE: IDENTIFYING THE BASIS OF PERSONALITY-PREJUDICE RELATIONS** Nazar Akrami<sup>1</sup>, Bo Ekehammar<sup>1</sup>, Robin Bergh<sup>1</sup>; <sup>1</sup>Uppsala University – In two studies, aimed to examine the concept of generalized prejudice and the relationship between personality and prejudice, we found that attitudes toward various national and ethnic groups including a fictitious, an unknown, and a well-known group were significantly correlated (Study 1,  $N = 113$ ). In Study 2 ( $N = 861$ ), we found significant intercorrelations between four types of prejudice. More important, we made a theoretical and a statistical distinction between an abstract and a group-specific component of prejudice and found that personality variables explained a substantial proportion of the variance of the abstract part but a very small share of the group-specific component. The findings support the existence of a generalized prejudice tendency and a substantial relationship between personality and prejudice, and show that personality is related to prejudice at an abstract rather than specific level. The outcome is discussed in the light of the personality and social psychological explanations of prejudice.

#### A244

**RAISED EXPECTANCIES: AN INTERVENTION APPROACH FOR REDUCING STEREOTYPE THREAT** Harriet E.S. Rosenthal<sup>1</sup>, Emma L. Seddon<sup>1</sup>; <sup>1</sup>Durham University, UK – Previous research has established that performance expectancies are a potential mediator of stereotype threat (Cadinu, Maass, Frigerio, Impagliazzo & Latinotti, 2003; Rosenthal, Crisp, & Suen, 2007). An experiment was conducted to test whether an intervention method designed to increase performance expectancies could subsequently reduce stereotype threat. Male and female participants were given two math tests. Following the first math test participants received either a control (absence of threat), threat (informed genders would be compared), or intervention manipulation. The intervention manipulation consisted of informing participants that their performance on the previous math test was above average, before receiving the threat (informed genders would be compared). On the second math test, female participants were found to underperform in the threat condition compared to the control condition in line with stereotype threat. The performance for those in the intervention condition fell between that of participants in the control and threat conditions, suggesting that the intervention raised performance relative to the threat condition. Mediation and indirect effects for performance expectancies were supported. For men, some evidence for choking under pressure was found, suggesting that public expectations can have detrimental effects for positively stereotyped group members. The results offer preliminary support for raising expectancies as a potential intervention approach for reducing

stereotype threat, while also offering support to the hypothesis that choking under pressure occurs for public, but not private, expectations (Baumeister, Hamilton, & Tice, 1985; Cheryan & Bodenhausen, 2000).

#### A245

##### UNDERSTANDING INTERPERSONAL DIFFERENCES: PERCEPTIONS OF ETHNIC CATEGORIES IN RELATION TO ESSENTIALISM Saori

Tsukamoto<sup>1</sup>, Minoru Karasawa<sup>1</sup>; <sup>1</sup>Nagoya University – The present study examined the role that essentialist inferences play when ethnic categories are made salient. Past research revealed a tendency among lay people to apply their belief about intergroup difference in core essence in order to explain subtle interpersonal differences (e.g., Prentice & Miller, 2006). We investigated whether ethnic categories play such inductive roles. Japanese undergraduates participated in our experiment, ostensibly paired with an international student (i.e., confederate). Firstly, participants performed a dot estimation task individually and were given feedback about their own perceptual style. The similarity within each pair was manipulated by informing them that their styles were either the same or different. They were then asked to perform the dot estimation task again. After completing these tasks, participants were asked to estimate the prevalence of their own perceptual style among Japanese students (i.e., in-group) and among international students (out-group). They then rated to what extent they believed in essential characteristics of "Japanese". The results revealed Japanese participants' tendency to persist on the original perceptual style especially when their perceptual style was different from the international student's. They presumably inferred that essential differences of ethnicities caused the interpersonal perceptual differences. Furthermore, the strength of the belief in essence of being "Japanese" was correlated with the estimated difference between the groups in perceptual style. The role of lay essentialist beliefs in explaining disagreement between groups and its implications for the study of intergroup conflict are discussed.

#### A246

##### STEREOTYPE THREAT AND STEREOTYPE ACQUIESCENCE IN FEMALES' MATHEMATICAL PERFORMANCE Vincent Fogliati<sup>1</sup>, Kay Bussey<sup>1</sup>;

<sup>1</sup>Macquarie University – According to Steele and Aronson (1995), the salience of negative stereotypes leads to stereotype threat: the fear of confirming a negative stereotype as self-characteristic. This threat is suggested to produce anxiety that results in performance decrements. Despite much research demonstrating the effect of stereotype threat on performance, there is little direct empirical support for anxiety as a mediator of this effect. The present study examined whether some individuals acquiesce to, rather than attempt to disconfirm, self-relevant negative stereotypes. Also examined was the effect of a stereotype threat manipulation on within-group and between-group social comparisons. Female undergraduate psychology students ( $n = 130$ ) were told that they would perform a math test. Participants were allocated to either a stereotype condition or no-stereotype condition. Females in the stereotype condition reported lower performance expectancies and aspirations (relative to the expected performance of males), than did those in the no-stereotype condition. Females in the stereotype condition also showed more pre-test concern with their performance relative to other females than with their performance relative to males. Among females high in self-rated ability and low in gender identity, those in the stereotype condition performed significantly worse on the test than did those in the no stereotype condition. Finally, following completion of the test, females in the stereotype condition reported a greater interest in making within-gender comparisons than did females in the no stereotype condition. These results provide preliminary evidence that some individuals acquiesce to self-relevant stereotypes and compare their performance with other negatively-stereotyped individuals.

**A247****STIGMA SALIENCY AND PERCEPTION OF REJECTION AND ACCEPTANCE-RELATED FACIAL EXPRESSIONS**

Jennifer Guadagno<sup>1</sup>, Laura Richman<sup>1</sup>,  
<sup>1</sup>Duke University – Individuals are considered to be stigmatized if they are treated differently on the basis of a personal characteristic or belief such as their race, gender, or sexual orientation. Making stigmatized individuals aware of their stigmatized group membership has been found to evoke the threat of unfair treatment, which may lead to increased vigilance to potential signs of rejection and a decreased ability to notice social signs of acceptance. The purpose of the current study was to examine how stigmatized individuals process threatening and accepting social stimuli in their environment. Participants' stigmatized identity was made salient by having them write about an experience where they had been treated unfairly based on some aspect of their identity (Study 1) or participants were made to think they had been treated differently by a biased experimenter based on their university affiliation (Study 2). Participants viewed a short video clip of a male and female face that slowly morphed from a neutral expression to an expression of either contempt or acceptance and were asked to indicate when they first noticed the expression of contempt or acceptance appear on the faces. Across both studies, participants whose stigmatized status was made salient were slower to detect acceptance displayed by females compared to participants whose stigmatized status was not made salient. Stigmatized individuals whose stigmatized status was made salient did not show heightened attention to contemptuous expressions. These results suggest that when remembering or encountering incidents of discrimination, stigmatized individuals are slower to notice signs of social acceptance.

**A248****THE EFFECTS OF DIVERSITY GOALS ON STEREOTYPES, EMOTIONS AND BEHAVIORS TENDENCIES TOWARD OLDER WORKERS**

Caroline Iweins de Wavrans<sup>1</sup>, Donatienne Desmette<sup>1</sup>, Vincent Yzerbyt<sup>1</sup>,  
<sup>1</sup>Université Catholique de Louvain – Recent studies on stereotypes have investigated the fundamental dimensions of warmth and competence and the process of compensation that links them (i.e., a positive stereotype on one dimension is associated with an unflattering stereotype on the other). However, few empirical efforts analyse how social perceptions are influenced by their structural context and which are their emotional and behavioural consequences. Building on the Bias Map Model, we investigated this issue by manipulating the competence dimension via a personnel selection policy that focused either on diversity or on personal merit of an "older worker". Participants (n=66) responded to a questionnaire about an older target in one of two conditions (diversity vs. merit). We hypothesized that participants would perceive the target as less competent and, because of compensation, warmer in the diversity condition than in the merit condition. We also predicted more paternalistic emotions and cooperative behaviors under the promotion of diversity rather than merit. In line with predictions, competence was lower and paternalistic prejudice was stronger in the diversity condition than in the merit condition. Our study also lends some support to the BIAS Map Model regarding the pattern of emotions and behaviors related to stereotypes. As a set, our findings contribute to a better understanding of the processes linking social structural factors in real life settings on the one hand and perceptions and attitudes on the other.

**A249****SOCIETAL STEREOTYPES AND THE PERMISSIVENESS OF INTERGROUP BEHAVIORS: A TEST OF THE BIAS MAP**

Frank Asbrock<sup>1</sup>, Chris G. Sibley<sup>2</sup>,  
 Claire Nieuwoudt<sup>2</sup>, John Duckitt<sup>2</sup>,  
<sup>1</sup>Philipps-University of Marburg, Germany,  
<sup>2</sup>University of Auckland, New Zealand – Recent research indicates that specific intergroup behaviors are based on warmth and competence stereotypes (BIAS Map; Cuddy, Fiske, & Glick, 2008). In the present study we extended previous research and tested whether societal stereotypes of warmth and competence can also predict differences in the perceived permissiveness of behaviors directed toward stereotyped groups, i.e.,

the prescriptive normative function of warmth and competence for behavior. We tested our hypotheses in two community samples in New Zealand. A pilot study (N = 98) identified social groups that fit each of the four high-low warmth competence domains in the New Zealand context. In the main study (N = 103) participants indicated the permissiveness of active and passive harm and facilitation toward 16 groups. Here we applied Multilevel Random Coefficient Modeling as our strategy of analysis. As expected from the BIAS Map, we found that it is more acceptable to show more active facilitation toward warm and incompetent groups and less passive facilitation toward cold and incompetent groups. For harm, however, we detected linear rather than interactive effects of warmth and competence: it is more acceptable to show more active harm toward cold groups and competent groups, and more passive harm toward cold groups. For harmful behaviors this indicates noteworthy differences between the ways groups should be treated (prescriptive stereotypes) and groups actually are treated (descriptive stereotypes). Results strongly support the notion that the BIAS Map allows for predictions about the normative functions of fundamental stereotypes.

**A250****THE RELATIONSHIP OF RACIAL COLORBLINDNESS TO IMPLICIT AND EXPLICIT PREJUDICE**

Philip Mazzocco<sup>1</sup>,  
<sup>1</sup>Ohio State University at Mansfield – More and more Americans appear to support the principle of racial colorblindness. Though some have lauded this development as a harbinger of the end of racial conflict in America (e.g., Disouza, 1995), others believe that racial colorblindness is just the most recent instance of an ideology that systematically harms racial minorities (e.g., Bonilla-Silva, 2006; Carr, 1997). According to Bonilla-Silva (2000) a key component of racial colorblindness is its lack of association with affective racial prejudice. Instead, racial colorblindness is presumed to be based on rationalistic beliefs and value orientations. In the present study involving 72 white college students, a four-item measure of racial colorblindness (Mazzocco, 2009) was included alongside several measures of black prejudice; specifically, two measures of implicit prejudice, two measures of explicit old-fashioned prejudice, and two measures of modern prejudice (the modern and symbolic racism scales). Confirming Bonilla-Silva's presumption that racial colorblindness is not driven by affective prejudice, null correlations were found between the colorblind scale and all measures of implicit and old-fashioned prejudice ( $-.10 < r < .10$  for all). Despite these null correlations, the colorblind scale consistently predicted attitudes toward a variety of racial policy programs. The colorblind scale was found to be significantly correlated with both modern ( $r = .24$ ) and symbolic ( $r = .32$ ) prejudice, perhaps due to a similar set of value orientations underlying all three constructs. These findings have important implications regarding both the nature of racial colorblindness, and also how such an ideology might be undermined.

**A251****THE EFFECTS OF SOCIAL CLASS AND MONEY REMINDERS ON PERFORMANCE**

Sarah J. Gervais<sup>1</sup>,  
<sup>1</sup>University of Nebraska-Lincoln – This research examined how reminders of money and socioeconomic status (SES) affect emotions and cognitive performance for students from different social class backgrounds. Recent research shows that money reminders lead to perceptions of control and self-sufficiency (Vohs, Mead, & Goode, 2006). We argued, however, that students' responses to money may vary as function of their social class. To consider this possibility, we asked undergraduates (158 females, 63 males) to indicate their parents' income (SES prime), the money in their pocket (money prime) or the number of their siblings (control prime). Participants were then given 20 minutes to complete 25 word problems and asked to complete a 14-item money worry measure ( $\alpha = .70$ ). Consistent with predictions, a main effect of SES,  $F(1, 220) = 5.62$ ,  $p < .0043$ , revealed that low SES students were more worried about money ( $M = 2.83$ ,  $SD = .78$ ) than middle ( $M = 2.53$ ,  $SD = .86$ ) and high ( $M = 2.45$ ,  $SD = .74$ ) SES students and a significant SES X Prime interaction,  $F(1, 220) = 2.46$ ,  $p < .0468$ , revealed that low SES students were more worried about money when reminded of money or SES, than medium and high SES students. Somewhat ironically, how-

ever, a significant SES X Prime interaction,  $F(1, 220)=2.84$ ,  $p<.0253$ , further revealed that low SES students performed better when reminded of money or SES, whereas medium and high SES students performed worse. Money concerns also partially mediated the relationship between prime and performance for low SES participants. We discuss these findings in the context of ongoing research which examines the impact of social class and money on emotions, cognitive functioning, and social interactions.

#### A252

##### "I (DON'T) FEEL YOUR PAIN!": EFFECTS OF AUDIENCE RACE AND NEED TO BELONG ON REPORTS OF WHITE PRIVILEGE

Joshua D. Meadors<sup>1,2</sup>, AnGelica Alsbrooks<sup>2</sup>, Johanna Labadie<sup>2</sup>, Laurie O'Brien<sup>2</sup>; <sup>1</sup>University of California, Riverside, <sup>2</sup>Tulane University – Pervasive group inequality between White and Black Americans has traditionally been framed as Black disadvantage. Framing inequality as White privilege threatens Whites' collective self-worth and increases collective guilt, leading to a tendency to deny privilege (Lowery et al., 2007; Powell et al., 2005; Unzueta & Lowery, 2008). Drawing upon past research (e.g., Carvallo and Pelham, 2004; Postmes et al., 1999), the goal of the present study is to examine factors that affect Whites' reports of privilege. We expected Whites' reports of personal privilege would be lower than group privilege—a personal/group discrepancy (PGD). We hypothesized that the PGD would be larger in the presence of a Black experimenter because Whites would attempt to differentiate themselves from the rest of their group. Furthermore, we hypothesized that with Black experimenters, the PGD would be largest when need to belong was high and participants wanted the acceptance of the experimenter. We hypothesized that the reverse would be true for White experimenters. Following a priming task that manipulated need to belong, participants reported personal and group privilege. Consistent with our hypothesis, participants reported more group than personal privilege. Furthermore, the PGD was larger in the presence of a Black experimenter. Regardless of experimenter race, reports of both personal and group privilege were larger when need to belong was high. Additional research is needed to understand why need to belong increases reports of both types White privilege, regardless of the audience. The current research suggests avenues for interventions to increase White's awareness of their privilege.

#### A253

##### THE EFFECTS OF AMBIVALENT STEREOTYPES TOWARD DISABLED PEOPLE ON ATTITUDES AND PERCEPTION OF SOCIAL SYSTEM

Tokika Kurita<sup>1</sup>, Takashi Kusumi<sup>1</sup>; <sup>1</sup>Graduate School of Education, Kyoto University – Disabled people seemed as high warmth and low competence (Fiske et al., 2002). We investigated the effects of activation of such ambivalent stereotypes toward disabled people on attitudes and perception of social system. Forty-one participated in the experiment. Participants saw a picture and they asked to write down words they associated. They were assigned three activation conditions. 1) In the positive stereotype condition, they saw a picture of disabled person and associated of personality of the person. 2) In the negative stereotype condition, they saw a picture of disabled person and associated competence of the person. 3) In the control condition, they saw a picture of sofa (i.e. neutral picture). They activated one of three concepts and then conducted the Implicit Association Test (IAT) to measure their prejudice toward disabled people and questionnaire of perception of social system concerning welfare of disabled people. The results showed that the participants who activated negative stereotype were higher implicit prejudice toward disabled people than the control condition, however perceived the social system as negative that is, they considered it more necessary to improve. On the other hand, the participants who activated positive stereotype seemed the social system as positive that is, they considered it less necessary to improve. The ambivalent stereotype toward disabled people has the ironic results as for attitudes and social system. Negative stereotype about disabled people's competence may improve social system for disabled people. Positive stereotype about personality of disabled people may improve their attitudes toward disabled people.

#### A254

##### ACCENTUATE THE POSITIVE! THEORIES OF GENDER DIFFERENCE AND SELECTIVE STEREOTYPING

Jill Coleman<sup>1</sup>; <sup>1</sup>Roosevelt University – Previous research on essentialist theories of gender has shown that individuals who endorse essentialist, biologically based explanations for gender differences are also likely to endorse gender stereotypes (Brescoll & LaFrance, 2004) and to positively evaluate stereotypically feminine traits (Coleman, manuscript in preparation). The goal of the present study was to examine how these explanations of gender differences might lead individuals to differentially endorse positive and negative traits as descriptive of women and men. Female students ( $N = 47$ ) participated in an experiment described as a reading comprehension study. After reading an article on one of the two gender difference explanations (biological, social), the participants reported the extent to which a list of approximately eighty traits applied to women and men. The results indicated that participants who read the article on biological explanations were more likely to endorse positive traits (e.g., loyal, affectionate) as being descriptive of women, while participants reading about social explanations were more likely to endorse negative traits (e.g., gullible) as being descriptive of women. Additionally, participants who read about social explanations were more likely than participants who read the biological article to endorse masculine traits, particularly positive masculine traits (e.g., self-reliant, ambitious), as being descriptive of women. These results suggest that women who endorse essentialist, biologically based explanations for gender differences are more likely to view stereotypically feminine characteristics positively, while those endorsing social explanations are more likely to view both feminine and masculine stereotypes in a more balanced manner.

#### A255

##### PREJUDICE ENHANCES INCLUSION OF CRIMINAL FACES IN STIGMATIZED CATEGORY

Ron Dotsch<sup>1</sup>, Daniel Wigboldus<sup>1</sup>, Ad van Knippenberg<sup>1</sup>; <sup>1</sup>Behavioural Science Institute, Radboud University Nijmegen – People who are highly prejudiced towards Moroccan people (a highly stigmatized immigrant group in the Netherlands) expect Moroccan faces to look more criminal (Dotsch, Wigboldus, Langner, & van Knippenberg, 2008). Therefore, criminal faces should fit the category of Moroccans better for highly prejudiced people (Bruner, 1957; Oakes, 1987; van Knippenberg & Dijksterhuis, 2000). If this is the case, highly prejudiced people should include more criminal faces in the Moroccan category than people low in prejudice. This hypothesis was tested using a task in which participants were instructed to categorize Moroccan faces and criminal Moroccan faces into the categories Moroccan and non-Moroccan. Prejudice was assessed using a Single Target Implicit Association Test (Bluemke & Fries, 2008). The results showed that while all participants categorized a greater percentage of criminal Moroccan faces than Moroccan faces as Moroccan,  $F(1, 76) = 24.35$ ,  $p < .01$ , partial  $\eta^2 = .24$ , this effect was stronger for highly prejudiced participants than for participants low in prejudice,  $F(1, 76) = 5.58$ ,  $p = .02$ , partial  $\eta^2 = .07$ . Our results support the idea that prejudice biases the categorization process on the level of category applicability. Social categorization (Allport, 1954) has proven to be an important concept in explaining prejudice (Fiske, 2005). Ample research has shown the influences of prejudice on the consequences of categorization. The current research clearly demonstrates the effect of prejudice on the categorization process itself.

#### A256

##### TIRED OF PREJUDICE: THE SELF-REGULATORY EFFECT OF DISCRIMINATION ON HEALTH-RELATED BEHAVIORS

Elizabeth Pascoe<sup>1</sup>; <sup>1</sup>University of Northern Colorado – Within a self-regulatory framework, three studies examined the causal effect of discrimination on health-related behaviors. In study 1, reflection upon a past personal experience of discrimination led to more unhealthy food-related decision-making. Study 2 revealed increased endorsement of unhealthy food items following a discriminatory experience for individuals who experienced low levels of past-year discrimination. Individuals reporting high levels of

discrimination within the past year endorsed high numbers of unhealthy foods regardless of experimental condition. Also, individuals who decided to accept a snack from the experimenter were marginally more likely to select an unhealthy option after experiencing discrimination. Finally, study 3 found that the anticipation of conversing with an individual who espoused benevolently sexist attitudes marginally increased individuals' willingness to accept a snack from an experimenter than did the anticipation of hostile sexism. For individuals who accepted a snack, higher levels of gender identification were found to protect individuals from choosing an unhealthy snack over a healthy one. These results provide initial evidence that the experience of discrimination over several temporal formats can result in a reduced ability to refrain from unhealthy eating behavior. These findings represent an important advance in framing how exactly discrimination may affect health through interruptions in individuals' ability to self-regulate in health behavior-related domains.

#### A257

**RAISING STUDENT AWARENESS THROUGH EXPOSURE TO CAMPUS BIAS** Heather D. Hussey<sup>1</sup>, Bethany K. B. Fleck<sup>1</sup>, Rebecca M. Warner<sup>1</sup>; <sup>1</sup>University of New Hampshire – Prejudice and acts of bias have become an increasingly popular social issue demanding attention on many college campuses today. These harmful actions (e.g., physical assaults, biased speech, and vandalism) have been shown to have short and long term negative effects on minority group members. However, many majority group members are not aware of the impact of these biased actions and words. The current study examined the impact of exposure to collected artifacts from biased incidents on campus over the past five years on students. After viewing the "Bias Gallery", students' affective reactions and comments were measured as well as their commitment to becoming an ally. Results suggest that exposure to artifacts of campus bias affected females and males differently. Females scored significantly higher on anger, whereas males scored significantly higher on feelings of satisfaction and contentment. There were no gender differences for ally commitment. Rather, students with greater feelings of anger and guilt were more likely to commit to being an ally after viewing the Bias Gallery. Five months later, the majority of students reported greater awareness of the bias on campus and monitoring their own biased language. Written comments support previous literature in that many students reported surprise and even alarm that such actions happen around them. Results also showed that every student spoke with someone (e.g., friends, family, and teachers) about the Bias Gallery, suggesting that interventions exposing students to the truth of bias on their campus can be effective in raising student awareness and engendering important discussions.

#### A258

**OBAMA'S WIN IS A GAIN FOR AFRICAN AMERICANS? CHANGES IN IMPLICIT RACIAL PREJUDICE FOLLOWING THE 2008 US PRESIDENTIAL ELECTION** Michael Bernstein<sup>1</sup>, Steven Young<sup>1</sup>, Heather Claypool<sup>1</sup>; <sup>1</sup>Miami University – Did Barack Obama's victory in the 2008 Presidential election impact racial prejudice in the US and, if so, were implicit and explicit attitudes differentially affected? Witnessing the historic victory of Obama could result in a number of different outcomes in terms of attitude change. Because exposure to positive group exemplars has been shown to produce favorable changes in attitudes on both explicit and implicit measures, both might be more positive following Obama's election. On the other hand, for social desirability reasons, participants may report very favorable attitudes toward African Americans at all times on explicit measures because they are so easy to control, which might result in no apparent improvement in explicit racial attitudes post election. Finally, if participants subtype Obama, no changes (in either explicit or implicit attitudes) might be observed. This study was designed to investigate these possibilities. A sample of forty White participants reported their explicit and implicit prejudice toward African Americans in two sessions, one immediately prior to and one immediately following the 2008 US Presidential election. A paired-samples t-test on the implicit measure (a racial IAT) showed that implicit bias was significantly

smaller after the election ( $M=301.78$ ,  $SD=227.90$ ) than before ( $M=427.61$ ,  $SD=385.42$ ),  $t(41)=2.26$ ,  $p=.029$ , whereas a paired-samples t-test on the explicit measure (the Attitudes Toward Blacks Scale) revealed no change in explicit bias ( $p>.45$ ). These results indicate that implicit prejudice decreased following Obama's election, whereas explicit prejudice remained unchanged. The possible mechanisms that gave rise to these results will be discussed.

#### A259

**STEREOTYPES OF LATINA/O PROFESSORS BASED ON ETHNICITY, GENDER, TEACHING STYLE, AND COURSE TYPE** Kristin J. Anderson<sup>1</sup>, Shauna M. Curtis<sup>1</sup>; <sup>1</sup>University of Houston-Downtown – Much of the research on discrimination of people of color has focused on whites' discrimination of African Americans. Less is known about discrimination directed at other ethnic groups. This study examined students' perceptions of Latina/o and Anglo professors based on professor ethnicity, gender, teaching style, and type of course taught. An ethnically diverse sample of undergraduates ( $N = 594$ ) rated hypothetical professors on several dimensions including perceived warmth, professional competence, and difficulty. Evidence consistent with response amplification and expectancy violation theories was found. Women's and Latina/os' ratings were, in some cases, based on their teaching style, while Anglo men's were not. Implications for women and Latina/os in the academy are discussed.

#### A260

**ALLOCATION OF DRUG BENEFITS TO HIV POSITIVE PATIENTS: INFLUENCE OF METHOD OF DISEASE TRANSMISSION, PATIENTS' SEXUAL ORIENTATION, AND BELIEFS REGARDING SEXUAL ORIENTATION AS A CHOICE** Renee Murray<sup>1</sup>; <sup>1</sup>Iowa State University – The present study examined method of disease transmission, sexual orientation, and beliefs regarding sexual orientation as a choice as predictors of attitudes toward people with HIV/AIDS. Based on attribution theory, I expected participants to respond negatively to controllable infections (e.g., unsafe sex), regardless of target sexual orientation. However, based on just world theory, when infection was uncontrollable (e.g., infected medical equipment), I expected participants who view sexual orientation as a choice to respond more negatively to gay than to heterosexual targets as a means to explain the infection. Student participants ( $n=267$ ) read a vignette describing either a gay or heterosexual man applying for free drug coverage whose HIV infection was either controllable or uncontrollable. Afterward, participants completed measures of support for admittance and beliefs regarding whether sexual orientation is a choice. A 2(Orientation)X2(Transmission Method)X2(Orientation as Choice) ANOVA revealed that when the target was heterosexual, participants who believe sexual orientation is a choice reported greater support for admittance when infection was uncontrollable. However, transmission method did not influence support for admittance for gay targets. I hypothesized that when infection was uncontrollable these participants would respond more negatively to gay targets, but did not expect that transmission method would have no influence on gay targets. These findings suggest attribution theory may not predict reactions to gay targets when participants believe sexual orientation is a choice. Consistent with just world theory, when infection was uncontrollable, participants who believe sexual orientation is a choice likely used the gay targets' sexual orientation to explain infection.

#### A261

**THE EFFECTS OF ALCOHOL ON NEGATIVE STEREOTYPES IN A BAR POPULATION** Kristen Konkel<sup>1</sup>, Toni Bisconti<sup>2</sup>; <sup>1</sup>Colorado State University, <sup>2</sup>The University of Akron – Extensive research has shown that stereotypes are used in everyday situations, but there is a limited amount of work looking at how they relate to alcohol consumption. Past research has shown that after the consumption of alcohol, participants are less able to inhibit stereotypical responses in a laboratory setting (Bartholow, Dickter, & Sestir, 2006). The present research extended this work by exploring the effects of alcohol consumption on stereotype use (particularly nega-

tive stereotypes) in a real-world setting. In this experiment, 88 participants were recruited from a Northeast Ohio bar to complete a short word-association task. After passing a measure of cognitive impairment and completing a survey used to estimate blood alcohol levels, participants responded to a series of single-word stimuli with the first word that came to mind. Responses were coded as a negative stereotype, a non-negative stereotype, or neither (e.g., stimulus word blonde and response word dumb is a negative stereotype). Unexpectedly, results showed that as blood alcohol levels increased, subjects were no more likely to use negative stereotypes,  $r = .09$ ,  $p = .43$ . However, subsequent analyses revealed an important gender difference. As women drank more, they used significantly more stereotypes,  $r = .39$ ,  $p < .05$ . No such association was documented for men. Findings supported past research that alcohol may affect cognitive control over stereotype use, but only in women, not men.

#### A262

**EXAMINING THE SEPARATION OF CHURCH AND STATE: THE AMERICAN=CHRISTIAN EFFECT** Jayson Carvalho<sup>1</sup>, David A. Butz<sup>2</sup>; <sup>1</sup>University of Massachusetts, Amherst, <sup>2</sup>Morehead State University – Although many Americans are committed to increasing diversity in the United States, at the same time they may retain prototypical views of the social groups that most strongly represent the American identity. For example, Devos and Banaji's (2005) work revealed that Americans more strongly associate the American identity with Whites/Caucasians than with other ethnic groups. The current research extends previous work by examining the role of religion in the prototypical American identity. We predicted that Americans would more strongly associate the American identity with Christian than with non-Christian religious groups. Strong "American=Christian" associations were expected to result in responses on resource allocation tasks that favored Christian relative to non-Christian religious groups. Ninety-five participants completed an Implicit Association Test (IAT) modified to assess the strength of implicit "American=Christian" associations. In addition, during the course of the session participants allocated resources to Christian and non-Christian campus groups and completed explicit measures of the extent to which a range of religious groups were regarded as American. Results indicated that participants strongly associated the American identity with Christianity at both an implicit and explicit level, and these associations were stronger among Christian compared to non-Christian participants. Moreover, strong explicit American=Christian associations were associated with responses on resource allocation tasks that favored Christian groups. This work will be discussed in terms of its implications for broadening work on American prototypes and developing approaches to create more inclusive representations of the American identity.

#### A263

**EFFECTS OF THE AMERICA FLAG ON BIAS AND STEREOTYPING** Shanette Porter<sup>1</sup>, Melissa Ferguson<sup>1</sup>; <sup>1</sup>Cornell University – Cognitive and social psychological research suggests that there are numerous, sometimes conflicting, associations tied with concepts in memory; upon activation of a particular concept, these associations can affect an individual's beliefs and attitudes (e.g., Bargh, 2007). We examined how the activation of America, specifically through nonconscious exposure to a national cue, alters attitudes toward, and beliefs about, Blacks. We derived two potential hypotheses. First, both empirical research and well-known prescriptive norms suggest a link between America and egalitarianism, indicating that implicit activation of America could lead to more positivity toward Blacks (Butz et al., 2007). Alternatively, given a descriptive historical trend of unequal treatment of Blacks, as well as recent research finding that America was more readily associated with Whites than other ethnicities, beliefs about Blacks could become more negative upon activation of America (Devos & Banaji, 2005). In study 1, participants were primed with the American flag or a control image, then completed an IAT measuring attitudes toward Blacks and Whites. We found that attitudes toward Blacks were significantly less positive in the experimental condition. In study 2, participants were primed with

the flag or control image, then completed an IAT measuring stereotyping of Blacks. There was significantly more stereotyping of Blacks in the experimental condition. In study 3, which combined the methodologies used in the first two studies, we found evidence for a mediational path in which activation of America lead to negative stereotyping of Blacks, which led to negative bias against Blacks.

#### A264

**HOW CAN EXPOSURE TO PERVASIVE GROUP DISCRIMINATION LEAD SOME WOMEN TO FEEL BETTER? EXAMINATION OF A GROUP DISCREPANCY ACTIVITY AND ITS EFFECT ON WOMEN'S WELLBEING AFTER EXPOSURE TO GROUP DISCRIMINATION** Brandon Cosley<sup>1</sup>, Shannon McCoy<sup>1</sup>, Joseph Wellman<sup>1</sup>, Ellen Newell<sup>1</sup>, Ryan Pickering<sup>1</sup>; <sup>1</sup>University of Maine – Many theoretical perspectives predict that when members of low status groups are exposed to evidence of pervasive group discrimination their wellbeing will suffer (see Major, Quinton, & McCoy, 2002 for a review). It has been argued that evidence of group discrimination highlights the group's inadequacies, which leads to the internalization of one's own inferiority (Allport, 1954). The present studies sought to examine how women exposed to clear evidence of group discrimination subsequently think about their group, and how those thoughts influence their mood and self esteem. Across 2 studies we show the counter intuitive relationship that women who identify inadequacies with their group (i.e. group discrepancy activity) after exposure to evidence of clear discrimination against their group feel better (study 1 & study 2), have higher self esteem (study 2), and feel more in control over their future outcomes (study 2) compared to women who perceive fewer group discrepancies. We also show that this effect does not emerge when women are not given an opportunity to consider their group's inadequacies (study 2), nor when they are exposed to information regarding mere group inequality (study 1 and study 2). Ironically, across two studies, when women focused on the discrepancy between how women are and how they ought to be they felt better in the face of sexism. Potential mediators and explanations for this counterintuitive finding are discussed.

#### A265

**PSYCHOLOGICAL CORRELATES OF RACIAL BIAS IN CONSCIOUS AND UNCONSCIOUS THINKERS** Madelijn Strick<sup>1</sup>, Ap Dijksterhuis<sup>1</sup>, Rick Van Baaren<sup>1</sup>; <sup>1</sup>Radboud University Nijmegen – This study explored whether thinking consciously or unconsciously reduces racial bias. Participants were asked to imagine having to find a new roommate, and were subsequently presented with the descriptions of four candidates. Each description comprised both verbal information and a picture of the roommate's face. All roommates were white, but two of them had African facial features, whereas the other two had Caucasian facial features. In the immediate condition, participants evaluated each roommate directly after information presentation. In the conscious condition, participants evaluated the roommates after carefully thinking about them. In the unconscious thought condition, participants evaluated the roommates after being distracted with an anagram task. Finally, implicit prejudice (using the IAT), explicit attitude toward Africans, and Motivation to Control Prejudice of all participants were assessed. The results showed that only participants in the immediate condition were racially biased, i.e., preferred Caucasians over Africans, whereas participants in the other two conditions were not. Furthermore, across the thought conditions, the level of racial bias correlated with different psychological constructs. In the immediate condition, racial bias was correlated with implicit prejudice. In the conscious thought condition, racial bias was correlated with the explicit attitude toward Africans. In the unconscious thought condition, prejudice was correlated with the motivation to control prejudice. In conclusion, both conscious and unconscious thought reduce racial bias, but through different psychological mechanisms. Whereas conscious thought helps to act in line with explicit racial attitudes, unconscious thought helps to fulfill the goal to control prejudice.

**A266**

**IMPLICATIONS OF TIMING OF SEXUAL ORIENTATION DISCLOSURE FOR INTERGROUP INTERACTIONS** David Buck<sup>1</sup>, E. Ashby Plant<sup>1</sup>, <sup>1</sup>Florida State University – Because sexual orientation is not necessarily identifiable, homosexual individuals often have the option of revealing or concealing their group identity until they feel comfortable disclosing. The current study sought to determine whether timing of the disclosure of sexual orientation, be it immediate or delayed, might influence impression formation. We were further interested in how impression formation might influence factors typically relevant to the course and quality of intergroup interactions. Participants were led to believe that they would soon be interacting with another person after sharing information about one another via videotaped interviews. Participants watched a videotaped interview of a male confederate. The sexual orientation of the confederate and the timing of disclosure of sexual orientation were manipulated. After watching the video, participants' reactions toward the confederate and the pending interaction were assessed. Results showed a three-way interaction between participant sex, timing of disclosure, and sexual orientation of the confederate. Timing of disclosure did not matter for the straight confederate or for the female participants across orientation conditions. However, when the confederate identified as gay early, male participants disliked him more and perceived him as more stereotypic than when he identified as gay late in the interview. In addition, male participants were more interested in avoiding the interaction and had negative expectations about the interaction with the gay confederate who identified early versus late. Responses to the upcoming interaction were mediated by the stereotypicality of participants' impression of the confederate.

**A267**

**CAPITALIZING ON MULTIPLE SOCIAL IDENTITIES TO PREVENT STEREOTYPE THREAT: THE ROLE OF SELF-ESTEEM** Kathryn Boucher<sup>1</sup>, Robert Rydell<sup>1</sup>, <sup>1</sup>Indiana University – Activation of negative stereotypes about women's math ability decreases their math performance (i.e., stereotype threat; Steele, 1997). However, stereotype threat-related performance decrements can be eliminated when a social identity with positive stereotypes for math performance (i.e., college students) is concurrently available (Rydell, McConnell, & Beilock, 2009). In two experiments, we examined if self-esteem could predict whether stereotype threat impacted women's performance when both a positive and a negative social identity related to math performance were available. We expected women with greater self-esteem to benefit more from an available positive social identity in a threatening situation, allowing them to identify less with their gender and to retain cognitive resources necessary for successful math performance. After completing a trait self-esteem scale (Rosenberg, 1965), participants were told: no stereotypic information, "college students are good at math," "women are bad at math," or "college students are good at math" and "women are bad at math" (multiple identities condition). Participants completed a measure of gender identification (Experiment 1) or working memory capacity (WMC) (Experiment 2) and solved difficult math problems. In the multiple identities condition, there was a positive relation between: self-esteem and performance in each experiment, self-esteem and reduced gender identification, and self-esteem and increased WMC. WMC mediated the relation between self-esteem and performance. These results demonstrate self-esteem's buffering potential as the combination of high self-esteem and a positive, self-relevant stereotype about math ability eliminated the impact of stereotype threat on performance and WMC.

**A268**

**DISTORTING REALITY?: THINKING ABOUT PRESIDENT OBAMA LEADS PEOPLE TO DISCOUNT SOCIETAL AND PERSONAL RACIAL BIAS** Jill Lybarger<sup>1</sup>, Margo Monteith<sup>1</sup>, <sup>1</sup>Purdue University – We examined the effects of priming President Obama on perceptions of societal and individual level racial bias. Believing they were designing magazine covers, participants (N=104) were instructed to create taglines for either a photo of

Obama or a control image. After this, participants completed various measures relating to bias. Participants also completed the implicit association test (IAT), were given fixed feedback suggesting they had a preference toward Whites, and were asked about the validity of the test. Our results indicated that participants creating taglines for Obama were more likely to report that Blacks could get ahead if they just worked harder and that discrimination is no longer a problem in the United States, relative to the control tagline condition. Participants who created taglines for Obama also perceived the IAT as a less valid test of racial bias. However, our manipulation was unrelated to participants' reports of their internal or external motivations to control prejudice or to their level of racial bias on the IAT. These findings indicate that thinking about our country's newly elected first Black President did not shift participants' explicit beliefs about controlling their racial prejudice, nor did it affect their implicit racial attitudes. However, it did cause participants to discount the possibility that racial bias operates in society and themselves. Discussion focuses on how such distortions of reality may have negative implications for Blacks.

**A269**

**IMPLICIT PREJUDICE AND UNINTENTIONAL INTERRACIAL BEHAVIORAL COORDINATION** Tamra E. Beckman<sup>1</sup>, Alen Hajnal<sup>1</sup>, Virgil Zeigler-Hill<sup>1</sup>, Kenji Noguchi<sup>1</sup>, Jonathan D. Walker<sup>1</sup>, <sup>1</sup>University of Southern Mississippi – Implicit prejudice has been shown to be associated with a variety of spontaneous interracial behaviors (e.g., Fazio, Jackson, Dutton, & Williams, 1995). The purpose of the present study was to examine whether implicit prejudice would predict unintentional interracial behavioral coordination. Unintentional coordination has been demonstrated in various tasks such as walking in pairs (van Ulzen, Lamothe, Daffertshofer, Semin, & Beek, 2008) and rocking in rocking chairs (Richardson, Marsh, Eisenhower, Goodman, & Schmidt, 2007). The principles that govern this collective behavior remain largely unknown. We asked pairs of naïve participants sitting side-by-side in rocking chairs to rock at their individually preferred tempos. Data were collected from 66 undergraduate students (6 White men, 26 White women, 7 Black men, and 27 Black women). The racial compositions of the dyads were White-Black (12 pairs), White-White (10 pairs), and Black-Black (11 pairs). Following the rocking chair task, participants were asked to complete measures of implicit prejudice and explicit prejudice. The racial composition of these dyads was not found to influence the degree of behavioral coordination between the participants constituting each dyad,  $F(2,30) = 1.67$ , ns. However, the implicit prejudice levels of the White participants in the White-Black dyads were associated with the degree of behavioral coordination between themselves and their Black partners ( $r = .70$ ,  $p < .05$ ). These results show that higher levels of implicit prejudice among White participants predicted greater behavioral coordination with Black participants. Discussion will focus on the role of implicit prejudice in social interactions between White and Black individuals.

**A270**

**OUTSIDERS IN ACADEMIA: SEX-STEREOTYPING OF WOMEN PROFESSORS IN "FEMALE APPROPRIATE" CONTEXTS** Katherine E. Briley<sup>1</sup>, Karen Z. Naufel<sup>1</sup>, Michael B. Pyle<sup>1</sup>, <sup>1</sup>Georgia Southern University – Women are seen as less competent than men in various contexts even when achieving the same performance level as men (Foschi, 2009). In academia, women's teaching ability is judged to be of lower quality than men's, as men are still seen as the "typical" college professor (Etaugh & Riley, 1983). In the present study, we examined if such stereotypical attitudes prevailed in contexts in which women's expertise were valued. Specifically, we examined how female professors are viewed in stereotypically female versus male departments, and how female professors are viewed by female students. First, we hypothesized that male professors would be rated higher than female professors at coeducational colleges. However, because women's colleges foster an environment in which women can thrive in stereotypically male fields (Kinzie, Thomas, Palmer, & Umbach, 2007), we also hypothesized that female professors would be rated higher than male professors at women's colleges. Public



student ratings for 3066 professors from 46 women's colleges and 54 coeducational colleges were analyzed. For each professor, professor gender, professor department (stereotypically female versus male), and the rating of instructor quality were recorded. Partially supporting the first hypothesis, male professors had significantly higher quality ratings than female professors at coeducational colleges, but the effect was unique to professors in stereotypically female departments. Against the second hypothesis, male professors were also rated higher than female professors at women's colleges. These results suggest that women are still seen as outsiders in academia even in stereotypically female contexts.

#### A271

**HOW DOES STEREOTYPE THREAT INFLUENCE MARKETPLACE DECISIONS: IMPACTS OF THE NEGATIVE INGROUP STEREOTYPE ACTIVATION ON SELECTION OF TRANSACTION PARTNERS AND INVESTMENT OPTIONS** Kyoungmi Lee<sup>1</sup>, Hakkyun Kim<sup>2</sup>, Kathleen Vohs<sup>3</sup>; <sup>1</sup>Kansas State University, <sup>2</sup>Concordia University, <sup>3</sup>University of Minnesota – We tested whether stereotype threat affects decisions with long-term implications for well-being. Given that stereotype threat evokes avoidance tendencies and prevention goals (e.g., Brodish & Devine, 2009; Seibt & Forster, 2004), we proposed that consumers for whom a negative ingroup stereotype is made salient will make poorer decisions and we tested this in the financial realm. We predicted that stereotype-threatened women would lower intentions to engage with outgroup members, even if they could help participants make wise financial decisions, and display a cautious investment style. Four experiments supported these predictions. Experiment 1 found that women (but not men) who were reminded of a negative stereotype about women and math lowered their intentions to interact with outgroup members who were known experts in financial decisions. Experiment 2 replicated the effect and found that such avoidance occurred because of heightened mistrust in outgroup members and was particularly prominent among women with low self-esteem. Experiments 3 and 4 found that women under stereotype threat adopted more cautious investment styles than when not under threat. Specifically, women reminded of the math-gender stereotype preferred Treasury bonds versus stocks (Exp. 3) and low-volatility stocks, which over the long-term underperform high-volatility ones (Exp. 4). Together, these decisions can be viewed as prevention-focused and, more importantly, poor selections for long-term financial health. These four experiments therefore demonstrate that stereotype threat impairs decision making in a manner that could harm financial well-being, the importance of which cannot be underscored given the current economic climate.

#### A272

**THE PERSPECTIVE-TAKING--PREJUDICE LINK: EMPATHY, SELF-OTHER OVERLAP, AND ATTRIBUTIONS AS MEDIATORS** Caroline Mann<sup>1</sup>, Michael Olson<sup>1</sup>; <sup>1</sup>University of Tennessee – This study extends the perspective-taking literature to mental illness stigma and examines multiple mediational pathways between perspective-taking and reductions in prejudice. Previous research has shown that perspective-taking leads to decreased prejudice (e.g., Batson, Early, & Salvarani, 1997; Galinsky & Moskowitz, 2000), but questions remain as to how perspective-taking creates such effects. Mediators such as empathy, self-other overlap, and attributions are the big theoretical players, but have rarely been tested in unison. This study employed a 3x2 factorial design, with participants (n=185) randomly assigned to perspective-taking, objective, or “no instruction” conditions, and then exposed to a narrative of a student with bipolar disorder or AIDS. Afterward, participants completed a social distance scale and funds allocation task (outcome variables) as well as measures tapping potential mediators such as empathy, self-other overlap, and attributions. Results indicated that prejudice toward the individual and the group was reduced, and that empathy, self-other overlap, and attributions all partially mediated the relationship for prejudice toward the individual. However, for attitudes toward the group, empathy was the only significant mediator. Testing different path models in SEM, those in

which self-other overlap acted upon empathy (which in turn predicted prejudice) were the only models with sufficient goodness of fit. These results speak to how competing theories of perspective-taking (i.e. empathy vs. self-based) may operate in conjunction with each other, underwriting the effects of perspective-taking. More research needs to examine these theories in a collaborative manner, as they are likely not orthogonal.

#### A273

**A TEST OF TMT: MORTALITY SALIENCE AND AVOIDANCE OF WORLDVIEW THREATS** Taylor Wadian<sup>1</sup>, Helen C. Harton<sup>1</sup>; <sup>1</sup>University of Northern Iowa – Years of research on terror management theory suggests that people cling more adamantly to their worldviews when mortality is salient, causing individuals to prefer those who support these worldviews (e.g., Schimel et al., 1999). However, very little research has examined how this increased preference for worldview-validating information influences behavior (c.f., McGregor et al., 1998). In this study, participants wrote about either their own death or dental pain and then played a simulated game of catch (Cyberball) over the internet with three fictitious African American targets that were manipulated to appear to be consistent, neutral, or inconsistent with common African American stereotypes. Participants tossed the ball less often to the stereotype consistent African American than either the neutral or stereotype inconsistent targets regardless of mortality salience or participants' level of need for closure. Participants also rated the stereotype consistent target more positively on attitude and trait ratings. Interestingly, however, participants in the mortality salience condition who were high in need for closure rated the stereotype consistent target less favorably than those lower in need for closure. Results suggest that stereotypes do influence behavioral interaction with and favorability toward African Americans, and that these effects seem to be apparent regardless of mortality salience. Given the effects of social exclusion (e.g., Williams, 2008), avoidance of an African American based on his or her consistency with prominent African American stereotypes may in fact evoke behaviors that validate these negative stereotypes (i.e., hostility, social loafing, and decreased cognitive ability) and thus perpetuate these stereotypes further.

#### A274

**AMBIGUITY TOWARD SEXUAL ABUSE VICTIMS** Erin D. Solomon<sup>1</sup>, Amy M. Garczynski<sup>1</sup>, Ruth Warner<sup>1</sup>, Nyla Branscombe<sup>2</sup>, Ghazaleh Fouladi<sup>1</sup>; <sup>1</sup>Saint Louis University, <sup>2</sup>University of Kansas – In two studies, we explore how people react to a victim of childhood sexual abuse compared to a nonvictim, when they have a rationalization for expressing prejudice against them—in that the target has harmed another person—or do not. According to two-factor theories of prejudice, prejudice is only expressed when there is sufficient justification (Crandall & Eshleman, 2003). Research has explored the expression of prejudice based on justifications for groups such as African-Americans and the obese (Gaertner & Dovidio, 1986; King, et al., 2006). However, victims of sexual abuse are unique from these groups in that other theories suggest that their victim status would act as a mitigation factor if they harmed someone else (Barnett, Brodsky, & Davis, 2005). In both studies, participants read vignettes regarding a fictional hiring scenario and evaluated applicants on expected job performance and social distance. The results of both studies show that nonvictims who did harm were rated higher on expected job performance and lower on social distance than victims who did harm. There was no difference on judgments of job performance and social distance between victims and nonvictims when they did not do harm. Additionally, Study 2 showed that the order in which the victimization history and harm-doing were presented had no effect. In summary, harm-doing victims are judged more harshly than harm-doing nonvictims. The results support the two-factor theories of prejudice.

**A275**

**BOOSTING OLDER PEOPLE'S PERFORMANCE** Hannah Swift<sup>1</sup>, Dominic Abrams<sup>1</sup>; <sup>1</sup>Centre for the Study of Group Processes, University of Kent – According to stereotype threat theory, (Steele & Aronson, 1995) people underperform on tasks when a negative self-relevant stereotype is activated. In contrast, stereotype lift occurs if a relatively positive self-stereotype is activated because the stereotype casts doubt upon the ability of a comparison group, thereby, enhancing own performance (Walton and Cohen, 2003; Marx and Stapel, 2006). Stereotype lift can also be achieved by directly activating a positive self-relevant stereotypic expectation, denoting high achievement on a relevant task. This research examined the mediating role of anxiety in the relationship between positive and negative stereotypic expectations on older people's cognitive performance. The research also explored whether stereotype lift can be extended to, and experienced by older people, by directly activating a self-relevant social identity with a high-achievement expectation on performance. Study one, a nationally represented survey (N=2113), demonstrated that there are clear age related expectations about specific competencies, positively and negatively associated with old age stereotypes. Study two, an experiment (N=120), investigated the effect of stereotype threat and stereotype lift on a range of stereotype relevant cognitive tasks for older participants. Participants in the stereotype threat condition underperformed on all tasks compared to the control and the lift condition. However, optimum performance was shown in the stereotype lift condition on an old-age positive stereotyped task, where participants out-performed those in the control. This effect was mediated by anxiety, demonstrating that older people's performance can be boosted when the task is associated with stereotypically positive domain of competence.

**A276**

**"DO UNTO OTHERS": EFFECTS OF PRIMING THE GOLDEN RULE ON BUDDHISTS' AND CHRISTIANS' ATTITUDES TOWARD GAY PEOPLE** Oth Tran<sup>1</sup>, Nicole Lindner<sup>1</sup>, Brian Nosek<sup>1</sup>; <sup>1</sup>University of Virginia – The Golden Rule, a core precept of many religions, emphasizes the importance of treating others with compassion (Wattles, 1996). However, religious adherents inconsistently apply its message to different social groups. For example, religious people are more prejudiced against sexual minorities than racial minorities (Herek, 1987). The present study examined whether priming Golden Rule messages would influence Buddhists' and Christians' attitudes toward gay people and perceptions that homosexuality is a choice. In a priming task, participants filled in missing words for popular quotations including two Golden Rule messages that were attributed to either Buddha or Jesus in the experimental conditions. Christians (N= 585) in the Buddha-attributed Golden Rule condition showed stronger explicit anti-gay attitudes and were more likely to agree that homosexuality is a choice than Christians in the Jesus-attributed or control conditions,  $\eta$ -partial<sup>2</sup>= .01,  $p$ =.035, even after controlling for political orientation and religiosity. Buddhists (N= 394) showed no variation in attitudes across priming conditions,  $\eta$ -partial<sup>2</sup>= .001,  $p$ =.782. Our results suggest that although the Golden Rule has an important influence on believers, its message of compassion may backfire by increasing prejudice if it comes from an outgroup source.

**A277**

**SOCIAL DOMINANCE ORIENTATION, PROTESTANT WORK ETHIC, AND ATTRIBUTIONAL COMPLEXITY PREDICT IMPLICIT THEORIES ABOUT PREJUDICE** Rekha Tiwari<sup>1</sup>, Dorian M. C. Cowan<sup>1</sup>, Devin L. Wallace<sup>1</sup>; <sup>1</sup>Towson University – Much research has examined the extent to which people possess naïve or implicit theories about human characteristics (Molden & Dweck, 2006). People whose implicit theory reflects the belief that human characteristics are fixed and stable are entity theorists, while those who conceive of traits as malleable and fluid are dubbed incremental theorists. Research has examined the relationship between implicit theories and stereotyping (Levy, Stroessner, & Dweck, 1998), but none has tested whether perceivers possess implicit theories about prejudice

as a character trait. To this end, we measured implicit theories about prejudice and some factors that predict their endorsement. Data were collected from a sample of 139 White undergraduates at a large, public university in the Mid-Atlantic. Implicit theories about prejudice were predicted from a regression model including social dominance orientation, Protestant work ethic, and attributional complexity. Responses to the implicit theories about prejudice items demonstrated strong internal consistency ( $\alpha$  = .86). In addition, social dominance orientation and Protestant work ethic significantly predicted entity theories about prejudice ( $\beta$  = .281 and .252, respectively,  $ps$  < .03). Attributional complexity negatively predicted entity theories about prejudice ( $\beta$  = -.336,  $p$  < .001). We discuss Whites' implicit theories about prejudice in terms of ideologies that justify inequity between majority and minority groups. In the service of favorable intergroup relations, future research will examine behaviors predictable from implicit theories about prejudice for both high and low-status groups.

**A278**

**THE SELF-FULFILLING EFFECT OF A SOCIAL STEREOTYPE: ACCUMULATION EFFECTS ACROSS PERCEIVERS** Marie Lane<sup>1</sup>, Stephanie Madon<sup>1</sup>, Max Guyll<sup>1</sup>, Kyle Scherr<sup>1</sup>, Jennifer Willard<sup>2</sup>; <sup>1</sup>Iowa State University, <sup>2</sup>Kennesaw State University – This research provided the first test of the hypothesis that the self-fulfilling effect of a social stereotype can accumulate across perceivers. We examined the stereotype that overweight people lack willpower and self-control (Crandall, 1994). Participants (N=723) were randomly assigned to groups (N=241) comprised of one target and two perceivers each. Groups were randomly assigned to an expectation condition in which (a) both perceivers believed the target was overweight (N=82), (b) one perceiver believed the target was overweight whereas the other did not (N=76), or (c) neither perceiver believed the target was overweight (N=82). A photograph manipulated perceivers' expectations. Perceivers judged the target's willpower and self-control and selected an amount of candy for the target to eat. These questions were embedded within filler items. Then, as part of a bogus taste test, targets received the total amount of candy selected for them by both perceivers in their group. Study procedures encouraged all targets to take candy home. The amount of candy each target took was recorded. Results indicated that perceivers judged the target as having less willpower and self-control when they believed the target was overweight versus not ( $M$ s<3.58/4.20 vs. 3.95/4.67),  $p$ <.001, and also selected more candy for the target to eat ( $M$ odes=20 vs. 8 pieces),  $U$ =12279;  $p$ <.001. Targets, responding to this differential behavior, took more candy home when two perceivers believed they were overweight ( $M$ =4.76) than when only one did ( $M$ =2.99),  $p$ <.001. This last finding provides evidence that the overweight stereotype had cumulative self-fulfilling effects on targets' behavior.

**A279**

**THE MODULATION OF PERSON PERCEPTION BY STEREOTYPIC GENDER BELIEFS** Susanne Quadflieg<sup>1</sup>, Natasha Flannigan<sup>1</sup>, Bruno Rossion<sup>2</sup>, Laurence Dricot<sup>2</sup>, Gordon Waiter<sup>1</sup>, David Turk<sup>1</sup>, Gagan Wig<sup>3</sup>, Neil Macrae<sup>1</sup>; <sup>1</sup>University of Aberdeen, UK, <sup>2</sup>Universite Catholique de Louvain, Belgium, <sup>3</sup>Harvard University – Based on the idea that perception is an inherently constructive process, it was hypothesized that person perception is fundamentally shaped by a perceiver's stereotypic expectations. Using functional magnetic resonance imaging (fMRI), we measured neural activity while participants viewed a series of photographs depicting men and women in gender-stereotype congruent or incongruent professions (i.e., a female nurse vs. a female firefighter). For each photograph, participants either judged a target's gender (male, female) or the color of a dot (orange, purple) randomly placed on the target. As expected, response times revealed that only under a person categorization goal responding towards people in stereotype-incongruent rather than congruent occupational roles was impeded. Additionally, stereotype-incongruent gender judgments were accompanied by increased neural activity in areas associated with the detection of expectancy-violations (e.g., dorsolateral pre-

frontal cortex) and in regions implementing person perception (e.g., fusiform face area, extrastriate body area). The strength of the observed differences in neural activity between stereotype-congruent and stereotype-incongruent gender judgments was correlated with participants' chronic need to evaluate. These findings elucidate how the formation of a coherent and accurate person representation can be impoverished when targets fail to confirm common gender stereotypes.

#### A280

##### **BENEFICIAL EFFECTS OF INTERRACIAL INTERACTIONS ON IMPLICIT ATTITUDES AND EXECUTIVE FUNCTIONING** Lisa Haisfield<sup>1</sup>, Kareem Johnson<sup>1</sup>; <sup>1</sup>Temple University

Previous research has found that individuals often hold implicit prejudices towards those outside of their own racial group. Additionally, interactions with outgroup members have been shown to deplete attentional resources for those with strong biases towards outgroup members. Although past studies have had participants discuss controversial topics during an interracial interaction, few studies have looked at interactions designed to foster closeness. The present study examined whether engaging in an interpersonal closeness task with an outgroup member could reduce implicit outgroup biases and result in less of a strain on executive functioning than previously found. Twenty-one Black and White female participants completed an Implicit Association Test (IAT) measuring trust/mistrust of outgroup members and a Stroop color naming task measuring attentional resources. Approximately one week later, participants engaged in an interpersonal closeness activity with an interviewer of the same race or a different race after which participants again completed the IAT and Stroop task. Results showed that participants who engaged in the interpersonal closeness task with an outgroup member showed more implicit outgroup trust relative to those who interacted with an ingroup member controlling for initial levels of implicit trust. Additionally, those interacting with the outgroup member had improved Stroop performance compared to their performance during the first session, relative to those interacting with an ingroup member. In conjunction with previous research these findings suggest that the nature of interracial interactions may affect the direction of changes in implicit attitudes and executive functioning.

#### A281

##### **CARDIOVASCULAR EVIDENCE FOR DISENGAGEMENT UNDER CONDITIONS OF STEREOTYPE THREAT** Mark D. Seery<sup>1</sup>, Shannon P. Lupien<sup>1</sup>, Kimberly B. Arnold<sup>1</sup>, Jessica L. Almonte<sup>1</sup>; <sup>1</sup>University at Buffalo, The State University of New York

The motivational consequences of stereotype threat have received relatively little empirical attention. One such consequence is psychological disengagement from the task at hand. We investigated disengagement by measuring cardiovascular responses during a difficult intellectual test. Black and White participants either (1) were primed with their racial identity and heard that the test had shown previous racial differences (Biased condition); or (2) were not primed with their racial identity and heard that the test had not shown previous racial differences (Fair condition). Results revealed a pattern of cardiovascular responses consistent with disengagement for Blacks in the Biased condition relative to the Fair condition. The implications for understanding disengagement as a response to stereotype threat are discussed.

#### A282

##### **SOCIO-ECONOMIC STATUS THREAT AND RISKY DECISIONS** Rusty McIntyre<sup>1</sup>, Eric Fuller<sup>1</sup>; <sup>1</sup>Wayne State University

The current recession has affected consumer confidence and created economic panic internationally. The psychological implications for groups varying in socio-economic status (SES) have yet to be delineated. Stereotype threat research indicates that negative stereotypes impair performance and domain identification (Steele & Aronson, 1995), but can also improve the performance of contrasting groups (Walton & Cohen, 2003). It is possible then, that the economic recession will have lasting implications for how high and low SES groups behave in situations invoking threat where group

image is relevant. We examined threat by making SES salient for students high and low in SES. Students were told they would complete a measure of financial risk assessment, under high salience conditions (asked to indicate SES prior to an assessment portrayed as diagnostic of financial ability) or under low salience conditions (students did not indicate SES, survey was described as a pilot measure). A crossover interaction was found,  $F(1, 39) = 7.53, p < .05$ . Low SES individuals were more cautious (less risky) when SES was salient than when SES was not salient,  $p < .05$  (demonstrating threat). High SES individuals, in contrast, were less cautious when SES was salient, than high SES individuals when SES was not salient,  $p = .10$  (demonstrating lift). Additionally, threat-relevant concerns and confidence were also seen for members low in SES. The results are seen as indicating that threat may cause a change in task perceptions for members who are negatively stigmatized, but may lead to benefits for members of positively stigmatized groups.

#### A283

##### **THE ROLE OF MOTIVATION IN SUBTLE STEREOTYPE THREAT** Allison E. Seitchik<sup>1</sup>, Jeremy P. Jamieson<sup>2</sup>, Stephen G. Harkins<sup>1</sup>; <sup>1</sup>Northeastern University, <sup>2</sup>Harvard University

Jamieson and Harkins (in press) have found support for the motivation-based, mere effort account of stereotype threat performance effects on GRE-Q items. This account proposes that threat motivates females to want to perform well, which potentiates prepotent responses. On GRE-Q problems, the prepotent response is to apply a solving approach: Applying known rules and equations to compute an answer (Gallagher & DeLisi, 1994). On solve-type problems the prepotent response is correct, and consistent with the mere effort account, threatened females' performance was facilitated. On the other hand, on comparison-type GRE problems the prepotent response is incorrect, and performance was debilitated. However, Stone and McWhinnie (2008) have argued that although blatant manipulations of stereotype threat, like the one used by Jamieson and Harkins (in press), may work through motivational mechanisms, subtle threat manipulations may operate through a different mechanism, working memory deficits (e.g., Schmader, Johns, & Forbes, 2008). Research has shown that working memory deficits undermine performance on even simple math problems (e.g., Logie, Gilhooly, & Winn, 1994). Thus, subtle threat should debilitate performance on both comparison and solve problems. To test this hypothesis, we used a subtle threat manipulation modeled on Schmader and Johns's (2003), and asked females to complete Jamieson and Harkins's (in press) GRE test. Once again, consistent with a motivational explanation, we found facilitation on the solve problems and debilitation on the comparison problems. Additionally, potentiation of the prepotent solving approach mediated the relationship between subtle threat and performance on the comparison problems.

#### A284

##### **IMPLICIT RACIAL ATTITUDES AND PERFORMANCE ON A SIMULATED SHOOTER TASK: RESULTS FROM POLICE CADETS AND COLLEGE STUDENTS** Katherine Knight Tuttle<sup>1</sup>; <sup>1</sup>University of Michigan

Recent cases of unarmed Black men being shot by police by mistake have stimulated research on how racial bias and stereotyping may affect shooting decisions. The current study examined how both implicit and explicit racial attitudes predicted performance on a simulated shoot task. Samples of police cadets and college students completed a Race IAT, the Modern Racism Scale (MRS), a simulated Shooter Task, and a questionnaire about other topics related to law. Examining cadets allowed comparison to past research (Correll, et al., 2007) to see if potential differences between the populations were a result of training or present at the time of hiring. Police cadets had a significantly higher implicit and explicit bias against Blacks than college students. Consistent with past research, Black "targets" yielded the fastest reaction times and there was a moderately significant interaction between the race of the target and weapon presence in both groups. IAT scores were not correlated with the number of mistakes made during the shooter task or with reaction time on the task. However, MRS scores were significantly related to the number of mistakes made when a target was Black and unarmed, and a

marginal relationship to the racial bias score calculated from the Shooter Task. These results suggest that measures of explicit racism may be more predictive of biased behavior in shootings than implicit measures. In addition, future directions for research comparing police and civilian populations are suggested.

#### A285

**HOW SUBTLE DIFFERENCE IN LANGUAGE USE INFLUENCES STEREOTYPIC JUDGMENTS: A JAPAN-US COMPARISON.** Sayaka Suga<sup>1</sup>, Heejung Kim<sup>2</sup>, Minoru Karasawa<sup>1</sup>, Arabo Beiki<sup>2</sup>, Munehisa Kaneda<sup>1</sup>; <sup>1</sup>Nagoya University, <sup>2</sup>University of California, Santa Barbara – Recent studies on the relationship between language use and person perception have demonstrated that abstract terms such as trait adjectives trigger top-down, expectancy-based information processing about a person. In contrast, concrete terms such as action verbs facilitate bottom-up processing. In this study, we proposed that descriptions of stereotype-relevant information using abstract terms would affect stereotypic judgments regarding vocational aptitude. Furthermore, we predicted that there would be a cultural difference in the effect of linguistic abstraction on stereotypic judgments. In the experiment, European American and Japanese undergraduate students were presented with a description of a "professor" containing either stereotype-consistent (SC) or stereotype-inconsistent (SI) information. The level of abstraction was manipulated by describing the target either in an abstract term (e.g., She is intelligent) or in a concrete verb (e.g., She answered a difficult question correctly). The participants rated the target's vocational aptitude as a professor. The results showed that SC information led to ratings of higher vocational aptitude of the target, particularly when the stimulus description was written in an abstract rather than a concrete term. In contrast, SI information resulted in lower vocational aptitude rating, especially when it was written in a more abstract term. The predicted cultural difference was not seen. However, there was a cultural difference in the level of perceived informativeness of adjectives and verbs. These results indicate that the abstract terms facilitated an expectancy-based judgment regarding the target's vocational aptitude. The role of linguistic abstraction in stereotypic judgment under a communicative context is discussed.

#### A286

**HOW TO APPROACH IMPLICIT PREJUDICE: THE ROLE OF APPROACH TRAINING IN REDUCING PREJUDICED BEHAVIOR** Annemarie M. Wennekers<sup>1</sup>, Rob W. Holland<sup>1</sup>, Daniël H. J. Wigboldus<sup>1</sup>, Ad Van Knippenberg<sup>1</sup>; <sup>1</sup>Behavioural Science Institute, Radboud University Nijmegen, the Netherlands – In this research, we start from the idea that implicit prejudice is largely based on (irrational) fear of outgroup members, and we focus on the implications of this link between fear and prejudice for understanding successful prejudice-reducing methods. Exposure therapy research has shown that approaching feared objects can help people to overcome fear and related avoidance. In line, it could be expected that approaching outgroup members can help to reduce fear and prejudice. Indeed, Kawakami et al. (2007) showed that approach movements toward outgroup members can reduce prejudice and prejudice-related behaviors. However, from this study it is not clear whether participants simply learn to approach outgroup members, or to decrease fear and unlearn to avoid outgroups. The goal of our study was to investigate this process by focusing on individual differences in prejudice level. Based on the proposed link between prejudice and fear, we expected that approach training would particularly reduce avoidance responses of highly prejudiced individuals. Our study revealed first evidence for this hypothesis. Participants were trained to either repeatedly approach or avoid pictures of outgroup members with a joystick. Then, participants were guided to a waiting room where a jacket and bag indicated the presence of an outgroup participant (c.f. Amodio & Devine, 2006). As compared to avoidance training, approach training decreased seating distance toward the outgroup member, but only for highly prejudiced

participants (measured by an IAT). Overall, with this study we have started to unravel the mechanism by which approach training can reduce prejudice.

#### A287

**INDIVIDUATION THROUGH EMERGENT ATTRIBUTE APPLICATION IN INCONGRUENT SOCIAL CONJUNCTIONS** Russell Hutter<sup>1</sup>, Chantelle Wood<sup>1</sup>, Rhiannon Turner<sup>1</sup>; <sup>1</sup>University of Leeds – The augmented application of emergent attributes (attributes associated with a social category conjunction, but not the constituents) in descriptions of incongruent social conjunctions (e.g., a male midwife) is a robust effect (e.g., Hastie, Schroeder, & Weber, 1990; Kunda, Miller, & Claire, 1990). Recently, Siebler (2008) and Hutter, Crisp, Humphreys, Waters, and Moffitt (2009) have shown that perceivers do not immediately generate emergent attributes on encountering an incongruent conjunction. This is at odds with the processes outlined in Kunda et al.'s (1990) impression formation model. Instead, consistent with Hastie et al.'s (1990) two-stage model, emergent attributes appear to be applied during a second processing stage involving complex reasoning, following failed attempts to fit a target to the constituents. Using an attribute generation task, we found that the application of emergent attributes to incongruent conjunctions is mediated by the degree to which a target is viewed as an individual (cf. as a group member). Specifically, the more the target was individuated, the more emergent attributes were applied, suggesting that Hastie et al.'s, 1990 two-stage model is compatible with broader models of impression formation (e.g., Fiske & Neuberger's, 1990 continuum model). Additionally, the application of emergent features was found to occur earlier in incongruent (cf. congruent) conjunctions. This relationship was mediated by how descriptive of the target perceivers considered each emergent attribute to be. This original work shows that emergent attributes are the result of complex reasoning based on explanatory individuation and furthermore, that emergence is crucial, although understudied in person construal.

#### A288

**THE QUICKER WE PROCESS, THE LESS WE'RE PREJUDICED?** Amy C. Moors<sup>1</sup>, Joseph E. Mosley<sup>2</sup>, Elizabeth L. Haines<sup>3</sup>, Bruce J. Diamond<sup>3,4</sup>; <sup>1</sup>University of Michigan, <sup>2</sup>Montclair State University, <sup>3</sup>William Paterson University, <sup>4</sup>University of Medicine and Dentistry of New Jersey – On the Implicit Association Test (IAT) categorization of highly associated concepts is more rapid than non-associated concepts. Greater implicit bias is associated with slower executive processing (Payne, 2005) and increased activity in executive control brain regions (Richeson et al., 2003). The role of speed in the IAT computation has been questioned (e.g., Blanton et al., 2006). Therefore, objectives were: (1) to evaluate relationships between multiple measures of speed and IAT performance (2) to extend findings to a socially neutral IAT. Fifty-two Caucasian adults ( $M = 23.8$ ,  $SD = 7.4$ ) completed a 3-back Processing and a Dual 2-Back Reaction Time Task, as well as a simple reaction time (SRT) measure. The Race IAT and a neutral flower-insect IAT were administered. There were correlations between the 3-back and the flower-insect IAT D-score ( $\rho = .24$ ,  $p = .05$ ) and with race IAT D-scores at the upper and lower quartiles ( $\rho = .356$ ,  $p = .029$  and  $\rho = .40$ ,  $p = .05$ ), respectively. Speed was correlated with latencies on the incompatible (R-IAT:  $\rho = .51$ ,  $p = .001$  and neutral:  $\rho = .47$ ,  $p = .003$ ) and compatible (R-IAT:  $\rho = .41$ ,  $p = .01$  and flower-insect:  $\rho = .41$ ,  $p = .01$ ) conditions of the race and neutral IATs, respectively. SRT was not correlated with any IAT measures. Higher-level processing speed, but not SRT, was related to lower implicit bias across both IAT tasks. The relationship between higher-order processing and race and neutral IAT D-scores and latencies may reflect a distinct processing style with associated neurophysiological correlates.

**A289****PREJUDICE AGAINST THE RELATIVELY SIMILAR: INTERGROUP ANNOYANCE, NOT ANXIETY, PREDICTS NEGATIVE ATTITUDES TOWARD CANADIANS**

Jennifer Hunt<sup>1</sup>, Alexis Luttrell<sup>2</sup>; <sup>1</sup>SUNY College at Buffalo, <sup>2</sup>SUNY University at Buffalo – The recent downturn in the U.S. economy is one of several factors that may have fostered negative attitudes toward Canadians among residents of U.S. border communities. The current study examined whether residents of one border community, Buffalo NY, have negative attitudes toward Canadians, and if so, what factors predict such prejudice. Consistent with Integrated Threat Theory (ITT), we hypothesized that prejudice against Canadians would be associated with perceptions of realistic threat (e.g., the strong Canadian dollar), symbolic threat (e.g., Canada's liberal social policies), and negative stereotypes (e.g., that Canadians are cheap). However, given the regular contact and cultural similarities between U.S. and Canadian residents, we did not expect intergroup anxiety to predict attitudes toward Canadians. Instead, we predicted those attitudes would be associated with intergroup annoyance, the feeling that interactions with Canadians were irritating. 150 participants (69% women, 74% White, 73% employed) completed a survey about their attitudes and beliefs about Canadians. Results confirmed that participants had more negative attitudes toward Canadians than U.S. residents,  $t(149)=3.39$ ,  $p<.005$ . Bias against Canadians was correlated with realistic threat,  $r=.45$ , symbolic threat,  $r=.51$ , and negative stereotypes,  $r=.54$ , as well as other factors, such as concerns about distinctiveness,  $r=.52$ , all  $ps<.001$ . As predicted, intergroup annoyance was more strongly correlated with attitudes about Canadians,  $r=.56$ , than was intergroup anxiety,  $r=.16$ . In addition to providing an initial assessment of prejudice against Canadians, these findings suggest that the intergroup anxiety component of ITT may not apply to situations in which outgroups are considered to be relatively similar.

**A290****REVISITING THE EFFECTS OF POLITICAL ORIENTATION ON PREJUDICE TOWARD MINORITY GROUPS**

Mason D. Burns<sup>1</sup>, Russell J. Webster<sup>1</sup>, Donald A. Saucier<sup>1</sup>; <sup>1</sup>Kansas State University – Much research shows that political conservatives overtly report more negative attitudes toward various outgroups when compared to liberals (Whitley & Kite, 2006). However, just as conservatives report more prejudice toward groups who violate their worldviews (e.g., Webster et al., 2009), we reason that liberals will likely report more prejudice toward groups perceived as violating liberal worldviews (i.e., support for social change and equality; Jost, 2006), particularly Christian fundamentalists (CFs). CFs are likely perceived as resisting social change (e.g., opposition to evolution) and supporting inequality (e.g., opposition to same-sex marriage), stances which align with conservative worldviews. Thus, we hypothesized that liberals would report more prejudice toward CFs, even after controlling for both measures of self-religiosity and attitudes toward religion/Christianity. In total, 120 undergraduates completed measures of: political orientation, self-religiosity, attitudes toward religion/Christianity, prejudice toward CFs, prejudice toward social groups that conflict with conservative ideology (Arabs, gay men, lesbians, and feminists), and prejudice toward a "control" group (Belgians) that is not likely perceived as violating/upholding liberal or conservative beliefs. As predicted, liberalism was negatively related to attitudes toward CFs and positively related to attitudes toward Arabs, gay men, lesbians, and feminists even after controlling for religiosity. Further, political orientation did not predict prejudice toward Belgians. These findings suggest that liberals/conservatives report more prejudice depending on the target, while political orientation does not predict prejudice in some cases. Future research should ascertain whether violations of liberals'/conservatives' ideology (support/opposition to change and equality) do indeed underpin the relationship between political orientation and prejudice.

**A291****DISCREPANCIES BETWEEN GENERAL AND SPECIFIC STANDARDS: POTENTIAL PREJUDICE REDUCTION AMONG HIGHLY PREJUDICED PEOPLE**

Patrick Schnarrenberger<sup>1</sup>, Patricia Devine<sup>1</sup>; <sup>1</sup>University of Wisconsin-Madison – Although extensive research has examined the processes and implications of prejudice reduction among low-prejudice individuals, far less research has examined prejudice reduction among high-prejudice individuals. The present study attempts to break ground in this area through examining the interactions between prejudice, fairness values, and standards for treating others. Fairness values can be defined either according to equality of treatment (i.e., people should treat others equally) or according to equality of effort (i.e., peoples' outcomes should be commensurate with their effort) (Monteith & Walters, 1998; Feldman, 1988; Lipset, 1979). Equality of treatment implies endorsing standards that generally proscribe unequal treatment (general standards); these are usually stricter than high prejudice people's standards for their treatment of stigmatized group members (specific standards). The present study develops a scale to measure discrepancies between participants' general and specific standards. High-prejudice individuals who endorse equality of treatment should exhibit discrepancies between these standards. These discrepancies constitute violations of fairness values to which these individuals feel obligated, resulting in feelings of guilt when the discrepancies are made salient. Individuals in the general population completed the scale, and the relationships between the novel scale and prejudice, affect, and fairness values were assessed. For high-prejudice individuals, discrepancies between general and specific standards predict differing patterns of affect, depending on the individual's fairness values. The results point to a potential route for prejudice reduction among a subgroup of high-prejudice individuals who define fairness according to equality of treatment.

**A292****ARE ALL WHITES RACIST? STEREOTYPE THREAT EFFECTS ON EXPLICIT RACISM**

Rachel E. Tennial<sup>1</sup>, Jana Hackathorn<sup>1</sup>, Melinda Bullock<sup>1</sup>, Amy Garczynski<sup>1</sup>, Erin Solomon<sup>1</sup>, Richard D. Harvey<sup>1</sup>; <sup>1</sup>Saint Louis University – Traditionally stereotype threat research has focused on the effect threat has on task performance among minorities (Steele & Aronson, 1995). Recent stereotype threat research has investigated Whites' fears of appearing prejudiced on both an implicit level (Frantz et al., 2004) and with behavioral measures (Goff et al., 2008). The current study sought to expand this research by measuring Whites' fears of appearing prejudice explicitly. However, because measures of racism prime threat themselves, we measured racism indirectly by examining correlates of prejudice such as the Protestant Work Ethic (Feather, 1984). White participants ( $N=88$ ) were instructed by a White researcher that they would be engaging in a conversation with either a White or Black discussion partner on either a neutral (senior comprehensive exams) or race-related topic (racial profiling). Results indicated that participants anticipating a conversation with a Black discussion partner scored higher in Protestant Work Ethic compared to participants anticipating a conversation with a White discussion partner,  $F(1,83) = 5.38$   $p <.05$ . Also, participants anticipating discussion of a neutral discussion topic reported more positive affect than participants anticipating discussion of a race-related topic as measured via the Positive and Negative Affect Scale,  $F(1,83) = 4.48$   $p <.05$ . Present findings suggest that a White individual's mere anticipation of engaging in a conversation with a Black individual increases scores on a correlate of racism and anticipation of discussion of a race-related topic decreases positive affect.

**A293**

**WHEN EXPECTING THE BEST LEADS TO SUFFERING THE MOST: OPTIMISTIC EXPECTATIONS, DISSONANCE, AND THE CONFRONTATION OF PREJUDICE** Heather Rasinski<sup>1</sup>, Andrew Geers<sup>1</sup>, Alexander Czopp<sup>2</sup>, Jackie Smoktonowicz<sup>1</sup>; <sup>1</sup>University of Toledo, <sup>2</sup>Western Washington University – Cognitive dissonance can arise when targets of prejudice remain silent after hearing a biased statement from another individual. Prior research shows that targets can reduce this dissonance by evaluating the perpetrator more positively (Rasinski & Czopp, 2009). We tested whether dispositional optimism moderates this confrontational dissonance effect. We propose that, because optimists expect to be active in the face of threats and challenges (Rasinski & Geers, 2009), they expect themselves to confront prejudiced others. Consequently, high optimists should experience greater dissonance from not confronting than low optimists. Two studies were conducted to test this hypothesis. In Study 1, 168 female participants were exposed to a male confederate who made a sexist comment. Afterwards, participants were given an opportunity to confront the confederate or not (no confrontation actually occurred in either study). Consistent with the dissonance theory prediction, high optimists were more likely than low optimists to rate the sexist confederate positively—but only in the opportunity to confront condition. In Study 2, 40 female participants interacted with a male making a sexist comment over an instant messenger program. All participants were given the opportunity to confront. Before rating the male, half of the participants were given a chance to self-affirm, whereas the other half were not. Results in the no-affirmation condition replicated the findings of Study 1—optimists showed greater dissonance reduction. However, in the self-affirm condition, this effect was reduced to non-significance. Taken together, these two studies demonstrate that high optimists generate stronger confrontational dissonance effects than low optimists.

**A294**

**THE NEGATIVE EFFECT OF DOMAIN RELEVANT SELF-AFFIRMATION ON PREJUDICE** Brian Collisson<sup>1,2</sup>, Luis Rivera<sup>1</sup>, Nilanjana Dasgupta<sup>3</sup>; <sup>1</sup>California State University, San Bernardino, <sup>2</sup>University of Florida, <sup>3</sup>University of Massachusetts - Amherst – Situations that provide self-affirmation decrease negative intergroup attitudes presumably because affirmations buttress one's positive self-image and thus satisfy self-image maintenance needs (e.g., Fein & Spencer, 1997). The current study examines the limitations of the beneficial effect of self-affirmation on intergroup attitudes by testing the conditions under which self-affirmation can exacerbate prejudice. We hypothesized that self-affirmation increases prejudice when an ingroup quality is affirmed followed by an opportunity to evaluate an outgroup that is stereotyped as deficient in terms of that quality. To test this hypothesis, heterosexual men received affirming feedback about one of two masculine-related domains – toughness or success – or did not receive any feedback. Then, participants completed measures of prejudice, similarity to gay men, and identification with men in general. Results showed that participants who received an affirmation in the domain of "toughness" expressed greater antigay prejudice and in turn perceived less similarity between themselves and gay men when compared to those in the "success" affirmation and control conditions. In line with our hypothesis, affirming participants' masculinity by highlighting their toughness increased antigay prejudice because this attribute is directly applicable to gay stereotypes whereas affirming masculinity by highlighting their career ambition did not influence attitudes because it is not applicable to gay stereotypes. Furthermore, participants' identification with men did not vary as a function of feedback condition, which suggests that the results cannot be explained by mere identity salience. Together with past research, we illustrate the conditions under which self-affirmation and its motivational processes influence intergroup attitudes.

**A295**

**CHANGING BEHAVIORS BY CHANGING ATTITUDES: THE IMPACT OF TRAINING TO REDUCE PREJUDICE ON IMMEDIACY BEHAVIORS DURING INTERRACIAL INTERACTIONS** Curtis Phillips<sup>1</sup>, Kerry Kawakami<sup>1</sup>; <sup>1</sup>York University – Research has demonstrated that implicit prejudice is related to behavior during interracial interactions such that greater levels of implicit prejudice are associated with increased negative nonverbal or spontaneous behavior. Though many interventions for reducing implicit prejudice have been investigated, very little research has examined the impact of these interventions on actual behavior during interracial interactions. The goal of the present research, therefore, was to investigate the impact of one intervention designed to reduce implicit prejudice – extensive training to associate positive concepts with Blacks – on an important behavior during interactions – immediacy behaviors. The absence of immediacy behaviors during interracial interactions have been shown to have important negative consequences for Blacks (Word, Zanna, & Cooper, 1974). Participants in this study were randomly assigned to one of two training conditions in which they either learned to associate positive or negative concepts with Blacks before completing an Implicit Association Test (IAT) to assess implicit prejudice. Once the IAT was complete participants completed a task with either a Black or White confederate. During this task participants' immediacy behaviors toward the confederate were measured. The results showed that participants trained to associate positive rather than negative concepts with Blacks sat closer to and directly faced their partner to a greater extent when completing the task with a Black confederate but not a White confederate. In addition, the effect of the training on subsequent immediacy behaviors with a Black confederate was mediated by implicit prejudice.

**Social Judgment/Decision-Making****A296**

**CHILDREN AND THE LENIENCY BIAS** Jacqueline Pope<sup>1</sup>, Christine Kelley<sup>1</sup>, Nola Schmidt<sup>1</sup>; <sup>1</sup>Western Kentucky University – The current research focuses on the leniency bias and children. Previous research has found that adults tend to be more lenient in their sentencing decisions, particularly in regards to physical attractiveness, gender of victim, gender of defendant, social status, and race (Darby & Jeffers, 1988; Efran, 1974, LaFrance & Hecht, 1995, Landy & Aronson, 1969, Mazzella & Feingold, 1994). We suspect that this leniency bias is also apparent across various types of settings, not only the courtroom. We proposed that academic status and popularity would influence guilt and punishment recommendations in young people in a school setting. Middle school students (i.e., grades 6-8) read scenarios that contained information about a hypothetical student who allegedly engaged in some illegal behavior (i.e., stealing or cheating on a test). Following the scenarios, students were asked to determine what action the teacher should take to handle the situation. Result showed that participants were more likely to assign less blame and a less harsh penalty to those students considered popular/good students. Additional results, along with the implications of the findings will be discussed.

Friday, January 29, 8:00 – 9:30 am, Grande Ballroom

## Applied Social Psychology

### B1

#### **PRESENTING THE SELF AS AN ALCOHOL USER: THE ROLE OF IMPRESSION MOTIVATION AND IMPRESSION CONSTRUCTION** Megan

Alison O'Grady<sup>1</sup>; <sup>1</sup>Colorado State University – Many negative consequences occur each year due to alcohol misuse among college students in the United States, particularly those in their first year (Hingson et al., 2005). The purpose of this study was to investigate underage college freshmen alcohol use behavior from the perspective of the two-component model of impression management (Leary & Kowalski, 1990). This model suggests that self-presentational behavior is affected by two components: impression motivation and impression construction. These components can be influenced by both situational and dispositional factors. In this study (n = 232), situational impression motivation (low vs. high) and situational impression construction (alcohol norm vs. control) were manipulated. The dependent variable, alcohol self-presentation, was dichotomized based on whether participants presented themselves as an alcohol user in a profile they created to introduce themselves to a group they believed they were being assigned to. It was predicted that participants in the high situational impression motivation condition, who were also in the alcohol norm situational impression construction condition, would have the highest likelihood of being an alcohol self-presenter. Dispositional measures related to impression motivation (e.g., self-monitoring) and alcohol-related impression construction (e.g., alcohol expectancies) were also assessed. Logistic regression analyses suggested that situational alcohol impression construction led to increased alcohol self-presentation. Neither situational impression motivation alone, nor the interaction between situational impression motivation and alcohol impression construction were significant predictors of alcohol self-presentation. Also, several dispositional variables were significant moderators. Results confirm the importance of interpersonal factors, particularly social image factors, in the study of alcohol use.

### B2

#### **THE EFFECT OF EXPOSURE TO SMOKING SCENES IN FILMS ON IMMEDIATE SMOKING: A CONTROLLED LABORATORY STUDY** Dikla

Shmueli<sup>1</sup>, Judith Prochaska<sup>1</sup>, Stanton Glantz<sup>1</sup>; <sup>1</sup>University of California, San Francisco – Smoking is extremely prevalent in contemporary movies made in the United States. Research has shown an association between onscreen smoking and smoking attitudes and behaviors. The goal of the current experiment was to investigate the direct effect of exposure to smoking scenes in a movie montage on subsequent smoking behavior in a sample of young adult smokers. Participants were 100 smokers recruited from the San Francisco Bay Area. They were randomly assigned to watch a movie montage comprised of clips that either did or did not contain smoking scenes. All participants were then given a 10-minute break, and whether or not they smoked during the break served as the primary dependent variable. They were not aware that a primary goal of the study was to measure their smoking behavior during the break, so as not to influence their decision to smoke. Results confirmed a causal relationship between exposure to smoking scenes in the film clips and subsequent smoking behavior. Smokers who watched the montage with smoking scenes were more likely to smoke during the break than those who watched the smoke-free montage (OR 3.32, 95% confidence interval [CI] 1.12-9.85). Greater prior exposure to smoking in movies, greater level of nicotine dependence, and earlier stage of readiness to quit smoking predicted smoking during the break. The results may have

implications for individuals attempting to reduce their smoking and for the necessity of preventative steps by the U.S. film industry to reduce the impact of exposure to smoking on screen.

### B3

#### **TRANSPERSONAL EFFICACY AND AUTOMATIC EFFORT ALLOCATION IN TEAMS AND COMPETITIONS** Kyle Emich<sup>1</sup>; <sup>1</sup>Cornell University – Groups

are omnipresent in modern organizations. Due to this, individual motivation loss in groups has been a perennial topic of study in the organizational literature. Traditionally, this topic has been studied from a practitioner viewpoint focused on environmental and structural interventions. The current poster instead focuses on automatic individual judgment processes that occur during group formation by integrating findings from the social psychological literature into this traditionally organizational topic. Specifically, transpersonal efficacy, or one's confidence in another's ability to produce a given attainment, is introduced and used to explain patterns of individual effort allocation in group tasks and competitions. Two studies find that individuals with high self-efficacy decrease their transpersonal efficacy in teammates and increase their transpersonal efficacy in opponents in order to allocate effort to areas they believe themselves to be skilled in. The opposite attributions are found to be made by those with low self-efficacy in order to avoid putting effort into areas they believe themselves to be poor in. Effort and performance are then shown to be linked to these transpersonal efficacy attributions. Results are discussed in the context of effort allocation attributions made during group formation and how individual level interventions based on social psychological findings can produce similar effects to environmental interventions while incurring fewer costs.

### B4

#### **BUYING-IS-FOR-BELONGING BELIEFS AND MATERIALISTIC VALUES AS PREDICTORS OF COMPULSIVE BUYING: A MEDIATIONAL MODEL** Paul

Rose<sup>1</sup>, Stephanie Comstock<sup>1</sup>; <sup>1</sup>Southern Illinois University Edwardsville – People frequently use buying as a means of achieving social goals. Recent research suggests that one of the social goals some people believe they can achieve through their buying is greater social acceptance (or belonging). In this study we examined whether people who believe that buying can enhance their belonging might be at greater risk for compulsive buying (a tendency to buy so excessively that it results in personal and interpersonal difficulties). On the basis of past research, we also examined whether materialism (the valuation of wealth and luxury) mediates the relationship between buying-is-for-belonging beliefs and compulsive buying. One hundred undergraduates completed well-validated measures of compulsive buying, buying-is-for-belonging beliefs, materialism and social desirability. As predicted, buying-is-for-belonging beliefs were positively associated with compulsive buying and materialism mediated this relationship. The predicted relationships held when social desirability was controlled. The mediational model suggests that buying-is-for-belonging beliefs may predispose consumers to problematic buying habits by increasing their valuation of wealth and luxury, which in turn increases the amount they buy. Inducing skepticism about the effectiveness of buying as a means of belonging may be an effective way to help those who buy excessively.

**B5**

**PAY ME NOW – PAY ME LATER: HOW THE STRUCTURE OF CRIMINAL INTERROGATIONS CAPITALIZES ON A ‘HERE AND NOW’ BIAS TO ELICIT CONFESSIONS FROM CRIMINAL SUSPECTS.** Stephanie Madon<sup>1</sup>, Max Guyll<sup>1</sup>, William Exley<sup>1</sup>, Holly Figueroa<sup>1</sup>, Roy Molina<sup>1</sup>, Kellie Olson<sup>1</sup>, Kyle Scherr<sup>1</sup>; <sup>1</sup>Iowa State University – Confessions are one of the most persuasive forms of evidence in criminal trials, and interrogations are designed to increase suspects’ willingness to confess to crimes. Drawing on research showing that immediate consequences influence behavior more than distal ones, we hypothesized that suspects confess to crimes to escape the immediate consequences associated with continued denials during an interrogation even though doing so increases their risk for worse consequences later (e.g., imprisonment). Participants (N=82) were assigned to one of three conditions that manipulated the consequences they faced for responses to an interview that assessed whether or not they had ever committed 21 different crimes. Participants in the confession condition answered repetitive questions every time they denied having committed a crime, but risked meeting with a police officer if they tended to confess to the crimes. Participants in the denial condition answered the repetitive questions every time they confessed to a crime, but risked meeting with the police officer if they tended to deny the crimes. Control participants did not have any consequences for their responses. Results indicated that confession rates were highest in the confession condition (M=7.92 vs. Denial M = 4.57, Control M = 5.52),  $p < .02$ , and that this effect was strongest for crimes that appeared in the second half of the interview,  $p < .001$ . These findings suggest that police interrogations capitalize on people’s tendency to focus on the here and now and that this bias becomes stronger as suspects repeatedly face immediate and negative consequences for continued denials during an interrogation.

**B6**

**AN INTEGRATION OF THE PROTOTYPE/WILLINGNESS MODEL AND TERROR MANAGEMENT THEORY IN THE EXPLANATION OF SEXUAL BEHAVIOR.** Kristina Wilson<sup>1</sup>, Megan A. O’Grady<sup>1</sup>; <sup>1</sup>Colorado State University – Prior Terror Management Theory research suggests that mortality salience (MS) leads to increased willingness to engage in sexual risk behaviors (Taubman-Ben-Ari, 2004). The current study sought to extend research examining the influence of MS on sexual risk behavior by incorporating the Prototype/Willingness model (Gibbons & Gerrard, 1995). Specifically, we examined whether MS interacts with perceptions of the prototypical young adult who engages in unprotected sex to predict willingness to engage in unprotected sex and the appeal of engaging in sexual risk behaviors. It was hypothesized that the effects of MS would be moderated by prototype perception, such that the effects of MS would be stronger for those individuals who hold favorable prototype perceptions. Gender was also examined as a moderator. Participants (n = 159) completed a 12-item measure assessing perceptions of the typical young adult who engages in unprotected sex. Participants were randomly assigned to a MS or control condition. Willingness to engage in unprotected sex was assessed with 3-items ( $\alpha = .75$ ) and appeal of engaging in sexual risk behaviors was assessed with 5-items ( $\alpha = .80$ ). Results suggested that prototype perception and the interaction between prototype perception and gender significantly predicted willingness to engage in unprotected sex and the appeal of engaging in sexual risk behaviors. However, prototype perception did not moderate the effects of MS as hypothesized. Findings suggest that the Prototype/Willingness model does not add additional insight into how MS affects sexual risk behavior, but confirms that prototypes are important predictors of behavioral willingness.

**B7**

**HUMANIZING NONHUMANS: THE ROLE OF MIMICRY IN HUMAN-ROBOT INTERACTION** Friederike Eyssel<sup>1</sup>, Gernot Horstmann<sup>1</sup>, Claudia Wagner<sup>1</sup>, Hegel Frank<sup>1</sup>; <sup>1</sup>University of Bielefeld, Germany – In recent years, social psychologists have become increasingly interested in the study of anthropomorphism, the tendency to ascribe uniquely human characteristics to nonhumans. Would a robots’ nonverbal response (emotional vs. neutral) during human-robot interaction (HRI) affect the degree to which it is humanized? We tested this in an experiment that investigated the attribution of human traits and emotions to the iCat (Philips Research, Eindhoven). The iCat is a zoomorphic robot with human-like facial features that can be operated by a "Wizard of Oz" to form various emotional expressions (e.g., fear, happiness). Participants were instructed to read passages of a fairy-tale with vital emotional expression to the iCat. We experimentally manipulated the robots’ nonverbal responses to the text passages: That is, in the experimental condition, the iCat displayed motor mimicry, whereas in the control condition, the iCat displayed neutral emotional responses (e.g., eye blink). Results showed that generally, participants perceived the iCat as capable of experiencing emotions. Importantly, however, as predicted, participants ascribed both more primary emotions and human nature traits to the robot in the mimicry vs. in the control condition. Furthermore, response congruency led to higher perceived likeability of the robot than a neutral reaction. Our results document the importance of the interplay of form and function in the attribution of humanness to robots. Ultimately, this contributes to smoother HRI and an increased usability of robots in applied settings. These and further implications of our findings will be discussed.

**B8**

**SEX AND CONFIDENCE AS MODERATORS OF THE ASSOCIATIONS AMONG ONE’S OWN APPROVAL, PERCEIVED PEER APPROVAL, AND ALCOHOL CONSUMPTION** Clayton Neighbors<sup>1</sup>, Kristen Lindgren<sup>2</sup>, Angelo DiBello<sup>2</sup>, Megan Jensen<sup>1</sup>, Andy Kurz<sup>1</sup>; <sup>1</sup>University of Washington, <sup>2</sup>University of Richmond – Alcohol consumption among young adults is strongly influenced by one’s own attitudes and perceptions of peer approval, with some evidence suggesting men are more sensitive to peer approval than women are (Prentice & Miller, 1993). The present research was designed to evaluate sex and confidence in both one’s own approval and in the estimates of one’s friends’ approval of drinking as moderators of the associations between attitudes and perceptions of peer approval, and drinking behavior. Data were drawn from a longitudinal intervention trial and included three time points at six month intervals. Participants included 818 (58% female) college students from a large Pacific Northwest university who reported at least one episode of heavy drinking in the past month at screening. Assessments were completed over the internet and included measures of one’s own approval of drinking, confidence in own approval, perceptions of friends’ approval of drinking, confidence in friends’ approval, and self-reported drinking behavior. Data were analyzed using hierarchical generalized linear modeling, where drinking was Poisson distributed. Results indicated that confidence augmented associations between one’s own attitudes and perceived friends’ approval, and drinking. Perceptions of friends’ approval was most strongly associated with drinking for men who were confident in their estimates of friends’ approval and least strongly associated with drinking for women who were confident in their own attitudes about drinking. Results suggest consideration of alternative emphases on self for women, and friends’ for men, when discussing peer influences on drinking in the context of brief alcohol interventions.

**B9**

**ANTECEDENTS AND CONSEQUENCES OF COMMITMENT TO THE NATURAL ENVIRONMENT** Anthony Coy<sup>1</sup>, Jody Davis<sup>1</sup>, Ben Le<sup>2</sup>; <sup>1</sup>Virginia Commonwealth University, <sup>2</sup>Haverford College – The present research focuses on the connection between individuals’ relationships with the environment and their environmental behavior. Recent research derived from interdependence theory introduced the concept of commitment to



the natural environment (Davis, Green, & Reed, 2009), which we define as psychological attachment to and long-term orientation toward the natural world. Close relationships research has identified three key antecedents to commitment: satisfaction, alternatives, and investments (Rusbult, 1980; Le & Agnew, 2003). In the present research, we developed new versions of these measures in order to explore whether these antecedents apply to commitment to the environment. Factor analysis of potential scale items revealed three factors with desirable factor structure. In a regression analysis, satisfaction and investments (but not alternatives) predicted commitment. Commitment, in turn, predicted an established measure of general ecological behavior as well as our new measure of willingness to sacrifice for the environment, even when controlling for ecological worldview, inclusion of nature in the self, connectedness to nature, and environmental identity. Moreover, commitment mediated the effects of satisfaction and investments on general ecological behavior and willingness to sacrifice. Individuals who are satisfied with and invested in the natural world are likely to be committed to the environment, and to move beyond self-interest and act with the well-being of the environment in mind.

### B10

**ILLEGITIMATE LEADER: IMPACT ON SUBORDINATES' PERCEPTION AND BEHAVIOR IN LEADER-SUBORDINATE INTERACTION** Annick Darioly<sup>1</sup>, Marianne Schmid Mast; <sup>1</sup>University of Neuchâtel – People do not leave companies, they leave bosses, and one reason they do so is because they perceive their superior as incompetent. Expectation States Theory (EST) posits that if leaders lack task competence, they are in a situation of illegitimacy. In 2 studies we focused on leader task incompetence and how subordinates perceive such illegitimate leaders and how they behave towards them. In both studies, 80 participants in a subordinate role interacted with either a legitimate (task-competent) or an illegitimate (task-incompetent) leader on a problem-solving task. Legitimacy of the leader was manipulated in both studies by indicating that the leader was either an expert in the matter to discuss (legitimate) or a novice (illegitimate). In Study 1, participants interacted via email with a bogus male leader (a scripted computer program). In Study 2, participants were involved in a face-to-face interaction with a trained male confederate as leader. Results showed that subordinates interacting with an illegitimate leader perceived him as less dominant, behaved more dominantly, resisted more to the leader's influence, but were not more task involved. Perceived leader dominance mediated the relation between leader competence and subordinate dominance behavior, and between leader competence and subordinate resistance (only in Study 1). Finally, task performance was worse when interacting with an illegitimate leader. Thus, having an illegitimate leader affects the subordinates' perception of the leader, affects how the subordinate interacts with the leader, and has detrimental effects on performance although some aspects of this illegitimacy can be compensated by the subordinate.

### B11

**WHEN SIMILARITY MAKES A DIFFERENCE: PREDICTING ADHERENCE BEHAVIOR WITHIN EXERCISE GROUP SETTINGS.** William L. Dunlop<sup>1</sup>, Mark R. Beauchamp<sup>1</sup>; <sup>1</sup>The University of British Columbia – Although the similarity-attraction hypothesis has received considerable support within the domain of social psychology, very little work has explored its potential applicability to the explanation of adherence behaviours within exercise class settings. The current study sought to address this gap in the literature. At the end of the second and eighth week of their respected courses, participants (N = 402) from 46 registered group-based exercise courses completed a questionnaire assessing the level of perceived similarity between themselves and the other group members. Perceptions of global similarity (assessed by the proportion of the group that members believed were very similar to themselves) taken after the second week of the program were found to predict adherence behaviors over the 8-week period studied. A secondary purpose of this study was to identify the compositional attributes of the group that contributed to this global perception. Measures of surface-level (i.e., observable quali-

ties such as age and gender) and deep-level (i.e., non-observable qualities such as attitudes and previous life experiences) similarity were also administered during the two data collection periods. Perceptions of surface-level similarity (i.e., age, physical condition, and appearance) were found to significantly predict global perceptions of similarity at both times. Perceptions of deep-level similarity did not contribute to this prediction during either time point. These results highlight the importance of considering perceptual similarity and class composition when attempting to design effective group-based exercise programs. The findings also highlight the exercise group as a potentially fruitful subject for the application of social psychological theories.

### B12

#### **PERFORMANCE ANXIETY, PERFORMANCE EXPECTATION AND PERSONALITY VARIABLES AS PREDICTORS OF SPORTS PERFORMANCE FLUCTUATIONS** Sindhuja Sankaran<sup>1</sup>; <sup>1</sup>Cardiff University – Evidence

exists suggesting the presence of two groups– those who perform better during training (Training Champions) and those who perform better during competition (Competition Champions). This has led many researchers to investigate the factors that could lead to such performance fluctuations. The present study was designed to understand these fluctuations as a result of personality characteristics and performance anxiety. One hundred and twenty sports persons, both male and female were chosen from India belonging to various individual sports categories. They were assessed using the Sports Competition Anxiety Test (SCAT) and the NEO-FFI. The sample was then divided into two groups – those who rated their performance better during training and those who rated their performance better during competition. In general, training champions showed higher levels of performance anxiety, higher levels of Neuroticism and lower levels of Conscientiousness than the competition champions. The study was further extended to assess the effect of priming on performance expectancies amongst thirty elite track and field athletes. An objective measurement of the performance was taken during the athlete's training period and was compared to previous competition timings to categorize the athletes as Training or Competition champions. Positive and negative primes were then introduced. The primes included giving performance related information about one's ingroup. An objective measurement of the post prime performance was taken again. In general, training champions showed lower performance expectancies and were more susceptible to a negative prime and less susceptible to a positive prime affecting objective performance than Competition champions.

### B13

#### **PSYCHOSOCIAL MEDIATORS OF THE RELATION BETWEEN EARLY SEXUAL ONSET AND SUBSEQUENT RISKY SEXUAL BEHAVIOR** Amy E. Houlihan<sup>1</sup>, Frederick X. Gibbons<sup>2</sup>, Meg Gerrard<sup>3</sup>, Lynn Fahey<sup>1</sup>; <sup>1</sup>Texas A&M University - Corpus Christi, <sup>2</sup>Dartmouth College, <sup>3</sup>Dartmouth Medical School – Adoles-

cents who become sexually active at early ages are at an increased risk for subsequent risky sexual behavior, sexually transmitted infections, and unintended pregnancy. Little previous research, however, has identified the mechanisms through which early sexual onset influences later sexual behavior. Thus, the goal of this research was to examine psychosocial mediators of this relation. Data from the Family and Community Health Study (FACHS), a longitudinal study of factors affecting the mental and physical health of African American families, were used to test the hypothesis that sexual attitudes, prototypes, and behavioral willingness mediate the effect of early sexual onset on later risky sexual behavior. Over 6 years and 4 waves of data collection, adolescents reported: age of sexual onset (early onset = before Time 2, age 12.5), favorability of sexual prototypes (Time 1, age 10, and Time 4, age 18.5), attitudes toward casual sex and infidelity, willingness to engage in risky sex, and risky sexual behaviors (Time 4). Regression analyses revealed that, controlling for Time 1 prototype favorability, early sexual onset was associated with more favorable attitudes toward casual sex and infidelity, more favorable images of the typical peer who has casual sex, and more willingness to be unfaithful to a partner. Each of these variables medi-

ated the effect of early onset on adolescents' sexual behavior. These findings suggest that early sexual onset is a risk factor for subsequent unsafe sexual behavior in part because of its association with favorable sexual attitudes, prototypes, and willingness regarding casual sex and infidelity.

#### B14

##### **WHEN PERFORMANCE BEGINS TO SLIP: HOW STEREOTYPES AND STANDARDS AFFECT INFERENCES OF INCOMPETENCE** Kathleen

Fuegen<sup>1</sup>, Monica Biernat<sup>2</sup>, Diane Kobrynowicz<sup>3</sup>; <sup>1</sup>Northern Kentucky University, <sup>2</sup>University of Kansas, <sup>3</sup>University of Texas – We distinguish between minimum and confirmatory standards of incompetence and hypothesize that for groups stereotyped as relatively competent (e.g., White men), confirmatory standards of incompetence are higher (more information is required to confirm incompetence), but minimum standards of incompetence are lower (suspicion of incompetence occurs earlier, as it less expected), relative to groups stereotyped as relatively incompetent. In Study 1, participants indicated either the MINIMUM number of behaviors necessary to SUSPECT that a person may be incompetent, or the TOTAL number of behaviors necessary to CONFIRM that a person is incompetent. Men were held to lower minimum but higher confirmatory standards than women. In Studies 2 and 3, participants role-played the position of Director of a corporate training program. They were exposed to a poor-performing White male or female (Study 2) or Black or White male (Study 3) trainee and were asked to record "notable" behaviors in either their "informal notes" (instantiating a minimum standard) or a "formal performance log" (instantiating a confirmatory standard). As expected, fewer negative behaviors were recorded in the formal log, but more negative behaviors were recorded in informal notes, for White male trainees. Firing decisions mimicked these patterns and were partially mediated by attention to negative behaviors.

#### B15

##### **FREQUENT FACEBOOK USE: MALADAPTIVE ADDICTION OR HEALTHY SOCIAL STRATEGY?** Neetu Abad<sup>1</sup>, Kennon Sheldon<sup>1</sup>, Chris Hinsch<sup>1</sup>;

<sup>1</sup>University of Missouri – Online social networking tools such as Facebook have become increasingly used by many individuals. Many commentators have extolled the benefits of these social networking sites as a way to connect people with one another. However, others have suggested that frequent Facebook use may be a maladaptive addiction that can actually make people lonelier. We examined these issues using a measure of the need for relatedness (or belongingness), distinguishing between the presence of satisfaction (connectedness; positively worded items) and the absence of satisfaction (loneliness; negatively worded items). Paradoxically, three studies found positive associations between the amount of Facebook use and both loneliness and connectedness, although loneliness and connectedness are negatively associated themselves. We attempted to explicate this pattern via a longitudinal process perspective, finding in Study 2 that loneliness prompts people to cope by using Facebook, rather than suggesting that Facebook use causes loneliness. Study 3 asked users to "quit" for 48 hours, and found that increased loneliness during this period predicted greater Facebook use upon return, which in turn predicted increased connectedness at the end of the study. These results suggest that Facebook use is an adaptive coping response which can produce enhanced relations with others. Implications for theories of psychological needs are considered, as well as possible moderators that might pinpoint for whom frequent Facebook use really is a problem.

#### B16

##### **ASSESSING THE FEEDBACK LOOP: A LONGITUDINAL EXAMINATION OF HIV/AIDS DISCLOSURE** Stephenie Chaudoir<sup>1</sup>, Diane Quinn<sup>2</sup>, Jeffrey

Fisher<sup>2</sup>, Stephanie Milan<sup>2</sup>; <sup>1</sup>Bradley University, <sup>2</sup>University of Connecticut – Disclosure is a critical component of the lives of individuals who live with a concealable stigmatized identity. The disclosure process may be particularly complex in the context of HIV/AIDS, where disclosing renders people vulnerable to severe stigmatization but can also yield psy-

chological benefits and aid in the prevention and treatment of HIV/AIDS. While many theorists have hypothesized that discrete disclosure events affect each other through a hypothesized feedback loop (Clair et al., 2005; Greene et al., 2006; Ragins, 2008), no known research has examined this possibility. In the current study, we conducted a longitudinal survey of 238 people living with HIV/AIDS residing in various parts of the U.S. At 2 time points (6 months apart), we asked our participants to recall their most recent disclosure experience, evaluate how positive the event was (i.e., disclosure positivity), and rate the antecedent factors they considered in making their disclosure decision. Results indicate that disclosure positivity at Time 1 predicted greater likelihood of disclosure at Time 2. Moreover, disclosure positivity at Time 1 predicted changes in the antecedent factors determining disclosure at Time 2, including greater feelings of social support and less perceived communication difficulties and negative HIV-related thoughts. These results demonstrate that the positivity of discrete disclosure events can affect both future disclosure likelihood and the degree to which specific antecedent factors are considered in the decision-making process.

#### B17

##### **AN EXTENSION OF IMPLICIT THEORIES TO AN APPLIED CONTEXT: SELF-REGULATION AND WEIGHT MANAGEMENT** Jeni Burnette<sup>1</sup>, Eric VanEpps<sup>1</sup>;

<sup>1</sup>University of Richmond – The current work extended the implicit theory approach (Dweck & Leggett, 1988) to the area of weight management and merged it with value expectancy theory. Specifically, we examined how beliefs about the malleability of body weight influenced participants' regulatory strategies in response to challenges to personal dieting goals. To examine these relations, we recruited individuals currently trying to lose weight to participate in a longitudinal study. Participants (N = 287) completed measures at two time periods. At time 1, we assessed participants' dieting goals, implicit theory, and constructs related to successful dieting (e.g., self-efficacy, self-control). Eight weeks later at time 2, we asked participants about their goal achievement thus far. Participants also self-reported height and weight at both time periods. After controlling for a number of variables related to successful dieting goal achievement, results indicate that individuals who perceived weight as fixed (entity theory), relative to malleable (incremental theorists), engaged in more avoidant coping in the face of challenges to goal pursuits. Expectations about future success mediated the implicit theory-avoidant coping relation. Specifically, entity theorists, relative to incremental theorists, reported lower success expectations which in turn predicted more avoidance. We also predicted that individuals with more entity-oriented beliefs, because they expect failure and cope with avoidance would struggle to achieve weight-loss goals. Results supported this proposition indicating that coping mediated the implicit-theory-weight loss achievement relation. Results are discussed in terms of how social cognitive beliefs are relevant predictors of self-regulation and weight management.

#### B18

##### **THE "AMERICAN DREAM" AT LAKE WOBEGON: HOW INDIVIDUALS PERCEIVE ECONOMIC OPPORTUNITY FOR THEMSELVES AND OTHERS.** Wendy R. Williams<sup>1</sup>, <sup>1</sup>Marshall University – The belief that social class is

fluid and that upward mobility can be achieved through individual effort is a central tenet of the "American Dream" (Hochschild, 1995). Recent research, however, suggests that there is far less mobility than most Americans believe (Economic Mobility Project, 2007; Scott & Leonhardt, 2004). Despite current data, many Americans still believe that economic mobility is possible. Because social class boundaries are seen as permeable (regardless of whether they are or not), it may be difficult for individuals to see that there are impediments to individual mobility. In the current study, participants were given factual information about economic opportunity in the United States, with half of the participants reading information that reinforces the "American Dream," whereas the other half read information that challenges the "American Dream." The results indicate that although participants recognize that others' current and future opportunity may be affected by their social class, their belief

in their own economic opportunity is robust, even after examining data that contradict their beliefs. In addition to illustrating the application of basic social psychological principles (e.g., the better-than-average effect) to a core American belief, these results are most important because of their implication for creating support for policies that address growing economic inequality.

### B19

**PSYCHOLOGICAL UNDERPINNINGS OF SUCCESSFUL CONFLICT MEDIATION** Ryan Gonzalez<sup>1</sup>, Corrie Hunt<sup>1</sup>, Marti Hope Gonzales<sup>1</sup>; <sup>1</sup>University of Minnesota – There are over 300 Victim-Offender Mediation (VOM) programs around the nation. VOM involves a two-stage process. First, crime victims meet with a trained mediator to discuss the crime and its impact. Pending the outcome of individual meetings, most victims meet for a facilitated face-to-face exchange with offenders (i.e., mediation), during which victims describe their experiences, offenders listen, and both parties arrive at a mutually acceptable restitution plan. Social work research has revealed that these alternatives to the traditional justice system reduce recidivism, and that victims and offenders alike are satisfied with their experiences. However, this evaluation research neglects the psychological underpinnings of successful mediation. We drew from VOM procedures to design a longitudinal analog experiment to assess the effects of a two-stage conflict mediation intervention, including measures of psychological change (e.g., forgiveness, affect, physical health symptoms) that might develop over time as a function of participation. Participants were randomly assigned to one of three experimental conditions: (1) wait-list control, (2) one-on-one with mediator, and (3) mediation. Repeated measures ANOVA revealed significant main effects for condition: Mediation participants reported significantly more forgiveness compared to those in the other groups. However, participants in the one-on-one group experienced greater happiness as a result of their participation. Participants in all conditions experienced significant reductions in health symptoms across time, and reduced dejection and agitation. Additional results illustrate the power of mediation to transform conflicts and relationships. We address implications for VOM practitioners and the contribution of this research to social psychology.

### B20

**THE MULTIDIMENSIONAL STRUCTURE OF IMPLICIT CONDOM ASSOCIATIONS AND EXPLICIT CONDOM ATTITUDES** Michelle Broadus<sup>1</sup>, Angela Bryan<sup>2</sup>; <sup>1</sup>Center for AIDS Intervention Research, Medical College of Wisconsin, <sup>2</sup>University of New Mexico – Inherent limitations of explicit measures highlight the need for health researchers to incorporate implicit measures into their models of behavior, especially in the context of condom use. Moreover, the multidimensional nature of condom attitudes has been clearly demonstrated in explicit condom attitudes, and this perspective needs to be applied to implicit condom attitudes as well. Specifically, condoms are associated with disease, sex, the self, and one's partner. Results from two studies with different populations using survey research and multiple IATS confirm the multidimensional nature of implicit condom attitudes, the distinct constructs of implicit and explicit condom attitudes, and that an implicit condom + disease association may be detrimental to condom use. However, in Study 2, neither implicit associations nor explicit attitudes correlated with a behavioral measure of comfort with condoms. Gender differences in implicit associations and explicit attitudes are discussed. Future research will seek to understand the association between evaluative implicit attitudes and individual implicit condom associations and how to incorporate issues of implicit attitudes and associations in intervention efforts to promote safer sex.

### B21

**THE EFFECTS OF INDIAN-ACCENTED ENGLISH AND NEED FOR COGNITION ON MESSAGE EVALUATION: A FIELD STUDY** Duoc Nguyen<sup>1</sup>, Helen C. Harton<sup>1</sup>; <sup>1</sup>University of Northern Iowa – Research has shown that Americans rate non-accented English speakers more favorably than accented English speakers (e.g., Birch & McPhail, 1997), although there has been little research on the Indian accent. In this study, we examined whether evaluations of this accent may be moderated by individual differences in need for cognition (NFC; (Cacioppo & Petty, 1982) and argument strength, using the Elaboration Likelihood Model (Petty & Cacioppo, 1986). It was hypothesized that people with low NFC would use the Indian-accent as a negative peripheral cue and evaluate an Indian-accented sales pitch more negatively than a Midwestern-accented one, regardless of argument strength, and that people with high NFC would evaluate a sales pitch with strong arguments more positively than one with weak arguments, regardless of accent. Community members listened to 1 of 16 different sales pitches recorded by 2 male and 2 female Midwesterners and 2 male and 2 female natives of India and reported their evaluations. People with low NFC were affected by accent type as expected, giving more negative evaluations of sales pitches with Indian accents. They also evaluated pitches with weak arguments more negatively than those with strong arguments. On the other hand, people with high NFC did not differentiate their evaluations by accent type or argument strength. Message evaluation was more strongly related to intentions to buy solar panels than were attitudes toward solar panels. These results suggest that the recent trends of outsourcing call centers to foreign countries may have a negative effect on consumers' purchase decisions.

### B22

**THE INFLUENCE OF JUST WORLD BELIEFS ON AGGRESSIVE DRIVING BEHAVIOR** Sunde Nesbit<sup>1</sup>, Kevin Blankenship<sup>2</sup>; <sup>1</sup>University of Northern Iowa, <sup>2</sup>Iowa State University – Just-world theory suggests that, in general, people believe that good things happen to good people and bad things happen to bad people. Despite a number of negative consequences associated with believing the world is just, recent research suggests positive outcomes are also associated with this belief. For example, individuals high in belief in a just world (BJW) are better able to cope with anger-provoking situations (Dalbert, 2002). This research examines the relationship between BJW and aggressive driving. It was hypothesized that BJW may buffer against aggressive behavior within provoking driving situations, especially when such beliefs are violated. Participants read a driving scenario in which they imagined an SUV tailgating them; half of participants were told that the SUV was later pulled over by police (no BJW violation), whereas half was told that the SUV was not pulled over (BJW violation). Participants then rated the likelihood of engaging in various aggressive driving behaviors, and completed the BJW scale. As expected, BJW moderated the effect of the violation manipulation on aggressive driving outcomes [ $b = -.12, t(93) = -2.3, p = .024$ ]. At one standard deviation below the mean of BJW scores, the violation manipulation did not influence aggressive driving outcomes. However, at one standard deviation above the mean, participants reported less aggression toward the target driver in the scenario when BJW beliefs were violated vs. not. This is consistent with previous work arguing for the buffering effect of just world beliefs on anger within provoking situations.

### B23

**ACCESSIBLE POSSIBLE SELVES INFLUENCE EXERCISE FREQUENCY** Robert Hessling<sup>1</sup>, Dietlinde Heilmayr<sup>1</sup>, Kristin Flora<sup>2</sup>; <sup>1</sup>Hendrix College, <sup>2</sup>Franklin College – Possible selves may help us better understand how people motivate themselves to exercise (Markus & Nurius, 1986). Prior research on possible selves and health has used measures that assess the presence or absence of these images of oneself in the future, but the findings have been mixed. Measures in which people are asked to list possible selves may not provide information about their cognitive

accessibility, and as Ouellette et al (2005) demonstrated, a possible self may only gain its power to motivate behavior when it is accessible. The purpose of the present study was to determine if accessibility of health-related possible selves, rather than presence or absence, was a better predictor of exercise behavior. College students reported their exercise frequency and intentions, and they completed both accessibility and presence measures of health-related possible selves. Controlling for prior exercise and intentions to exercise, participants who thought frequently about hoped-for possible selves related to fitness were more likely to report exercising one week later. The presence of possible selves did not predict exercise frequency. The findings have both theoretical and practical implications. The presence assessment of possible selves has been the mainstay of research in this area, but these findings suggest that future work needs to expand how possible selves are assessed. Furthermore, interventions should focus on making people think about themselves as successfully exercising in order to change exercise behavior, rather than just creating a hoped-for possible self.

**B24**  
**GAINING THE SELF-EFFICACY TO LIVE WELL: AN ONLINE NUTRITION AND PHYSICAL ACTIVITY INTERVENTION IN THE WORKPLACE** Anne E. Bergen<sup>1</sup>, Melissa MacKay<sup>2</sup>, Jennifer McCriston<sup>2</sup>; <sup>1</sup>University of Guelph, <sup>2</sup>Wellington-Dufferin-Guelph Public Health – Over the past 30 years, self-efficacy has emerged as a key variable in behaviour change. Online health education tools increasingly facilitate the development of interventions to target self-efficacy through multiple modalities. The current research was performed to determine whether an online nutrition and physical activity education tool could change self-efficacy beliefs and self-reported behaviour in a sample of participants recruited from workplaces in South-Western Ontario. The Live Well website was developed as an interactive tool, including self-testing, self-paced learning, and virtual and vicarious modelling of choices related to nutrition and physical activity behaviours. A non-equivalent control group pre/post/post design was used. Online surveys were used to assess knowledge of nutrition and physical activity recommendations, self-efficacy beliefs, and behaviour before exposure to the website, immediately after viewing the website, and at 6-week follow-up. The control group completed the same surveys at 6-week intervals, but did not view the website. At pre-test, no differences were found between experimental and control groups. Exposure to the website led to increases in knowledge and self-efficacy beliefs regarding Canadian nutrition and physical activity recommendations. In addition, after exposure to the website, self-reported physical activity rates increased from pre-test levels. For the experimental group, all changes were maintained at 6-week follow-up. Results suggest that interactive online health education tools targeting self-efficacy can support behaviour change. Recommendations for health promotion websites and online tools are discussed.

**B25**  
**UNREALISTIC OPTIMISM ABOUT PROBLEMS WITH ALCOHOL PREDICTS SUBSEQUENT NEGATIVE EVENT EXPERIENCES** Amanda Dillard<sup>1</sup>, Amanda Midboe<sup>2</sup>, William Klein<sup>2</sup>; <sup>1</sup>University of Michigan & VA HSR&D, Ann Arbor, MI, <sup>2</sup>University of Pittsburgh – Unrealistic optimism is the mistaken belief that one's chances of experiencing problems are lower than those of other people (Weinstein, 1980). Researchers have often debated about whether unrealistically optimistic beliefs promote or deter risk-reduction behaviors (Armor & Taylor, 1998; Weinstein & Klein, 1996). The goal of the present study was to test whether unrealistic optimism about having long-term problems with alcohol in the future placed college students at risk for experiencing various short-term alcohol-related negative events. We identified unrealistic optimism in college students by comparing their risk perceptions for experiencing the long-term problems to their self-reported alcohol consumption. Unlike the majority of studies on unrealistic optimism, we assessed the bias at the individual rather than the group level. We also used a prospective rather than a cross-sectional design. Participants completed measures at four time points, each separated by a period of 4-6 months. Findings showed that unrealistic opti-

mism at Time 1 was associated with a greater number of negative events at Times 2, 3, and 4. For example, compared to participants who were realistic or unrealistically pessimistic, unrealistically optimistic participants were more likely to report having experienced events such as hangovers, missed classes, arguments with friends, and other events, because of their drinking. Similarly, unrealistic optimism at Time 2 was associated with more negative events at Times 3 and 4. In all cases, the relationships were significant when controlling for previous negative events, suggesting the effects of unrealistic optimism can mount over time.

**B26**  
**PERSONNEL SELECTION, FACEBOOK, AND THE DILUTION EFFECT: IS MORE INFORMATION REALLY BETTER?** Paige J. Deckert<sup>1</sup>, Neal J. Roese<sup>2</sup>; <sup>1</sup>The Pennsylvania State University, <sup>2</sup>Northwestern University – Employers admit to checking applicant profiles on social networking websites before hiring, and 9% of companies plan to start checking these social networking sites as a way to review potential employees (Skinner, 2009). Further, the same survey said that 33% of employers had decided not to extend a job offer based on information located in Facebook profiles. Conversely, 24% of employees decided to hire someone based on their social networking profile—but were they the best candidate for the job? The information provided from these profiles can be problematic when those in charge of making decisions are presented with too much information (e.g., Smith, Stasson, & Hawkes, 1999) regarding the possible choices. This investigation tested whether the non-diagnostic information provided by Facebook profiles, (such as music and movie preferences), served to dilute diagnostic information contained by resumes (see also Nisbett, Zukier, & Lemley, 1981 for an overview of the dilution effect). Three conditions (résumé only, low dilution, and high dilution) were created to manipulate the levels of applicant information provided to participants. Results indicated that including Facebook profiles reduced effective final hiring. Employers viewing potential employees Facebook profiles appears to be relatively common practice, but this study shows that can decrease hiring of quality employees.

**B27**  
**THE EFFECTS OF SELF-REGULATORY FOCUS ON SAFE-SEX DECISION MAKING** Karen Wilson<sup>1</sup>, Eddie Clark<sup>2</sup>; <sup>1</sup>College of Staten Island and St. Francis College, <sup>2</sup>Saint Louis University – The purpose of this study was to investigate the role of self-regulatory focus on safe-sex decision-making. Self-regulatory focus theory proposes that people have one of two types of self-regulatory focus: promotion or prevention. Individuals with a promotion focus approach desired outcomes while those with a prevention focus try to avoid negative outcomes. Participants were randomly assigned to either a promotion or prevention focus priming task (Freitas, Liberman, & Higgins, 2002). Participants were also given a hypothetical scenario and asked to imagine themselves in a romantic relationship with an individual in the scenario and make judgments regarding the individual's emotional and physical safety, STD and HIV risk, and condom use with the individual. The scenarios differed based upon whether information about the target's prior sexual history was present or absent. Previous research has found that prevention focused individuals tend to have a conservative bias in decision making thus it was hypothesized they would rate the target as being riskier, less emotionally and physically safe, and be more likely to use condoms with the target. Participants were 43 undergraduate students. As hypothesized individuals in the prevention focused condition were more likely to report using a condom with the target than were individuals in the promotion focused condition,  $F(1, 39) = 4.03, p < .05$  ( $M_{prevention} = 96.80; M_{promotion} = 87.59$ ). This finding supports the conservative decision-making bias associated with a prevention focus.

**B27**  
**THE EFFECTS OF SELF-REGULATORY FOCUS ON SAFE-SEX DECISION MAKING** Karen Wilson<sup>1</sup>, Eddie Clark<sup>2</sup>; <sup>1</sup>College of Staten Island and St. Francis College, <sup>2</sup>Saint Louis University – The purpose of this study was to investigate the role of self-regulatory focus on safe-sex decision-making. Self-regulatory focus theory proposes that people have one of two types of self-regulatory focus: promotion or prevention. Individuals with a promotion focus approach desired outcomes while those with a prevention focus try to avoid negative outcomes. Participants were randomly assigned to either a promotion or prevention focus priming task (Freitas, Liberman, & Higgins, 2002). Participants were also given a hypothetical scenario and asked to imagine themselves in a romantic relationship with an individual in the scenario and make judgments regarding the individual's emotional and physical safety, STD and HIV risk, and condom use with the individual. The scenarios differed based upon whether information about the target's prior sexual history was present or absent. Previous research has found that prevention focused individuals tend to have a conservative bias in decision making thus it was hypothesized they would rate the target as being riskier, less emotionally and physically safe, and be more likely to use condoms with the target. Participants were 43 undergraduate students. As hypothesized individuals in the prevention focused condition were more likely to report using a condom with the target than were individuals in the promotion focused condition,  $F(1, 39) = 4.03, p < .05$  ( $M_{prevention} = 96.80; M_{promotion} = 87.59$ ). This finding supports the conservative decision-making bias associated with a prevention focus.

**B28****THE ROLE OF INITIAL IMPRESSIONS WHEN EVALUATING CREDIBILITY IN THE OBSERVERS-PATIENTS RELATIONSHIP** Patrice Rusconi<sup>1</sup>, Paolo Riva<sup>1</sup>, Lorenzo Montali<sup>1</sup>, Paolo Cherubini<sup>1</sup>; <sup>1</sup>University of Milan-Bicocca –

Research on impression formation suggests that information acquired early might have a much greater impact on the credibility attribution made by a judge than subsequent evidence. This is relevant in the medical context, where subjective experiences, as pain, requires the observers to evaluate the credibility of the patients to assess pain severity and decide treatment options. We aimed at investigating the credibility attribution process in the observer-patient relationship by considering the role of the judges' first impressions. We thus determined whether or not initial judgments were revised after knowing the patient's self-report of pain. A sample (N = 423) of physicians, nurses, medical students and nursing students participated to a computerized task which showed 16 vignettes featuring fictitious patients. In the experimental condition participants were asked to evaluate the patient's pain severity and hypothesize prescriptions before and after knowing the patient's rating, which was systematically varied as a function of the first participants' estimates, whereas in the control condition participants were shown all the information about the patient at the same time and required to make judgments in a unique stage. The results showed that in 46% of the responses participants didn't revise their initial pain ratings and they confirmed their first prescriptions in 63% of cases. Also, we found that physicians were less miscalibrated, but more affected by the initial impressions than the other groups. Overall, these findings show how the initial impressions can serve as an "anchor" for the observers in the credibility attribution process.

**B29****TELEVISION CONTENT AND FOOD INTAKE AMONG RESTRAINED VERSUS UNRESTRAINED EATERS** Mitsuru Shimizu<sup>1</sup>, Brian Wansink<sup>1</sup>; <sup>1</sup>Cornell University –

There is accumulating research suggesting that television (TV) viewing is associated with increased food intake (e.g., French et al., 2001). However, research on the relation between TV content and food intake is limited. This study examined whether a TV program's effect on food intake was moderated by people's dieting status. We hypothesized that unrestrained eaters were less likely to eat while watching a food-related TV program, because it increased awareness of the amount of food they were eating (Wansink & Payne, 2007). On the other hand, we hypothesized that restrained eaters were more likely to eat while watching a food-related TV program, because food-relevant stimuli undermined their self-control (Herman & Polivy, 1980; Stroebe et al., 2008). To test those hypotheses, we asked participants to watch 30-minute TV programs (SpongeBob SquarePants) that had either food-related content or non-food-related content after assessing their restrained eating by using Restraint Scale (Herman & Polivy, 1975). While watching the TV programs, participants were allowed to eat two types of candies (Snickers and Hillside Candy Go Lightly). As expected, the results indicated that unrestrained eaters were less likely to eat those candies while watching a food-related TV program. In contrast, restrained eaters were more likely to eat while watching a food-related TV program. Possible implications are discussed.

**B30****THE EFFECTS OF CALORIE INFORMATION ON EATING BEHAVIOR** Laura Girz<sup>1</sup>, Janet Polivy<sup>1</sup>, C. Peter Herman<sup>1</sup>, Veronique Provencher<sup>2</sup>, Adam Palanica<sup>1</sup>, Helen Lee<sup>1</sup>; <sup>1</sup>University of Toronto, <sup>2</sup>Laval University –

There is currently proposed legislation that would require calorie information to be presented on the menus/menu boards of restaurants with more than 20 outlets. To test the possible impacts of such legislation, the present study examined the effects of calorie information on the food selection and intake of restrained and unrestrained eaters. Method: 143 female students were presented with a menu containing two items, a salad and a pasta dish. The menu had either no calorie information, information that the salad was 600 and the pasta was 1200 calories, or information

that the salad was 1200 calories and the pasta was 600 calories. Participants selected either the salad or the pasta dish from the menu and were given 15 minutes to complete their meal. Results: There was no effect of Condition on the food chosen. For participants who chose pasta, those in the 600-calorie and 1200-calorie pasta conditions ate significantly less than those in the control condition. For participants who chose salad, those in the 1200-calorie salad condition ate significantly more than those in the control condition. Discussion: Results of the present study indicate that the provision of calorie information does not alter food choice but does influence the amount people eat. Although the salad and pasta contained the same number of calories, calorie information decreased the consumption of pasta, but increased the consumption of salad. Overall, these results tentatively suggest that posting calorie information on menus may have the unintended consequence of increasing the consumption of certain foods.

**B31****INTENTION OF THE PUBLIC TO PARTICIPATE AS JURORS UNDER THE NEW JURY SYSTEM IN JAPAN** Naoya Takahashi<sup>1</sup>; <sup>1</sup>Japan Society for the

Promotion of Science – In Japan, the saiban-in system (jury system) took effect in May 2009. Under this system, selected members of the general public participate in trials as jurors. Psychosocial factors affecting the intention to participate as jurors were analyzed before the new system was introduced. Two surveys were conducted with students and attitudes regarding the new jury system, familiarity with the new system, political attitudes, the image of judges, and emotional empathy were investigated. Study 1 was conducted one year before the new system was inaugurated. Path analysis using multiple regression analysis indicated that expectations about the new system and empathy with the system directly increased the intention to participate, whereas distrust of the new system inhibited it. Also, negative images of judges indirectly inhibited the intention to participate. Determination coefficient for the intention to participate was .15. Study 2 was conducted just before the system was introduced and the identical analysis as in Study 1 indicated that expectations and familiarity with the new system directly increased the intention to participate, whereas apathetic attitudes about the new system inhibited it. Determination coefficient for the intention to participate was .28. A comparison of factors regulating the intention to participate observed in the two studies suggested that as the date of inaugurating the system approached, factors such as ambiguous images about the law and judges were replaced by specific knowledge about the new jury system.

**B32****SENSE OF COMMUNITY MEDIATES LINK BETWEEN TRAUMA EXPOSURE AND RESOURCE GAIN: IMPLICATIONS FOR MENTAL HEALTH** Robert

Blagg<sup>1</sup>; <sup>1</sup>Claremont Graduate University – Research supports resource loss and gain as indicators of psychological stress and mental health following trauma. Maintenance of key resources has been found to be associated with strong psychological sense of community (PSC). This analysis explores PSC as a mediator of links between trauma exposure and resource loss and gain, and examines health correlates of resources loss and gain among residents of New Orleans, three years after hurricane Katrina. Participants (N = 234) completed multiple item measures of exposure to disaster, PSC, resource loss and gain, stress, depression, anxiety, and life satisfaction ( $\alpha's > .89$ ). Results of regression analyses showed that exposure to disaster was significantly related to PSC ( $\beta = -.35, p < .001, \Delta R^2 = .09$ ) and PSC was related to resource gain ( $\beta = .23, p < .01, \Delta R^2 = .04$ ), but not resource loss. PSC mediated the link between exposure to disaster and resource gain. The significance of the indirect effect was supported by a Sobel test ( $Z = 2.96, p < .01$ ). Correlation analyses revealed resource loss was positively associated with stress, depression, and anxiety ( $r's > .33, p < .001$ ), and negatively related to life satisfaction ( $r > -.20, p < .01$ ). Resource gain was positively related to stress, depression, and anxiety ( $r's > .17, p < .05$ ). This examination highlights the important role PSC may play in the lives of individuals resid-

ing in communities affected by disaster, and supports previous research finding resource loss and gain to be significant indicators of psychological stress and mental health.

## Gender

### B33

#### THE DIFFERENCE A TIGHT OUTFIT MAKES: THE EFFECTS OF OBJECTIFYING VS NON-OBJECTIFYING REPRESENTATIONS OF CELEBRITIES ON MOOD AND CONCERNS ABOUT APPEARANCE

Christopher John Hunt<sup>1</sup>, Elizabeth Rieger<sup>2</sup>; <sup>1</sup>The University of Sydney, Sydney, Australia, <sup>2</sup>Australian National University, Canberra, Australia – Objectification theory (Fredrickson & Roberts, 1997) holds that contemporary, Western culture encourages women to self-objectify, meaning that they evaluate their self-worth primarily in terms of their appearance, rather than in terms of their abilities, emotions or thoughts. This is proposed to lead to several negative outcomes for women, including disturbances in mood and body image. Objectification theory also holds that the objectifying representations of women presented through the mass media are a major source of pressure that leads women to self-objectify. Whilst objectification theory was developed to explain the experiences of women in contemporary culture, current research indicates that men are also being increasingly exposed to objectifying pressures, and are experiencing growing dissatisfaction with their bodies. The present study aimed to investigate the impact that objectifying media representations have on both males and females. Participants were shown sets of images with accompanying written material concerning well-known celebrities that were designed to be either objectifying or non-objectifying. The impact of these images on mood and appearance anxiety was then examined. The results demonstrated a positive effect from viewing objectifying images on mood for both males and females, a marginally significant effect on participants of both genders using appearance-related terms to define themselves, and no effect on appearance anxiety for either gender. In addition, no significant differences were found between males and females on appearance anxiety. These findings with regards to mood are consistent with a "fantasy effect" of exposure to media images similar to that previously found for females.

### B34

#### MIRROR, MIRROR ON THE WALL, WHO IS THE THINNEST OF THEM ALL? SEXUALLY SUGGESTIVE TV COMMERCIALS AND THEIR IMPACT ON SELF-ESTEEM AND BODY PERCEPTION IN WOMEN OF DIFFERENT RACES

Malgorzata Skorek<sup>1</sup>, Yarrow Dunham<sup>1</sup>; <sup>1</sup>University of California, Merced – Exposure to unrealistic body portrayals of women in advertising is known to have powerful effects on self-esteem and body dissatisfaction, but little research investigates these effects across race. Racial minorities tend to idealize larger bodies than Whites (Parnell et al., 1996) and so might respond differently to media influences. We investigated whether exposure to unrealistic portrayals of women's bodies in TV commercials has different effects on women of different races. Sixty-two female undergraduates (White, Asian, Hispanic) watched sixteen TV commercials with sexy portrayals of women (priming condition) or watched no ads (control condition). Afterwards, subjects' implicit self-esteem was measured using the Implicit Association Test, and a questionnaire assessed subject's body satisfaction, perception of weight-related health risks, and explicit self-esteem. Women exposed to sexist ads saw their bodies as thinner compared to control subjects. In addition, the effect of ads on implicit self-esteem differed by race: Asian and Hispanic but not White women had lower implicit self-esteem after viewing ads. Finally, body ideals and perceptions of health risks differed across race. White women indicated the thinnest while Hispanic women the largest own-body ideal, and Hispanic women considered only large bodies to be at health risk whereas White and Asian were also concerned with thinner ones. This study provides evidence that media exposure interacts with culturally-local body ideals and so can produce difference effects in dif-

ferent ethnic groups. It also suggests that exposure to media has different effects on women of different races, which could have important implications for interventions.

### B35

#### THE BLACK HOLE OF MOTHERHOOD: A DECREASE IN PERCEIVED COMPETENCE AND HIRABILITY FOR FEMALE PHYSICS JOB CANDIDATES WITH CHILDREN

Jessica Liddell<sup>1</sup>, Kathryn Oleson<sup>1</sup>; <sup>1</sup>Reed College – Women are under-represented in the sciences and in physics especially. The present research explores the possibility that this under-representation may be influenced by unconscious bias in the hiring and evaluation of women. Previous research suggests that women may be penalized and be perceived as less competent when they have children while men are not. Some researchers also propose that individuating information suggesting that a candidate engages in hobbies that are congruent with the gender of the job being applied for can reduce the effect of gender stereotypes. To explore further the evaluation of females entering typically masculine fields, a 2 (target gender: female, male) X 2 (children: no, yes) X 2 (hobbies: masculine, feminine) design was used. Participants were 142 college students from Reed College and Portland State University who read about a job candidate applying for a position as a physics professor. Participants evaluated the candidate on measures of perceived warmth, competence, and hirability. Consistent with previous literature, female job candidates without children received both higher hirability and competence ratings than female candidates with children. Males were not seen as significantly more or less hireable or competent based on their parental status. After controlling for ratings of competence, women with and without children were equally likely to be hired, suggesting that reductions of perceived competence may underlie the decrease in hirability of female job candidates who are mothers. These findings have implications for policies aimed at increasing women's participation in fields where women have traditionally been under-represented.

### B36

#### COMPETENT, NOT BITCHY: CAN INGRATIATION COUNTERACT BACKLASH AGAINST AGENTIC WOMEN?

Sanne Nauts<sup>1</sup>, Laurie A. Rudman<sup>2</sup>, Roos Vonk<sup>1</sup>, Susan T. Fiske<sup>3</sup>; <sup>1</sup>Radboud University Nijmegen, <sup>2</sup>Rutgers University, <sup>3</sup>Princeton University – Women who strive for leadership roles face a Catch-22: they have to self-promote during job interviews to be perceived as competent (to counter the stereotype that women are not qualified to lead) but if they do, they are disliked (social backlash) and less likely to be hired than their male counterparts (economic backlash; Rudman, 1998). Because ingratiation can profoundly increase liking (Gordon, 1996; Vonk, 2002), we investigated whether women can counteract backlash effects by flattering interviewers and seeking common ground with them. To do so, Rutgers University students (N = 136) interviewed a male or female confederate ostensibly applying for a marketing manager position. Confederates answered interview questions according to a script that was either self-promoting or mixed self-promotion with ingratiation. Participants rated female applicants as equally competent, but less likeable and less hireable than male confederates, demonstrating social and economic backlash. New to the present study, social backlash was fully mediated by perceptions that female applicants violated feminine proscriptions, suggesting that female applicants were disliked because they were perceived as too high in status-enhancing traits such as dominance, arrogance and self-centeredness. However, women who mixed self-promotion with ingratiation were not rated as violating female proscriptions (i.e., they were competent but not bitchy). And while they suffered social and economic backlash, the effect sizes were much smaller than for self-promoting women. In concert, the findings suggest that ingratiation has the potential to improve interview outcomes for female managerial applicants.

**B37**

**MASCULINITY, FEMININITY, AND WELL-BEING: A META-ANALYTIC APPROACH** Christopher Garris<sup>1</sup>; <sup>1</sup>University of Kentucky – Two ongoing meta-analyses were conducted on studies testing the relationship between gender roles (masculinity and femininity) and well-being. Comprehensive searching yielded 191 articles for possible inclusion in the analysis., of which 69 percent were excluded from the meta-analyses due to irrelevant or insufficient reported information, leaving 75 eligible articles for analysis. Requests for unpublished data were made by contacting potentially relevant data from dissertations. Effects sizes ( $r$ s) were extracted from the articles, weighted using inverse variance, and combined. Results based on the studies coded by the time of poster submission indicate that the combined effect size for the relationship between masculinity and well-being was  $r = .11$  (95% CI = .05 - .15;  $Z = 4.06$ ;  $p = .00$ ;  $N = 1562$ ). Femininity, on the other hand, had an effect size of  $r = .03$  (95% CI = -.053 - .11;  $Z = 0.68$ ;  $p = .50$ ;  $N = 700$ ). Therefore, based on this summary, higher levels of self-reported masculinity seem to be positively related to self-reported well-being, while femininity does not. Year of publication and type of well-being measure used were significant moderators of both relationships, with masculinity being a stronger predictor of well-being in older studies. Comprehensive analyses and general conclusions will be discussed.

**B38**

**ATTITUDES ABOUT OLDER WOMEN, FEMINIST IDENTITY, AND AGING ANXIETY AMONG FEMALE COLLEGE STUDENTS** Ada Diaconu Muresan<sup>1</sup>, Mary White Stewart<sup>1</sup>; <sup>1</sup>University of Nevada, Reno – Anxiety about aging constitutes a significant source of psychological distress, and younger individuals have been consistently found to exhibit higher levels of aging anxiety than older people. Young women are particularly likely to experience aging anxiety, perhaps as a reflection of the double standard of aging that characterizes Western culture. In this study, we examined attitudes about older women and feminist identity as potential predictors of aging anxiety in a sample of 116 female college students. Our measures included Henley et al.'s (1998) Feminist Perspectives Scale, a modified version of Lasher and Faulkender's (1993) Fear of Old People subscale, Cantwell and Barrett's (2002) Personal Aging Anxiety Scale, and three independent items used by Barrett and Robbins (2008) to assess aging anxiety. Negative attitudes toward older women were positively correlated with several measures of aging anxiety, supporting the hypothesis that young women's prejudices against older women may increase anxiety about their own aging (of course, the correlational nature of the data could also support alternative formulations). Feminist identity was not associated with aging anxiety, suggesting that endorsement of feminist beliefs does not protect young women against aging concerns. Considering the established role of feminist identity in reducing problematic occurrences such as body image concerns, we discuss the methodological and conceptual factors that may have contributed to the present results and outline the complexity of women's aging process compared to other issues addressed within feminist scholarship.

**B39**

**THE MEDIATING EFFECT OF SYSTEM JUSTIFICATION ON THE RELATIONSHIP BETWEEN FUNDAMENTALIST RELIGIOSITY AND HOSTILE SEXISM** Nuray Sakalli-Ugurlu<sup>1,2</sup>, Nilüfer Ercan<sup>1</sup>; <sup>1</sup>Middle East Technical University, <sup>2</sup>The Scientific and Technological Research Council of Turkey-TÜBİTAK scholar – The question of how religiosity is relevant to hostile attitudes toward women has been an important topic for social psychologists. Religiosity was a significant predictor of benevolent sexism rather than hostile sexism in predominantly Christian Western countries. However, when benevolent sexism was controlled, religiosity was a significant correlate of hostile sexism for males whereas it was not a significant correlate of hostile sexism for females in Turkey. In addition, researchers have presented an association between system justifying tendencies and religion. All these studies lead us to examine how system justification which is a motivation to rationalize the social, economic and political

arrangements can mediate the relationship between fundamentalist religiosity and hostile attitudes toward women in a Muslim country, Turkey, to understand the generative mechanism through which fundamentalist religiosity is able to influence hostile attitudes toward women. 157 male and 228 female participants (university students and nonstudents) completed measures of Hostile Sexism (Glick & Fiske, 1996), Gender-related System Justification (Jost & Kay, 2005), and Fundamentalist Religiosity. Following Baron and Kenny (1986), three simple regression analyses were conducted and then a multiple regression analysis was conducted with Fundamentalist Religiosity and System Justification predicting Hostile Sexism for both females and males. Sobel  $z$  test was 3.94 for males, and 2.95 for females. The significant partial mediations indicated that system justification was a significant mediator between Fundamentalist Religiosity and Hostile Sexism for both males and females. Although the mediation is significant for both men and women, the effect sizes were much larger for men.

**B40**

**'PSYCHOLOGY OF WOMEN' VERSUS 'PSYCHOLOGY OF GENDER': THE IMPACT OF VARYING DIVERSITY COURSE TITLES ON STUDENT INTEREST** Justin J. Lehmillier<sup>1</sup>, Jennifer R. Spoo<sup>2</sup>; <sup>1</sup>Colorado State University, <sup>2</sup>University of Queensland – Diversity enhancement courses are increasingly common throughout higher education (Humphreys, 1997). Within social psychology, such courses often focus on gender-based prejudice. No research has examined what factors are likely to attract a broad range of open-minded students to such classes. Courses that appear to focus on disadvantaged groups may threaten potential students because they anticipate the class will challenge their beliefs or suggest ways in which they are complicit in perpetuating prejudice. For example, aversive sexists (i.e., people who hold egalitarian gender beliefs, but unconsciously harbor negative feelings toward women; Dovidio & Gaertner, 2004) might avoid such courses in order to maintain a non-prejudiced self-image. This experiment examined whether titling a diversity-related course with the traditionally disadvantaged group (e.g., 'Psychology of Women') would influence students' perceptions of course content and likelihood of enrollment compared to a broader title (e.g., 'Psychology of Gender'). Participants ( $N=127$ ) were randomly assigned to read one of two prospective course offerings. The course descriptions were identical; only the title was varied (i.e., Psychology of Women vs. Gender). Participants indicated whether the course content appeared biased and their willingness to enroll. Participants perceived the Women course as more biased ( $p < .001$ ) and were less willing to take it ( $p < .05$ ) compared to the Gender course. Furthermore, perceptions of biased content mediated the effect of course title on willingness to enroll ( $p < .01$ ). These results have practical implications for social psychologists teaching diversity-related courses and suggest that titles emphasizing disadvantaged groups may be evaluated negatively and could potentially restrict enrollment.

**B41**

**AMBIVALENT SEXISM AND EVALUATIONS OF POSITIVELY AND NEGATIVELY SEXUALLY SUBTYPED WOMEN** Sianna Ziegler<sup>1</sup>, Kathryn Oleson<sup>1</sup>; <sup>1</sup>Reed College – The present study explores the effects of mortality salience and sexual subtype information on hostile and benevolent attitudes toward women in general as well as evaluations of individual women. Ambivalent sexist attitudes and evaluations of a female target conforming to a positive (chaste) or negative (promiscuous) sexual subtype were examined under mortality salient and control conditions. Thirty-six female and 32 male participants evaluated the target's competence and warmth and completed measures of ambivalent sexism. Participants were randomly assigned to one of four conditions in a 2 (mortality salience: present vs. absent)  $\times$  2 (target subtype: promiscuous vs. chaste) between-subjects factorial design. No effects of mortality salience were found. Among women, the promiscuous target elicited more hostile sexism and lower competence ratings than did the chaste target. Men's hostile sexism and competence ratings, however, did not differ by target description. Within the chaste condition, women rated

the target as more competent than did men. Overall, men expressed more benevolent sexism than women regardless of target subtype. Finally, the chaste target was rated as warmer than the promiscuous one regardless of participant gender. The way a woman is perceived in terms of sexual promiscuity influences how she is perceived in other domains, particularly when the perceiver is another woman. Additionally, exposure to a sexually subtyped female target affects immediate attitudes toward women as a whole. Taken together, these findings illustrate the pervasiveness of traditional standards of female sexuality.

#### B42

**EXPANDING THE RELATIONSHIP BETWEEN BODY DISSATISFACTION AND OBJECTIFICATION BEYOND WEIGHT** Nicole M. Overstreet<sup>1</sup>, Diane M. Quinn<sup>1</sup>, V. Bede Agocha<sup>1</sup>; <sup>1</sup>University of Connecticut – Objectification theory posits that the sexual objectification of women contributes to a preoccupation with physical appearance and the internalization of an outsider's perspective on the self, a process known as self-objectification (Fredrickson & Roberts, 1997). Self-objectification, mostly examined as a consequence of societal pressures of thinness, leads to a multitude of negative outcomes including body dissatisfaction (Harper & Tiggemann, 2008). Although thin idealization increases body dissatisfaction with regards to weight, a curvaceous but thin body ideal (i.e., smaller waist and hips with a larger bust line) is another cultural standard of feminine beauty that may influence body dissatisfaction beyond thinness. The present study (N = 145) examined whether self-objectification (indexed by body surveillance and body shame) influenced dissatisfaction with breast size, buttock size, and weight among women. Results indicated that both body shame and body surveillance were significant predictors of weight, breast, and buttock size dissatisfaction, such that more body shame and surveillance was associated with more dissatisfaction. Additionally, given recent research suggesting that appearance contingent self worth may lead to negative consequences when cultural ideals of physical attractiveness are not met (cf., Crocker & Wolfe, 2001), we examined whether basing one's self-worth on appearance also influenced dissatisfaction. Analyses indicated that appearance contingent self-worth significantly predicted weight, breast, and buttock size dissatisfaction; however, these effects were mediated by body shame and surveillance. These findings stress the importance of considering dissatisfaction with other aspects of women's bodies as a consequence of an objectified body consciousness, specifically body shame and body surveillance.

#### B43

**THE SCIENTIFIC GENDER GAP: GENDER BIAS IN FACIAL INFERENCES THAT PREDICT SCIENTIFIC INFLUENCE** Emily Kim<sup>1</sup>, Joan Chiao<sup>1</sup>; <sup>1</sup>Northwestern University – Although the number of female scientists earning graduate degrees in science, technology, engineering and math (STEM) fields has increased steadily in the past 15 years, the gender gap in higher echelons of science has remained. What psychological factors underlie the scientific gender gap at the highest levels of STEM fields? From politics to business, facial appearance has been shown to play a pivotal role in predicting an individual's success. Here we examine the possibility that facial appearance may contribute to scientific success and, in particular, to a gender gap in scientific influence as measured by h index. Twenty-one participants viewed 110 greyscale facial photographs (55 females) of professors at Tier I science, engineering, and math departments. All facial photos were standardized for background color, size, luminosity and age. Participants viewed each face for one second and judged how dominant, attractive, approachable and competent the face seemed on a 7-point Likert scale. Across all faces, perceived competence was a negative predictor of h index. Critically, distinct facial inferences predicted scientific influence for men and women. For male scientists, perceived competence was a negative predictor of h index, whereas for female scientists, perceived approachability was a negative predictor of both h index and amount of federal grant funding. These

results indicate that shallow decision heuristics, such as facial inferences, play an important role in scientific influence and may contribute to the perseverance of gender gaps in STEM fields.

#### B44

**GENDERING OBJECTS: THE REPERCUSSIONS OF USING GENDERED PRONOUNS WHEN REFERRING TO OBJECTS.** Kelly Danaher<sup>1</sup>, Iva Katzarska-Miller<sup>2</sup>, Monica Biernat<sup>1</sup>; <sup>1</sup>University of Kansas, <sup>2</sup>Transylvania University – Using gendered pronouns to refer to an object is common in conversation, writing, and other expressions of language (Wales, 1996). The current research explores whether gendering objects produces stereotype-consistent perceptions of the object. In Study 1, participants rated 14 objects (e.g., TV, boat, computer) on gender-stereotypical traits and pronoun labels—ranging from 1 “definitely she” to 7 “definitely he” with a midpoint of 4 “definitely it”. Pronoun ratings were positively correlated with male trait ratings,  $r(12) = .64$ ,  $p < .05$ , and negatively correlated with female trait ratings,  $r(12) = -.71$ ,  $p < .05$ . To further explore the directionality of this relationship, participants in Study 2 read passages about personified objects where half were referred to as “she” and half as “he”. Between-subject ANOVAs revealed that TV, boat, and desk were rated as more feminine when referred to as “she” compared to “he,”  $F(1, 47) > 8.99$ ,  $ps < .01$ , and cell phone was viewed as more masculine in the “he” condition than in the “she” condition,  $F(1, 39) = 4.26$ ,  $p < .05$ . Logistic regressions revealed that for car, boat, ipod, and cell phone the odds of giving the object a male name versus a female name were greater in the “he” condition compared to the “she” condition,  $c2(2, Ns = 43-44) > 6.66$ ,  $ps < .05$ . As predicted, using gendered pronouns when referring to objects influences how that object is viewed.

#### B45

**ARE LESS INTELLIGENT WOMEN MORE DESIRABLE? THE ROLE OF GENDERED ROMANTIC PREFERENCES** Lora Park<sup>1</sup>, Jordan Troisi<sup>1</sup>, Ariana Young<sup>1</sup>; <sup>1</sup>University at Buffalo, The State University of New York – The present research examined whether college students' romantic preference (RP) for dating smarter partners predicted personal and societal beliefs regarding women's intelligence in masculine vs. feminine domains, and their subsequent romantic desirability. One-hundred twelve undergraduate students initially reported their preference for dating someone smarter than themselves. They later completed questionnaires assessing their desire to date someone in stereotypically masculine (e.g., math, science) vs. feminine (e.g., arts, humanities) domains, and their personal and societal beliefs regarding women's intelligence in these domains and their subsequent romantic desirability. Results of regression analyses revealed significant interactions between gender and RP, such that women who preferred smarter partners wanted to date partners who were more intelligent than themselves in traditionally masculine domains, whereas this effect was not found among men who preferred smarter partners. Women's RP did not extend to a preference for dating partners who were smarter than themselves in traditionally feminine domains. Moreover, women who preferred smarter partners believed – on both a personal and societal level – that women who are less intelligent than men in math/science are more romantically desirable. Women who preferred smarter partners also endorsed the societal belief that women who are smarter than men in math/science are less romantically desirable, whereas women who are smarter than men in the arts/humanities are more romantically desirable. Implications of women's RP for the gender gap in math/science performance and persistence are discussed.

#### B46

**THEY'RE NOT KIDDING: GENDER, MARITAL STATUS, AND THE MOTIVATIONS FOR CHOOSING INTENTIONAL CHILDLESSNESS** Vincent Ciaccio<sup>1</sup>; <sup>1</sup>Rutgers University – The purpose of this study was to determine what motivates people to choose to be childfree. Participants (N=432) were primarily recruited via Internet message boards that catered to the childfree; the study was fielded online. Participants were asked to rate forty items on nine-point Likert-type scales, indicating to what degree



each item motivated them to choose childfreedom, where higher values indicated greater influence. They were also asked to select the motivator that was most influential in their lifestyle choice. The highest scoring items for the total sample were: "Do not want to sacrifice privacy/personal space for kids" ( $M=7.78$ ,  $SD=1.93$ ), "No compelling reason to have kids" ( $M=7.64$ ,  $SD=2.25$ ), "Do not want to sacrifice time for children" ( $M=7.55$ ,  $SD=2.02$ ), and "Actively do not want children around" ( $M=7.45$ ,  $SD=2.24$ ). Additionally, one of those four items was selected by 59.5% of the total sample as their most influential motivator. A 2 (gender) by 3 (marital status: single; single, but in a relationship; married) ANOVA was performed on each motivator, revealing significant differences in 14 items for gender and 11 items for marital status (all  $p<.05$ ). For all but one item showing statistically significant differences by gender, women have higher means scores versus men; there is no similar pattern when examining the corresponding items by marital status. Results are discussed in particular regard to gender roles.

#### B47

**GENDER ROLE IDENTITY PREDICTS ENDORSEMENT OF CULTURAL STANDARDS OF THINNESS** Susan Darlow<sup>1</sup>, Marci Lobel<sup>1</sup>; <sup>1</sup>Stony Brook University – Thin ideal internalization, or endorsing cultural standards of thinness, is associated in women with body dissatisfaction, concerns about eating and weight, and anxiety. It is unknown why some people are more likely than others to internalize thinness standards. In addition, thin ideal internalization in men has largely been ignored. Female and male undergraduates ( $N = 244$ ) completed measures of thin ideal internalization (Heinberg, Thompson, & Stormer, 1995) and masculine and feminine traits (Spence & Helmreich, 1978). In women, those with masculine traits were less likely to report that they were trying to lose weight. This association was mediated by lower scores on the thin ideal internalization measure. In male students, neither feminine nor masculine traits were associated with trying to lose weight. Separate hierarchical regression analyses examining the influence of gendered traits on thin ideal internalization were conducted for men and women. Results indicated that endorsing cultural standards of thinness was least common in women who are androgynous (high on both feminine and masculine traits) or undifferentiated (low on both feminine and masculine traits), and in men who identify strongly with masculine but not feminine traits. Endorsement of thinness ideals was most common in women who are high in masculine or feminine traits, and in androgynous men. Findings suggest that concerns about weight are associated with gender role identity for both men and women. Women with strong masculine or feminine orientation and androgynous men may be at highest risk for the mood and behavioral consequences of preoccupation with appearance.

#### B48

**THE CULTURAL CONSTRUCTION OF MATH AND SCIENCE AND THE GENDER GAP IN PERFORMANCE: IS CRITICAL CONSCIOUSNESS A SOURCE OF RESILIENCE FOR WOMEN?** Alison Blodom<sup>1</sup>, Sharon Dzieszietnik<sup>1</sup>, Laurie T. O'Brien<sup>1</sup>; <sup>1</sup>Tulane University – The present study investigated how the cultural construction of Science, Technology, Engineering, and Mathematics (STEM) fields as "masculine" contributes to the gender gap in STEM performance by creating social identity threat for women and social identity privilege for men. In addition, the present study examined critical consciousness as a potential source of resilience to the social identity threats encountered by women in STEM domains. Critical consciousness is a multi-faceted construct that includes the belief that gender differences are illegitimate, unstable, and that women share a common fate. Undergraduates ( $N=105$ , 65% female) completed the perceived masculinization of STEM IAT, a math and science test, ratings of enjoyment of STEM and Humanities courses, interest in visiting science and art museums, and a measure of critical consciousness. Results suggest that the cultural construction of STEM may indeed contribute to the gender gap in STEM fields. For women, perceived masculinization of STEM was associated with poorer performance on the test whereas for men perceived masculinization was associated with better performance.

The results also suggest that critical consciousness may be a source of resilience for women in STEM fields: women who scored high in critical consciousness were less likely to perceive STEM as masculine, scored higher on the test, reported greater enjoyment of science (but not humanities) courses, and indicated more interest in visiting science (but not art) museums. Future research should experimentally investigate whether increasing critical consciousness among women is a viable strategy for diminishing the gender gap in STEM fields.

#### B49

##### **WHAT'S THE SKINNY ON BODY IMAGE?: THE EFFECTS OF EXPOSURE TO AVERAGE AND IDEAL MODELS ON WOMEN'S BODY DISSATISFACTION**

Alison S. Carson<sup>1</sup>, George E. Schreer<sup>1</sup>; <sup>1</sup>Manhattanville College – Research examining the influence of media on women's body dissatisfaction has hypothesized that ideal images of women's bodies portrayed in the media may have a negative effect on body image, leading to increases in body dissatisfaction. Based on the meta-analytic findings and recommendations of Groesz, Levine, and Murnen (2002), the current study uses a pre/post design to experimentally examine the immediate effects of exposure to "ideal" or digitally manipulated "average" images of female bodies on body dissatisfaction. White female participants ( $N = 35$ ) completed two measures of body dissatisfaction before and after exposure to the images. Participants also completed a measure of socio-cultural awareness and internalization of Western body ideals (SATAQ) and a measure of appearance schematicity (ASI). It was hypothesized that women exposed to the ideal images would show a greater increase in body dissatisfaction than women in the Average condition. While differences were found between the Ideal and Average conditions on the visual analog scale of body dissatisfaction, they were only marginally significant. Additionally, it was predicted that high scores on the SATAQ and ASI would also lead to greater change in body dissatisfaction. Multiple regression analysis revealed that change in body dissatisfaction was best predicted by the participant's internalization of the sociocultural norms toward appearance and their level of appearance schematicity. Discussion focuses on the measurement of state changes in body dissatisfaction, moderators of body dissatisfaction (e.g., appearance schematicity), and future directions of research (e.g., ethnicity and the role of acculturation).

#### B50

##### **SEXISM IN THE MEDIA: COVERAGE OF THE 2008 DEMOCRATIC PRIMARY SEASON** Annie B. Fox<sup>1</sup>, Valerie Earnshaw<sup>1</sup>, Mary Crawford<sup>1</sup>;

<sup>1</sup>University of Connecticut – Subtle sexism in media portrayals of candidates could have a profound effect on the course of an election. These portrayals may be shaped by the gender of the writer as well as that of the candidate. Male and female authors may focus on different aspects of a candidate or bring different perspectives to political coverage. Additionally, male and female candidates may receive differential treatment in the media. In order to explore sexism in political coverage, we examined the language used by male and female authors of newspaper editorials written during the 2008 Democratic primary election. We collected 1094 editorials appearing in eight different major newspapers across the country (e.g., USA Today, New York Times) from December 2007 to June 2008. Newspaper articles were analyzed using the Linguistic Inquiry and Word Count program (LIWC 2007). Only 23% of the articles were written by women and only 35% were written about Clinton. Female authors wrote articles containing more words that were categorized as social, familial, body-related, or sexual; articles written by men contained more words related to work, money, and achievement. In examining the focus of the article, articles written about Clinton contained more words related to affect and sadness than articles written about other candidates. Overall, these results indicate that there is less coverage of female candidates, there are fewer women than men writing editorials, and that there appears to be a divide in what men and women wrote about when covering Clinton and Obama.

**B51  
SIMILARITIES AND DIFFERENCES IN MEN'S AND WOMEN'S  
RESPONDING TO STRESS: PHYSIOLOGY AND CONCEPT  
ACCESSIBILITY** Elaine Perea<sup>1</sup>, Michelle Shiota<sup>1</sup>; <sup>1</sup>Arizona State

University – Researchers have suggested that men and women have somewhat different automatic responses to stress (Taylor, et al., 2000). One possibility is that the "fight or flight" response is more pronounced among men, whereas a tendency to affiliate, or "tend and befriend," may be more pronounced among women. However, the nature and degree of sex differences in physiological and psychological stress responding is still uncertain. We used a laboratory-based mental arithmetic task to explore sex differences in stress-related physiological reactivity (heart rate) and accessibility of stress-related constructs (Wegner & Smart, 1997). A lexical decision task assessed effects of the stress task on fight/flight and tend/befriend concept accessibility. The stress manipulation led to increased heart rate from baseline among both men and women, as well as increased accessibility of fight/flight concepts. The effect on fight/flight concept accessibility was significantly greater among men than women, and heart rate effects showed a trend in this direction as well. The stress manipulation also increased cognitive accessibility of tend/befriend words among men, but women displayed significant slowing of reaction times to tend/befriend words after the stress manipulation. This was unexpected, as it suggests reduced accessibility of tend/befriend constructs when women are stressed. These findings suggest that men's and women's responses to stress are similar in some ways and different in others. A careful analysis of construct accessibility, combined with future analyses of individual differences, will yield a more complex understanding of the interaction of sex and affiliative tendencies in stress responses.

**B52  
YOU CAN'T READ MY PAIN FACE: HOW GENDER AFFECTS THE DECODING  
OF FACIAL EXPRESSIONS OF PAIN** Paolo Riva<sup>1</sup>, Simona Sacchi<sup>1</sup>,  
Alessandra Frigerio<sup>1</sup>, Lorenzo Montali<sup>1</sup>; <sup>1</sup>University of Milan-Bicocca – Evolutionary theories suggest that decoding facial expressions of pain may be crucial in eliciting empathic behaviors towards the individual experiencing pain (Williams, 2002). Among the several factors which affect the judgment of facial expression of suffering, gender is particularly relevant (e.g., Simon, 2006), even if little is known about its role in affecting observers' inferences. The present research addresses the issue of whether people are faster and/or more accurate in detecting the expression of suffering on male or female faces. In two experimental studies, we devised a set of stimuli using virtual human technology. In Study 1, a prototypical female and male avatar were displayed with different expressions (pain, anger, disgust, and neutral) while subjects' (N = 34) accuracy and latency of expressions discrimination were recorded. In Study 2, participants had to categorize an androgynous avatar face showing different expressions as either female or male in a gender discrimination task. Results showed that participants, regardless of their gender, were significantly less accurate in recognizing pain expressions (but not the other expressions) when displayed on female faces. Further, androgynous faces displaying painful expressions were categorized less as female than male. These results are interpreted by taking into account the shared views that considered women as more likely to express their pain together with the existence of the "cheating detection mechanism", that is the evolutionary tendency to systematically put into question the expression of pain, which might lead observers to be less able to accurately detect suffering in women.

**B53  
EXPLICIT VERSUS IMPLICIT ASSOCIATIONS OF WOMEN WITH  
WORKPLACE SUCCESS** Ashley C. Myers<sup>1</sup>, Ioana M. Latu<sup>1</sup>, Tracie L. Stewart<sup>1</sup>, Claire G. Lisco<sup>1</sup>, Sarah Beth Estes<sup>2</sup>, Dana K. Donohue<sup>1</sup>; <sup>1</sup>Georgia State University, <sup>2</sup>University of Arkansas at Little Rock – Research reveals that women in the workplace are viewed more positively than ever before, and often more positively than men, yet data also suggest that

gender inequalities in the workplace persist. We investigated this contradiction and proposed that a better understanding of such inconsistency might lie in disentangling explicit and implicit attitudes towards women in the workplace. Thus, we developed a novel implicit measure which contextualized bias within the workplace, the Successful Manager IAT (SM-IAT), to assess the degree of implicit association between gender and successful/unsuccessful manager traits. In two studies, 371 college students completed (1) the SM-IAT, (2) the General Attitude IAT, (3) several individual difference measures (Hostile Sexism, Benevolent Sexism, Internal/External Motivation to Respond Without Sexism), (4) a gender bias outcome measure, (5) and an explicit evaluation of male and female managers. Analyses revealed that male participants were more likely to implicitly associate men with successful manager traits and women with unsuccessful manager traits, compared to reversed pairings. Female participants, individuals low in hostile sexism, and individuals both high in internal motivation to respond without sexism and low in external motivation to respond without sexism demonstrated the least bias. No bias against women was found on either explicit evaluations of managers or the implicit general gender attitudes measure. A test of the SM-IAT's predictive ability revealed that greater implicit association of men with successful manager traits, and women with unsuccessful manager traits, predicted greater workplace rewards assigned to male managers by both male and female participants.

**B54  
SHE DESERVES A PUNISHMENT: PERCEPTION OF GENDER VIOLENCE  
AND THE EFFECT OF AMBIVALENT SEXISM WHEN WOMAN CHALLENGES  
TRADITIONAL ROLES** M. Carmen Herrera<sup>1</sup>, Inmaculada Valor-Segura<sup>1</sup>,  
Francisca Expósito<sup>1</sup>, Miguel Moya<sup>1</sup>; <sup>1</sup>University of Granada – The existence of violence against women is closely linked to ambivalent sexism. Lay theories of the causes of relationship violence may affect whether women challenge or uphold traditional roles within relationships. We have designed two studies to analyze the influence of sexism of the perceivers and characteristics of the situation on judgments of a gender aggression. In study 1, 293 participants estimated the probability that the man would feel threatened and become violent as a result of challenge of traditional roles relationship within the couple. In study 2, 197 participants estimated the blame of victim and exonerate of perpetrator in different aggression episodes. Results in study 1 showed that benevolently sexist women were especially likely to view the male partner as threatened, which in turn, mediated women's perceptions of increased likelihood that the man would aggress. Results in study 2 showed differences in the reactions of observers depending on the cause that triggered the aggression. We also found effects of sexism perceivers, in the perception of situations of aggression. We suggest that sexism may lead women to embrace traditional roles in relationships to avoid antagonizing male partners.

**Individual Differences**

**B55  
CONSCIENTIOUSNESS AND SELF-MOTIVATION AS MUTUALLY  
COMPENSATORY PREDICTORS OF UNIVERSITY-LEVEL GPA** Wen  
Cheng<sup>1</sup>, William Ickes<sup>1</sup>; <sup>1</sup>University of Texas at Arlington – To help account for variability across studies in the predictive utility of conscientiousness, we proposed that conscientiousness and self-motivation mutually compensate for each other in predicting university-level academic performance. Consistent with this expectation, we found evidence of such mutual moderation in a sample of 377 college undergraduates. First, we found that conscientiousness and self-motivation compensated for each other in predicting university GPA: Students who were either high in conscientiousness or high in self-motivation had better academic performance (GPA) than those who were low in both conscientiousness and self-motivation. Second, these findings were still evident after we controlled for the students' previous academic performance (high school rank) and academic ability (SAT/ACT). The study of mutually compen-

satory predictors not only offers the potential of developing better predictive models; it also helps to account for why some "main effect" predictors of university GPA are variable across studies in their degree of predictive utility.

**B56**

**PERSONALITY AND ONLINE SOCIAL ENVIRONMENTS** Jason D. Ferrell<sup>1</sup>, Alicia Limke<sup>1</sup>; <sup>1</sup>University of Central Oklahoma – The purpose of this project was to quantify a hypothesized difference in participants' general personalities compared to their personalities during online social interactions. 157 undergraduate General Psychology students from the University of Central Oklahoma participated to receive credits toward their class research requirement. They completed a self-report 44-item Big Five Inventory (BFI; John, Donahue, & Kentle, 1991) assessing the Big Five personality factors (i.e., openness, conscientiousness, extraversion, agreeableness, and neuroticism) twice – one version included the typical instructions and the other version included modified instructions in which participants were directed to answer the items referring specifically to their online social interactions. Participants also completed the Self-Monitoring Scale (Snyder & Gangestad, 1986) and the Self-Concept Clarity Scale (Campbell, Trapnell, Heine, Katz, Lavallee, & Lehman, 1996). The absolute differences between BFI and OnlineBFI scores were used in one-sample t-tests to test the hypothesis that there are significant differences in personalities (in general) and personalities online. This hypothesis was supported. That is, when individuals are interacting with others online, their personalities are different from their personalities in general. Moreover, individual differences in self-monitoring and self-concept clarity predict the extent of the actual differences between BFI and OnlineBFI scores.

**B57**

**THE DYNAMICS OF DEATH AND MEANING: THE EFFECTS OF DEATH-RELEVANT COGNITIONS AND PERSONAL NEED FOR STRUCTURE ON PERCEPTIONS OF MEANING IN LIFE** Matthew Vess<sup>1</sup>, Clay Routledge<sup>2</sup>, Mark Landau<sup>3</sup>, Jamie Arndt<sup>1</sup>; <sup>1</sup>University of Missouri, <sup>2</sup>North Dakota State University, <sup>3</sup>University of Kansas – Although terror management theory emphasizes the importance of transcendent meaning for the mitigation of existential distress, few studies have directly examined how mortality concerns influence perceptions of meaning in life. The present research proposes that death-relevant thought has divergent effects on meaning perceptions depending on individuals' personal need for structure (PNS), or dispositional desire for structured knowledge. In prior research, high-PNS individuals primed with mortality employ clearly structured conceptions of reality and were thus expected to show stable or even bolstered meaning perceptions under heightened death-thought activation. Low-PNS individuals do not show this tendency and were therefore expected to show decreased meaning perceptions when death-thought was active. Using three different measures of meaning in life, three distinct control conditions, and two operationalizations of death-focused cognitions, the results of Studies 1a – 1d support these hypotheses. Study 2 examined how low-PNS individuals might reaffirm meaning, and showed that activated death-thought increased their willingness to explore novelty. Studies 4 and 5 directly tested the meaning-conferring function of novelty-seeking among low-PNS individuals, showing that they affirmed the meaningfulness of their lives after contemplating mortality and considering novel interpretations of the world and their experience. These findings suggest that individuals predisposed toward unambiguous interpretations of the world experience bolstered perceptions of meaning when death-thoughts are activated. Individuals not so disposed, on the other hand, experience threats to life's meaning but are able to overcome these threats when given the opportunity to actively explore unfamiliar and novel interpretations of both the world and themselves.

**B58**

**SEARCHING FOR A VULNERABLE AND DARK TRIAD: COMPARING VULNERABLE NARCISSISM, SECONDARY PSYCHOPATHY, AND BORDERLINE PERSONALITY DISORDER** Brittany Gentile<sup>1</sup>, Joshua Miller<sup>1</sup>, Ally Dir<sup>1</sup>, Lauren Wilson<sup>1</sup>, Lauren Pryor<sup>1</sup>, W. Keith Campbell<sup>1</sup>; <sup>1</sup>University of Georgia – Previous research has shown substantial covariance between personality disorders and pathological personality styles. This comorbidity has most notably been exemplified by Paulhus and colleague's "Dark Triad" which identified relationships between narcissism, psychopathy, and Machiavellianism. The current study further examines the heterogeneity found in narcissism and psychopathy to determine the existence of a second, complementary triad, composed of emotional vulnerability and dark traits (i.e., the Vulnerable and Dark Triad; VDT). A sample of 361 undergraduates was used to examine the interrelationships between composite measures of vulnerable narcissism, secondary psychopathy, and Borderline Personality Disorder (BPD). Additionally, we examined the relationships of these three constructs to measures of personality, parent reports of personality, etiological factors, and current functioning (e.g. affect, self-esteem, externalizing behaviors). The three members of the VDT were shown to be significantly related to each other and to exhibit similar nomological networks, providing support for the existence of a second dark triad. Significant relationships were also found between the three constructs and aspects of negative emotionality and antagonistic interpersonal styles. Although vulnerable narcissism was related to primary psychopathy, the VDT constructs were otherwise quite distinct from the original dark triad.

**B59**

**PSYCHOLOGICAL UNDERPINNINGS OF POLITICAL ORIENTATION: A FOCUS ON POLITICAL LIBERALISM** Becky L. Choma<sup>1</sup>, Carolyn L. Hafer<sup>2</sup>, Sid J. Segalowitz<sup>2</sup>, Jane Dywan<sup>2</sup>; <sup>1</sup>Wilfrid Laurier University, <sup>2</sup>Brock University – Psychological research on political ideology has focused disproportionately on the conservative rather than liberal end of the liberal-conservative continuum. Consequently, researchers might have overlooked certain motivational underpinnings of political orientation, especially those that might relate to political liberalism. That is, most of the qualities thought to underlie political ideology were originally proposed because they were indicative of conservatives (i.e., a disparate focus on political conservatism). To address this imbalance, the present research builds on previous work investigating psychological variables that underlie political ideology (e.g., Block & Block, 2006; Jost, Glaser, Kruglanski, & Sulloway, 2003) by concentrating on needs that underlie political orientation, with a theoretical and methodological focus on political liberalism. A review of various literatures led us to hypothesize that needs for Inclusiveness, Change, and Understanding, would relate to political liberalism. In addition, drawing on theories of ideology arguing that different factors promote liberal and conservative orientations (Higgins, 1997; Tomkins, 1963), we tested whether the three proposed needs were distinctly related to political liberalism. Canadian undergraduates (N=245) completed measures of political ideology (using a liberal-conservative continuum, and separate measures of political liberalism and conservatism) and individual difference scales indicative of the proposed needs (Inclusiveness, Change, Understanding). Results from partial correlations and regressions showed that political liberalism was positively associated with Inclusiveness, Change, and Understanding (controlling for political conservatism); however, political conservatism was unrelated to these needs (controlling for political liberalism). Results suggest that some of the underpinnings of political liberalism and political conservatism are distinct, not just opposite.

**B60**

**PERSONALITY CORRELATES OF THE SELF-PRESENTATION TACTICS SCALE** Namia C. Worth<sup>1</sup>, Angela S. Book<sup>1</sup>; <sup>1</sup>Brock University – The purpose of this study was to examine the relationships between the Self-Presentation Tactics scale (S. Lee et al., 1999) and six broad personality traits (using the HEXACO Personality Inventory; K. Lee & Ashton, 2004). The

Self-Presentation Tactics scale consists of 12 tactics reflecting ways that individuals can manipulate the image they project to others (S. Lee et al., 1999), but it is not clear how these different tactics relate to general personality traits. Self-report data from 147 university students showed that total self-presentation tactics scores were negatively correlated with honesty-humility, agreeableness, and conscientiousness, but were uncorrelated with emotionality, extraversion, and openness to experience. A multiple regression analysis found that total scores were predicted by honesty-humility (negatively) and emotionality (positively). Negative correlations were observed between the honesty-humility factor and 10 tactics, suggesting that these tactics are used more often by those who are generally manipulative and insincere. Lower levels of agreeableness were associated with more frequent use of seven tactics, including the more obviously 'aggressive' tactics (e.g., intimidation and blasting), but also other tactics (e.g., excuses) that do not contain overtly disagreeable content. Results suggest that the nature of the different self-presentation tactics can be explained in terms of their relationships with the six broad personality traits, and that overall self-presentation tactics are generally deceptive behaviours. However, the two tactics (apologies and self-handicapping) that were largely uncorrelated with honesty-humility may sometimes be authentic expressions of feeling rather than tactics designed to alter one's image.

### B61

**MORAL IDENTITY AND THE EXPERIENCE OF MORAL ELEVATION IN RESPONSE TO ACTS OF UNCOMMON GOODNESS** Karl Aquino<sup>1</sup>, Brent McFerran<sup>1</sup>, Marjorie Laven<sup>1</sup>; <sup>1</sup>University of British Columbia – Two studies examine whether people whose moral identity is highly self-defining are more susceptible to experiencing a state of moral elevation after being exposed to acts of uncommon moral goodness. Moral elevation consists of emotional, cognitive, and physiological responses that motivate prosocial action tendencies (Freeman, Aquino, & McFerran, 2009; Haidt 2000; 2003). Study 1 used a representative sample of the Canadian population obtained from a professional polling organization. Participants were asked if they had ever witnessed an unexpected and extraordinary act of human goodness, kindness, or compassion, and if so to briefly describe the event. Results showed that people higher in moral identity centrality reported experiencing more intense elevating emotions, had more positive views of humanity, and were more desirous of becoming a better person after witnessing an act of uncommon goodness, but not positive emotions in general. These elevating experiences fully mediated, self-reported prosocial behavior in an estimated path model. Study 2 replicates the effect of moral identity on these elevation states as well as on physiological responses using an experimental paradigm. University student participants were exposed to a video that was designed to elicit moral elevation or a control video. Results showed an interaction between video and moral identity such that those high in moral identity centrality reported heightened reactions to the elevating, but not non-elevating video, whereas those low in moral identity did not differ as a function of the stimuli. Together, the findings suggest that individual differences in moral identity influence reactions to witnessing moral goodness.

### B62

**TRAIT ATTENTION TO EMOTION INFLUENCES THE EFFECT OF MOOD ON DECISION MAKING** Elizabeth L. Foreman<sup>1</sup>, Kristen L. VonWaldner<sup>1</sup>, Carol L. Gohm<sup>1</sup>; <sup>1</sup>University of Mississippi – Psychological research has well supported the idea that people use their current affective states as informative cues when evaluating and making decisions about their environments (e.g., Gouaux, 1971; Schwarz & Clore, 1983; Clore, 2001). Recent studies conducted in our lab suggest that individual differences may influence these effects of mood on judgment. One such personality trait is attention, which is the extent to which an individual monitors and values his/her emotions. It seems plausible that people who pay attention to their emotions would be more strongly influenced by their emotions when making decisions. The present study sought to investigate the influence of attention to emotion on the effects of mood on outcome

decisions in an interactive story. Of concern to this study is whether being high in attention to emotion leads individuals to better use their current affective state when making positive or negative outcome decisions following a mood manipulation. Participants' moods were induced by watching a positive or negative movie clip. They then read seven interactive paragraphs about a character named Ally and had to make positive or negative outcome decisions about what happened next in her story. Attention to emotion was obtained by calculating the mean of two attention scales. A mood by personality trait interaction revealed that persons low in attention to emotion did not differ in outcomes made across movie conditions, but that highs did. Thus, this data provides support for the idea that personality traits, specifically attention, can be influential factors in decision making.

### B63

#### **THE EFFECT OF COGNITIVE LOAD AND IMPULSIVITY ON BASE RATE NEGLECT IN LEARNING-BASED PROBABILITY JUDGEMENTS** Kristen Blackler<sup>1</sup>; <sup>1</sup>Queen's University – Research has repeatedly found that human judgements deviate substantially from logical probability rules such as Bayes's Theorem and instead exhibit predictable, systematic biases. Base rate neglect is a common bias that occurs when participants fail to utilize prior probabilities, or base rates, when making probability judgments. The purpose of this study was to examine the effect of a personality factor, cognitive impulsivity, as well as varying levels of cognitive load on base rate neglect. Participants completed a computer task where they were responsible for estimating the probability that oil would be found on plots of land. Participants completed training trials where a cue was presented (level of bacteria) along with an outcome (oil was/not found). Participants then completed test trials where they were presented with a cue and indicated the probability that the current plot contained oil. Participants completed half of the test trials under high cognitive load and half under low cognitive load. We found no effects for the load manipulation; however, for the individual difference, those who were low in cognitive impulsivity were more prone to use base rate information and thus made more accurate judgements than did those who were high in impulsivity. In addition, overall probability estimates were accurate in the high base rate condition but much too high in the low base rate condition even though participants had acquired an accurate understanding of the low base rate. These results suggest an optimism bias where individuals are prone to optimistically interpret low base rate situations.

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### B64

#### **UNVEILING THE MECHANISMS UNDERLYING INDIVIDUAL DIFFERENCES IN SITUATION-AFFECT PROFILES** Joeri Hofmans<sup>1</sup>, Iven Van Mechelen<sup>1</sup>; <sup>1</sup>University of Leuven – Emotional intensity is subject to between- and within-individual differences. A thorough understanding of it implies a simultaneous account of both kinds of heterogeneity. Three groups of questions may provide a hold to arrive at such an understanding: (1) Do individual differences in emotional intensity exist, and, if yes, do they correspond to a pattern expected on the basis of a trait concept? (2) Do situational differences in emotional intensity exist, and, if yes, what are the relevant situational features to which it is sensitive? (3) Do individual differences show up in the sensitivity to situational features (differential sensitivity), and, if yes, what is the nature of these differences? The results of studies on anger, shame, and guilt suggest that: (1) emotional intensity is subject to individual differences and the observed patterns of such differences comply with a trait account; (2) intensity is subject to situational differences in that it is sensitive to emotion-specific situational features. In particular, for shame and guilt, those differences can be reduced to a single underlying dimension (viz., the extent to which the situation implies a revelation of a weakness or incompetence of the subject, and the extent to which the situation induces self-blame, respectively), while for anger, a multidimensional account is needed; and (3) differential sensitivity occurs, with the nature of this differential sensitivity being emotion-dependent. Beyond this, a rich variety of situational

Emotional intensity is subject to between- and within-individual differences. A thorough understanding of it implies a simultaneous account of both kinds of heterogeneity. Three groups of questions may provide a hold to arrive at such an understanding: (1) Do individual differences in emotional intensity exist, and, if yes, do they correspond to a pattern expected on the basis of a trait concept? (2) Do situational differences in emotional intensity exist, and, if yes, what are the relevant situational features to which it is sensitive? (3) Do individual differences show up in the sensitivity to situational features (differential sensitivity), and, if yes, what is the nature of these differences? The results of studies on anger, shame, and guilt suggest that: (1) emotional intensity is subject to individual differences and the observed patterns of such differences comply with a trait account; (2) intensity is subject to situational differences in that it is sensitive to emotion-specific situational features. In particular, for shame and guilt, those differences can be reduced to a single underlying dimension (viz., the extent to which the situation implies a revelation of a weakness or incompetence of the subject, and the extent to which the situation induces self-blame, respectively), while for anger, a multidimensional account is needed; and (3) differential sensitivity occurs, with the nature of this differential sensitivity being emotion-dependent. Beyond this, a rich variety of situational

sensitivity structures is revealed, including a threshold model, and gradual models with both equal and unequal feature contributions to emotional intensity.

### B65

**DO YOU TWO KNOW EACH OTHER? TRANSITIVITY, HOMOPHILY, AND THE NEED FOR (NETWORK) CLOSURE** Francis Flynn<sup>1</sup>, Ray E. Reagans<sup>2</sup>, Lucia E. Guillory<sup>3</sup>, <sup>1</sup>Administrative Science Quarterly, Management Science, Academy of Management Journal, <sup>2</sup>Administrative Science Quarterly, Organization Science, <sup>3</sup>Academy of Management, Society for Personality and Social Psychology – We investigate whether need for closure affects how people judge the existence of social relations. In Study 1, we find that people who have a high need for closure were more likely to assume that their social ties were connected to each other (i.e., transitivity) when this was not the case. In Study 2, we find evidence of a presumed racial homophily effect: participants with a high need for closure were more inclined to believe that two individuals from the same racial category (e.g., African-American) were more likely to be friends than people who were racially dissimilar. Finally, in Study 3, individuals with a high need for closure were more likely to make errors when judging physical proximity among a racially-mixed group of people: specifically, they recalled racially similar people sitting closer together than they had originally appeared.

### B66

**NARCISSISM IS ON THE RISE BOTH NATIONALLY AND LOCALLY** Erin Gallivan<sup>1</sup>, Jean Twenge<sup>2</sup>, Jennifer Boutwell<sup>1</sup>, Joshua Foster<sup>1</sup>; <sup>1</sup>University of South Alabama, <sup>2</sup>San Diego State University – Several recent high-profile studies have produced conflicting results regarding a possible rise in narcissism in American college students during the past 30 years. We suggest that some of the studies that reported no increase in narcissism were confounded because their sources of data (i.e., college campuses) varied systematically across time. That is, students from certain college campuses were more heavily sampled at specific time periods (e.g., UC Davis students were heavily sampled in recent time periods). In this poster, we report two studies demonstrating that removing this confound reveals significant generational increases in narcissism. In Study 1, we update a previously published meta-analysis and show that statistically controlling for college campus reveals a significant nationwide increase in narcissism between the years 1982 and 2008 ( $k = 110$ ;  $N = 51,268$ ;  $d = .36$ ). In Study 2, we methodologically control for college campus by examining narcissism trends within a specific university (i.e., University of South Alabama) and again demonstrate a significant increase in narcissism between the years 1994 and 2009 ( $N = 4,152$ ;  $d = .37$ ). In sum, these results reveal detectable increases in narcissism when college campus is controlled for either statistically or methodologically.

### B67

**APPLYING THE INTERPERSONAL CIRCUMPLEX TO THE STUDY OF ANIMAL PERSONALITY** Lauren Highfill<sup>1</sup>, Virgil Zeigler-Hill<sup>2</sup>; <sup>1</sup>Eckerd College, <sup>2</sup>University of Southern Mississippi – Research concerning animal personality has become increasingly popular during the past few decades. However, researchers continue to have difficulty finding a model of animal personality that can be used to adequately capture the individual differences between members of the same species as well as being broad enough to apply to a range of species. The purpose of the present study was to examine whether the interpersonal circumplex (e.g., Leary, 1957) could be applied to animals in such a way that it would improve our understanding of their behavioral styles. The interpersonal styles of 555 pet owners were assessed along with the behavioral styles of their pets (449 dogs and 106 cats). Consistent with the interpersonal circumplex, we found that the behavioral styles of household pets conformed to a circular structure. We also found evidence for complementarity such that cat owners reported more positive attitudes toward their pets when they perceived reciprocity between themselves and their pets on the dominance dimension (e.g., dominant behavior from the owner elicited submissive behavior from their pet). In contrast,

the attitudes of owners for their dogs were not associated with the degree of complementarity between their pets and themselves. For the warmth dimension, both dog and cat owners reported more positive attitudes when they perceived greater correspondence between themselves and their pets (e.g., warm behavior from the owner elicited warm behavior from the pet).

### B68

**BROAD AND SPECIFIC MEASURES OF IMPLICIT BELIEFS ABOUT STABILITY AND CHANGE: A CONSTRUCT VALIDITY STUDY** Jamie Hughes<sup>1</sup>; <sup>1</sup>New Mexico State University – Implicit theories are beliefs about the relative stability or malleability of human characteristics. Individuals can hold these beliefs about intelligence, morality, or personality. Further, the particular belief one holds (entity beliefs versus incremental beliefs) are shown to predict a particular pattern of behavior. However, it is not known whether beliefs about broad domains such as intelligence, are consistent with beliefs about specific domains such as mathematical ability. Ninety-five participants completed the eight-item implicit belief measures regarding persons, intelligence and morality. They also completed a series of four-item implicit belief measures about specific domains related to the broad domains. Finally, participants completed questionnaires regarding their perceived stress, moral beliefs, and political orientation. The order of broad domains, and whether participants received the broad or specific items first was counter balanced using a Latin square. Results indicated that most participants endorsed incremental beliefs. The classification of participants into entity theorists, incremental theorists, or neither revealed that approximately 70 percent of participants were unclassified or incremental theorists. Analysis of the correlations between broad and specific domains showed significant and positive associations. Finally, correlations between implicit belief measures and theoretically unrelated measures proved non-significant. Discussion centers on the construct, convergent, and discriminant validity of implicit beliefs.

### B69

**REDUCED COLLECTIVISM IN VERY SMALL COMMUNITIES AND LARGE METROPOLITAN AREAS: THE CURVILINEAR EFFECT OF HOME TOWN SIZE ON COLLECTIVISM** Jared L. Ladbury<sup>1</sup>, Verlin B. Hinsz<sup>2</sup>; <sup>1</sup>North Dakota State University – Previous research (Kashima, et al., 2004) demonstrated that people living in regional population centers (population approximately 100,000) tend to be more collectivistic than people living in metropolitan areas (population greater than one million). This effect occurs regardless of East/West culture membership. However, the nature of the effect in very small populations is not well understood. Theories predict that people from small communities will be more traditional and collectively oriented because survival often depends on relying on and getting along with one another. Alternatively, people from very small communities could be forced to become more self-reliant and thus less collectivistic because there are too few people to form a collective community. To compare these hypotheses, 696 students participated in a mass questionnaire. This questionnaire included estimates of home town size on a logarithmic scale. Participants also completed the Individualism-Collectivism scale (Hui, 1988). Multiple regression analysis with home town size as linear and curvilinear predictors of collectivism showed support for a curvilinear relationship. Those from very small towns and large metropolitan areas had the lowest collectivism scores with those from regional population centers having the highest. Results lend support to the hypothesis that living in very small and very large communities reduces reliance on others and encourages an individualistic mindset. This study also reiterates the impact within-culture variables can have on individualism and collectivism.

**B70**

**LONGITUDINAL EFFECTS OF CAUSAL UNCERTAINTY AND IMPORTANCE OF CAUSAL UNDERSTANDING ON UNCERTAINTY REDUCTION IN SAME-SEX FRIENDSHIPS** Eliane M. Boucher<sup>1</sup>, Jill A. Jacobson<sup>2</sup>; <sup>1</sup>University of Texas of the Permian Basin, <sup>2</sup>Queen's University – High causally uncertain (CU) people experience doubts about their ability to determine the causes of social events (Weary & Edwards, 1994). These individuals tend to perceive their conversations with others negatively (Boucher & Jacobson, 2007) and report interpersonal difficulties, including greater roommate rejection (Passey, 2006). Recent research suggests that their difficulties during interactions with strangers stem from an inability to reduce uncertainty about themselves and others (Boucher & Jacobson, 2008). However, it is unclear if a lack of uncertainty reduction also accounts for their difficulties in close relationships. The purpose of the current study was to examine the relationship between causal uncertainty and uncertainty reduction in same-sex friendships over time, and to explore if the degree to which people perceive causal understanding as important moderates this relationship. Friend pairs completed measures of uncertainty reduction, causal uncertainty, and causal importance (CI) at Time 1 and again after six weeks. Although high CU participants reported more uncertainty about their future behavior, their friend's future behavior, their feelings toward their friend, and their friend's feelings toward them, causal uncertainty was not associated with such heightened uncertainty six weeks later. However, high CU participants with lower levels of CI reported less uncertainty reduction about their own future behavior after six weeks. Furthermore, people with high CU friends reported less uncertainty reduction about their friend's feelings toward them. Therefore, high CU people might engage in behaviors that eventually make their friends question their feelings, resulting in the reported interpersonal problems and rejection.

**B71**

**THE EPISTEMIC FUNCTION OF FAMILIARITY VS. NOVELTY SEEKING IN TERROR MANAGEMENT** Todd Williams<sup>1</sup>, Murat Usta<sup>2</sup>, Jeff Schimmel<sup>2</sup>, Gerald Haubi<sup>2</sup>; <sup>1</sup>Grand Valley State University, <sup>2</sup>University of Alberta – According to terror management theory (TMT; Greenberg, Pyszczynski, & Solomon 1986), the existential anxiety that arises from our implicit awareness of our own mortality plays a pivotal role in the extent to which we embrace novelty as a potential source of self-expansion and excitement or eschew it as a potential threat to our existing self-concept and beliefs. Recently, TMT research has shown that when mortality is salient, individuals who are high in personal need for structure (PNS; Neuberg & Newsom, 1993) prefer simplistic interpretations of both their material and social world (Landau et al., 2004, Landau et al., 2006, Landau et al., 2008). Extending this previous research, we examined whether these effects would generalize outside of a social domain and whether the amount of structure present in the choice context would further moderate the extent to which individuals would avoid or seek novelty. In two studies, mortality (vs. pain) was made salient and participants completed a simulated choice task in which they were asked to select food items from a restaurant menu. The amount of structure in the choice environment was manipulated by changing the organization of menu items. The following results were observed when mortality (vs. pain) was salient. When high PNS individuals perceived less structure in the choice environment, they avoided novelty (Study 1). When low PNS individuals perceived greater structure in the choice environment, they sought novelty (Study 2). These results suggest that high and low PNS individuals engage in different terror management strategies. Implications are discussed.

**B72**

**WHEN I LOOK AT THE TELEVISION, I WANT TO SEE ME STARING RIGHT BACK AT ME: INTRODUCING THE 16-ITEM DESIRE FOR FAME INVENTORY** Graeme Haynes<sup>1</sup>; <sup>1</sup>The University of Western Ontario – A surprisingly high number of today's youth (collectively referred to as the Millennial Generation or Generation Me) believe that they will become

famous someday (Twenge and Campbell, 2009). The fame frenzy has been fueled by the explosion in popularity of reality television shows, entertainment gossip shows and websites, as well as internet vehicles for showcasing one's talent such as YouTube and Myspace. A scale was designed to measure individual differences in people's desire to become famous. Forty scale items were created by the experimenter and administered to a group of 141 undergraduate students at a mid-size North-eastern American university. The items were subjected to a factor analysis and reduced to a psychometrically sound 16-item Fame Inventory ( $\alpha = .89$ ) comprised of two factors: 1) Fame Achievement (11 items; e.g., "It would be great to have everyone recognize me when I walk down the street,") and 2) Vanity (5 items; e.g., "My life story would make an interesting novel or movie.") Participants' scores on the Fame Achievement subscale correlated positively with narcissism and extraversion, while scores on the Vanity subscale were associated with narcissism, Rosenberg self-esteem, extraversion and openness to experience. Potential applications of the inventory are discussed.

**B73**

**INDIVIDUAL DIFFERENCES IN ADAPTIVE PERFORMANCE** Raelynn Wheeler<sup>1</sup>, Kirby Gilliland<sup>1</sup>; <sup>1</sup>University of Oklahoma – Adaptability can be broadly defined as "an effective change in response to an altered situation (White et al., 2005)." This construct is noteworthy because "individuals, teams and organizations must be able to continuously adapt their knowledge and skills in order to remain competitive in environments which [sic] are fluid, often ambiguous, and where multiple pathways to goal attainment exist (Burke, Pierce & Salas, 2006)." Previous research has focused on defining the major components of adaptability and predicting adaptability with identified correlates. What is novel about the current study is that adaptability is defined by one's adaptive performance on a behavioral test. Individual differences are then evaluated between those who display efficient and inefficient adaptive performance. Participants (N=154) filled out a battery of personality measures as well as a battery of computerized cognitive ability tests. They also participated in an air traffic control simulation task as a measure of adaptive performance. It was found that efficient adaptors had faster reaction times on all six cognitive tests, and a higher percent correct on two of the five cognitive tests, relative to inefficient adaptors. Efficient adaptors are also less likely to use emotion-focused coping strategies, are lower in extraversion, and more open to experience, relative to inefficient adaptors. We conclude that cognitive ability and personality are related to adaptive performance. Individuals who fit a behavior-based efficient adaptor profile may be better suited to complex environmental situations, relative to inefficient adaptors.

**B74**

**NEED TO EVALUATE AS A MODERATOR OF MNEMIC NEGLECT** Daria Bakina<sup>1</sup>, Leonard Newman<sup>1</sup>; <sup>1</sup>Syracuse University – Research on mnemonic neglect (Sedikides & Green, 2004) reveals that when presented with positive and negative information about the self (but not others), individuals have better recall for positive, favorable feedback than negative, unfavorable feedback. However, individual differences moderating mnemonic neglect – which could shed light on the processes mediating the effect – have rarely been explored. The Need to Evaluate (NE; Jarvis & Petty, 1996) is an individual difference reflecting people's tendency to engage in evaluative processing and responding. If the self-protective pattern of recall found in past studies reflects differential processing of evaluatively significant self-related and other-related personality feedback, it should be less pronounced among participants chronically motivated to consider the evaluative implications of social information regardless of its valence or referent (i.e., participants high in NE). In the present study, participants were asked to read a series of positive and negative statements either about themselves or an individual named Chris. After a distracter period, the participants were asked to recall the statements. Finally, they completed the NE questionnaire. Analyses revealed a significant three-way interaction ( $p < .05$ ) between NE (high, low), Valence of statement (positive, negative), and Referent of statement (self, other).

A pattern of recall consistent with past research—more recall of positive than negative feedback for the self but not for another person—was found only for low NE participants. The results indirectly support the idea that mnemonic neglect depends on people's willingness and ability to redirect attention away from some kinds of evaluatively significant self-relevant information.

**B75**

**AN UMBRELLA OF DOMINANCE? AN EXAMINATION OF OPPRESSIVE BELIEFS IN THE CONTEXT OF RAPE** Jericho Hockett<sup>1</sup>, Sara Smith<sup>1</sup>, Cathleen Klausung<sup>1</sup>, Donald Saucier<sup>1</sup>; <sup>1</sup>Kansas State University – Research has demonstrated that negative perceptions of rape victims may vary based on characteristics such as the victims' race (e.g., Estrich, 1987; Wyatt, 1992). This study examined rape from feminist (e.g., Collins, 1991; hooks, 2003) and Social Dominance Theory (SDT; e.g., Pratto, 1996; Sidanius, 1993) perspectives to assess the relationship between individuals' social dominance orientation (SDO) and differences in their attitudes toward rape victims of differing races. After reading newspaper-style vignettes describing the rape of either a White or Black victim, participants (N = 83) completed measures assessing their levels of rape myth acceptance (RMA), gender role beliefs, SDO, racism, and social desirability. Results indicated that participants' SDO scores significantly predicted their perceptions of the triviality of the rape. Specifically, when participants' SDO scores were higher, they perceived the rape as less trivial for White victims. However, participants higher in SDO did not perceive the rape of Black victims as being either more or less trivial. Consistent with previous research, this study also found that negative attitudes toward women significantly predicted overall negative perceptions of both the Black and White rape victims (e.g., Hockett et al., in press) and that individuals perceived the Black rape victims as less credible than the White rape victims (Wyatt, 1992). These results contribute to our understanding of the relationships among individuals' attitudes about power, race, and rape by offering support for feminist theories about the relationship between rape and power, as well as for SDT and feminist theories regarding the structure of dominance.

**B76**

**LEFT-WING RADICALISM AND PREJUDICE** Daniel Miller<sup>1</sup>, Kenneth Bordens<sup>1</sup>; <sup>1</sup>Indiana University - Purdue University, Fort Wayne – The study of prejudice has examined how personality characteristics are correlated with prejudice almost since the beginning of the field. One of the most studied personality correlates of prejudice is right-wing authoritarianism (RWA; Altemeyer, 1981). People high in RWA tend to be politically conservative, and prejudiced against a wide variety of groups including feminists (Duncan, Peteron & Winter, 1997), lesbians and gay men (Whitley & Lee, 2000), Native Americans (Altemeyer, 1998), immigrants (Quinton, Cowan & Watson, 1996), and fat people (Crandall, 1994). Thus, research using RWA has been quite successful in identifying prejudice personalities on the right of the political spectrum. However, psychologists have often debated whether prejudiced personalities exist only on the right-wing side of the political spectrum or whether prejudiced personality traits can also be detected at the extreme left-wing end of the political spectrum. The goal of this research is to develop a scale, which will identify those on the extreme left of the political spectrum (left-wing radicals) who are more likely to express prejudice against groups that violate left-wing values (e.g. Fundamentalist Christians). The results of several studies indicate that those high in left-wing radicalism have quite positive attitudes toward traditional minority groups (Blacks, Muslims, and Homosexuals). However, this same group has quite negative attitudes toward groups that violate left-wing values (Conservatives, Christians, and Israelis). The implications of these findings are discussed.

**B77**

**UNEQUAL OPPORTUNITY: SOCIAL DOMINANCE ORIENTATION AND PROSOCIAL RESOURCE ALLOCATION** Reehan K. Bari<sup>1</sup>, Paul K. Piff<sup>1</sup>, Andres G. Martinez<sup>1</sup>, Amanda Purcell<sup>1</sup>, Dacher Keltner<sup>1</sup>; <sup>1</sup>UC Berkeley – Social dominance orientation (SDO) assesses an individual's preference for social hierarchies and group-based dominance. We examined the antisocial consequences of social dominance for the allocation of resources in two social settings. Participants (N = 112) completed an online task (Social Values Orientation, SVO) in which they chose between prosocial and selfish responses for nine hypothetical resource allocation scenarios. In a laboratory setting, these same participants completed a behavioral measure of altruism: the dictator game. Here, participants were instructed to divide a sum of money between themselves and an anonymous partner. Across tasks, a consistent pattern of antisocial behavior emerged. Specifically, SDO was associated with heightened selfishness in SVO and decreased altruism in the dictator game. We argue that SDO is a dimension of a more global anti-egalitarian belief system. This worldview may cause individuals to disregard the needs of others and act in favor of their own self-interest.

**B78**

**TESTING A DUAL PROCESS MODEL OF MOTIVATION AND COGNITION: EXPERIMENTAL MANIPULATION OF DISTINCT SOCIAL CONTEXTS** Miriam Matthews<sup>1</sup>, Shana Levin<sup>2</sup>; <sup>1</sup>Claremont Graduate University, <sup>2</sup>Claremont McKenna College – This research examined the extent to which a socially threatening context and a socially competitive context affect the ideological attitudes of right wing authoritarianism (RWA) and social dominance orientation (SDO), respectively. Building from Duckitt's (2001) dual process model of motivation and cognition, two experimental studies utilized structural equation modeling (SEM) to demonstrate that these distinct social contexts operate through separate mechanisms to affect ideological attitudes. In Study 1, participants first read a scenario that depicted either a chaotic or a stable future. Afterward, they responded to a series of questions as if this future were true. Results demonstrated that the effect of a socially threatening context on expressions of RWA and one's view of the world as a competitive jungle are mediated by a view of the world as a dangerous and chaotic place. In Study 2, participants read a news article that either described various aspects of the United States (e.g., the job market) as involving fierce competition or described general trends in these aspects, with no mention of competition. Results of this study further supported the dual process model's proposition that the effects of a competitive social context on expressions of SDO and a dangerous worldview are mediated by a competitive jungle worldview. The findings of these studies emphasize the importance of considering both the unique aspects of the situation and the characteristics of the individual when examining the factors that contribute to expressions of prejudice.

**B79**

**THE EFFECTS OF POLITICAL AFFILIATION AND RELIGIOUS CHARACTERISTICS ON ACCEPTABILITY OF IVF FOR NON-TRADITIONAL WOMEN** Alexandra E. Sigillo<sup>1</sup>, Monica K. Miller<sup>1</sup>, Dana A. Weiser<sup>1</sup>; <sup>1</sup>University of Nevada, Reno – Individuals have increasingly utilized in vitro fertilization (IVF) to bear children. Controversy surrounds the use of IVF, especially by non-traditional women (e.g., lesbians). This research expands on previous studies that have investigated the relationship between personality traits and attitudes toward IVF. This study explores individuals' perceptions of morality and whether doctors should refuse IVF for a variety of non-traditional women. Three-hundred-three students (women = 156, men = 101; M age = 20.9) completed online questionnaires assessing sociodemographics, political and religious affiliations, and religious characteristics (e.g., fundamentalism). Using a 5-point Likert scale, participants also rated perceptions of morality and whether doctors should refuse IVF for four types of women: a single woman, a woman with Alzheimer's, a man who had a sex change, and a lesbian. Multiple regression models significantly predicted moral-

ity and doctor refusal for a single woman; morality for a woman with Alzheimer's; doctor refusal for a man who had a sex change; and morality and doctor refusal for a lesbian. Results indicated Democrats, compared to Republicans, rated three of the four scenarios as more moral and all scenarios as less supportive of doctor refusal. There were no significant effects for religious affiliation. However, individuals higher in devotionism, fundamentalism, and evangelism rated some scenarios as less moral and were more supportive of doctor refusal. Individuals higher in extrinsic-personal religiosity rated some scenarios as more moral and were less supportive of doctor refusal. In conclusion, political affiliation was a better predictor of scenario ratings compared to religious affiliation and characteristics.

### B80

#### WHO ARE YOU ON FACEBOOK? THE ROLE OF PERSONALITY AND GENDER IN ONLINE SOCIAL NETWORKING SITES

Nicole Muscanell<sup>1</sup>, Rosanna Guadagno; <sup>1</sup>The University of Alabama – In the last few years there has been a rapid growth in the use of the Internet as a means of communicating with others socially (Lenhart, January, 2009). Because many popular social networking sites are relatively new, there is still a paucity of psychological research on the ways in which individuals use social such sites. The present study examined whether or not individual differences such as personality and gender influence individuals' use of online social networking websites such as Facebook and MySpace. Participants were 238 undergraduate students who completed an online survey about their experiences with and use of social networking sites. All participants reported being members of Facebook, MySpace, or both. Based on prior research in online behavior, we expected to find different patterns of behavior for men and women and that Big 5 personality scores would also moderate behavior. Our results indicated that personality and gender both moderated individuals' use of social networking sites. Additionally, we found significant interactions between personality and gender that predicted how often individuals made blog postings, engaged in live chat/instant messaging, and played games through social networking sites. As such, we conclude that it is important to examine individual differences when examining certain types of online behavior.

### B81

#### DO NARCISSISTS ENVY, AND IF SO, WHICH DO?

Omesh Johar<sup>1</sup>, Zlatan Krizan<sup>1</sup>; <sup>1</sup>Iowa State University – Although clinical conceptualizations of narcissism emphasize both the grandiose-exhibitionistic and hypersensitive-vulnerable features, more recent research distinguishes between grandiose- and hypersensitive-narcissisms. A deeper insight into the distinct features of narcissism is offered by the unpleasant emotion of envy. For instance, clinical theorists propose envy as a critical motivator of exploitativeness and hostility of grandiose narcissists, but not of hypersensitive narcissists. However, implicit in more recent trait theories is the notion that grandiose narcissists' high self-esteem should minimize opportunities for feeling envious, whereas hypersensitive narcissists' emotional vulnerability should make them more likely to envy. We examined these contradictory notions along with the extent to which narcissistic traits are able to predict emotional components of envy. In Study 1 we collected self-reports of narcissism, envy, schadenfreude, grandiosity, hostility, and entitlement. In study 2, in addition to these self-reports, students' close peers provided informant reports of the same personality characteristics. Grandiose and hypersensitive narcissism were assessed using the Narcissistic Personality Inventory and the Hypersensitive Narcissism Scale, respectively. Furthermore, Study 2 participants recalled and wrote about an intense envy experience. Subsequently, they rated it on multiple envy-related thoughts and emotions. Grandiose narcissism was unrelated to experience of envy ( $r = -0.17$ ). Neither did it predict stronger emotional reactions (e.g., feelings of injustice, inferiority, and anger) during an envy episode. However, hypersensitive narcissism was strongly related to feelings of envy and schadenfreude

( $r_s > .50$ ), and was indicative of more intense emotions during an envy episode. These findings support conceptualization of narcissism offered by recent trait theories.

### B82

#### SOCIAL RANK STYLES AND PERFORMANCE IN SMALL WORK GROUPS

David Zuroff<sup>1</sup>, D. S. Moskowitz<sup>1</sup>, Stéphane Côté; <sup>1</sup>McGill University, <sup>2</sup>University of Toronto – Zuroff, Fournier, Patall, Leybman, and Abela (2008) proposed that an evolutionary personality psychology could be developed by articulating individual differences in each of five evolved systems that regulate social behavior (Bugental, 2000). They developed a 17-item questionnaire measure of three personality variables related to the social rank system: dominant leadership, coalition-building, and ruthless self-advancement. In the present study, 36 leaderless work groups with 3-4 members were composed from 136 employed adults. Groups watched a video describing a hypothetical airplane crash landing in the arctic; the group's task was to prepare a consensus rank-ordering of the survival value of 15 salvaged items. After a 35-minute discussion, participants rated their own performance and the performance of each other member. An objective measure of the group's performance was obtained by comparing the group's final rankings to the rankings of survival experts. Self-ratings and aggregated other-ratings were analyzed using hierarchical linear modeling, with scores for subjects nested within groups. Self-rated performance was positively predicted by dominant leadership. The subject's performance as rated by other group members tended to be positively predicted by coalition-building. For the analysis of objective performance, objective performance scores were regressed on the groups' mean levels of the three personality variables. Objective performance was poorer when the group's mean level of ruthless self-advancement was high, and superior when the group's mean levels of both dominant leadership and coalition-building were high. The results are consistent with theoretical expectations and demonstrate the value of personality variables developed from an evolutionary perspective.

## Intergroup Relations

### B83

#### BLACK SHEEP OR DEVIL PROTECTION? REACTIONS TO INGROUP DEVIANCE IN ANONYMOUS VERSUS PUBLIC SETTINGS

Melisa A. Holovics<sup>1</sup>, Jared B. Kenworthy<sup>1</sup>, Joy Stratton<sup>2</sup>, Rhonessia S. Johnson<sup>1</sup>, Norman Miller<sup>3</sup>; <sup>1</sup>The University of Texas at Arlington, <sup>2</sup>Northern Virginia Community College, Loudoun, <sup>3</sup>University of Southern California – We tested the hypotheses that derogation of ingroup deviants would be stronger in anonymous settings than in public settings, especially by high ingroup identifiers. In two experiments, participants read about an ingroup or outgroup target exhibiting negative behavior, then reported target evaluations either publicly or anonymously. In Experiments 1 and 2, the high (not low) identifiers rated the ingroup deviants more positively in public versus anonymous settings. Also, in both experiments the high identifiers rated the ingroup deviants more negatively than the outgroup deviants – the "black sheep effect" – in the anonymous (not public) settings. When the high identifiers were asked to rate the targets in a public setting, the "black sheep effect" was attenuated. In Experiment 1, there was no difference between the ratings of the ingroup and outgroup deviants in the public setting. In Experiment 2, the ratings of the ingroup and outgroup deviants in the public setting were directionally opposite than the ratings in the anonymous setting. This finding provides support for a "devil protection effect", such that the ingroup deviants will be rated more positively than the outgroup deviants in a public setting. We discuss these findings as an elaboration on and refinement to current theory explaining the black sheep effect.



**B84****THE IMPACT OF THE COLORBLIND AND MULTICULTURAL IDEOLOGIES ON FACILITATING SOCIAL TOLERANCE IN A DIVERSE STUDENT POPULATION** Dina Karafantis<sup>1</sup>, Maria LaPadula<sup>1</sup>, <sup>1</sup>New York Institute of Technology

– Given the increasing diversity of the United States, we face the very same challenges in our land today that threatens the democratic ideals of peace and justice embraced by the world. Social scientists and others have answered this threat by investigating how best to maintain a peaceful coalition without de-fragmenting the racial, ethnic, and gender-specific pieces that make up our culturally, rich society. Anti-discriminative policies promote ideas of equality on political platforms, but fail to maintain equality on economic and social levels. This implies that anti-discriminative interventions should be directed at the cognitive and affective components of inter-group relations, namely stereotypes and prejudice, respectively. In an attempt to combat the pervasiveness of biased views and practices in U.S. society, lay theories related to diversity, such as the colorblind and multicultural theories, have been most influential. The present investigation examined whether brief inductions derived from the multicultural and colorblind theories differ in the extent to which they facilitate social tolerance among a racially diverse group of college students, as indicated by participant responses on measures of prejudice, stereotyping, and discrimination, as well as a measure of empathy. Further, as an actual behavioral measure of social tolerance, participants were provided with the opportunity to donate money to a homeless shelter. Results indicate that both the multicultural and colorblind conditions were successful at facilitating social tolerance; however, participants in the multicultural condition also demonstrated higher levels of stereotyping. Contrary to our hypotheses, no differences in money donated to the homeless shelter were found.

**B85****"WE" ARE FAMILIAR BUT "IT" IS NOT: INGROUP PRONOUNS TRIGGER FEELINGS OF FAMILIARITY VIA POSITIVITY** Meghan Housley<sup>1</sup>, Heather Claypool<sup>1</sup>, <sup>1</sup>Miami University

– Previous work has shown that pairing ingroup pronouns with neutral stimuli makes those stimuli appear more familiar. The purpose of this work is to identify if positivity is the mechanism by which this effect occurs. Some participants initially completed a filler task and were subsequently told that nonsense syllables had been subliminally presented during it (though none actually were). Then, during a judgment phase, they rated how familiar a series of syllables appeared. Other participants first completed the same filler task, though without mention of subliminal presentation, and then completed a judgment phase in which they rated how appealing (positive) they found the same syllables. During the judgment phase for both groups, participants were told that "distractor" words would appear prior to each syllable. These "distractors" were actually ingroup (e.g., "we") and neutral (e.g., "it") pronoun primes. Replicating previous work, ingroup-primed syllables ( $M=3.77$ ) were rated as more familiar than neutrally-primed syllables ( $M=3.29$ ),  $F(1,44)=7.52$ ,  $p=.009$ . Furthermore, syllables primed with ingroup pronouns ( $M=4.04$ ) were rated as more appealing (positive) than those primed with neutral pronouns ( $M=3.76$ ),  $F(1,44)=5.26$ ,  $p=.03$ . Using the bootstrap mediation method (Preacher & Hayes, 2004, 2008) with syllable as the unit of analysis, we tested whether the direct effect of pronoun type on perceived familiarity was mediated by perceived positivity. This analysis yielded a 95% bias-corrected confidence interval for the indirect effect which did not include zero, indicating that the effect was mediated by positivity. Therefore, ingroup-primed syllables are perceived as familiar because of their increased positivity.

**B86****RETRIBUTION AFTER THREAT: EFFECTS OF A RELIGIOUS AFFILIATION PRIME** Karina Schumann<sup>1</sup>, Michael Ross<sup>1</sup>, <sup>1</sup>University of Waterloo, Waterloo, Ontario, Canada

– When people are made anxious by threats and uncertainties, they sometimes attempt to alleviate their anxiety by increasing conviction for their sources of meaning (e.g., Pyszczynski, Rothschild, & Abdollahi, 2008). This compensatory conviction process

often results in antagonistic behavior toward those who threaten or do not share these values and worldviews. We investigated whether making culturally prescribed benevolent values salient prior to a threat can reduce, rather than increase, antagonistic behavior. In the first two studies, we examined the effects of a religious affiliation prime and a mortality salience threat on retributive action following an injustice against an ingroup. In Study 1, all participants received a religion prime ("which religion, if any, do you most identify with?"). Those experiencing the mortality salience threat opted for less retribution than participants not experiencing this threat, suggesting that threat increased adherence to religious convictions. In Study 2, we replicated this pattern and confirmed that participants only chose less retribution after threat when they had been primed with religion. In Study 3, participants exposed to a religion prime prior to a mortality salience threat recalled fewer retributive words than those not primed with their religion. No effects were found for benevolent or neutral words, indicating that the threat and religion prime specifically reduced the accessibility of vengeful concepts. The results of these studies suggest that making benevolent values salient during conflict might help mitigate antagonistic tendencies caused by the compensatory conviction process.

**B87****SYMhedONIA IN INTERGROUP RELATIONS: THE RELATIONSHIP OF EMPATHIC JOY TO PREJUDICE AND ALLOPHILIA** Todd Pittinsky<sup>1</sup>, R. Matthew Montoya<sup>2</sup>, <sup>1</sup>Stony Brook University, <sup>2</sup>University of Dayton

– We conducted two studies to examine how two forms of emotional empathy – sympathy and symhedonia – affect intergroup relations. In a study of American high school students, Study 1 ( $N = 125$ ) found that increased levels of sympathy were associated with reduced levels of disliking for outgroups (prejudice) but not with higher levels of liking for outgroups (allophilia). Study 2 ( $N = 403$ ) found that symhedonia was more strongly associated with increased allophilia for outgroups than with decreased prejudice. Taken together, the studies indicate that sympathy and symhedonia may play distinct roles in intergroup relations. Whereas sympathy is more important to understanding intergroup hatred and negative intergroup relations, symhedonia is more important to understanding allophilia, intergroup liking and positive intergroup relations. More generally, our findings support the study of positive intergroup attitudes independently of negative ones.

**B88****EFFECT OF DISCUSSION INTERVENTION ON INTERGROUP DISCONTINUITY EFFECT** Guihyun Park<sup>1</sup>, Richard DeShon<sup>1</sup>, <sup>1</sup>Michigan State University

– There are robust findings in the intergroup literature that suggest intergroup relationships are more competitive than interpersonal relationships (i.e., group discontinuity effect). Previous studies suggest that allowing intra-group communication increases the group discontinuity effect because having communication among group members strengthens in-group favoritism norms. Drawing on the Information Sampling Theory (Stasser, 1989), we argue that communication among group members sways groups to compete more because members are more likely to focus on sharing more popular opinions to compete than opinions to cooperate. Accordingly, we propose that having a group discussion intervention that facilitates a balanced discussion of both opinions will decrease the discontinuity effect. Specifically, we hypothesized that making groups discuss pros and cons of both cooperative and competitive decisions will make groups become more cooperative. Participants played a Prisoner's Dilemma Game for six trials as an individual or a three-person group. In individual conditions, individuals played PDGs individually. In the control group condition, groups played the PDGs and each trial allowed for two minutes if group discussion. In the intervention group condition, groups played PDGs and group members discussed using a decision guideline for two minutes for each trial. Groups competed more than individuals thereby replicating the group discontinuity effect. Consistent with our prediction, groups with discussion interventions made more cooperative choices than

groups in the control condition. These results suggest that having a group discussion intervention can potentially allow groups to make more cooperative choices and decrease the discontinuity effect.

### B89

**PREDICTION PROCESSES IN INTERGROUP INTERACTION** Sang Hee Park<sup>1</sup>; <sup>1</sup>Indiana University, Bloomington, IN – How do people form expectations about interaction with members of other groups, and decide whether to engage in intergroup interactions? In three studies, I demonstrated the significance of prediction processes in intergroup interaction by showing that they can influence expectations and anxieties involved in such interactions, and affect intentions for future interaction. I hypothesized that when considering an intergroup interaction, people make predictions about the thoughts and behaviors of outgroup members, and use the feelings of difficulty of their predictions as information about what to expect in the interaction. In all studies, I had participants make predictions about outgroup members' behaviors while manipulating the perceived difficulty of the prediction task, and measured their outlook on future interactions with members of the outgroup. In Study 1, I used different descriptions about the target outgroup that directly affected perceptions about the target group members' predictability, and showed that experience of difficulty during prediction task led to more negative outlook of future intergroup interaction. In Study 2, I found that future outlook can be made more positive or negative depending on the situations presented in the prediction task. Lastly, Study 3 demonstrated how knowledge about the outgroup can help the prediction process, and thereby make one have more a positive future outlook of intergroup interaction. This research examined the role of cognitive experience of prediction difficulty in intergroup interaction context, and identified one of the reasons intergroup interactions are often thought of as anxiety-provoking and avoided.

### B90

**INTRAETHNIC DIVERSITY: CONSEQUENCES OF DEVALUING ETHNIC DISTINCTIONS** Natalia Flores<sup>1</sup>, Yuen Huo<sup>1</sup>; <sup>1</sup>University of Los Angeles, California – Our study investigated Asians and Latinos' experiences with ethnic distinction devaluation: a phenomenon which occurs when an interaction partner fails to acknowledge the distinctiveness of an individual's national or cultural group. Distinction devaluation occurs when national or cultural groups are referred to interchangeably (i.e. Chinese=Japanese, Columbian=Mexican). To investigate the social consequences of this experience, we conducted an online study. Participants (N=224) were exposed to one of two scenarios: 1) one in which they encountered distinction devaluation or 2) one in which they encountered distinction recognition. Drawing from previous research on identity neglect (Hornsey & Hogg, 2002; Huo & Molina, 2006), we predicted that encountering ethnic distinction devaluation would result in increased negative emotions and more negative evaluations of the interaction partner. In contrast, encountering ethnic recognition would result in increased positive emotions and more positive evaluations of the interaction partner. As hypothesized, individuals in the recognition condition reported more positive emotions and more positive evaluations (and less negative emotions and less negative evaluations) relative to those in the devaluation condition. Interestingly, these effects seem to be driven by an elevation in positive emotions and positive evaluations among those who experienced identity recognition. Additionally, we found that group identification moderated the relationship between the identity manipulation and reactions to the encounter such that the effect was stronger among those who more strongly identified with their national or cultural group. These findings suggest the prevalence and importance of a seemingly benign form of identity neglect in shaping the outcome of cross-ethnic interactions.

### B91

**MOTIVATIONAL EFFECTS OF NEED TO BELONG ON INTERGROUP MEMORY IN MINIMAL GROUPS** Rachel C. O'Connor<sup>1</sup>, Jay J. Van Bavel<sup>2,1</sup>, William A. Cunningham<sup>1</sup>; <sup>1</sup>The Ohio State University, <sup>2</sup>New York University – Recent research has shown that assigning people to novel mixed-race groups shifts bias on implicit measures from racial groups to the novel in-group. This research makes the assumption that these results occur because, in this experimental context, the new group is relatively more motivationally relevant than racial identity. In the current study, we tested this assumption and examined whether the need to belong might serve as a critical motivator in the encoding and processing of social groups. Research on the need to belong has shown that ostracism can motivate a person to differentially affiliate with groups. In the current study, participants were made to feel included or excluded, randomly assigned to one of two teams, and then learned about faces from both teams. Participants then completed a face recognition task. Participants in the exclusion condition showed the greatest affiliation with their new in-group, expressing greater memory for members of their in-group. This effect was attenuated among participants in the inclusion condition. People who were ostracized appeared especially motivated to encode team members. This research extends prominent theories of social identity and self-categorization by showing that a person's need to belong is an important factor in determining how a person will organize their social identities and perceptions.

### B92

**CHANGING COOPERATION TO COMPETITION DISRUPTS ATTITUDES AND VALENCE: FIRST TEST OF A DYNAMICAL MODEL** Jay Michaels<sup>1</sup>, Larry Liebovitch<sup>1</sup>, Robin Vallacher<sup>1</sup>, Vincent Naudot<sup>1</sup>; <sup>1</sup>Florida Atlantic University – With the cessation of cooperation between groups or individuals comes the threat that temporary competition transforms into destructive intractable conflict. To better understand how intractable conflicts develop, Liebovitch, Naudot, Vallacher, Nowak, Bui-Wrzosinksa, and Coleman (2008, *Physica A*387: 6360-6378) recently developed a non-linear model of two-actor cooperation-competition incorporating interaction feedback and valence. This study tested their model's predictions by investigating attitude and valence change depending on whether a social exchange was cooperative or competitive. In this study, 96 undergraduates completed an attitude survey and then verbally exchanged survey responses with a confederate who followed a script. Depending on the confederate's responses, participants experienced either cooperation, competition, or a mix of the two. We measured attitude change by comparing participants' initial survey responses to the survey completed during the interaction. We dynamically measured valence by having participants move a computer cursor while viewing a video of the interaction. Participants experiencing the interaction that switched from cooperation to competition exhibited greater attitude change than participants in the control or the continuously competitive interaction condition and more valence change than the control or competition switching to cooperation condition. Attitude change and valence were significantly correlated ( $r = -.25, p = .024$ ) implying that greater attitude change is associated with more negative valence. These results support the model's prediction that greater attitude and valence fluctuation manifests in interactions transitioning from cooperation to competition, providing the first verification of the model. These findings offer new insights into how human cooperation and competition evolve over time.

### B93

**MULTICULTURAL FRAME SWITCHING PROMOTES GREATER COGNITIVE COMPLEXITY AND LESS RIGID POLITICAL ATTITUDES** Mujde Peker<sup>1</sup>, Richard J. Crisp<sup>1</sup>; <sup>1</sup>University of Kent, UK – These studies investigated the influence of frame switching (i.e. detection, processing and reacting differently to cultural cues, Benet-Martínez, Lee, & Leu, 2006) and multicultural experience on preference for complexity and rigid political attitudes. In Experiment 1, half of the participants engaged in a frame switching task, and their preference for complexity and political atti-

tudes were measured. Results showed that participants who frame switched (i.e. thought about a different culture, namely Istanbul) preferred complex art to simple art, and showed more liberal political attitudes. However, these effects were limited to participants who were low in intolerance of ambiguity, and/or high in cognitive flexibility. Experiment 2 looked at the interaction between uncertainty and multicultural experience in predicting economically conservative ideology. After reading an economic threat scenario that was either framed in a certain or uncertain way, participants' multicultural experience and confidence was measured, along with their economic system justification. Results showed that participants who had low multicultural experience and confidence justified the uncertain economic system, while participants who had high multicultural experience and confidence did not. Future directions for research on the combined influence of multiculturalism and uncertainty in predicting liberal political ideology are proposed.

#### B94

**LET'S AGREE TO DISAGREE: ACCEPTANCE OF DISSENT IN CHANGING SOCIAL CONTEXTS** Cory Davenport<sup>1</sup>, Yishan Xu<sup>2</sup>, Ken Uehara<sup>2</sup>, Radmila Prislin<sup>2</sup>; <sup>1</sup>Texas Tech University, <sup>2</sup>San Diego State University – Dissent is any challenge to current norms with the goal of norm change (Packer, 2008). Although mostly rejected (Levine, 1989), dissent may also be tolerated or accepted (Filson, 2006; Prislin et al., 2007). We examined acceptance of dissent in the context of social change that occurs when majority and minority factions within a group switch positions. Assuming that acceptance of dissent is a function of one's position within a group, we hypothesized a decrease (increase) of acceptance of dissent upon becoming new majority (new minority). This hypothesis was tested in a 2 (initial position: majority vs. minority) x 2 (stability of initial position: stable vs. change) study in which a naïve participant engaged in a discussion with five other "participants" (confederates). Initial position was established by having three (one) confederates agree with the participant and others disagree. This pattern of (dis)agreement was either kept stable or was reversed when, half way through the discussion, two confederates switched their alliances. Following this discussion, participants completed an acceptance of dissent questionnaire. An ANOVA yielded a significant interaction effect ( $F(1, 104) = 9.05, p < .01$ ) whose decomposition revealed a significant decrease in acceptance of dissent upon becoming a new majority,  $t(100) = 2.63, p < .01$ , but no significant increase in acceptance of dissent upon becoming a new minority,  $t(100) = 1.60, ns$ . Implications for group dynamics in the aftermath of social change are discussed.

#### B95

**I'M NOT WHITE BUT YOU TREAT ME THAT WAY: THE ROLE OF RACIAL AMBIGUITY IN INTERRACIAL INTERACTIONS** Jessica D. Remedios<sup>1</sup>, Alison L. Chasteen<sup>1</sup>; <sup>1</sup>University of Toronto – Interracial interactions are complicated by concerns that both majority and minority group members hold. Although a large body of work has examined interactions between Whites and minorities, no research has examined the complications that racial ambiguity may introduce into these already anxiety-provoking situations. Unlike other minorities, people who belong to multiple racial groups (multiracial people) cannot always be categorized as members of a particular race. Furthermore, their physical ambiguity may have consequences for how they are perceived and how they perceive others. In two studies, we examined the role of racial ambiguity in individuals' expectations for an upcoming interracial interaction. Participants in Study 1 were led to believe that they would interact with a White, Black, or multiracial individual. The results revealed that participants expecting to meet a Black partner rated him more positively and anticipated a more positive interaction than those expecting to meet a White or multiracial partner. In Study 2, multiracial, monoracial non-White and White participants expected to interact with a White person during the study. Multiracial participants expressed the greatest concern that others would be confused by their appearance; the more concern they expressed, the more negative emotions they experienced. Taken together, these findings suggest that although multiracial people express

concerns about how others perceive them, monoracial people ignore these concerns and expect to treat multiracial people in the same way that they would treat White people. The results also imply that monoracial people may not accommodate the worries that multiracial people hold about interracial interactions.

#### B96

**ASSESSING THE ROLE OF PRINCIPLED LEADERSHIP RHETORIC IN INTERGROUP CONFLICT** Fouad Bou Zeineddine<sup>1</sup>, Joseph De Rivera<sup>1</sup>; <sup>1</sup>Clark University, Worcester, MA – Although there is a great deal of research on the topic of attitudes and their role in conflict, the tactical application of certain ideals of principled nonviolence, such as the fostering of positive intergroup attitudes by group leadership, is not adequately explored. Specifically, there is very little known about the role of principled leadership rhetoric in conflict management and prevention. The Leadership, Intergroup Attitudes, and Conflict Simulation (LIACS), an experimental design for an adaptable intergroup conflict simulation addressing this factor, was developed and tested in a conflict scenario. It was found to be a useful tool for examining the relationship between leadership stance and the political communications and behavior of groups under different conditions. Results showed that two personality factors were correlated to increased positivity in groups' political actions; lower Social Dominance Orientation and greater extent of circle of moral regard. The use of principled leadership rhetoric was significantly related to an increase in positivity of communication between groups and to an increase in perceived intergroup similarity.

#### B97

**INTRAMINORITY RELATIONS: DOES THE SALIENCE OF HISTORICAL DISADVANTAGE PROMOTE COMMON CATEGORIZATION OR OUTGROUP DEROGATION?** Maureen A. Craig<sup>1</sup>, Jennifer A. Richeson<sup>1</sup>; <sup>1</sup>Northwestern University – Despite an increasingly diverse population, intergroup research has focused on dominant group-minority group relations and little is known about relations among members of different minority groups. These relations may differ from previous work because a common minority status and similar experiences of discrimination may promote common categorization among minority groups. This research examines the effects of making discrimination against different historically-disadvantaged group members salient on their attitudes toward other minority groups. Fifty-nine Asian American (Study 1) and 44 White female (Study 2) participants read articles outlining social and economic consequences of discrimination against their groups and completed implicit (IAT, Affective Priming Task) and explicit (Feeling Thermometers, Similarity circles) measures of attitudes toward Blacks, Hispanics, and Whites. In Study 1, Asian participants became more implicitly pro-Black and rated Asians as more similar to Blacks after being reminded of racism. These results are consistent with the view that the information about racism promoted a common minority categorization. After being reminded of sexism however, White women became more pro-White in both implicit and explicit attitudes measures. These results are consistent with the view that instead of a common minority categorization, participants sought to maintain positive esteem by derogating minority outgroups. Whereas Asians felt more positive and similar to another racial minority group after being reminded of racism, White women were more negative towards racial minorities after being reminded of sexism. These results suggest that a common "minority" categorization may not easily cross identity dimensions (e.g., between gender and race).

#### B98

**DEFENDING OR CHALLENGING THE STATUS QUO: POSITION EFFECTS ON BIASED INTERGROUP PERCEPTIONS** Emma A. Bäck<sup>1</sup>, Torun Lindholm<sup>1</sup>; <sup>1</sup>Stockholm University – The default ideological position is status quo maintaining (Skitka et al, 2002), and system justifying (Jost et al, 2004). One strategy to maintain the status quo and justify the current system, is to undermine arguments challenging the status quo (O'Brien & Crandall, 2005). Research indicate that outside observers tend to be more biased

against challengers than defenders (O'Brien & Crandall, 2005; Crandall et al., 2009). While challengers are in a vulnerable and exposed position (De Dreu et al., 2008), it is not known whether challengers or defenders of the status quo show more intergroup biases when their own position is considered. In Study 1 we found that challengers undermine, by ascribing more externality and less rationality, the position of defenders to a larger extent than defenders do of challengers' position. Thus, challengers might be aware of the general negative view of them, and hence feel threatened, leading to increased biases. The result may however also be due to challengers by default assuming that they are in minority and defenders assuming being majority. Numerical status was experimentally manipulated in Study 2. No effects of numerical status on intergroup biases were found, but challengers were again more biased than defenders. Being a challenger may make one's group membership highly salient and information about social support for one's position does not decrease biases and intolerance of those who disagree with oneself.

### B99

**IN NEED OF LIBERATION OR CONSTRAINT? HOW INTERGROUP ATTITUDES MODERATE THE BEHAVIORAL IMPLICATIONS OF INTERGROUP IDEOLOGIES** Stacey J. Sasaki<sup>1</sup>, Jacquie D. Vorauer<sup>1</sup>; <sup>1</sup>University of Manitoba – A number of intergroup ideologies have the potential to encourage more positive intergroup relations. However, because these ideologies are multifaceted and open to different interpretations, it seems likely that their effects might depend on the ingoing attitudes of the individuals who are exposed to them. The present study examined how individual differences in prejudice moderate behavioral responses to intergroup ideologies. Anti-racism essentially tells individuals what not to do and is apt to induce evaluative concerns. Thus, we predicted that it would improve higher-prejudice individuals' behavior by prompting them to rein in potentially discriminatory actions but have a harmful effect on lower-prejudice individuals by prompting them to second-guess acting on positive impulses. In contrast, we predicted that the benefits of the outward focus on learning about and from outgroup members that is encouraged by multiculturalism would be more clearly evident for lower- than for higher-prejudice individuals, because higher-prejudice individuals would find the prospect of intergroup differences threatening. Individuals with a European ethnic background whose scores on the Modern Racism Scale (McConahay, Hardee, & Batts, 1981) were in the top and bottom third of the distribution across all introductory psychology students participated in an ostensibly real interaction with an outgroup member. Results were generally consistent with our predictions. Interestingly, color-blindness had a general negative effect not moderated by prejudice. These results suggest that tailoring the ideology promoted in a specific setting to the particular individuals who will be exposed to it might enhance the effectiveness of intervention efforts.

### B100

**COMPARISON OF THE REHEARSAL PROCESSES IN BOTH SIDES OF A LINGUISTIC CONFLICT: THE SEPARATION OF THE UNIVERSITY OF LEUVEN, BELGIUM** Aurelie Mercy<sup>1</sup>, Olivier Luminet<sup>2</sup>, Laurent Licata<sup>1</sup>, Olivier Klein<sup>1</sup>; <sup>1</sup>Free University of Brussels (ULB), <sup>2</sup>Catholic University of Leuven (UCL) – During the 1960's, the quarrel between the French-speaking and the Flemish people in Belgium, which was non-violent, turned into a more brutal conflict. The Flemish students of the Leuven University, which was bilingual but located in a Flemish territory, organized marches to evict the French-speaking students and staff from their University. After years of fight, the French-speakers eventually leaved Leuven to create a new French-speaking University, Louvain-la-Neuve, in a French-speaking territory. The aim of this research was to investigate the collective memory of these events, in a Flashbulb memory theoretical framework (Curci & Luminet, 2006; Er, 2003; Finkenauer, Luminet, Gisle, el-Ahmadi, van der Linden, Philippot, 1998; Conway, 1995; Brown & Kulik, 1977). We worked with a sample (n=124) of people studying in

Leuven during the events. Our correlation analysis of the elements eliciting the rehearsal underlines the role of the negative emotions in the French-speaking group and of the political involvement in the Flemish group. Groups also differ in the impact of the rehearsal on the memory, which is improved in the Flemish group, and decreased in the French-speaking group. These results suggest that the two groups lived the events of Leuven in different ways: for the Flemish, the events were mainly political, and the rehearsal of the facts, elicited by the political involvement in the events, was associated with a better memory. On the other hand, the French-speaking group seems to perceive the events in a more traumatic way, with a rehearsal decreasing the quality of the memory.

### B101

**MORTALITY SALIENCE, SELF-ESTEEM, AND DEFENSES AGAINST WORLDVIEW THREAT: AN EXPLORATION INTO DEFENSIVE ACCOMMODATION** Joseph Hayes<sup>1</sup>, Jeff Schimel<sup>1</sup>, Todd Williams<sup>2</sup>, Erik Faucher<sup>1</sup>; <sup>1</sup>University of Alberta, Canada, <sup>2</sup>Grand Valley State University, MI – Although terror management research has focused predominantly on worldview defenses involving derogation of people who espouse alternative worldviews, there are other ways in which worldviews can be defended. The present research explores the accommodation defense, and assesses the roles of mortality salience (MS) and self-esteem in this type of defense. Accommodation is based on compromise rather than conflict, and entails incorporating aspects of the alternative worldview into one's own in order to reduce incompatibility, and diminish the threat of the alternative perspective. In Study 1, participants with a creationist worldview were reminded of death (vs. control) and subjected to a worldview threatening essay arguing in favour of evolution (vs. neutral essay). Without MS, participants in the threat condition displayed more accommodation of evolution than those in the control condition. Under MS, however, self-esteem moderated the effect such that participants with low self-esteem (LSE) increased accommodation in response to threat, while those with high self-esteem (HSE) did not. Study 2 replicated Study 1 using evolutionist participants and a pro-creation threat-essay, and derogation of the essay-author was measured in addition to accommodation of creationism. Once again, threat alone (without MS) increased accommodation relative to control. But when threat was coupled with MS, LSEs responded with increased accommodation while HSEs responded with increased derogation, suggesting accommodation and derogation are alternative defenses against threat. Discussion focuses on the different types of defenses available to people under worldview threat, as well as the moderating role of self-esteem in defensive responses to MS.

### B102

Poster withdrawn.

### B103

**DO PUBLIC REGARD AND SOCIAL SUPPORT FROM OUTGROUP OR INGROUP MODERATE THE RELATIONS BETWEEN DISCRIMINATION AND EMOTIONAL DISTRESS?** Andrena Pierre<sup>1</sup>, Kimberly Matheson<sup>1</sup>, Hymie Anisman<sup>1</sup>; <sup>1</sup>Carleton University – There is considerable evidence that social support buffers against the negative effects of stressful events. However, in the context of discrimination, the effects of such support may depend on whether it comes from other members of the targeted group who share the experience, or from individuals who belong to the group that has perpetrated the discriminatory event. It was expected that when the outgroup is perceived to hold the ingroup in high regard (high public regard), outgroup support would be experienced positively. When the outgroup is perceived to hold the ingroup in low regard, ingroup support was expected to diminish the relation between discrimination and emotional distress. A community sample of 163 Blacks completed an online questionnaire assessing past discrimination experiences, social support (from ingroup and outgroup), perceived public regard for Blacks, and indices of emotional distress (anger, depressive affect, and anxiety). Hierarchical regression analyses indicated that discrimination

was related to anger only among participants who thought that the dominant outgroup held their group in high regard. However, as expected, high outgroup support was found to diminish this relation. Unexpectedly, ingroup support did not have any direct or moderating effects on negative emotions. These findings suggest that, as social attitudes toward Blacks become more positive, the establishment of reliable social networks or organizations that facilitate positive intergroup contact may provide a mechanism that replicates such attitudes at an interpersonal level. In so doing, group members may be more resilient to the emotional distress caused by discrimination encounters.

#### B104

**WE ARE ALL MULTICULTURAL IN OUR OWN WAY: CULTURAL MODELS OF DIVERSITY IN FLANDERS AND CALIFORNIA** Kaat Van Acker<sup>1</sup>, Heejung Kim<sup>2</sup>, Norbert Vanbeselaere<sup>1</sup>, Batja Mesquita<sup>1</sup>, Karen Phaet<sup>1</sup>; <sup>1</sup>Katholieke Universiteit Leuven, Belgium, <sup>2</sup>University of California, Santa Barbara – In the United States multiculturalism and colorblindness are two competing cultural models of diversity characterized by different clusters of values (Plaut, 2002). The present research studies whether the same diversity models prevail in different cultural contexts and whether they contain similar values. More specifically, we focus on two cultural contexts with different immigration histories and policies: Flanders and California. In a first study we compared Flemish (N = 230) and Californian (N = 250) participants with regard to their endorsement of multiculturalism and colorblindness. After establishing measurement invariance, multiculturalism appeared to be less endorsed in Flanders. Additionally, multiculturalism and colorblindness were highly interrelated in Flanders but not in California. The results suggest that multiculturalism and colorblindness might be not as clearly distinguishable models of diversity in Flanders. Rather, there might be Flanders-specific diversity models. Thus, the second study aimed at uncovering which models of diversity are most prevalent in Flanders and which values constitute them. To avoid using self-reports, we performed a content analysis of cultural products. Political platforms, newspaper articles and online reactions to these articles were analyzed during five months. Results show that several models of diversity co-exist in Flanders that differ from the American models. Some of the values that figure prominently in the Flemish models are less common in American models (e.g., adaptation, secularization); but even values that Flemish and American models have in common cluster differently across cultures (e.g., equality, tolerance). The implications of these differences in diversity models between California and Flanders are discussed.

#### B105

**AT LEAST SHE LIKES ME: THE INTERSECTION OF PREJUDICE AND SOCIAL FEEDBACK ON HORMONAL STRESS RESPONSES DURING INTERGROUP INTERACTIONS** Sarah S. M. Townsend<sup>1</sup>, Pamela J. Sawyer<sup>1</sup>, Brenda Major<sup>1</sup>, Wendy B. Mendes<sup>2</sup>; <sup>1</sup>University of California Santa Barbara, <sup>2</sup>Harvard University – Engaging in an evaluative intergroup interaction is stressful and leads to the activation of stress-responsive biological systems (e.g., the hypothalamic-pituitary-adrenal, HPA, axis). For members of stigmatized groups who are interacting with members of higher status groups, the experience of stress may be exacerbated if the outgroup member holds prejudiced attitudes. However, it is unclear whether receiving positive (relative to negative) social feedback from an outgroup member alters the degree of stress a stigmatized individual experiences in a subsequent evaluative interaction with that person. To answer this question, we examined Latina women's (N = 120) hormonal stress responses (i.e., cortisol reactivity) during an evaluative interaction with a White female confederate who had previously expressed either prejudiced or non-prejudiced attitudes toward minority ethnic groups and who had given the participant positive or negative social feedback. The confederate's attitudes interacted with the valence of the feedback to predict participants' stress responses. Specifically, Latinas who had received rejecting feedback showed significantly higher cortisol reactivity during the interaction if the confederate had expressed prejudiced, compared to non-

prejudiced, attitudes. However, Latinas who had received accepting feedback showed similarly low levels of cortisol reactivity during the interaction regardless of the confederate's prejudice level. Thus, for members of stigmatized groups, receiving negative social feedback from a high status group member who has expressed prejudiced attitudes, leads to the greatest experience of stress. This stress is attenuated if the outgroup member either expresses non-prejudiced attitudes (even coupled with rejecting feedback) or provides accepting feedback (even coupled with prejudiced attitudes).

#### B106

**IN TO WIN? INTERGROUP PROCESSES AND THE EFFECTIVENESS OF MALE VERSUS FEMALE ENDORSEMENTS FOR HILLARY CLINTON** Blair E. Vandegrift<sup>1</sup>, Alexander M. Czopp<sup>1</sup>; <sup>1</sup>Western Washington University – Past research suggests individuals acting against self or group interest are seen as more trustworthy and their cause more veridical; the messages presented by these individuals result in more thorough mental processing as they are seen to be without bias (Petty, Fleming, Priester, & Feinstein, 2001). However, this phenomenon may only influence persuasion when more salient aspects are absent. While fear of racism often elicits feelings of aversion and thus greater message processing, sexism may not be viewed as similarly aversive. In instances involving gender identity, ingroup members may polarize opinions of other ingroup members with either extreme praise or punishment in order to maintain that group identity (Marques, Yzerbyt, & Leyens, 1988). Male and female participants viewed a photograph of either a man or a woman along with a paragraph declaring support for Hillary Clinton for president. Participants evaluated the speaker's competence, the extent to which the speaker was a complainer, and the degree to which they agreed with the speaker. Women rated the male endorsement as more competent, less complaining, and showed more agreement with his arguments. In contrast, men rated the male endorsement as less competent and more complaining. Results are discussed in the context of intergroup processes related to persuasion.

#### B107

**IMPROVING ITALIAN STUDENTS' ATTITUDES TOWARD IMMIGRANTS: BOOK READING AS A NEW DIMENSION OF EXTENDED CONTACT** Loris Vezzali<sup>1</sup>, Sofia Stathi<sup>2</sup>, Dino Giovannini<sup>1</sup>; <sup>1</sup>University of Modena and Reggio Emilia, Italy, <sup>2</sup>University of Kent, UK – According to the extended contact hypothesis (Wright, Aron, McLaughlin-Volpe, & Ropp, 1997), the simple knowledge that an ingroup member has an outgroup friend is sometimes sufficient to reduce prejudice. Recently, strategies based on extended contact have been successfully applied in school settings (Cameron & Rutland, 2006). The aim of this study was to test the effectiveness of extended contact between school students in the Italian context, by examining a new age group and untested mediators of ameliorated intergroup relations. Furthermore, we examined the hypothesis that extended contact would facilitate the desire to engage in future real intergroup interactions. Participants were Italian secondary school students aged 11-13 years; the target outgroup was that of immigrants. There were three conditions. In the first (intercultural reading), participants read, during the summer period, a book with stories involving contact between people with different cultural backgrounds. The other two were control conditions: participants read a book unrelated to intercultural themes (non-intercultural reading) or did not read any book (no-reading). After the summer holiday, participants completed a questionnaire. As expected, in the intercultural reading condition, intergroup attitudes, stereotypes and intended behavior were more positive than in the two control conditions; furthermore, the desire for future intergroup interactions was stronger. Notably, the positive effects of intercultural reading were mediated by IOS (Aron, Aron, & Smollan, 1992), ingroup identification and increased pleasantness of interacting with outgroup vs. ingroup members. Theoretical and practical implications of the findings are discussed.

**B108****THE EFFECT OF INGROUP AUDIENCE ON INTERGROUP VICARIOUS RETRIBUTION** Kengo Nawata<sup>1</sup>, Hiroyuki Yamaguchi<sup>1</sup>, <sup>1</sup>Kyushu University –

Intergroup vicarious retribution is the phenomenon that retaliation takes place on unrelated third parties when an outgroup member do harm to an ingroup member (Lickel et al., 2006). The purpose of this study is to examine the effect of being observed by ingroup audience on intergroup vicarious retribution. We predicted that being observed by ingroup members will enhance vicarious retribution because an agency of vicarious retribution expects that ingroup members admired him or her as a hero. Thus this study is based on 2 premises: (H1) greater intergroup vicarious retribution would occur on the condition of being observed by ingroup members than not being observed by ingroup members.; (H2) Perceived admiration from ingroup members will mediate the relationship between being observed by ingroup members and vicarious retribution. We examined these hypotheses by one-on-one match gaming situation that a winner imposes a fine on a loser. Sixty five undergraduates and graduates (33 men, 32 women) used in the final analysis. As a result, the participants imposed the greater amount of the fine on outgroup member when observed by ingroup member than when not observed by ingroup member. Moreover, pass analysis revealed that being seen by ingroup members has a significant effect on the amount of the fine to outgroup member through perceived admiration from ingroup members and motivation of retaliation. Therefore, both H1 and H2 are supported. The findings of this study suggest that intra-group process, such as being observed by ingroup audience, would escalate intergroup conflict.

**B109****GENERALIZING THE BENEFITS OF I-SHARING: THE ROLE OF EXISTENTIAL ISOLATION IN A BEHAVIORAL EXPRESSION OF PREFERENCE FOR HEAVYWEIGHT INDIVIDUALS** Leslie Crimin<sup>1</sup>, Elizabeth Pinel<sup>1</sup>, <sup>1</sup>The

University of Vermont – I-sharing (i.e., shared subjective experiences) satisfies the needs to know reality and to feel interpersonally connected (Pinel et al., 2004; 2006). Sharing one's subjective experience with another relieves feelings of existential isolation (E.I.) and increases liking for him/her. Research demonstrates that dispositionally high E.I. individuals are particularly sensitive to I-sharing (Pinel et al., 2009). We examined whether the effects of I-sharing with a heavyweight partner generalize to subsequent interactions with other heavyweight individuals. We hypothesized that this is particularly likely for chronically E.I. individuals. The study consisted of two computerized interactions. First, participants exchanged spontaneous responses to a series of inkblots with a heavyweight confederate. I-sharing occurred when two people saw identical images in the inkblots. Participants learned they I-shared, did not I-share, or received no I-sharing information. Subsequently, they rated their liking for their partner. Participants then played a virtual toss-and-catch game with two new partners, one lightweight and one heavyweight. Tossing preferences were recorded. Findings demonstrate that individuals in the I-sharing condition liked their first partner more than participants who did not I-share. Additionally, a marginal interaction between I-sharing and dispositional E.I. emerged for tossing preference. As compared to low E.I. individuals and those who did not I-share, high E.I. individuals who previously I-shared tossed the ball to the novel heavyweight partner more than the lightweight partner. Findings demonstrate I-sharing's power to foster liking for stigmatized others and suggest that high E.I. individuals likely reap the positive effects of I-sharing in subsequent interactions with stigmatized others.

**B110****CURRENT PERSPECTIVES ON AGEISM, RACISM, AND SEXISM: ATTITUDES ABOUT DISCRIMINATION AND THOSE WHO CLAIM TO HAVE EXPERIENCED IT** Crystal Tse<sup>1</sup>, Sonia K. Kang<sup>1</sup>, Alison L. Chasteen<sup>1</sup>, Jessica

D. Remedios<sup>1</sup>, <sup>1</sup>University of Toronto – Although discrimination is an undeniable reality, the degree to which people claim to have experienced discrimination varies widely. Surprisingly, there is little research com-

paring reactions to different types of discrimination claims. The current study sought to learn more about how individuals choose whether or not to make a discrimination claim by assessing attitudes about discrimination and about those who make claims of ageism, racism, and sexism. A large sample of male and female participants from a variety of age and ethnic groups (N = 185) completed a questionnaire assessing reactions to discrimination claims made by men and women, young and older people, and ethnic minority and majority group members. Participants indicated their beliefs about the commonality and seriousness of each type of discrimination, the frequency with which people make claims of each type of discrimination, how legitimate they think these claims are, and the degree to which they think people should report specific types of discrimination. When comparing the traditionally dominant and non-dominant group within each category, participants rated discrimination as more common and serious against non-dominant group members, and the claims made by these individuals as being more frequent and more legitimate. Interesting discrepancies for perceptions about one's ingroup vs. one's outgroup also emerged. Detailed results of this study and implications for those who claim discrimination will be discussed.

**B111****INTERGROUP EMOTIONS AS PREDICTORS OF INTERGROUP AGGRESSION AND RECONCILIATION IN SERBIA** Marija Spanovic<sup>1</sup>, Brian

Lickel<sup>2</sup>, Nebojsa Petrovic<sup>3</sup>, <sup>1</sup>University of Southern California, <sup>2</sup>University of Massachusetts, Amherst, <sup>3</sup>University of Belgrade – Important debate still exists concerning the role of fear in intergroup aggression. For example, Mackie, Devos and Smith (2000) found that fear was not related to aggressing against the outgroup. However, a separate line of research suggests that fear of the outgroup can sometimes be associated with a fight response (Jarymowicz & Bar-Tal, 2006). For example, Israeli 'hawks', who objected to compromises towards peace, were characterized by a higher fear orientation than that of 'doves', who instead tended to support such compromises. We investigated the effects of fear and anger on aggressive tendencies and reconciliation in the context of Serbian-Albanian conflict. Serbian students in Belgrade (N=126), completed a survey that assessed their attitudes towards Albanians. We found that fear was related to aggression. For some of the aggression variables the relationship between fear and aggression was significant even after controlling for anger. Contrary to Jarymowicz and Bar-Tal's (2006) prediction, conflict ethos was not related to fear. Supporting and extending Kugihara's (2005) work, ingroup affiliation and attachment mediated the relationship between fear and aggression. The study also provided the opportunity to assess motives for reconciliation as well as aggression. Motivation for reconciliation (between Serbs and Albanians) had a negative relationship with aggression and anger and a positive relationship to the perceptions of risk, flight, pity, and shame. Reconciliation was also related to the perception of intergroup interdependence, superordinate categorization, and individuation.

**B112****RECONCEPTUALIZING RELATIVE DEPRIVATION WITH ADVANTAGED AND DISADVANTAGED STATUS GROUPS: THE CASE OF SOUTH AFRICANS AND MONGOLIANS** Fabrice Pinard Saint-Pierre<sup>1</sup>, Roxane De la Sablonniere<sup>1</sup>,

Francine Tougas<sup>2</sup>, Donald M. Taylor<sup>3</sup>, Jonathan Crush<sup>4</sup>, David McDonald<sup>4</sup>, <sup>1</sup>University of Montreal, <sup>2</sup>University of Ottawa, <sup>3</sup>McGill University, <sup>4</sup>Queen's

University – Social changes have a dramatic impact on the lives of individuals. Paradoxically, it is not always those who lose the most that are negatively affected by social change. Why some people maintain a positive self-regard in dire situations, whereas others break down remains an unsolved question. The goal of the present research is to test a potential explanation for this phenomenon. Two theoretical perspectives are considered. The first, Relative Deprivation Theory (Davies, 1962; de la Sablonniere, Taylor, Perozzo, & Sadykova, 2009; Grofman & Muller, 1973), focuses on the temporal trajectory of threat resulting of temporal comparisons at the group level. The second, Social Identity Theory (Tajfel, 1978) and the five-stage model of intergroup relations (Taylor &

McKirnan, 1984), points to the importance of group status in predicting group member's reaction to social change. Specifically, our hypotheses are that individuals in a high status group will express more well-being when they perceive the trajectory of their group as stable and improving, because it will secure their situation as a high status group. In contrast, individuals in a low status group will not perceive the instability generated by social change as threatening, but as reinforcing the perspective that group status is not fixed and may be improved. Members of low status groups will experience higher well-being when they perceive the trajectory of their own group as unstable. Results from five studies confirmed our hypotheses with participants from South Africa representing different status groups (Black, White English and White Afrikaans) and from Mongolia.

**B113****IF YOUR BEST FRIEND IS A MUSLIM, HOW DO YOU FEEL ABOUT JEWS? CLOSE INTERFAITH RELATIONSHIPS, DIMENSIONS OF RELIGIOSITY, AND INTERFAITH ATTITUDES** Reeshma Haji<sup>1</sup>, Richard Lalonde<sup>2</sup>;

<sup>1</sup>University of Kent, <sup>2</sup>York University – Dimensions of religiosity (Batson, Schoenrade, & Ventis, 1993) were applied to an investigation of close interfaith relationships. University students in a culturally diverse city (N = 111) were assigned to groups based on whether or not someone from their 5 closest nonfamily relationships belonged to a different religious group. There were a number of significant differences between the groups. Those who had a religious outgroup member among their 5 closest relationships were more favourable to religious outgroups on a variety of measures. This generalised not only to the religious group of the close friend but to other religious outgroups as well. Additionally, attitudes toward religious outgroups were moderated by dimensions of religiosity, specifically the extrinsic and intrinsic dimensions.

**B114****THE EXPERIENCE OF PERCEIVED DISCRIMINATION AMONG SKILLED IMMIGRANTS** Leah K. Hamilton<sup>1</sup>, Victoria M. Esses<sup>1</sup>; <sup>1</sup>University of Western

Ontario – While there is a considerable body of literature examining factors that predict prejudice and discrimination, research on the experiences of targets of discrimination has only recently become a focus of attention. One target group that is important to consider in this context is immigrants, particularly skilled immigrants. During the last few decades, there has been a marked shift in Western nations' perspective on immigration, with a growing focus on acknowledging the need to attract highly skilled immigrants to fill positions in advanced economies. This newfound "race for talent" – competition among nations for skilled labour – means that most industrialized countries have built into their immigration policies a provision for attracting skilled workers (Martinez-Herrera, 2008). Yet upon arrival, skilled immigrants often face prejudice and discrimination, particularly in the workplace (Esses, Dietz, & Bhardwaj, 2006). In this context, we investigated how experiences of discrimination in the workplace affect skilled immigrants' attitudes toward their employment and their immigration decision. Participants were 191 skilled immigrants in Canada who completed a measure of perceived employment-related discrimination, as well as measures assessing their perceptions of their employment and immigration experiences. Participants who reported higher perceived discrimination experienced lower job satisfaction and reported that their pre-migration expectations about working in Canada had not been met. They were also more likely to regret their decision to immigrate to Canada. Implications for understanding the experiences of targets of discrimination are discussed.

**B115****VICARIOUS INTERGROUP CONTACT: THE INFLUENCE OF THE OBSERVATION OF INTERGROUP CONTACT SITUATIONS ON WILLINGNESS FOR CONTACT AND INTERGROUP ATTITUDES** Agostino Mazziotta<sup>1</sup>,

Amélie Mummendey<sup>1</sup>, Stephen Wright<sup>2</sup>; <sup>1</sup>Friedrich-Schiller-University Jena, Germany, <sup>2</sup>Simon Fraser University, Canada – Direct contact between members of different groups influences intergroup attitudes between these groups (Allport, 1954; Pettigrew & Tropp, 2006). Much is already known

about the optimal conditions for direct contact and about the psychological processes that mediate the relationship between direct contact and improvement of intergroup attitudes (Brown & Hewstone, 2005). However, little is known about the conditions and psychological processes that make direct contact between groups more likely and raise the willingness of group members to engage in contact with the out-group. The present contribution examines the influence of vicarious contact (i.e. the observation of successful intergroup contact situations between in-group and out-group members) on willingness to engage in direct intergroup contact and on attitudes towards the out-group. Diverging from previous research on extended intergroup contact (cf. Wright, Aron, McLaughlin-Volpe, & Ropp, 1997) this contribution systematically applies concepts of social-cognitive learning theory (Bandura, 1986) to intergroup research (e.g., behavioral knowledge acquisition, self-efficacy expectation). A series of two video-based experiments, indicate that vicarious intergroup contact increases participants' willingness to engage in direct intergroup contact and improves attitudes towards the out-group. These studies provide evidence that the relation between vicarious contact and willingness to engage in direct contact (and out-group attitudes) is mediated by behavioral knowledge acquisition, self-efficacy expectation, and intergroup anxiety. Implications of these findings for further research on the (indirect) contact hypothesis and their application (e.g., for media design) will be discussed.

## Mental Health

**B116****AGE DIFFERENCES IN POSTTRAUMATIC GROWTH** Rhonda Swickert<sup>1</sup>, Davis Baird<sup>1</sup>, Taylor Owens<sup>1</sup>, Aasha Foster<sup>1</sup>, Meagan Orton<sup>1</sup>, Stephen McGuigan<sup>1</sup>; <sup>1</sup>College of Charleston – Posttraumatic growth can be understood as the occurrence of positive psychological change that can come about when individuals respond to highly challenging life events (Tedeschi & Calhoun, 2004). Growth following trauma has been documented in both young adults and older individuals (Ardelt, Ai, & Eichenberger, 2008; Park, Cohen, & Murch, 1996). However, few studies have directly compared young and older adults regarding differences in growth following trauma. The purpose of this study was to examine this issue. Participants (N=156) were recruited at a retirement community and on a college campus. Sixty-percent of the sample was 35 and younger; the remaining forty-percent of the sample ranged in age from 55 to 100. The sample was predominately White (90%), although both Blacks and Asian were represented (10%). Participants completed a post-traumatic growth measure and provided information regarding their demographic characteristics. Because gender has been shown to influence rates of posttraumatic growth (Swickert & Hittner, 2009), all analyses controlled for this variable. A significant difference was found between growth and age ( $t(133) = -4.05, p = .0001$ ), such that older individuals reported greater levels of growth than did young adults. Specifically, older adults, as compared to young adults, reported a greater compassion towards others, a greater faith in people, a greater sense of community, an enhanced sense of family closeness, and an enhanced feeling of spirituality. These findings are consistent with a burgeoning literature that suggests that older adulthood can be a time of resilience and fortitude (Hamarat, Thompson, Steele, Matheny, & Simons, 2002).
**B117****PERCEPTIONS OF CONTROL OVER TRAUMATIC EVENTS AND TRAUMA OUTCOMES** Nora Keenan<sup>1</sup>, Patricia Frazier<sup>1</sup>, Samantha Anders<sup>1</sup>, Samuel Hintz<sup>1</sup>, Sulani Perera<sup>1</sup>, Sandra Shallcross<sup>1</sup>, The Prospective Study Team; <sup>1</sup>University of Minnesota – The purpose of this study is to provide further evidence for the validity of a new measure of perceived control over stressful life events, which assesses past (control over event occurrence), present (control over current reactions to the event), and future (control over event reoccurrence) control (Frazier et al., in preparation). We focus here on the relations between these three forms of control and distress, PTSD symptoms, and alcohol use following traumatic events. Data were

collected at baseline (T1; N = 1,528) and two months later (T2; N = 1,281) from psychology students at four universities using online surveys. Only data from students who reported a traumatic event between T1 and T2 (n = 264) were included. Distress, PTSD symptoms, and alcohol use were measured pre (T1) and posttrauma (T2). Perceived control over the traumatic event was assessed posttrauma. As predicted, because most events were uncontrollable (e.g., bereavement), past control was associated with more distress and PTSD symptoms posttrauma and with increased distress from pre to posttrauma. Future control also was associated with more distress and PTSD symptoms posttrauma, and with increased alcohol use from pre to posttrauma. In contrast, present control was associated with less distress and fewer PTSD symptoms posttrauma, and with decreased alcohol use and binge drinking from pre to posttrauma. These data support the validity of our measure of perceived control over stressful events, and highlight the differences between these three aspects of control in terms of their relations with distress and unhealthy coping behaviors posttrauma.

**B118****THE EFFECT OF EDUCATION ON FEELINGS OF HOPELESSNESS OF LIFE IN TAIWANESE PEOPLE** Feng-Chun Hsiung<sup>1</sup>, Ruey-Ling Chu<sup>1</sup>, <sup>1</sup>Taiwan University

– This study investigated the influence of education on sense of meaning of life in Taiwanese people, and used personal values and cultural identity as mediators. The data included the answers of the 1,881 participants in the Taiwan Social Change Survey carried out in 2004. The results indicated that: 1. After controlling for age and income, levels of education can still predict sense of meaning of life. 2. People with higher levels of education placed less importance on utilitarian values and expressed more appreciation for their own culture. 3. People placing more importance on utilitarian values felt that life has less meaning; people exhibiting less appreciation for their own culture also felt that life has less meaning. 4. Both utilitarian values and cultural identity partially mediated the effect of education on sense of meaning of life. Overall, as we expected, the influence of education on hopelessness of life was partly through personal values and cultural identity.

**B119****NATURALISTICALLY OBSERVED LAUGHING PREDICTS LOWER DEPRESSION AMONG BREAST CANCER AND RHEUMATOID ARTHRITIS PATIENTS** Megan Robbins<sup>1</sup>, Matthias Mehl<sup>1</sup>, Ana Maria Lopez<sup>2</sup>, Shelley Kasle<sup>3</sup>, <sup>1</sup>University of Arizona, <sup>2</sup>Arizona Cancer Center, <sup>3</sup>Arizona Arthritis Center

– In two naturalistic observation studies using the Electronically Activated Recorder (EAR), we investigated how laughing is related to mental health in the context of coping with breast cancer, an acute, life-threatening disease (Study 1), and rheumatoid arthritis, a chronic, life-changing disease (Study 2). The EAR periodically recorded snippets of ambient sounds while participants were going about their daily lives. In Study 1, 21 breast cancer patients wore the EAR for one weekend and completed self-report measures of coping and depression concurrent with the EAR monitoring and again at a two-month follow-up. In Study 2, 13 rheumatoid arthritis patients wore the EAR for two weekends separated by one month, and completed self-report measures of coping and depression (identical to those in Study 1) concurrent with the EAR monitoring and at a six-month follow-up. All sound files were coded for the presence of participants' laughter, as well as a standard set of social behaviors and interactions. Across both samples, more EAR-observed laughing predicted lower levels of depression. This effect was not accounted for by participants' self-reported coping strategies (including humor). Further, controlling for time spent with others did not attenuate the effect indicating that coded laughing was not merely a proxy for having a social interaction. Finally, laughing in the presence of close others was more strongly related to lower depression than laughing in the presence of strangers. The findings are consistent with the idea that laughing can facilitate coping via promoting positive interactions with important members of the social network.

**B120****FLOCCINAUCINIHIPIPIFICATION AND ITS RELATION TO PERSONALITY AND PSYCHOPATHOLOGY** Ruth Yeh<sup>1</sup>, Sherman A. Lee<sup>1</sup>, Stephen D. Short<sup>2</sup>, Daniel R. Miteer<sup>1</sup>, Jason W. Hart<sup>1</sup>, Jeffrey A. Gibbons<sup>1</sup>, <sup>1</sup>Christopher Newport University, <sup>2</sup>University of Kansas – Floccinaucinihiplification (flocci) is the act or habit of regarding something as worthless. Although defined in the early 18th century, no empirical study has been conducted on this construct and its relation to personality and psychopathology. The goal of the present study was to examine global self-esteem, the big five personality traits, depression, and anxiety and their relation to dimensions of flocci, while controlling for the effects of gender, race, and social desirability with a sample of college students (N = 209). Using the framework from Beck's triadic model (Beck, Rush, Shaw, & Emery, 1979), three flocci scales were developed (self, others, and future focused) and found to demonstrate internal consistency, temporal stability, and factorial validity. Hierarchical multiple regression analyses revealed that depression and global self-esteem were the predominant predictors of flocci, whereas to a lesser degree, unique patterns emerged for gender and personality. Taken together, these findings provide evidence that flocci is a multidimensional construct that is influenced by specific individual difference variables. Continuation of floccinaucinihiplification research as its own unique construct could provide a better understanding of mental health issues for young adults.

**B121****CONTACT HIGH: RISK FOR MANIA AND OVER-ATTRIBUTION OF POSITIVE EMOTIONS TO TOUCHES** Amanda Purcell<sup>1</sup>, Paul K. Piff<sup>1</sup>, June Gruber<sup>2</sup>, Olga Antonenko<sup>1</sup>, Matthew Hertenstein<sup>3</sup>, Dacher Keltner<sup>1</sup>; <sup>1</sup>University of California, Berkeley, <sup>2</sup>Yale University, <sup>3</sup>DePauw University

– Emotion disturbances are common across several clinical disorders (Kring, 2008), yet researchers have only recently begun to explore the role of emotion in mania. In the present study, we examined how risk for mania (i.e., bipolar disorder), as measured using the Hypomanic Personality Scale (HPS; Eckblad & Chapman, 1986), affects the ability to interpret emotional communication through touch. Participants (N = 55) received a series of touches to their forearm by a stranger and were asked to identify the communicated emotion from a list of emotion terms. Risk for mania predicted a positive bias: higher HPS scores were associated with increased identifications of both positive and negative touches as positive. More specifically, risk for mania was associated with increased attributions of love and decreased attributions of sadness across touches. Results held after controlling for current depressive and manic symptoms. Implications for the study of mania and the general study of positive emotion and touch are discussed.

**B122****DO POSTTRAUMATIC GROWTH THEMES IN TRAUMA NARRATIVES MODERATE THE RELATIONSHIP BETWEEN TRAUMA TYPE AND SYMPTOMS?** Courtney E. Mitchell<sup>1</sup>, Anne P. DePrince<sup>1</sup>, Daniel N. McIntosh<sup>1</sup>; <sup>1</sup>University of Denver

– Inconsistencies in the association between posttraumatic growth and post-trauma symptoms may be due to variability in growth themes across trauma types. To examine this variability and its relation to symptoms, the current study examined positive themes in trauma narratives using qualitative methods and drawing on categories from the posttraumatic growth inventory (PTGI; Tedeschi & Calhoun, 1996). Semi-structured interviews were conducted with 72 ethnically diverse adults exposed to a variety of traumatic events (e.g., sexual assault, natural disasters). Self-report questionnaires for posttraumatic stress disorder, depression and dissociation were also administered. Qualitative coding methods were used to examine the frequency of posttraumatic growth (PTG) themes and test whether growth moderates the relationship between trauma type and symptoms. Nearly all narratives (97%) contained at least one posttraumatic growth reference: 92% mentioned increased personal strength, 62% enhanced emotional expression, 59% spiritual change, and 55% a desire to put more effort into relationships. The interrelation of these self-generated themes



differed from the factor structure of the PTGI, suggesting that qualitative coding of PTG themes in narratives may provide a richer understanding of posttraumatic growth than the PTGI alone. Although some characteristics of trauma history significantly predicted symptoms, PTG themes did not moderate this relationship, nor were PTG themes significantly correlated with trauma type or symptoms (including avoidance symptoms). These findings contradict the notion that PTG themes may vary substantially by trauma subgroups, and suggest that PTG may not mitigate symptoms. Implications for understanding the role of reported growth in the aftermath of trauma are discussed.

### B123

**PARENT-CHILD CONFLICT AND ADOLESCENT PROBLEM BEHAVIOUR: MEDIATING MECHANISMS** Kuang-Hui Yeh<sup>1</sup>; <sup>1</sup>National Taiwan University, Academia Sinica, Taiwan – Although research has shown that parent-child conflict is positively related to poor adjustment in adolescents, the underlying processes have been little examined. This study probes some possible mediators (perceive threat, self-blame, rage, and resentment) to clarify how parent-child conflict impacts adolescent psychological maladjustment. To specify these mediation processes in greater detail, we distinguished internalizing from externalizing problem behaviours and examined whether the mediating effects were stronger for perceived threat and self-blame on internalizing problem behaviour, and rage and resentment on externalizing behaviour. A total of 1,107 high school students completed a battery of questionnaires that separated Father from Mother as the focal interaction target. Hierarchical linear modelling was used to test the hypothetical mediating model. The results showed that (1) the result patterns for Father and Mother targets were similar; (2) parent-child conflict positively related to adolescents' internalizing (mainly as psychosomatic complaints and withdrawal) and externalizing (mainly as violent aggression and deviant behaviour) problem behaviours; (3) children's resentment over the conflict was the main mediator of the relationships between parent-child conflict and psychosomatic complaint, withdrawal behaviours, or deviant behaviours; (4) children's wrath from the conflict was the main mediator of the relationship between parent-child conflict and violent aggression.

### B124

**PERCEIVED VALUE IN PERSPECTIVE TAKING IN EXPRESSIVE WRITING** Yi-Tai Seih<sup>1</sup>, James W. Pennebaker<sup>1</sup>; <sup>1</sup>University of Texas at Austin – Writing about emotional upheavals has been found to improve mental health. A number of analytic methods suggest some ways of writing may yield more benefits than others. Particularly promising are findings that indicate those who write from different perspectives subsequently report the greatest health improvements. Two overlapping questions were addressed: Does writing from a particular perspective enhance the perceived value of writing? Does changing perspective over the course of writing affect its perceived value? To explore the possible perspective effects, two studies manipulated writing perspectives wherein people were asked to write about emotional events using either the 1st-person, the 2nd-person, and the 3rd-person singular personal pronouns. In Study 1, 55 students were randomly assigned to one of the three writing perspectives and were asked to write from the same perspective for three times for 5-min each. In Study 2, 129 students wrote three 5-min essays, one from each perspective in a counterbalanced order. Counter to predictions, writing from one perspective or another or changing perspectives had no advantages. Across all conditions, participants reported high self-rated value and meaning from the writing exercise. Interestingly, when people wrote from the different perspective on three occasions, there was a modest preference for writing in the 1st-person perspective and, across all perspectives, a large order effect emerged. The more times a person writes, the more value and emotional the writing was reported to be. These findings related to expressive writing suggest the implication of writing order, writing perspective, and anti-tediousness in a short-term period.

### B125

**TOXICITY AND RETROSPECTIVE ACCURACY OF BORDERLINE PERSONALITY DISORDER SYMPTOMS: AN EXPERIENCE SAMPLING STUDY** Paul Hutman<sup>1</sup>, William Fleeson<sup>1</sup>; <sup>1</sup>Wake Forest University – The purpose of this study was to assess the toxicity of Borderline Personality Disorder (BPD) symptoms and the relationship between symptoms sampled with a range of time frames. Experience sampling methods were used to determine the association between BPD symptomology and negative affect and also the correspondence between momentary manifestation and retrospective reports of symptomology. Participants screened for BPD carried Palm Pilots for a week completing five reports a day. Reports assessed momentary affective and behavioral symptoms outlined by the Diagnostic and Statistical Manual 4th Ed. (TR). Participants also completed written retrospective questionnaires describing the same affective and behavioral symptoms in the last day, week, month, and year of the participants' lives. Multiple regression analyses revealed that momentary manifestation of BPD symptoms were highly toxic, accounting for 61% of the variance in participants' negative affect. All symptoms were significantly and positively associated with negative affect; the criteria of suicidality, identity disturbance, and affect instability had the strongest relationships and no relationship was below .30. Multilevel modeling revealed mixed relationships between the momentary and retrospective reports of BPD symptoms. Three criteria for BPD did not have any relationship while all other criteria had strong and positive relationships, ranging from .53 to .75. These results have important implications into the day-to-day debilitating affects of BPD symptoms as well as the accuracy of diagnosis based on reflective interviews. Results also question where the true nature of BPD lies; in the manifestation of symptoms or in retrospective reflections of symptomology in general?

### B126

**RELATIONAL DISTRESS ASSOCIATED WITH SUB-CLINICAL PERSONALITY PATHOLOGY** Carly Smith<sup>1</sup>, R. Michael Furr<sup>1</sup>; <sup>1</sup>Wake Forest University – Personality pathology's toxicity arises in part from its disruptive effects on interpersonal relationships. These effects might be behavioral (e.g., one partner's pathology-related maladaptive behavior disrupts the relationship) or cognitive (e.g., one partner's pathology-related perceptions are maladaptively discrepant from the other's, creating interpersonal friction). Such effects and their associated interpersonal distress have been documented at clinical levels, but they have not been explored in non-clinical populations. The goal of this study was to examine affective and relational correlates of sub-clinical personality pathology. Specifically, we predicted that relatively negative affective states and relational disruptions will be associated with elevated pathology. Well-acquainted opposite-sex pairs (n=24) of participants engaged in brief interactions, reporting their affect immediately before and after the interaction. In addition, they rated their relationship quality along several dimensions, and they self-reported (MCMI) their levels of Narcissistic, Histrionic and Borderline personality pathology. Results supported our 'disruption' hypothesis: interpersonal disruptions characteristic of personality disorders can be seen in some forms at a sub-clinical level of pathology. We found that people with elevated levels of Narcissistic symptoms reported highly positive interactions regardless of how their partner's rated the same experience. Those reporting Histrionic personality symptoms also reported decreased levels of positive affect following an interaction. In addition, people with relatively high levels of Borderline symptoms had partners who reported lower ratings of perceived closeness – even when controlling for subject's own ratings of perceived closeness. Future research will examine the behavioral mediators of these affective and relational effects.

**B127**

**CONCEALING IS REVEALING: EXPLORING INTERPERSONAL STRATEGIES AMONG INDIVIDUALS WITH MENTAL ILLNESS** Amy Huntington<sup>1</sup>, Valerie Earnshaw<sup>1</sup>, Diane Quinn<sup>1</sup>; <sup>1</sup>University of Connecticut – Individuals with concealable stigmatized identities (CSIs) have been theorized to spend a great deal of time self-monitoring and suppressing discrediting verbal and non-verbal behavior (Pachankis, 2007). The current study manipulated interpersonal disclosure norms for individuals with mental illness (MI) to examine the resulting interaction for explicit and implicit behavioral responses. Fifty participants were recruited. Prior to the interaction, participants were randomly assigned to one of three conditions: Control: No mention of mental illness history was made. Conceal-Specific: Participants were reminded of their MI through a background questionnaire, but were told not to discuss their mental illness history during the interaction. Conceal-Generalized: Participants were reminded of their MI, but were told not to talk about "anything too personal." Participants then entered a brief social interaction with a confederate. Transcript analysis of the interaction provided an array of implicit measures indicating differential use of impression management strategies. During the interaction, participants in the Conceal-Specific condition used the highest proportion of positive affect words and the smallest proportion of negative affect words compared to the Control and Conceal-Generalized conditions. Non-verbal behaviors were affected by condition while self-reports (i.e., self-esteem) remained unaffected. For instance, eye contact made by participants decreased in the Conceal-General condition as compared to the Control and Conceal-Specific conditions [ $F(2,47)=4.677$ ,  $p=.014$ ]. Results indicate that individuals with MI employ different strategies based on social contexts and this may have benefits and consequences. Discussion centers on a variety of implicit measures of interest when studying individuals with CSIs.

**B128**

**THE TIPPING POINT: WHEN INTERPERSONAL CONFLICT LEADS TO ATTEMPTED SUICIDE** Marta Elliott<sup>1</sup>, Barbara Kohlenberg, Yvette Kaunismaki, Morgan Green, Barbara Larsen; <sup>1</sup>University of Nevada, Reno, <sup>2</sup>University of Nevada School of Medicine – The purpose of this study is to demonstrate the conditions under which interpersonal conflict leads people to attempt suicide. The study is based on open-ended interviews with 37 people who were in hospital subsequent to surviving attempted suicide. Subjects were asked to tell the story of their attempt in detail, including their mental health history, as well as their immediate circumstances at the time of their attempt. Most subjects volunteered that an argument or rift with a significant other directly preceded their suicide attempt. However, upon closer inspection, it became apparent that those arguments typically occurred in the context of extreme economic hardship. Survivors describe excruciating emotional pain and utter hopelessness, which comes to make more sense when their interpersonal conflict is put in the context of their concurring financial crisis. Though suicide survivors themselves place little emphasis on their socioeconomic circumstances as an impetus for their behavior, the authors infer from a grounded theory analysis of the interview transcripts that the themes of interpersonal and financial crisis frequently go hand in hand. The results demonstrate the confluence of typical methods of self-harm, socioeconomic and psychosocial circumstances, as well as the often positive short-term result of surviving attempted suicide, at least in terms of close personal relationships. The authors conclude with recommendations for preventing suicidal behavior that extend beyond psychotherapy and medication to addressing the underlying social-structural risk factors that predispose emotionally distraught individuals to attempt suicide.

**Motivation/Goals****B129**

**CREATIVE BECAUSE IT IS FUNCTIONAL** Marieke Roskes<sup>1</sup>, Carsten K. W. De Dreu<sup>1</sup>, Bernard A. Nijstad<sup>2</sup>; <sup>1</sup>University of Amsterdam, <sup>2</sup>University of Groningen – Creativity distinguishes excellent artists or scientists from mediocre ones, but why do some people seek creativity more than others – why would someone bother investing time and energy in such a risky and potentially costly endeavor as being creative. Our research tried to answer this fundamental question from a functional perspective, assuming that human effort traces back to (implicit) survival functions that take one of two forms – approach motivation or avoidance motivation. Interestingly, past work indicates that a focus on getting positive outcomes (approach motivation) leads to more creativity than a focus on avoiding negative outcomes (avoidance motivation). We note that in none of these previous studies being creative served (or not) goal achievement (i.e., achieving gains or avoiding losses). In three studies we manipulated approach versus avoidance motivation, and whether creative behavior was functional or not towards goal achievement. In study 1 and 2 we assessed the originality of words generated in a word-puzzle. In study 3, we assessed creative insights with a Remote Associations Task. During this task a mouse and a cheese (approach) or an owl (avoidance) appeared on the screen. To make creative output functional, the cheese moved closer to the mouse after a correct association (or the owl moved closer after an incorrect association). To make creative output non-functional the cheese (or owl) was moving at random. Across studies, results showed that avoidance motivated people can be as creative as approach motivated people, provided their creativity serves a purpose.

**B130**

**CLOSURE OF AUTOBIOGRAPHICAL MEMORIES MODERATES THEIR DIRECTIVE EFFECT ON BEHAVIOR** Denise R. Beike<sup>1</sup>, Laura P. Adams<sup>1</sup>, Karen Z. Naufel<sup>2</sup>; <sup>1</sup>University of Arkansas, <sup>2</sup>Georgia Southern University – Specific autobiographical memories have been theorized to serve a directive function, whereby the content of the memory directs behavior outside of awareness. The present research tested whether the extent to which a memory feels low in closure, or psychologically not in the past, moderates this directive effect. One hundred sixty-three participants in an online experiment were asked to recollect a specific autobiographical memory of a time they had failed to donate to charity, or were not asked to recollect a memory. Those who recollected a memory were randomly assigned to think of the memory as high versus low in closure. Recollecting an autobiographical memory made to feel low in closure led to more memory-relevant behavior than either recollecting a memory made to feel high in closure, or no memory at all. Moreover, the directive effect of a low-closure memory occurred whether participants were made aware of an upcoming behavioral opportunity or not. Discussion centers on possible processes linking low closure and behavior, as well as implications for the Self-Memory System theory of autobiographical memory.

**B131**

**REGULATORY FOCUS AND CHOICE COMMITMENT** Chin Ming Hui<sup>1</sup>, Daniel Molden<sup>1</sup>; <sup>1</sup>Northwestern University – Two studies examined the relationship between regulatory focus and choice commitment. It was postulated that security-based self-regulation, or a prevention focus, encourages individuals to represent a chosen goal or course of action as a standard that it is necessary to maintain. In contrast, it was postulated that growth-based self-regulation, or a promotion focus, encourages individuals to represent a chosen goal or course of action as just one among several objectives that they hope to attain. Based upon this line of reasoning, it was hypothesized that a prevention focus should result in greater commitment during goal-pursuit. This hypothesis was supported across two different operationalizations of commitment and both when regulatory focus was measured as an individual difference and when it was manipulated. Compared to their promotion-focused coun-

terparts, prevention-focused individuals (a) reported stronger intentions to enact behaviors related to a prioritized goal versus a non-prioritized goal, as well as greater actual enactment of these behaviors 2 days later (Study 1), and (b) remained committed to their chosen course of action even after receiving feedback that it was failing (Study 2). These studies highlight the importance of security-based motivation as an additional determinant of commitment.

### B132

#### ON THE RELATION BETWEEN PERFORMANCE OF ONE'S TEAM AND LIFE SATISFACTION OF SPORT FANS: THE MODERATING ROLE OF PASSION

Marc-André K. Lafrenière<sup>1</sup>, Eric G. Donahue<sup>1</sup>, Robert J. Vallerand<sup>1</sup>, <sup>1</sup>Université du Québec à Montréal – Vallerand et al. (2003) developed a Dualistic Model of Passion wherein passion is defined as a strong inclination toward a self-defining activity that one loves, values, and in which one invests time and energy. Furthermore, the model proposes two distinct types of passion: harmonious (HP) and obsessive (OP) passions that generally predict adaptive and less adaptive outcomes, respectively. In the present research, we were interested in understanding the moderating role of passion for being a sport fan on the relation between victory or defeat of the beloved team and life satisfaction. We hypothesized that fans with an obsessive passion would have their life satisfaction contingent on their team's performance. This is so because ego-invested rather than integrative self-processes are at play (Deci & Ryan, 2000) with obsessive passion leading people to become dependent on their passion. On the other hand, this should not be the case for harmoniously passionate fans. A sample of 77 hockey fans reported their life satisfaction the day after each game of the second round of the 2009 NHL playoffs. HLM analyses showed that the more people had an obsessive passion, the more they experienced accentuated increases in life satisfaction following a victory. Likewise, the more people had an obsessive passion, the more they experienced accentuated decreases in life satisfaction following a defeat. In contrast, harmonious passion was unrelated to this phenomenon. Future research directions are discussed in light of the Dualistic Model of Passion.

### B133

#### MOTIVATION AND GOALS: RELATIONSHIPS BETWEEN EXPLICIT AND IMPLICIT MOTIVES, MOOD, PROGRESS, AND ATTAINABILITY

Emily A. A. Dow<sup>1</sup>, Christopher T. Burke<sup>2</sup>, Michael Bender<sup>3</sup>, Barbara Woike<sup>1</sup>; <sup>1</sup>Barnard College, Columbia University, <sup>2</sup>Lehigh University, <sup>3</sup>Tilburg University – Understanding motivation allows us to tease apart the complex elements that drive behavior, and previous research has shown that both implicit and explicit motives are important when setting and pursuing goals. The current study seeks to understand how such motives relate to daily goal pursuit. Ninety-eight participants created three goals and completed a three-week diary. Using a series of multilevel models, we found that the links between daily achievement goal progress and mood, and daily achievement goal attainability and mood depend on implicit and explicit achievement motives. However, the pattern of the interaction in these two analyses was different. Individuals who scored high in both implicit and explicit achievement motives were most sensitive to increases in achievement goal progress, as indicated by a decrease in negative mood as daily progress increased. In contrast, individuals who scored low in both implicit and explicit achievement were most sensitive to increases in attainability, as indicated by a decrease in negative mood as progress increased. In essence, individuals who are highly motivated by both implicit and explicit factors are impacted emotionally when self-evaluating goal progress. Individuals who are not highly motivated by both implicit and explicit factors are impacted emotionally when self-evaluating goal attainability - they feel better when their goal becomes easier. Taken together, these analyses suggest that implicit and explicit motives are not interchangeable, but rather play distinct roles in the day-to-day processes of goal pursuit.

### B134

#### TERROR MANAGEMENT, RELIGION, AND POLITICAL ATTITUDES: COMBINED EFFECTS OF MORTALITY SALIENCE AND RELIGIOUS FUNDAMENTALISM ON IMPORTANCE OF RELIGIOUSLY-MOTIVATED POLITICAL ISSUES

Dave Weise<sup>1</sup>, Tom Pyszczynski<sup>2</sup>, Jeff Greenberg<sup>1</sup>; <sup>1</sup>University of Arizona, <sup>2</sup>University of Colorado - Colorado Springs – We investigated the combined effects of mortality salience (a death reminder; MS) and religious fundamentalism (RF) on the importance of religiously-motivated political issues to illuminate the political impact reminders of death can have among religious fundamentalists. Terror management suggests MS increases allegiance to central aspects of one's worldview including religious belief in the service of allaying fear of death. This study explored how MS affects high RFs on how important they believe religiously-motivated political issues to be. We randomly assigned participants to either MS or an aversive control prime. Packets contained the 1992 RF scale, MS or control prime, and the dependent variable instructing participants to rank 12 political issues in terms of personal importance (1=most important). The rank items were grouped into four categories: (1) religiously-motivated issues (e.g., abortion), (2) economic (e.g., jobs), (3) security (e.g., airport security), and (4) community issues (e.g., helping disadvantaged people). Participants' (N = 63) average rankings per category were separately regressed on MS, RF, and their interaction. These analyses revealed significant MS × RF interactions on both religiously-motivated issues (p = .01) and community issues (p = .01). MS, relative to the control prime, led high RFs to place more importance on religiously-motivated issues (M = 6.85 and 8.35, respectively) and less importance on community issues (M = 8.29 and 6.48, respectively). In conclusion, MS interacts with RF in affecting importance rankings of religiously-motivated and community focused political issues.

### B135

#### FLEXIBILITY OF HIERARCHICAL GOALS IN CONTEXTUAL CHANGE: GOAL DEACTIVATION BY CONTEXTUAL CONSTRAINTS

Hiroyuki Yoshizawa<sup>1</sup>, Makoto Nakajima<sup>2</sup>, Takuya Yoshida<sup>3</sup>, Chika Harada<sup>3</sup>, Koji Tsuchiya<sup>3</sup>; <sup>1</sup>Gifu Shotoku Gakuen University, <sup>2</sup>Mie University, <sup>3</sup>Nagoya University – Previous research has approved that the adaptation of goal setting flexibility was different between hierarchically superordinate and subordinate goals. However, studies of goal activation in self-regulation have not examined whether superordinate goals that correspond or not correspond to the given situation would be activated or deactivated. In the present study, we tested the hypothesis that superordinate goals would be deactivated by contextual constraints. Without contextual constraints, people tend to hold up as many superordinate goals as possible to achieve them. In contrast, people who face the concrete situation would deactivate them according to contextual constraints to effectively use their cognitive resources. Participants (n = 893) completed the superordinate goal scale (24 items) that was developed based on the taxonomy of human goals (Ford, 1987) in situations with or without (neutral situation) contextual constraints. Constrained situations were composed of the vignettes (buying, eating, antisocial behavior, and interpersonal conflict) where participants needed to regulate their impulse. Consistent with the hypothesis, the results of Dunnett's multiple comparisons test showed that goal activations in any constrained situations were lower than neutral situations in most goal items, while they were higher or equal in a few items theoretically corresponding to the constrained situations. These results indicated that people had the flexibility to adjust their activations of hierarchical goals according to changing situations. This flexibility was also discussed in line with the idea by Kruglanski et al. (2002), which implied that the allocational properties of goal systems were resting on the assumptions of limited mental resources.

### B136

#### CHANGING THE PAST: POWER ALTERS PERSON MEMORY

Mario Weick<sup>1</sup>; <sup>1</sup>University of Kent – Memories are temporary constructions and susceptible to many sources of influence. The present research examines social power as one such source of influence. Drawing on previous

research showing that power promotes stereotyping, two studies tested the hypothesis that power alters person memory, favoring the recall of information that is consistent with stereotypes. Participants read behavioral descriptions of a target, half depicting stereotype-congruent, and half depicting stereotype-incongruent behaviors. Consistently across studies, and using multiple operationalizations of power such as priming (Studies 1 and 2) and measures of individual differences (Study 2), power led to differences in the recall of the target information. Powerful, but not powerless individuals, recalled more stereotype-congruent than stereotype-incongruent information. These effects occurred when power was manipulated before (Study 1) and after (Study 2) the encoding of the target information. These findings importantly extend previous research, showing that power can change people's recollections of the past.

**B137****ARE THE POWERLESS ALWAYS LESS ATTENTIVE TO GOALS THAN THE POWERFUL? IMPACT OF PREVENTION-FRAMED INFORMATION** Yeri

Cho<sup>1</sup>, Jennifer Overbeck<sup>1</sup>; <sup>1</sup>University of Southern California – This research examines the effects of power on attention to goals under conditions of prevention-focused information. Previous research suggests that lack of power reduces attention to goal-relevant information in the environment and even leads to goal neglect. However, questions remain about when the powerless use attentional resources on goals. The authors have extended previous findings by identifying conditions in which low power individuals demonstrate greater attention to goals. The current research focuses on the effect of the framing of goal-relevant-information on using attentional resources, especially prevention-focused framing. The authors argue that the effect of power on using attentional resources on goals depends on how goal-relevant information is framed. In support of the argument, when asked to recall and to prioritize goal-relevant information framed in prevention terms, the powerless attend to goals and distinguish what is goal-relevant and what is not goal-relevant as much as the powerful do. This result supports that the goal framing moderates the relationship between power and attention to goals. Findings from the current research add to the literature of power research on goals and prevention-promotion motivations.

**B138****POWER CORRUPTS: POWERFUL PEOPLE ARE MORE VULNERABLE TO UNCONSCIOUS PLAGIARISM** Aukje Sjoerdsma<sup>1</sup>, Nils B. Jostmann<sup>2</sup>, Ap

Dijksterhuis<sup>1</sup>, Rick B. van Baaren<sup>1</sup>; <sup>1</sup>Radboud University Nijmegen, <sup>2</sup>University of Amsterdam – Unconscious plagiarism (or cryptomnesia) is a mental illusion in which people mistakenly believe that thoughts, words or ideas encountered previously are their own original creations (Brown & Murphy, 1989). In this study, we investigate whether having or lacking power influences the extent to which participants plagiarize others' responses in a generation task. Participants generated items with an ostensible interaction partner, after being primed with either low power, high power, or no power (writing task; Galinsky, Bodenhausen & Magee, 2003). In the item generation task, participants generated words beginning with a certain letter combination (BL-, RO-, WE-, HA-) together with an interaction partner. Next, participants performed a 5-minute filler task, unrelated to the experiment. Subsequently, to measure plagiarism, participants were presented with the words they had generated in the generation task and the words the 'interaction partner' had generated. To measure plagiarism, we asked participants to indicate as fast as possible (within 3 seconds) to indicate whether they had generated the presented word, or whether their interaction partner had generated the word. The number of words that were wrongly attributed to the self (false positives; 'partner' words as own words) served as our dependent measure of plagiarism. Results show that participants primed with high power plagiarized others' responses more than participants primed with low power. Control participants fell in between. The conclusion is that power indeed affects unconscious plagiarism. Having power makes you more susceptible to take credit for other's efforts, or to speak with Lord Ashton: "Power corrupts".

**B139****ACHIEVEMENT, POWER, AFFILIATION: INVESTIGATING RASCH**

**RELIABILITY OF THE OPERANT MOTIVE TEST** Marvin Drosten<sup>1</sup>, Markus Quirin<sup>1</sup>, Julius Kuhl<sup>1</sup>; <sup>1</sup>University of Osnabrueck – Although a great number of studies suggest criterion-based validity of a variety of Thematic Apperception Test (TAT) variants, a major critique refers to reliability. We used a multi-categorical Rasch model to analyze a novel TAT variant ("operant motive test") that asks for brief statements about the content of pictures rather than complete stories. This procedure is more economical and thus allows for the application of more pictures, which may contribute to the reliability of the test. Operant motive tests of N = 870 participants are coded with respect to the motives for achievement, affiliation, and power. The multi-categorical Rasch scaling suggests adequate reliabilities for the motive dimensions.

**B140****IMPLICIT MOTIVATION AND FLEXIBILITY VERSUS RIGIDITY IN GOAL PURSUIT: WHEN POSITIVE AFFECT CO-ACTIVATES WITH DIFFERENT LEVELS OF BEHAVIOR REPRESENTATIONS** Hans Marien<sup>1</sup>, Henk Aarts<sup>1</sup>, Ruud Custers<sup>1</sup>; <sup>1</sup>Utrecht University

– Recent research showed that positive affect operates as an implicit motivator in goal pursuit when it is linked to the mental representation of behaviors (Custers & Aarts, 2005). Building on this notion, the present research examined the balance between flexibility and rigidity in goal pursuit by co-activating positive affect with different levels of behavior representations in a set-shifting task. Participants could represent the task either on a higher level (i.e., the task goal of categorizing letters) or a lower level (i.e., the task rule of using a specific color). Flexibility was defined as the ability to abandon an old task rule and apply a new task rule instead. This was assessed by measuring the switch cost in the set-shifting task. Two experiments provide evidence for this idea: flexibility increased when positive affect was co-activated with the goal representation of the task, and rigidity was increased when positive affect was co-activated with the representation of the old task rule. These findings support the positive affect as implicit motivator model. Specifically, when the representation of a goal is co-activated with positive affect people perform better on the task reflecting a higher motivation to achieve the task goal. On the other hand, when the representation of the rule is co-activated with positive affect people are less prone to abandon it, reflecting a higher motivation to persevere with the old task rule. Implications for the role of the level of behavior representations in implicit motivational processes underlying goal pursuit are briefly discussed.

**B141****SEEING THE WORLD IN SACRED TERMS SHIELDS AGAINST EXISTENTIAL ANXIETY** Pelin Kesebir<sup>1</sup>, Chi-Yue Chiu<sup>1</sup>; <sup>1</sup>University of Illinois at Urbana-Champaign

– We hypothesized that the tendency to perceive the secular world in sacred terms functions as a buffer against death anxiety and the possibly destructive effects of death anxiety, such as materialism. The sacred is associated with the qualities of transcendence (perception of a larger and sublime reality beyond appearances) and ultimacy (perception of utmost significance and value), which can render death thoughts less accessible, and/or less threatening. We developed a measure of Sacredness Perception to capture the extent to which individuals see sacredness in the seemingly secular aspects of life. Study 1 showed that after being reminded of their mortality, individuals who score high in Sacredness Perception report lower negative affect. Study 2 revealed that after being primed with mortality thoughts, individuals high in Sacredness Perception report lower death-thought accessibility. In Study 3, participants with high Sacredness Perception levels exhibited less materialistic tendencies after being reminded of their mortality. Study 4 manipulated Sacredness Perception, and found that an experimentally heightened sense of Sacredness Perception following reminders of mortality leads to lowered materialism compared to a control condition. Overall, the research program demonstrated that perceptions of sacred-

ness, independent of a religious context, help individuals to manage their existential anxiety and deal with the potentially toxic byproducts of existential anxiety such as materialism.

#### B142

##### **MENTAL CONTRASTING EFFECTS ON BEHAVIOR MEDIATED BY REALITY-MEANS ASSOCIATIONS**

Henrik Singmann<sup>2,1</sup>, Andreas Kappes<sup>1</sup>, Gabriele Oettingen<sup>1,3</sup>, <sup>1</sup>University of Hamburg, <sup>2</sup>University of Freiburg, <sup>3</sup>New York University – The self-regulatory strategy of mentally contrasting a desired future with the impeding reality transfers expectations of success into goal commitment with subsequent goal-relevant behavior (Oettingen, Pak, & Schnetter, 2001). Looking at the underlying mechanisms, we examined whether participants after mental contrasting in light of high expectations would be inclined to spell out ways of how to overcome the impeding reality. Specifically, we hypothesized that they form an association between the impeding reality and the goal-relevant means to overcome it, thereby activating the means when the situation is encountered, which should facilitate goal-relevant behavior. In our study, we told participants that improving one's fitness is critical for students and that using the stairs instead of the elevator is an adequate means for reaching an improved fitness. Thereafter, we measured participants' expectations of successfully improving their fitness, and induced a mental contrasting condition and two different control conditions, before measuring the reality-means associations (i.e., elevator-exercise association) via a lexical decision task. Finally, we sent participants three floors down for an alleged additional part of the study and observed whether they implemented the goal-relevant means (i.e., took the stairs) or not. Results showed that only participants in the mental contrasting condition established expectancy-dependent reality-means associations and expectancy-dependent goal-relevant behavior. Furthermore, reality-means associations mediated the effects of expectations on goal-relevant behavior in the mental contrasting condition.

#### B143

##### **REACTANCE, OPPOSITIONALITY, AND ENJOYMENT OF RESISTANCE IN CREATIVE PROBLEM-SOLVING**

Carolyn Morgan<sup>1</sup>, Megan Leiviska<sup>1</sup>, <sup>1</sup>University of Wisconsin, Whitewater – Exploring reactance using the self-regulation of motivation model reveals that existing scales fail to distinguish reactance from oppositionality (i.e., rebelliousness and conflict with authority) and enjoyment of resistance (i.e., interest and pleasure in being resistant). We constructed a multidimensional scale (MDRS) to assess these factors (alphas range from .85 to .90). We hypothesized that in contrast to oppositionality, reactance motivates individuals to engage in alternative approaches to activities when their freedom is restricted, leading to greater creativity. We expected differences particularly when resistance was aroused through use of "controlling" instructions (i.e., instructions using "must" and "should"). We also hypothesized that enjoyment of resistance would be related to creativity. Participants (93 women; 40 men) completed a creativity assessment containing insight problems and divergent thinking tasks. Resistance was manipulated through written instructions. Participants then completed the MDRS. Performance on the assessment, including number correct and originality, was evaluated. Analyses were conducted using median splits for reactance, oppositionality, and enjoyment of resistance. As predicted, oppositionality had no effect on number correct; however, the 2-way interaction between reactance and instructions on number correct was significant and in the expected direction. The effect of enjoyment of resistance on number correct was complex, involving a 3-way interaction with instructions and gender. A main effect of oppositionality on originality suggested that responses of participants scoring high in oppositionality were more original than responses produced by participants low in oppositionality. Reactance, oppositionality, and enjoyment of resistance appear to be distinct constructs with different consequences for self-regulation of motivation.

#### B144

##### **THE COST OF COMMITMENT: EFFICACY, RATIONALITY, AND CHOICE**

Kristen Klein<sup>1</sup>, Keren Sharvit<sup>1</sup>, Arie Kruglanski<sup>1</sup>; <sup>1</sup>University of Maryland, College Park – Prior research has shown that people perceive costlier means as more effective at obtaining a focal goal, an attributional inference known as the augmentation effect (Kelley, 1971; Shiv, Carmon, & Ariely, 2005). The authors expanded on these findings to predict that under conditions of high (vs. low) commitment to a focal goal, people would be more likely to choose the costlier means, despite its detrimentality to alternative cost-effectiveness goals. We hypothesized that individuals would perceive costly (vs. less costly) medications as more effective options for treating an illness. In addition, participants who are highly committed to fighting an illness would perceive the costly medications as more rational, and would thus be more likely to choose them than those less committed. In the week following the H1N1 (swine) flu outbreak, we presented 262 participants with an article describing the relative monetary cost and difficulty of attainment of three medications to treat either swine flu (high commitment) or the common cold (low commitment). The findings showed that participants in both commitment conditions perceived the expensive and difficult to obtain medication as most effective. However, participants who read about swine flu (vs. common cold) medications perceived the costly medication as a more rational choice and were more likely to choose it. These findings support a goal commitment model of extremism, suggesting that individuals generally perceive costly means as most instrumental to a focal goal, but the likelihood of actually using such costly means increases only under high commitment to the focal goal.

#### B145

##### **MAKING EXCUSES FOR PERSONAL GOAL FAILURES: INTEGRATING RELATIVE AUTONOMY AND THE TRIANGLE MODEL OF RESPONSIBILITY.**

Tara M. Thacher<sup>1</sup>, Daniel S. Baillis<sup>2</sup>; <sup>1</sup>University of Manitoba – In the triangle model (Schlenker et al, 1994), responsibility is determined through relationships among prescriptions or goals, events or actions, and identity. Excuses reduce responsibility by severing these relationships: Prescription-identity excuses claim that the goal was personally unimportant, Identity-event excuses argue that external circumstances overwhelmed personal control, and Prescription-event excuses claim that unclear goals or procedures prevented behavior. Relative autonomy (RA) is a construct of self-determination theory that also embraces goals, actions, and identity. The present research tested whether RA related to the propensity to make various excuses for personal goal failures, and whether RA moderated consequences of excuse-making for subsequent goal commitment. Undergraduates with an exercise goal, who provided their RA toward exercise (N = 109), explained their most recent exercise failures, either in an open-ended manner or using rating scales of the excuse typology. All participants then completed measures of their commitment to exercise, a social desirability scale, and self-reported exercise behavior of the following week. Participants with higher vs. lower relative autonomy did not significantly differ in the number and types of excuses they offered. These effects remained significant after controlling for social desirability. Prescription-identity excuse endorsement or use resulted in uniformly negative consequences for commitment to exercise. Notably, these negative relationships were absent for the other excuse types, suggesting that not all excuses are harmful. Contrary to some previous research linking autonomy with authenticity and non-defensiveness, this research showed individuals higher (vs. lower) in RA to have equal likelihood to make excuses for exercise failure.

#### B146

##### **NONCONSCIOUS VIGILANCE: PRECONSCIOUS CONTROL OVER THE INFLUENCE OF SUBLIMINAL PRIMING**

Brandon Randolph-Seng<sup>1</sup>, Darcy Reich<sup>1</sup>; <sup>1</sup>Texas Tech University – Psychological research increasingly suggests that most of the choices we make are the result of nonconscious thinking instigated by the environment in which we live. Yet how does

one nonconsciously determine which of the potentially relevant stimuli to respond to in a complex real world environment? The current studies sought to address this question by examining whether people can pre-consciously control what impact the environment has on their responses based on the current nonconscious motivations they bring to a novel situation. In two studies, participants' approach and avoidance motivations toward subliminally presented trait words were manipulated in different ways. It was predicted that, counter to the typical assimilative priming effects found in past person perception research, participants would be more or less likely to nonconsciously use the trait primes in their judgments depending on whether approach or avoidance motivations were nonconsciously associated with the trait primes. Results of two studies generally supported the hypothesis. Further, in Study 2, evidence of postfulfillment inhibition was found, strongly suggesting that the effects can be attributed to preconscious motivational processes. Based on the results of the current studies, it seems that even when individuals are not aware of the influence of some stimulus (e.g., subliminal prime), it may be possible for them to prevent being influenced by that stimulus at a particular moment in time. In this way, one's choices may often be determined outside of conscious intent, but such determinism may usually derive from within.

#### B147

**A STRUCTURAL MODEL OF TRAITS, GOALS, MEANING IN LIFE, AND WELL-BEING** Nick Stauner<sup>1</sup>, Tierra S. Stimson<sup>1</sup>, Michael Boudreaux<sup>1</sup>; <sup>1</sup>University of California, Riverside – Meaning in life, certain personality traits, and a goal-oriented lifestyle have all been identified as contributors to subjective well-being. Meanwhile, relationships have been discovered among traits and certain types of thematic goal content. Traits have also been related to meaning in life; and the recently developed Search for Meaning subscale ties the construct of meaning to motivation. This study sought to measure the relationships among personality traits, personal goals, the presence of meaning in life, the search for meaning, and life satisfaction. Eighty-nine undergraduates at UC Riverside completed the Big Five Inventory, the Personal Goals Questionnaire, the Meaning in Life Questionnaire, and the Satisfaction With Life Scale. Multiple linear regression models were tested to predict each construct from the others, and accurate models were identified for each (adjusted  $R^2 = .41 - .62$ ). Meaning is predictable from measures of life satisfaction, traits, and the search for meaning. The search for meaning is predictable from measures of goals, traits, and absence of meaning. Life satisfaction is predictable from measures of goals, meaning, and conscientiousness. Extraversion is predictable from measures of goals and other traits. These findings lend valuable insight to the study of traits, motivation, and psychological well-being by identifying and quantifying the network of relationships among these diverse personality constructs. Such information may prove useful in directing efforts to bolster psychological well-being through purposeful living and selective goal pursuit programs tailored to suit all of society's wide variety of personalities.

#### B148

**INCREASING LEVEL OF ASPIRATION BY MATCHING CONSTRUAL LEVEL AND TEMPORAL DISTANCE: THE MOTIVATING EFFECTS OF CONTEMPLATING "HOW" NOW AND "WHY" LATER** Florian Fessel<sup>1</sup>; <sup>1</sup>Union College – The current series of studies demonstrates that temporal distance and construal level have diametrically opposing effects on level of aspiration such that a concrete goal leads to a higher level of aspiration in the proximate future, but an abstract goal leads to a higher level of aspiration in the distant future. There are two theoretical reasons why this interactive effect occurs. First, based on construal level theory (Liberman, Trope, & Stephan, 2007), these combinations of a goal's abstraction and distance afford functional advantages in goal pursuit. Second, given prior demonstrations of the relationship between concreteness and proximity on the one hand, and abstraction and distance on the other hand, these combinations provide value from fit (Higgins, 2000), in that goal pursuit seems subjectively appropriate and important. Study 1 demonstrated that temporal distance indeed moderated the

effects of construal level on the level of aspiration participants set for performance on a trivia quiz. Participants in Study 2 who were primed with a concrete versus abstract mindset for a goal in one domain set different levels of aspiration for a subsequent, unrelated goal depending on the temporal distance of that goal. Finally, consistent with a value from fit account, in Study 3 temporal distance and construal level increased perceived importance in fit conditions. Taken together, this line of research points to one reason why prior research on the motivating effects of construal level has led to equivocal results by implicating the moderating role of temporal distance.

#### B149

**EFFECTS OF EXAMPLE CHOICE ON TOPIC INTEREST AND PERCEIVED CONTROL** Rolf Reber<sup>1</sup>, Hilde Hetland<sup>1</sup>, Weiqin Chen<sup>1</sup>, Elisabeth Norman<sup>1</sup>, Therese Kobbeltved<sup>1</sup>; <sup>1</sup>University of Bergen, Norway – We present an application of social psychology in multimedia learning. Specifically, we report a study on how choice of examples in a multimedia environment affects topic interest and perceived control. The starting point was example choice as a new method for teaching formal theoretical principles, such as mathematical algorithms or scientific laws. Formal principles are presented with several examples from different topics, and students choose the one that interests them most. Example choice might be related to prior knowledge, interest, and perceived control. In an experimental study, we examined the effects of degree of example choice and degree of prior knowledge on interest and perceived control in a multimedia presentation on confirmation bias. The main finding was that participants who could choose an example showed more interest for the presentation of the formal principle than participants who either were given an example by the experimenter or only saw the presentation. Importantly, interest was not related to prior knowledge of the participants. Moreover, control was lowest for the group without example and without prior knowledge. Example choice thus offers a new approach to close the gap between formal principles as presented at school and a student's interests. We discuss how principles from the psychology of motivation can be applied to multimedia contexts in order to enhance the learning experience at school. In addition, example choice provides an opportunity to enhance (a) the teaching of formal principles in methods of social psychology, and (b) science teaching in general.

#### B150

**COLLEGE STUDENTS PERCEPTIONS OF THE IMPORTANCE OF NON-COGNITIVE CONSTRUCTS FOR COLLEGE ADMISSIONS** Samaneh Pourjalali<sup>1</sup>, James C. Kaufman<sup>2</sup>; <sup>1</sup>California State University San Bernardino, <sup>2</sup>California State University San Bernardino – We examined the predictive aptitude of cognitive constructs (e.g., SAT scores) and non-cognitive constructs (e.g., conscientiousness) on academic performance and verified the constructs students themselves believe to facilitate or hinder their academic performance. An online survey study was completed by 1,066 undergraduate students from California State University San Bernardino. Importance ratings (on a scale of 1 to 5, from "not at all important" to "extremely important") revealed time management (4.54) as the highest rated non-cognitive construct. Academic goals (4.51), emotional stability (4.49), conscientiousness (4.42), self-efficacy (4.41), independence (4.36), metacognition (4.30), and practical intelligence (4.26) followed closely after. Grade Point Average was rated at (4.23) which is in line with previous research emphasizing the importance of high school GPA in predicting GPA at the college level (Bridgeman, Pollack & Burton, 2008). Further, in accordance with past research (Kaufman, Agars & Lopez, 2008), students assigned higher ratings to intrinsic motivation (4.03) than to extrinsic motivation (3.69). This suggests that students indeed realize the importance of being intrinsically motivated in the goals they pursue, and that praises, honors, and awards will only take them so far when it comes to success. Interestingly, SAT and other standardized test scores designed to measure achievement (3.20) and community involvement (3.17) were the constructs rated lowest in predicting

college success. Therefore, SATs were, in fact, rendered meaningless, by this student sample, in predicting academic performance. Implications of these findings are later discussed.

### B151

#### OPTIMISM, CONSTRUAL LEVEL, AND THE PROCESSING ON THREATENING HEALTH INFORMATION

Stephanie L. Fowler<sup>1</sup>, Andrew L. Geers<sup>1</sup>, Amanda Johnson<sup>1</sup>, Justin A. Wellman<sup>1</sup>; <sup>1</sup>University of Toledo – Recent research indicates that dispositional optimism and unrealistic optimism interact in predicting reactions to health threats. Specifically, individuals scoring high in dispositional optimism and low in unrealistic optimism are the most responsive to health threats, whereas those scoring high in both forms of optimism are the least responsive. Currently, no study has examined the mechanisms underlying this interactive effect. In the present study (N = 64), we examined one possible mechanism: level of cognitive construal. Based on construal level theory (CLT), we predicted that when faced with a looming threat, individuals high in dispositional and low in unrealistic optimism process information at concrete levels of construal, whereas individuals high in both forms of optimism process information at an abstract level of construal. To test this hypothesis, participants completed measures of both types of optimism and read about either a near or a distant health threat. Afterward, participants completed two dependent measures that assessed level of mental abstractness. A hierarchical regression analysis, conducted on a combination of the mental abstractness measures, revealed the anticipated three-way interaction ( $p=.01$ ) between dispositional optimism, unrealistic optimism, and threat condition. Consistent with CLT, individuals high in both forms of optimism psychologically distanced themselves from the near threat by processing information more abstractly. Individuals high in dispositional but low in unrealistic optimism processed the near threat more concretely. When the health threat was distant, no differences emerged. These are the first data indicating that construal level mediates the relationship between optimism and the processing of health threats.

### B152

#### REACTIONS TO CONFLICTING FEEDBACK: IS GETTING PRAISE ALWAYS GOOD?

S. Gokce Gungor<sup>1</sup>, Monica Biernat<sup>1</sup>; <sup>1</sup>University of Kansas – Previous research suggests that conflicting feedback about one's performance has negative emotional and performance outcomes (Vescio et al., 2005). The present research investigated the effect of praise in the context of performance failure on affect, perceived competence and motivation. Hundred thirty eight participants at University of Kansas role played being a recent high school graduate who applied for colleges and received a rejection letter. In a 2 praise (given or not) x 2 school (top vs. lower tier) x 2 participant gender design, we varied the content of the letter and predicted that especially praise from a lower-tier school will be perceived insincere thus will bring more negative outcomes than No praise. We found a praise X gender interaction on measures of feeling scared  $F(1,130)= 8.33, p<.01$  and afraid  $F(1,130)= 9.91, p<.005$ . Females in the praise condition felt more scared and afraid than both males in the praise, and the females in the No praise condition. They also felt not doing well in performance compared to males in the praise and females in the No praise condition,  $F(1,130)= 7.08, p<.005$ . Lastly, there was a praise X school interaction on motivation. Participants who received a praise from lower tier school were less willing to put effort to improve their credentials than those in the Lower tier/No praise condition,  $F(1, 130)= 3.8, p=.053$ . School type didn't interact with praise on every outcomes, rather overall praise brought negative affect, and harmed perceived competence, and motivation.

### B153

#### FRIENDLY CRITICISM: FEEDBACK, INTERPERSONAL CONTEXT, AND ACHIEVEMENT

Arielle Silverman<sup>1</sup>, Geoffrey L. Cohen<sup>1</sup>; <sup>1</sup>University of Colorado, Boulder – The quality of a student's relationship with a mentor can dramatically affect his or her achievement motivation. However, little is known about the aspects of mentoring relationships that are impor-

tant to motivation. The present experiment tests the role of two variables—the communal nature of the relationship and the perceived attentiveness of the instructor. It was predicted that students would show greater motivation and heightened performance when they felt that an instructor gave them individualized attention, but primarily when they had a communal relationship with the instructor, or a relationship based on a long-term shared purpose. The mere perception of attention, along with the communal nature of the relationship between participants and an ostensible instructor, was experimentally manipulated. Students wrote a short essay, received critical feedback from an alleged writing professor, and then revised their work. The feedback was manipulated to appear to be either attentive (e.g. longer due to the use of bigger font) or inattentive (e.g. shorter due to the use of smaller font), with the amount and quality of actual corrective information held constant across conditions. Additionally, the professor either expressed an interest in building long-term working relationships with students or did not. As expected, in the former communal condition, students undertook more substantive revisions when the feedback appeared attentive rather than inattentive. By contrast in the noncommunal condition, the perceived attentiveness of the feedback had no impact. The role of relationship quality in motivation, and implications for social policy, are discussed.

### B154

#### PASSION AND EMOTIONAL EXHAUSTION IN ELITE COACHES

Eric G. Donahue<sup>1</sup>, Pierre-Nicolas Lemyre<sup>2</sup>, Marc-Andre K. Lafrenière<sup>1</sup>, Robert J. Vallerand<sup>1</sup>; <sup>1</sup>Université du Québec a Montreal, <sup>2</sup>Norwegian Scholl of Sport Sciences – Recent research investigating passion in sport participation (Vallerand et al., 2006) reveals that harmonious and obsessive passion represent a great source of motivation for involvement in the sport domain. Passion is defined as a strong inclination toward an activity that people like, that they find important, that they invest time and energy in, and that has been internalized in their identity (Vallerand et al., 2003). While harmonious passion has been associated with adaptive achievement striving, obsessive passion has been linked to maladaptive achievement outcomes, such as increased stress and negative affect, interpersonal conflicts and unhealthy sport persistence. The present study was designed to examine the contribution of the two types of passion in predicting professional exhaustion in elite team-sport coaches from two different countries (Canada and Norway). Norwegian participants (N = 117) were high-level coaches in soccer, handball, and basketball competing at the highest national level in their sports, averaging 17 years of experience, while Canadian participants (N = 93) were regional coaches in football, basketball, hockey, and baseball, averaging 6 years of experience. Using SEM analyses, results revealed that obsessive passion predicts emotional exhaustion while harmonious passion is unrelated. In turn, emotional exhaustion plays an important role in vitality, well-being, positive and negative emotions, and conflicts between their work and family life conciliation. The current study findings support the use of the Dualistic Model of Passion to study exhaustion and burnout in sport coaches.

### B155

#### INDIVIDUAL DIFFERENCES IN THE RELATIONSHIPS OF GOAL CONFLICT, EMOTIONAL DISTRESS AND PAIN

Jaime Johnson Hardy<sup>1</sup>, Leslie Crofford<sup>1</sup>, Suzanne Segerstrom<sup>1</sup>; <sup>1</sup>University of Kentucky, Lexington, KY – Goal conflict (GC) refers to the competition between two goals for time and energy. More subjective GC has been related to higher distress and poorer health, but objective GC has not, leading to questions as to whether conflict results in distress or vice versa. The relationship between GC and well-being was tested in the context of fibromyalgia, a disorder characterized by pain and distress. In this context, disease characteristics may lead to an increased perception of GC (i.e., overestimation), or GC may contribute to disease characteristics. Women (n=27) with fibromyalgia recorded their pain, emotional distress and daily goals twice daily over five days. GC was rated both by the woman and independent raters and a difference score was calculated to determine GC discrepancy. Days

with higher objective ( $\beta = 1.67$ ,  $t(67) = 2.52$ ,  $p < .05$ ) and subjective ( $\beta = 1.50$ ,  $t(67) = 2.02$ ,  $p < .05$ ) GC, resulted in higher evening pain, controlling for morning pain. Days with higher morning distress were characterized by overestimation of GC ( $\beta = 0.085$ ,  $t(50) = 3.00$ ,  $p < .05$ ), controlling for previous day's GC. On such days, the subjective experience of GC remained the same as low-distress days, but objective ratings were lower. Thus, daily levels of emotional distress affect perception of goals such that the time and energy required by goals is overestimated. In contrast, pursuit of goals requiring high time and energy may deplete psychological and physical resources in this vulnerable population and result in higher experience of pain.

**B156****THE EFFECTS OF THE RELATIONSHIP BETWEEN PERSONAL GOALS AND ROMANTIC RELATIONSHIPS ON SUBJECTIVE WELL-BEING AND RELATIONSHIP QUALITY** Judith Gere<sup>1</sup>, Ulrich Schimmack<sup>1</sup>, <sup>1</sup>University of Toronto

— Many researchers have examined the effects of goal pursuit on subjective well-being and have argued that goal progress facilitates and goal conflict decreases well-being (e.g., King, 2008). However, the effects of one's intimate relationship on goal pursuit have not been studied extensively, and it is not known how they influence subjective well-being and relationship quality. Therefore, the purpose of the present study was to investigate whether conflicts between one's important goals and intimate relationship are related to subjective well-being and relationship quality. In order to investigate this issue, fifty dating couples were recruited and filled out questionnaires assessing their life satisfaction, positive and negative emotionality, relationship satisfaction, relationship cohesion, and relationship agreement. Each participant also listed ten personal strivings, and for the five most important strivings, they rated how good and how bad their romantic relationship was for that specific goal. Participants' life satisfaction and relationship agreement were positively predicted by ratings of how good their relationship was for their goals. In contrast, negative emotionality was positively, and relationship satisfaction was negatively predicted by ratings of how bad their relationship was for their strivings. Positive emotionality and relationship cohesion was unrelated to participants' strivings ratings. These results suggest that conflict between participants' personal strivings and romantic relationships is related to lower levels of subjective well-being and relationship quality.

**B157****A LONGITUDINAL ASSESSMENT OF THE MOTIVATIONAL PROPERTIES OF SELF-CONSCIOUS EMOTIONS: INTERRELATIONS BETWEEN GUILT, SHAME, AND SELF-DETERMINED SCHOOL MOTIVATION** Isabelle Green-Demers<sup>1</sup>, Sylvain Coutu<sup>1</sup>, Andre Lauzon<sup>1</sup>; <sup>1</sup>Université du Québec en Outaouais

— The main objective of the present project was to examine the key differences in the motivational properties of guilt and shame, and to assess their impact on the evolution of self-determined school motivation. According to Tangney and Dearing (2002), guilt is proactive and motivates reparation, corrective action, and pro-social behaviors. Conversely, shame is thought to motivate disengagement, social withdrawal, and defensive attitudes and behaviors. It was thus hypothesized that guilt fosters self-determined school motivation and that shame thwarts its development. Participants ( $N=244$  high school students) completed the Academic Motivation Scale, the Test of Self-Conscious Affect for Adolescents, and the State Shame and Guilt Scale in October 2006 and in April 2007. Data analyses were performed using structural equations modeling. Results fully corroborated research hypotheses. Within each of the two testing waves, situational guilt was associated positively, and situational shame negatively, with autonomous motivation. Moreover, positive change in the propensity for guilt between time 1 and time 2 was associated with increased self-determined motivation, whereas positive change in dispositional shame was associated with diminished motivation. The present project yielded a fruitful integration of the information provided by the documentation on self-conscious emotions and

self-determined motivation. It is our hope that future projects on this topic will shed further light on the divergent impact of guilt and shame on optimal motivation, a key fundamental and applied issue.

**B158****FRUITFUL PLANS: COMBINING IMPLEMENTATION INTENTIONS WITH MENTAL IMAGERY TO INCREASE GOAL ACHIEVEMENT** Julien Lacaille<sup>1</sup>, Amanda McCollam<sup>1</sup>, Ariel Rosen-Brown<sup>1</sup>, Michelle Roseman<sup>1</sup>, Evan Kelso<sup>1</sup>, Bärbel Knäuper<sup>1</sup>; <sup>1</sup>McGill University

— Past research shows that (1) forming process-oriented contingency action plans (i.e. implementation intentions) makes behaviour automatic and thereby increases the probability of carrying out goals, and (2) forming specific mental representations (i.e. mental imagery) also facilitates goal achievement. This study tested the hypothesis that mental imagery targeting key elements of implementation intentions leads to higher goal achievement. Residents of a student dormitory were assigned the goal of consuming extra portions of fruit every day for seven days and randomly assigned to one of four conditions: (1) control (active rehearsal of the goal intention without a plan-making strategy), (2) implementation intention (forming an implementation intention), (3) conventional mental imagery (imagining the goal intention), or (4) implementation intention plus targeted mental imagery condition (forming an implementation intention followed by imagining the implementation intention). Among low fruit consumers, fruit consumption at follow-up was higher for the implementation intentions plus mental imagery condition than in the other conditions, with the lowest fruit consumption in the control condition. The findings show that the effectiveness of implementation intentions can be enhanced through targeted mental imagery.

**B159****SEPARATION OF PERFORMANCE-APPROACH AND PERFORMANCE-AVOIDANCE GOALS: STATE LEVEL, STATE CHANGE LEVEL, INTRAINDIVIDUAL LEVEL, AND GENETIC LEVEL ANALYSES** Kou Murayama<sup>1</sup>, Andrew Elliot<sup>2</sup>, Shinji Yamagata<sup>3</sup>, Juko Ando<sup>3</sup>; <sup>1</sup>University of Munich, <sup>2</sup>University of Rochester, <sup>3</sup>Keio University

— The distinction between performance-approach goals (goals to do better than others) and performance-avoidance goals (goals to avoid doing worse than others), has been criticized, especially because they are highly correlated. The purpose of the current study is to examine the separation of these goals from multiple perspectives by attending to different types of correlation – state level, state-change level, intraindividual level, and genetic level correlations. In Study 1a, we conducted a series of EFA and multigroup CFA with cross-sectional samples from different cultures (US and Japan) and different age groups. Results strongly supported the separation of the goals even though they are highly correlated. These results are augmented by a subsequent simulation (Study 1b), and an ipsative factor analysis using a paired-comparison method to eliminate response bias (Study 1c). In Study 2, we turned to state-change level, by analyzing longitudinal data from US and Japanese samples. The change score between the time-points was factor analyzed. Results favored the two-factor structure of the goals, indicating the separation of the goals at the state-change level. In Study 3, participants were asked to indicate their goals in five different situations. This design allows us to examine the intraindividual covariation of the goals. Multilevel structural equation analysis supported the two-factor model at the intraindividual level, suggesting both goals are distinguishable, even within a person. In Study 4, data from Japanese twins were analyzed by a series of multivariate genetics analyses. The results showed, though highly correlated, both goals are still separable at genetic level.



**B160****PSYCHOLOGICAL CHANGES IN DEVELOPMENT OF PROBLEMATIC GAMBLING: THE LONGITUDINAL ANALYSES OF GAMBLER'S MOTIVATION AND BEHAVIORS** Yoonyoung Kim<sup>1</sup>, Yeanhok Yoo<sup>1</sup>, Cheongyeol Park<sup>2</sup>, Taekyun Hur<sup>1</sup>; <sup>1</sup>Korea University, <sup>2</sup>Human Research Center

—Previous researches on gambling problem that mostly employed cross-sectional methods have mainly focused on the addicted state and differences between problematic and non-problematic people. Therefore, the psychological processes through which non-problem gamblers transform into problem gamblers were rather inferred than confirmed. The present research used a longitudinal method in order to identify and distinguish the precedent causes, consequences, and concurrent phenomena of gambling problems. 1146 casino visitors were randomly recruited from the site of a casino in Korea and participated in a series of three surveys with 3 & 1/2 month interval (finally 474 participants completed in all the surveys). The degree of development of gamble problems was calculated by changes in the Canadian Problem Gambling Index during the survey intervals. The results revealed that development of gambling problems was predicted by 'Conscientiousness' of the Big 5 personality traits and greater confidence in gambling as precedent causes. However, other presumed factors of gambling problems such as gambling motives, life satisfaction, interpersonal relations, and etc. did not predict the development of gamble problems. Interestingly, the results also showed that 'pursuit of money' motivation was not a precedent cause but a concurrent consequence of development of gambling problems. As gambling problems got severe, surrounding others influenced more and unreasonable belief in gambling abilities was getting decreased. The results were discussed in its implications of preventive factors in gambling problems and psychological values of gambling as leisure.

**B161**

**WHEN LOSS-AVERSION IS A MOTIVATIONAL NECESSITY** Xi Zou<sup>1</sup>, Abby Scholer<sup>2</sup>; <sup>1</sup>London Business School, <sup>2</sup>Columbia University — We propose and test a motivational model as an alternative to the "loss aversion principle" to understand people's decision making under gains. Classic decision-making theories, such as prospect theory, argue that people tend to strongly prefer avoiding losses to acquiring gains. That is, in the domain of gains, people are more likely to choose the conservative option. In two studies, we suggest that people do not necessarily risk averse under gains. Risk preference is, however, a function of people's motivational character. Focusing on the domain of gains, our studies suggest that risk-aversion becomes a motivational necessity under two conditions: 1) when the individual is in a promotion-focused regulatory state (Higgins, 1997), and 2) when the risky option is no better than the conservative option in leading to further gains. That is, we observed that promotion-focused people, not prevention-focused people, showed a default preference in choosing the conservative option under gains. However, when the risky option provides a large gain that can serve the eagerness need of promotion-focused people, promotion-focused people consistently choose the risky option instead of the conservative option. We address the implications of this finding in relating to loss aversion principle and the role of a motivational model in understanding risky decision makings.

**B162**

**WHY DOES THE DARK HORSE WIN? MOOD, MISATTRIBUTION, AND THE PERFORMANCE OF THE PESSIMIST** Justin A. Wellman<sup>1</sup>, Andrew L. Geers<sup>2</sup>, Nicole D. Fairless<sup>2</sup>, Sara R. Cicchinelli<sup>2</sup>, Heather J. Pase<sup>2</sup>, Jacob M. Horn<sup>2</sup>; <sup>1</sup>Hartwick College, <sup>2</sup>University of Toledo — Recent research has found that optimists perform better at conscious goals, whereas pessimists perform better at nonconscious goals (Wellman et al., 2009). In the present study we investigated why pessimists perform better at nonconscious goals. We propose that this difference is due to affect's role in self-regulation. Specifically, when working on a conscious goal, pessimists interpret the negative affect they experience during goal pursuit as a signal to dis-

engage. This is not true, however, for nonconscious goals. This is because the negative affect that arises when pursuing nonconscious goals is not easily attributable to task performance, thus the affective signal leading to disengage is not present. To test for the mediating role of affect, we utilized a misattribution paradigm. We predicted that pessimists would perform better on a task when they could misattribute the negative affect encountered during performance to an external source. This would only be true, however, when the task itself was difficult. Participants (N = 164) completed an easy or a difficult cross-out task (difficulty manipulation). During this task, participants listened to music they were told would put them in a positive or a negative mood (misattribution manipulation). Error rate on the task was the main dependent measure. As predicted, pessimists performed better in the negative misattribution condition than in the positive misattribution condition—but this was true only in the difficult task condition. These results are the first to demonstrate the critical role of affect in the self-regulation of pessimists and help explain their varying performance.

**B163****COMPASSIONATE GOALS PREDICT BETTER RELATIONSHIPS IN JAPAN EVEN AFTER CONTROLLING FOR INTERDEPENDENT SELF-CONSTRUAL**

Yu Niiya<sup>1</sup>, Jennifer Crocker<sup>2</sup>, Dominik Mischkowski<sup>2</sup>; <sup>1</sup>Hosei University, <sup>2</sup>University of Michigan — US data show that compassionate goals to support others enhance relationships whereas self-image goals to construct and defend desired self-images undermine relationships (Crocker & Canevello, 2008). We investigated whether this finding extends to Japan, and if so, whether compassionate goals explain variance beyond interdependent self-concepts. A random sampling survey in Japan demonstrated that interdependent self-construal does not fully account for the association between compassionate goals and how one deals with relationship problems, zero-sum thinking, feelings of closeness, mindfulness, attitudes toward dissimilar others, or growth goals. The survey sample consisted of 321 Tokyo residents (56% female) ranging from 20 to 73 years of age (mean and mode = 47). Respondents selected one person they cared for most and responded to a 12-item scale assessing compassionate and self-image goals for their relationship with this person (adapted from Crocker & Canevello, 2008). They also completed an 8-item interdependent self scale (Uchida, Park, & Kitayama, 2008) and additional scales. The factor structure of compassionate and self-image goals was comparable to that in the U.S. Compassionate goals correlated moderately with interdependent self (.32\*\*), suggesting that these are related but distinct constructs. Controlling for gender, age, interdependent self, and self-image goals, compassionate goals predicted greater engagement when dealing with relationship problems ( $\beta = .23^{**}$ ), reduced zero-sum thinking (-.35\*\*), greater mindfulness (.40\*\*), greater growth goals (.40\*\*), reduced loneliness (-.22\*\*) and greater openness to others with diverging opinions (.21\*\*). These findings suggest that compassionate goals predict better relationships in Japan above and beyond the effect of interdependent self.

**B164****LEVEL OF ACTION CONSTRUAL AND PERCEIVING CONCORDANCE AMONG GOALS: IMPLICATIONS FOR POSITIVE AFFECT**

Sheri L. Clark<sup>1</sup>, Antonio L. Freitas<sup>1</sup>, June Y. Kim<sup>1</sup>, Sheri R. Levy<sup>1</sup>; <sup>1</sup>State University of New York, Stony Brook — Experiencing conflicts among one's goal pursuits can impact subjective and objective indicators of well-being (e.g., Emmons & King, 1988). Accordingly, it is important to understand how individuals come to perceive their goals as discordant or concordant with one another. Drawing on evidence that construing action in terms of its abstract purposes increases the breadth of categories applied to objects, persons, and groups (Levy, Freitas, & Salovey, 2002; Liberman, Sagristano, & Trope, 2002; Trope & Liberman, 2003), the present work tested whether construing action abstractly would be associated with perceiving high concordance among one's ongoing goals. Consider, for example, different goals one might have of "excelling at work" and of "avoiding unhealthy foods." While quite distinct in their specifics, both goals could be related to broader aims of exercising self-discipline,

achieving competence, or being generally successful in one's endeavors. Construing action abstractly, then, may promote perceiving one's different life endeavors as related coherently to one another, such that one's efforts towards those endeavors sustain rather than conflict with one another, which should promote positive affect. Data from two studies supported this reasoning. In Study 1, individual differences in level of action construal (assessed via Vallacher & Wegner's, 1989, measure) and in positive affect (assessed via Watson et al.'s, 1988, measure) correlated significantly with one another, independent of several covariates. In Study 2, perceived goal concordance (assessed via Emmons & King's, 1988, measure) helped explain the relationship between action construal and positive affect. Implications for achievement, affect, and social judgment are considered.

### B165

#### THE ACTIVATION OF GOAL STRIVER ROLES IN SOCIAL NETWORKS: TESTING COMPONENTS OF DYNAMIC NETWORK THEORY James

Westaby<sup>1</sup>, <sup>1</sup>Columbia University, Teachers College – The goal of this study was to test the antecedents of goal striver role activation in social networks. According to dynamic network theory, the activation of goal striver roles results primarily from the activation of system supporter roles in dynamic network systems. However, interactants and observers in peripheral roles are also theorized to impact goal striver activation in some settings, such as through implicit processes or social facilitation, although weaker effects are anticipated. Methodologically, hypotheses were tested using hierarchical linear modeling (HLM) in the case of 45 social networks associated with participants' major goals over a two week period. A mixed idiographic-nomothetic methodology was used. A total of 337 entities were involved across the networks. The Level-1 HLM model contained the activation of system supporters, interactants, observers, and two theoretically relevant covariates: system negator role activation (i.e., entities that have negative attitudes toward other entities engaged in goal pursuit) and the system competency of entities. The Level-2 HLM model included social network size. As predicted, findings indicated that the activation of system supporter roles was significantly associated with the activation of goal striver roles in social networks (.39), while interactant (.04) and observer (.22) roles had significantly weaker effects. Level-2 HLM findings indicated that social network size was not significantly associated with goal striver activation, suggesting that theoretical propositions may be applicable across both small and large social networks involved in human goal pursuit. In conclusion, system supporters and interactants played critical roles in motivating goal strivers in social networks.

### B166

#### INCREASING GOAL COMMITMENT: DECOUPLING REGULATORY MODE FROM REGULATORY PHASE Abigail Scholer<sup>1</sup>, E. Tory Higgins<sup>2</sup>,

<sup>1</sup>Gettysburg College, <sup>2</sup>Columbia University – As most of us can attest, change is hard. While some people start to change but fail to stick with it (failures of goal pursuit), there are also the quieter failures of those who desire change but never muster the courage to commit (failures of deliberation). Traditional self-regulatory phase models identify the primary concern of the deliberation phase as comparing and evaluating options (i.e., assessment) and the primary concern of the goal pursuit phase as action (i.e., locomotion). Building on the insights of regulatory mode theory (Higgins, Kruglanski, & Pierro, 2003), however, we propose that regulatory mode is independent of regulatory phase, such that locomotion motivation may play an important role in deliberation. Two studies provide evidence that increased locomotion motivation in deliberation is associated with increased goal commitment. Study 1 provides evidence that the locomotion effect on commitment is not mediated by the subjective value of the new state of by self-efficacy beliefs. Instead, Study 1 provides evidence that locomotion motivation leads to increased commitment to a goal to change because predominant locomotors value change as an end in itself. Study 2 uses the logic of self-regulatory hierarchies to test this mechanism within the assessment system, creating a deliberation intervention that increases the value of change for both

chronic locomotors and assessors. By demonstrating the role of locomotion motivation in deliberation, the current work highlights the value of decoupling regulatory mode from regulatory phase.

### B167

#### THE ROLE OF INDIVIDUAL REGULATORY FOCUS IN MOTIVATIONALLY MIXED GROUPS Abigail Hazlett<sup>1</sup>, Daniel C. Molden<sup>1</sup>; <sup>1</sup>Northwestern

University – Regulatory focus theory (Higgins, 1997) proposes two distinct motivational orientations; one is a focus on growth (promotion) in which goal pursuit is characterized by eager strategies. The other is a focus on security (prevention) in which goal pursuit is characterized by vigilant strategies. Much of the existing research on regulatory focus examines the impact of individual motivational orientation on individual outcomes (Molden, Lee & Higgins, 2008). Because many of our goals are formed and pursued as part of groups (e.g., project teams at work) it is also important to study how regulatory focus operates at the group level (Sassenberg & Woltin, 2009). In the present research, participants were randomly assigned to motivationally mixed groups (both promotion and prevention members) and asked to complete a group decision-making task in which choices could be more risky or conservative. The results show that individual regulatory focus interacted with how conservative or risky the group decision was to predict individual strategic inclination after the group interaction. When the group made a relatively conservative decision, prevention-focused participants shifted (relative to a pre-interaction measure) in a more conservative direction than promotion-focused participants. In contrast, when the group made a relatively risky decision, prevention-focused participants shifted in a more risky direction than promotion-focused participants. Thus prevention participants responded to the group strategy by shifting their own motivational orientation, while promotion participants did not. These results are consistent with previous findings that prevention-oriented individuals tend to be more interdependent than promotion-oriented individuals (Lee, Aaker & Gardner, 2000).

### B168

#### REGULATORY FOCUS AND AFFECTIVE FORECASTS FOR THE 2008 PRESIDENTIAL ELECTION Amber Emanuel<sup>1</sup>, John Updegraff<sup>1</sup>, David

Kalmbach<sup>1</sup>, Jeffrey Ciesla<sup>1</sup>; <sup>1</sup>Kent State University – Regulatory focus theory makes a distinction between two types of chronic goal pursuits: promotion and prevention. Promotion-focused individuals are motivated by desires and possible gains, and prevention-focused individuals are motivated by monitoring for potential losses. Given the importance of these orientations in how people pursue and react to successes and failures, we expected them to be related to the accuracy of their affective forecasts as well. We predicted that promotion-focused individuals would be more accurate in predicting affect for a positive event since these individuals are used to orienting towards gains; likewise, prevention-focused individuals would be more accurate in predicting affect for a negative event given their orientation towards losses. We tested these predictions in a study of 187 young adults' reactions to the 2008 Presidential election and measured regulatory focus with the General Regulatory Focus Measure (Lockwood, Jordan, & Kunda, 2002). Promotion-focused individuals were more accurate when predicting their happiness for a positive event (a win for one's candidate,  $p = .041$ ) and less accurate when predicting affect for a negative event (a loss for one's candidate), ( $p = .015$ ). Prevention-focused individuals were marginally accurate when predicting their happiness for a negative event, ( $p = .08$ ). Being prevention-focused was not related to accurately predicting happiness for a positive event ( $p > .10$ ). Individuals' orientation of promotion or prevention may allow individuals to be more accurate affective forecasters when predicting affect for events that match their goal orientation.

**B169**

**FACILITATION OF ACTION VS. INACTION DURING SIMULTANEOUS PURSUIT OF MULTIPLE ACTION VS. INACTION GOALS IN A COMPLEX GO/NO-GO TASK** Wei Wang<sup>1</sup>, Ibrahim Senay<sup>1</sup>, Dolores Albarracin<sup>1</sup>, C. Kathleen McCulloch<sup>2</sup>; <sup>1</sup>University of Illinois at Urbana-Champaign, <sup>2</sup>Idaho State University – Pursuing multiple goals has been traditionally addressed with respect to specific goal-directed behaviors. Our recent research has shown that people can be motivated to pursue a general action goal to achieve an active (or inactive) state regardless of the type of specific activity (or inactivity) (Albarracin et al., 2008; Albarracin, Wang, & Leeper, 2009). The present research aims to investigate how different general action states located in the general activity continuum affect the pursuit of multiple goals. Four experiments using a complex Go/No-go paradigm were conducted. In each experiment, general action states were manipulated by varying the response-cue mappings. For example, going to three out of four cues (i.e., 75%) was defined as a high action state, whereas going to one out of four cues (i.e., 25%) was defined as a low action state. The four experiments consistently demonstrated that a high general action state led to a great degree of readiness to engage in action, facilitating the execution of an action response. These results suggest that the action state in the multiple goal pursuit contexts can impact the action responses in a top-down fashion. In addition, Experiment 4 also examined the effect of the number of response trials while controlling for mapping rules. It was revealed that, under the same mapping rule, responses per se can influence action responses in a bottom-up fashion. These results have significant implications for the future research of multiple goal pursuit with respect to various objects, including responses in social interactions.

**B170**

**DIFFERENCES IN TASK ENGAGEMENT AS A FUNCTION OF SELF-CONTROL: WHY THOSE HIGHER IN SELF CONTROL MIGHT BE BETTER AT REGULATING POTENTIAL TRADE-OFFS BETWEEN INTEREST AND PERFORMANCE** Tamra Fraughton<sup>1</sup>, Carol Sansone<sup>1</sup>, Dustin Thoman<sup>2</sup>, Jonathan Butner<sup>1</sup>, Joseph Zachary<sup>1</sup>, William Thompson<sup>1</sup>; <sup>1</sup>University of Utah, <sup>2</sup>California State University, Long Beach – Sansone, Fraughton, Thoman, Zachary & Thompson (2009) suggested that students higher in self control (SCS; Tangney, Baumeister & Boone, 2004) may regulate both goals-defined and experience-defined (interest-based) motivation, without creating interest/performance tradeoffs. Students higher and lower in SCS reported similar frequency of exploring non-required web links to make studying more enjoyable. For higher SCS students, higher GPAs were predicted by greater strategy use and perceiving positive strategy effects on interest. For lower SCS students, in contrast, higher GPAs were predicted by lower strategy use and were unrelated to perceived interest effects. However, these results were self-reports only. In present study, students (n=42, 73% female) worked on an online, HTML programming lesson. We unobtrusively recorded the number of times participants published results after modifying codes in sample exercises (activities available but not required). Upon lesson conclusion, we measured recognition of words appearing in the exercises/examples, along with interest and learning (quiz). Similar to self-reports, there was no difference between higher and lower SCS groups in the frequency of (non-required) publishing during the lesson. However, more frequent publishing was associated with greater recognition of exercises/examples content (controlling for false alarms) primarily for the higher SCS group. In turn, greater recognition predicted higher quiz scores for all students, but greater interest only for those higher in SCS. This pattern suggests that although students high and low in SCS appeared to engage in the same behaviors, individuals higher in SCS were more cognitively engaged, and this engagement lead to greater learning and greater interest.

**B171**

**PROVING THEM WRONG: USING OTHERS' DOUBTS ABOUT ONESELF AS A SOURCE OF MOTIVATION** Kent C. H. Lam<sup>1</sup>, Johanna Peetz<sup>1</sup>, Roger Buehler<sup>1</sup>; <sup>1</sup>Wilfrid Laurier University – The current research presents evidence that people become especially motivated to excel when they feel that others have unjustly underestimated their abilities. Three studies tested the primary hypothesis that individuals use others' doubts about them as a source of motivation to achieve performance goals. In Study 1, participants were asked to recall a previous occasion when someone had doubted their ability to achieve a goal and to indicate how this doubt had affected them. A large majority of participants (70%) reported that the other person's doubt had increased rather than decreased their motivation to succeed. In Study 2, participants who were instructed to recall a past instance in which someone had doubted their intellectual abilities subsequently performed better on an "intellectually challenging" puzzle task than did participants in the control condition. In Study 3, participants who were explicitly doubted by an experimenter in the lab reported feeling angrier and more motivated, and consequently performed better on the same puzzle task, than did control participants who were not explicitly doubted. Taken together the results of these studies support the hypothesis that people are able to use others' doubts as a source of motivation and thereby enhance their task performance. Theoretical and applied implications of the findings are discussed.

**B172**

**WHEN "IF ONLY" PREDICTS "WHAT WILL I DO?": THE ROLE OF SPECIFICITY IN FUNCTIONAL COUNTERFACTUAL THINKING** Rachel Smallman<sup>1</sup>, Neal Roese<sup>2</sup>; <sup>1</sup>University of Illinois, Urbana-Champaign, <sup>2</sup>Northwestern University – Imagining how the past might have been different is a common feature of the mental landscape. Although there are numerous reasons why counterfactual thoughts occur, one is that they serve a behavior regulating function, involving behavior change and performance improvement. According to this perspective, counterfactuals may enhance performance by either a content-neutral pathway (via mindsets or motivation) and/or a content-specific pathway (via shift in behavioral intentions). Recent research provided evidence for one aspect of the content-specific pathway: the facilitating effect of counterfactuals on behavioral intentions. The current research further explores this relationship by examining the extent to which it depends on the specificity of both the counterfactual and the intention. For example, will the facilitation effect occur when the counterfactual is specific (with regard to an action) versus broader or more global? Further, will the facilitation effect occur when the intention is specific versus broader or more general? Using a within-subject sequential priming paradigm, individuals read a negative event description, followed by an action statement (judged in either a counterfactual or non-counterfactual manner), with reaction time to a subsequent intention statement serving as the dependent variable. Specificity was manipulated by varying the action and intentions statements so that they focused on either a specific action or a general class of behaviors. Results indicated that counterfactuals facilitate intentions, but only when both statements focused on specific actions. When counterfactual and intention statements were worded more generally, the facilitation effect disappeared. These findings clarify the content-specific pathway by which counterfactuals influence behavior.

**B173**

**"GOING FAST" VS. "GOING FAR": WHEN CONSUMERS' PREFER VELOCITY VS. DISTANCE REPRESENTATIONS.** Derek D. Rucker<sup>1</sup>, David Dubois<sup>1</sup>, Miguel Brendl<sup>1</sup>; <sup>1</sup>Northwestern University – We propose that consumers predominantly use two distinct progress markers in goal pursuit: velocity (i.e., the rate of progress) and distance (i.e., the amount of progress). We theorize that each progress marker echoes a different representation of one's progress: velocity emphasizes here-and-now, ongoing effort serving goal pursuit and is thus an indicator of rate of progress; in contrast, distance indicates the overall effort invested or needed and thus is an indicator of amount of progress. While past

research has independently studied each of the constructs in isolation, we theorize for the first time that because progressing on a goal often presupposes that one has thought about this goal prior to completing it, consumers' use and response to velocity and distance markers will depend on how consumers think about their goals. As a first step, given that velocity (distance) gives an online and concrete (projective and abstract) representation of one's progress, we test the hypothesis that consumers' response to velocity or distance systematically differs based on whether consumers think about their goals at an abstract or concrete level. Consistent with our theory, three experiments provide evidence for a matching mechanism between velocity (distance) and low (high) level of goal abstraction. Participants who experienced a match reported greater motivation and worked longer on their goals than those who experienced a mismatch, and these effects were mediated by how right consumers felt about the progress representation encountered. Both theoretical and practical relevance of the documented phenomenon are discussed.

## Prosocial Behavior

### B174

**SUBJECTIVE EASE OF RETRIEVAL AND THE CIRCLE OF MORAL REGARD** Simon Laham<sup>1</sup>; <sup>1</sup>University of Melbourne, Australia – People feel morally obligated to show concern for a variety of things in the world. These may include their children, other adults and perhaps even some non-human animals. These entities are said to reside within the moral circle. Although it may seem that the scope of the moral circle should be set in stone, recent research shows that moral circle judgments, much like other moral judgments, are malleable. Although much work has demonstrated a range of cognitive and emotional influences in the moral domain, little work to date has considered the impact of metacognition on moral judgment. This poster addresses this lack by exploring the role of subjective ease of retrieval in judgments and behaviors directed at the moral circle. Three experimental studies demonstrate that the ease with which moral circle exemplars come to mind influences the size of the moral circle. Participants asked to generate three exemplars had significantly larger moral circles than those asked to generate fifteen. Further, participants' subsequent behavior on behalf of circle members was influenced by the subjective ease with which circle exemplars were generated. Participants asked to generate three exemplars were more likely to take action on behalf of circle members and this behavioral effect was mediated by moral circle size. These studies provide one of the first demonstrations of the impact of metacognitive experiences on moral judgment and behavior and, more generally, extend the scope of subjective ease of retrieval effects to behavior.

### B175

**MORAL AND RELIGIOUS CONVICTIONS HAD DISSIMILAR EFFECTS OF PEOPLE'S INTENTIONS TO VOTE IN THE 2008 PRESIDENTIAL ELECTION** G. Scott Morgan<sup>1</sup>, Linda Skitka<sup>1</sup>, Dan Wisneski<sup>1</sup>; <sup>1</sup>University of Illinois at Chicago – The current research investigated whether people's moral and religious convictions had distinct or redundant effects on their intentions to vote in the 2008 presidential election. Four hundred and thirty six participants (208 Democrats, 67 Moderates/other, and 161 Republicans) completed online surveys shortly before the 2008 Presidential election. Participants were given a list of thirteen issues-of-the-day, and were asked to select the two issues that were most important to their thinking about the 2008 Presidential election. Participants then reported demographic information, their party identification, their levels of moral and religious conviction about their most important issues, and their intentions to vote. We entered control variables, party identification, issue-related moral conviction, issue-related religious convictions, and all interactions into a regression equation to predict intentions to vote. Results indicated that stronger moral convictions and weaker religious convictions were associated with increased intentions to vote—a finding

that did not differ for Democrats and Republicans. In short, people's moral and religious convictions had distinct and dissimilar effects on their intentions to vote in the 2008 presidential election.

### B176

**THOU SHALT NOT KILL: RELIGION AND UTILITARIAN MORAL JUDGMENTS** Olga Antonenko<sup>1</sup>, Paul Piff<sup>1</sup>, Dacher Keltner<sup>1</sup>; <sup>1</sup>University of California, Berkeley – Religion and morality are woven together into our collective human history and into the daily experiences of many people today. Political strategies, domestic policies, scientific inquiries, and medical practices are often shaped on individual and national levels by religiously guided moral beliefs. However, the exact relationship of these intimate, yet sometime contentious, bedfellows is only beginning to be examined (Cohen et al., 2006; Morewedge & Clear, 2008; Shariff, 2006). The present research aims to elaborate the relationship between religion and morality by focusing specifically on the influence of religious orientation on utilitarian moral judgments. One hundred and thirteen participants provided data on the nature and extent of their religious beliefs by completing the Religious Identity Questionnaire as well as self-report ratings of the strength of their religious orientation. Participants read and responded to four difficult moral dilemmas (Greene et al., 2004), gauging whether they approved of actions aimed to kill or harm one person in order to save several others. Affirmative responses to moral dilemmas were coded as indicative of utilitarian moral judgments. All self-report measures showed a negative association with utilitarian responses indicating that highly religious individuals are less likely to use utilitarian thinking to approach moral dilemmas. Furthermore, while individuals scoring high on the "Belief in a Greater Power" factor of the RIQ were less likely to approve of utilitarian actions, "Belief in Interconnectedness" showed no relationship with utilitarian responses. Studies are proposed to explore the relationship between belief in a greater power and moral processing.

### B177

**BEYOND THE BANALITY OF HEROISM: VARIETIES OF MORAL PERSONALITY** Lawrence J. Walker<sup>1</sup>, Jeremy A. Frimer<sup>1</sup>, William L. Dunlop<sup>1</sup>; <sup>1</sup>University of British Columbia – Four perspectives dominate thinking about moral heroism: One contends that moral action is primarily instigated by situational pressures, another holds that moral excellence entails the full complement of virtues, the third asserts a single superintending principle, and the fourth posits different varieties of moral personality. This research addresses these competing perspectives by examining the personalities of moral heroes. Participants were 50 national awardees for moral action and 50 comparison individuals. They responded to personality inventories and a life-review interview which provided a broadband assessment of personality. Cluster analysis of the moral exemplars yielded three types: a "communal" cluster was strongly relational and generative; a "deliberative" cluster had sophisticated epistemic and moral reasoning, as well as heightened self-development motivation; and an "ordinary" cluster had a more commonplace personality. These contrasting profiles imply that exemplary moral functioning can take multifarious forms and arises from different sources, reflecting divergent person by situation interactions.

### B178

**CONSEQUENCES OF CARING: EXPLICATING ANTECEDENTS OF SOCIAL POLICY SUPPORT** Liana Epstein<sup>1</sup>, Yuen Huo<sup>1</sup>; <sup>1</sup>University of California -- Los Angeles – Why do people feel like helping? Our paper explores this question, where the endpoint is prosocial, helping-focused policy directives (rather than punitive ones) intended to ameliorate social problems. To this end, we will supplement a model that differentially predicts helping-focused policy support with moral emotions developed by Pagano & Huo (2007) in order to detail the role of antecedent variables in predicting these moral emotions. We argue that a sense of connectedness to the problem is at the root of these moral emotions, with helplessness and a sense of connectedness to the victim of the problem (empathy) differentiating what ensuing moral emotion is expressed. Essentially, we

argue that in order to have an emotional reaction to the problem, one must feel linked to or touched by the scenario. If helplessness is felt, collective guilt will likely result, along with reparative policy support, whereas if a connection to the victim is felt, moral outrage will likely result, along with preventative policy support. Implications of these findings are discussed.

**B179****"AND WHO IS MY NEIGHBOR?" REVISITED: DIVERGENT EFFECTS OF GOD AND RELIGION PRIMES ON COOPERATION WITH IN-GROUP AND OUT-GROUP MEMBERS IN THE PRISONER'S DILEMMA**

Ryan S. Ritter<sup>1</sup>, Jesse Lee Preston<sup>1</sup>, <sup>1</sup>University of Illinois at Urbana-Champaign – Theory has suggested that the evolution of morality allowed our ancestors to cross the "cooperation divide" and thrive in large communities of genetically unrelated individuals. Religion as one type of culturally constructed moral system has been proposed to serve an adaptive role in this sense – supernatural beliefs and behaviors, while strange from an outsider's perspective, may be highly adaptive proximate mechanisms for establishing in-group cohesion and solidarity that can then translate into secular utility. Previous research has shown that regardless of self-reported religiosity, religious primes do in fact increase honesty and pro-social behavior toward anonymous strangers. However, little distinction has been made between religious cognitions and more universal/spiritual cognitions such as God. Additionally, no research has investigated the effects of religious primes on pro-social behaviors when the recipient is not anonymous. The current study extends past research by investigating the effects of subliminal religion, God, and control primes on pro-social behavior directed toward in-group and out-group members during a one-shot prisoner's dilemma game. Results indicate that religion primes increase cooperation rates only toward in-group members, whereas God primes increase cooperation rates only toward out-group members. These findings lend support to the religion-as-adaptation hypothesis: religion primes only increased in-group cooperation and failed to facilitate the ideal of a universal pro-social motive. This study highlights an important psychological distinction between the concepts of God and religion, and offers evidence that spiritual rather than religious concepts may prove more effective at motivating pro-social behavior directed toward out-groups.

**B180****EFFECTS OF PROSOCIAL VIDEO GAMES ON PROSOCIAL BEHAVIOR**

Tobias Greitemeyer<sup>1</sup>, Silvia Osswald<sup>2</sup>, <sup>1</sup>University of Sussex, <sup>2</sup>Ludwig-Maximilians-University – Most past research into the effects of video games has illuminated the negative effects of violent video games. In fact, playing violent games has been shown to lead to an increase in aggressive thoughts, feelings, and behavior. These effects have been mainly explained by the General Aggression Model (GAM). Recently, Buckley and Anderson (2006) expanded the GAM into a General Learning Model (GLM) to explain how video games affect behavior. However, whereas the predictive validity of the GAM for the effects of playing violent video games on aggressive tendencies is well-documented, as yet, the predictive validity of the GLM for the effects of playing prosocial games on prosocial tendencies has not been tested. This was done in the present research. Experiment 1 examined the influence of a prosocial vs. a neutral video game on spontaneous, unrequested assistance. The experimenter accidentally spilled some pencils on the floor and the participants could help him/her to pick them up. As expected, participants who had played a prosocial video game were more likely to help. This finding was replicated in Experiment 2: participants in the prosocial game condition were more willing to take part in further experiments than participants in the neutral game condition. Experiment 3 showed that playing a prosocial video game primed prosocial knowledge structures, which in turn increased prosocial behavior. Thus, it appears that the effect of playing prosocial video games on prosocial behavior works primarily through the cognitive route of the GLM.

**B181****ESCAPING AFFECT: HOW MOTIVATED EMOTION REGULATION DRIVES THE COLLAPSE OF COMPASSION**

C. Daryl Cameron<sup>1</sup>, B. Keith Payne<sup>1</sup>, <sup>1</sup>University of North Carolina at Chapel Hill – In crisis situations, people tend to feel more compassion toward one victim than toward multiple victims. Many have suggested that this collapse of compassion is an invariant feature of our affective systems, that emotions are not triggered as strongly by aggregates. The current pair of studies provide initial evidence for a different account: that the collapse of compassion is driven by motivated emotion regulation. People might view their emotion toward mass suffering as overwhelming or costly, and take steps to eliminate it. In Study 1, subjects read about one or eight children in need of aid, and half of these subjects also expected to help. When subjects did not expect to help, they displayed more compassion toward eight children than toward one child. But when people did expect to help, the collapse of compassion emerged. This reversal was driven by the reduction of compassion toward eight children when help was expected. Similarly, subjects reported the most regulatory effort when they expected to have to help eight children. Study 2 examined two moderators of emotion regulation: time course and regulation skill. All subjects expected to have to help one, four, or eight children, and rated their emotion toward these children over the course of one minute. Results showed that the collapse of compassion only emerged over time, and only for skilled emotion regulators. Additionally, self-reported interpersonal sensitivity decreased as the number of children increased. Together, these findings provide initial evidence that the collapse of compassion is driven by motivated emotion regulation.

**B182****WHY DO SOME ADOLESCENTS NEVER VOLUNTEER?**

Zeynep Cemalcilar<sup>1</sup>, <sup>1</sup>Koç University, Istanbul, Turkey – Volunteering has positive effects on adolescents' psychological and social development. However, few studies have marked a self-selection bias, suggesting that the significance of these positive consequences may decrease when volunteers' pre-participation characteristics are controlled for (e.g. Johnson, Beebe, Mortimer, and Snyder, 1998). The present short-term longitudinal study investigates the underlying dynamics of adolescents' volunteerism. First time volunteering adolescents are assessed at the time of their initial decision to volunteer on a social responsibility project and their self-perceptions (self-concept, self-esteem) and civic attitudes (social responsibility, community belonging) are compared to their peers' with similar backgrounds but did not volunteer to participate in the project. MANOVA results yielded that volunteers were more likely to be females, younger and scored higher on all measured individual characteristics compared to the non-volunteers. No significant effects of this participation were observed when pre-existing individual characteristics were controlled for. Findings are discussed in relation to developing appropriate recruitment strategies that would encourage more adolescents to be actively involved in social responsibility projects.

**B183****DOES SIMILARITY MATTER?: AN INVESTIGATION INTO THE LINK BETWEEN DEHUMANIZATION AND EMPATHY**

Jeffrey Wong<sup>1</sup>, Alexa Tullett<sup>1</sup>, Michael Inzlicht<sup>1</sup>, <sup>1</sup>University of Toronto – There are times when we read an article in the newspaper and are overwhelmed with empathy for the people involved, but there are also times when we feel virtually nothing. Why is it that some people seem to pull at our heartstrings so much more strongly than others? Looking to events that are historically devoid of empathy, perceived humanness emerges as a potentially poignant dimension affecting empathic responses and prosocial (or anti-social) behaviour. In three studies we investigated the possibility that people empathize more with those they see as more human. In the first study, humanized sponsorship profiles elicited more emotional empathy and were rated as more likely to be sponsored by participants. Consistent with these findings, our second study revealed that empathic attitudes towards animals are correlated with the tendency to

anthropomorphize (ascribe human characteristics to) certain animals. Finally, in the third study we focused on physical suffering which has been said to evoke thoughts of our animal nature and thus to prompt us to feel disgust. We measured facial disgust reactions using electromyography (EMG), along with self-reported empathy and monetary donations to fabricated charities. This time we found that the dehumanized individuals – those that were physically suffering – elicited stronger facial disgust reactions, but also more emotional empathy and greater donations. It appears, then, that perceived humanness influences our empathic responses, but that this relationship becomes more complex when other factors (such as vulnerability) are involved.

**B184**

**PROMOTING INTEREST IN ENVIRONMENTAL VOLUNTEERISM: THE UTILITY OF MESSAGE FRAMING** Patrick C. Dwyer<sup>1</sup>, Beth Nygard<sup>1</sup>, Emily Alter<sup>1</sup>, Alexander J. Rothman<sup>1</sup>; <sup>1</sup>University of Minnesota – Research on how message framing can be used to promote prosocial behavior has struggled to find a fitting theoretical framework and has yielded inconsistent results. The present study seeks to understand prosocial message framing effects through the lens of regulatory focus theory, which has guided message framing research in the health behavior domain. Rothman and colleagues (2008) have argued that when a person adopts a promotion-focused mindset, they are more responsive to a gain-framed message. Alternatively, when a person adopts a prevention-focused mindset, they are more responsive to a loss-framed message. To the extent that volunteerism is construed as something a person wants to do, thinking about volunteering should elicit more of a promotion-focused mindset, whereas to the extent that volunteerism is construed as something a person ought to do, thinking about volunteering should elicit more of a prevention-focused mindset. Therefore, we hypothesized that when volunteerism is construed as a choice, gain-framed messages will elicit greater interest in volunteering, but when volunteerism is construed as a duty, loss-framed messages will elicit greater interest in volunteering. Participants (N = 134) were randomly assigned to read one of four volunteer recruitment advertisements that reflected a 2 (construal: choice, duty) X 2 (frame: gain, loss) between-participants design. Analyses revealed the predicted interaction between frame and construal on evaluations of the ad, attitudes toward volunteering, and intentions to volunteer. Theoretical and practical implications are discussed.

**B185**

**HOW SOCIAL NETWORKS PROMOTE POLITICAL PARTICIPATION? : AN EXPLANATION FROM ALTRUISM** Kazunori Inamasu<sup>1</sup>, Makoto Shimura<sup>1</sup>, Kenichi Ikeda<sup>1</sup>; <sup>1</sup>The University of Tokyo – Since the probability that participation of single individuals will affect political outputs is very small in large populations, rational people avoid the costs of participation and become free riders. Political psychologists have struggled with this paradox of political participation. One of the major approaches to solve the paradox is study of social networks. Research to date showed that social networks created in citizen's daily life keep a lid on costs of political participation and make people get involved in politics (Huckfeldt & Sprague, 1995; Ikeda & Richey, 2005). Yet the psychological process of increasing political participation via social networks has been still unclear. In this study, we examine how social networks promote political participation based on the research of altruism in the field of political psychology (Monroe, 1996; Fowler & Kam, 2007). Our prediction is that contacts with diverse people broaden citizen's perspective that mainly focus on self or particular in-group to share a view of the world in which all people are one. In addition, acquiring the broader perspective promote political involvement, because as people become more concerned for the welfare of large number of others, they feel greater benefits of total political outcome and the benefits likely to exceed the costs of individual act of political participation. We conducted internet survey for 7662 people who lived in metropolitan areas in Japan. Results of regression analyses suggest (1) diversity in social network broaden perspective and (2) the broader perspective promote political participation.

**B186****EXAMINING THE ROLE OF IMPLICIT COGNITIONS ON VOLUNTEERISM**

Patrick L. Hill<sup>1</sup>, Daniel K. Lapsley<sup>2</sup>, Andrew J. Cavanagh<sup>2</sup>, Meghan A. Thornton<sup>2</sup>; <sup>1</sup>University of Illinois at Urbana-Champaign, <sup>2</sup>University of Notre Dame – The possibility that presumptive moral behavior can be motivated by implicit cognitions has been understudied in moral psychology. To that end three studies are reported that examine the role of implicit moral motivation on volunteer behavior. Studies 1 and 2 (total n = 174) asked participants to list and rate the attributes and traits that typically described a volunteer. Study 3 then examined whether priming volunteer traits would motivate participants to voluntarily take part in an additional study. Participants (n = 86) completed a scrambled sentence task in one of two groups; the primed group was given words rated as highly typical of volunteers, while the unprimed group was given words that were not listed as volunteer attributes. Participants then were asked whether they would take part in an additional study for another lab, without further compensation. Overall, primed (71%) and unprimed (62%) participants did not differ in their volunteer rates. However, this largely reflects participants' preference to help a female (78%) rather than a male experimenter (47%), which was true both for male and female participants. Looking only at participants' willingness to help males, primed participants (67%) did volunteer more than unprimed participants (29%). These results suggest that moral actions are influenced by implicit moral cognitions, but such effects may be less influential than situational cues to help (i.e., a female experimenter).

**B187****COMPELLED TO GIVE: MORALITY, SELF-CONSTRUAL, AND CHARITABLE INTENTIONS**

Eric M. VanEpps<sup>1</sup>, Jeni L. Burnette<sup>1</sup>; <sup>1</sup>University of Richmond – Drawing from moral foundation theory (Graham, Haidt, & Nosek, 2009) and self-construal perspectives (Lalwani & Shavitt, 2009; Markus & Kitayama, 1991), this study focused on how personal factors such as morality and one's view of the self affected attitudes and charitable intentions. Specifically, we focused on attitudes toward the homeless and donation and volunteer intentions. We recruited participants (N = 234) to complete an online survey assessing morality foundations, self-construals, and attitudes toward a charity of their choice that works with the homeless. In addition, participants indicated their levels of education, income, religious attendance, personality, and other demographic features relevant for use as control variables in analyses. Results suggest that even after controlling for impression management, demographics and relevant Big Five personality traits, individuals with higher ratings of the moral foundations fairness/reciprocity and harm/care reported more positive attitudes and more generous intentions. Additionally, higher morality-oriented self-construals and an interdependent self-construal predicted both donation and volunteering intentions. Results suggest that the desire to maintain healthy relationships with others and to publicly uphold social standards predict charitable giving. Results are discussed in terms of implications for charitable donation behavior.

**B188****THE DARK SIDE OF MORAL PRINCIPALISM II: COGNITIVE, EMOTIONAL, AND SOCIAL DIMENSIONS**

Dupont Serge<sup>1</sup>, Van Pachterbeke Matthieu<sup>1</sup>, Saroglou Vassilis<sup>1</sup>, De Wilde Corine<sup>1</sup>; <sup>1</sup>Université Catholique de Louvain. – How people can act "badly" (i.e. acting in a non-prosocial and even anti-social way) with regard to close others by following what they believe to be right (i.e. moral principles)? What are the cognitive, emotional, and social determinants of such rigid, harmful principlism? Can we prove experimentally low prosociality as a function of rigid moral principlism? In Study 1, 206 participants were administered measures of (a) rigid, non-caring moral principlism (nine hypothetical dilemmas; see the poster submitted "The dark side of moral principlism I"), (b) right-wing authoritarianism (Altemeyer, 1996), (c) need for closure (Webster & Kruglanski, 1994), (d) existential quest (Van Pachterbeke et al., 2009), (e) religiosity, (f) empathy (Davis, 1983), and (g) positive and negative affects (PANAS). Results confirmed that excessive moral principlism

reflects high authoritarianism (in general and among religious participants), high need for closure, and low existential quest. Moral principlists also reported low negative emotions, in particular the ones that indicate disturbance. However, empathy was unrelated and not negatively related - as hypothesized - to empathy. In Study 2, we thus investigated a more specific hypothesis that moral principlism does not imply low prosociality in general but does so when principles-related concerns are implied. Participants (60 students) were provided the opportunity to express willingness to help a peer who was in need (control condition) or was in need but was somehow responsible for it (was a disorganized person; target's responsibility condition). Indeed, moral principlists turned out to be less willing to help only in the target's responsibility condition.

### B189

#### INVESTING IN KARMA: WHEN WANTING INCREASES HELPING

**Benjamin A. Converse<sup>1</sup>, Jane L. Risen<sup>1</sup>, <sup>1</sup>University of Chicago** – People constantly confront doubts about outcomes of important life events that are at least partly beyond personal control. "Will that job offer come through?" "Will I get a good grade?" "Will the blood test be negative?" The salience of unknown outcomes like these induces a state of wanting. We suggest that when people want something beyond their control, they will be especially likely to proactively "invest in their own karma" by doing good deeds. Alternatively, wanting might lead people to feel deprived, which could justify not helping. We test these competing hypotheses in two studies and find that wanting increases donations of time and money. In Experiment 1, participants wrote essays about unknown outcomes they were currently awaiting (e.g., results of a job interview) or about daily routines. After the ostensible conclusion of the study, they were solicited to volunteer extra time to raise money for charity. Helping rates were higher in the wanting than the control condition. Experiment 2 tested whether the effect was specifically associated with wanting, or with more general feelings of uncertainty. Participants wrote essays about unknown outcomes, personal dilemmas (designed to arouse uncertainty), or personal preferences, and then had an opportunity to donate money to charity. Wanting increased donations relative to the other two conditions, ruling out explanations relying on uncertainty. These results extend justice research by demonstrating that, beyond changing memories or judgments to maintain just world beliefs, people may alter their behavior to proactively influence future outcomes in ways consistent with these beliefs.

### B190

#### TOO MUCH OF A GOOD THING CAN BE BAD: THE IRONY OF BEING ETHICAL

**Jeroen Stouten<sup>1</sup>, <sup>1</sup>University of Leuven** – Ethical and moral behavior is thriving these days. One example of such ethical behavior in society is the behavior of its leaders. However, research on how people are affected by ethical leadership is still in its early stages. To date, research convincingly showed that leaders being a role model for ethical behavior positively influence followers' satisfaction, commitment, organizational citizenship behavior and personal ethical behavior. Ethical leaders actively engage in fair, honest and rule-following behavior. In addition, they expect followers to share their concern for ethical behavior. In the present research it is argued that leaders also can be too concerned with ethics by excessive rule following and rigidity instead of flexibility. Hence, instead of having a positive influence on followers, these leaders exceed followers' capabilities as they may ask too much of followers turning the positive effects of leader's ethical behavior into negative ones. In three studies (using cross-sectional, longitudinal, and multisource data), results show that ethical behavior has a curvilinear relationship with followers cognition and behavior. More specifically, corroborating the hypotheses ethical leadership negatively influenced followers' cognitive load, and positively affected followers extra-role helping, and performance. Yet, at increasing levels of ethical leadership these relationships reversed and showed that cognitive load increased and extra-role helping and performance decreased. These studies dem-

onstrate the dynamic relation of ethical leadership and followers' cognitions and behavior and provide a more detailed analysis of the effects of ethical leadership and how too much of a good thing can be bad.

### B191

#### PERSONALITY PREDICTS FORGIVENESS BETTER WHEN OFFENSES ARE SEVERE

**Belinda Vicuna<sup>1</sup>, Harold Delaney<sup>1</sup>, <sup>1</sup>University of New Mexico** – With every offense comes an opportunity to forgive, however forgiveness is more challenging in some circumstances than in others. Previous research using the Big Five personality model has revealed that, across situations, Neuroticism can be a barrier to forgiveness and Agreeableness a promoter of forgiveness. Severe offenses naturally make forgiveness more difficult, but it is the interaction of personality and severity that notably impacts forgiveness. The premise of this study was that personality and the severity should interact, such that personality should play an especially important role in forgiveness for more severe offenses. To evaluate this premise, the current study used a scenario-based approach to manipulate three dimensions of the severity of an offense (intentionality, magnitude, and relationship). The factors manipulated in the scenarios all produced large and highly significant effects on forgiveness: intentional offenses were harder to forgive than accidental offenses ( $d = 1.74$ ); major offenses were harder to forgive than minor ( $d = 1.18$ ), and those in distant relationships were harder to forgive than in close relationships ( $d = 1.63$ ). Confirming the hypothesis of an interaction, Agreeableness interacted significantly with relationship between the offended and offender ( $F(1, 98) = 4.93, p = 0.029$ ), influencing forgiveness more when it was harder to forgive. Personality effects also replicated prior findings, such that Agreeableness, positively ( $r = 0.363, p < 0.001$ ) and Neuroticism negatively ( $r = -0.208, p = 0.038$ ) predicted forgiveness. Considering how personality may interact with severity to predict forgiveness suggests new directions for predicting and promoting forgiveness.

### B192

#### PERSONALITY PREDICTORS OF INTERPERSONAL FORGIVENESS AND BEHAVIORAL REVENGE

**Ruchi Sinha<sup>1</sup>, Richard DeShon<sup>1</sup>, <sup>1</sup>Michigan State University** – Interpersonal conflicts at work can result in negative emotions, cognitions and behaviors. This can lead to damaged relationships. Forgiveness as a response to conflict is an adaptive coping method (Rasmussen et al, 2000) and essential for relationship repair. The goal of this study is to examine the dispositional predictors of forgiveness and behavioral revenge post a conflict situation. A growing number of studies examining forgiveness (Maltby et al, 2001, McCullough, 2001, Tangney, 1999) have provided us with important insights. However there is a gap in the literature as majority of these studies have measured forgiveness in the context of hypothetical scenarios or have examined the relationship between personality and dispositional forgiveness (Brose et al, 2005). The present study fills this methodological gap by utilizing a creative research design that examines forgiveness in the context of a real-time actual offense. We quickly established an expectation of cooperation and created a real offense in the context of a social dilemma task. We also measured behavioral revenge as opposed to previous studies that have measured revenge in terms of self reported cognitions. In a sample of 120 adults, we examined how the following personality traits differentially relate to forgiveness and revenge: agreeableness, neuroticism, conscientiousness, rumination, negative affectivity, and personal distress. Results indicate that conscientiousness and agreeableness predict interpersonal forgiveness. Also those high on agreeableness, trait personal distress and forgiveness were less likely to take revenge. In this study we discuss both the strengths and limitations of predicting forgiveness and revenge using personality traits.

## Psychophysiology/Genetics

### B193

**TURNING THE KNOTS IN YOUR STOMACH INTO BOWS: REAPPRAISING AROUSAL IMPROVES PERFORMANCE ON THE GRE** Jeremy Jamieson<sup>1</sup>, Wendy Berry Mendes<sup>1</sup>, Toni Schmader<sup>2</sup>, Erin Blackstock<sup>1</sup>; <sup>1</sup>Harvard University, <sup>2</sup>University of British Columbia – This research examined the effect of reappraising arousal on physiology and GRE performance. First, participants preparing to take the GRE reported to a laboratory session where they were assigned to a reappraisal or no appraisal condition and then completed a practice GRE test. Participants in the reappraisal condition were told that arousal could help improve their performance, whereas controls were not provided with this information. We collected saliva samples at baseline and after the reappraisal manipulation that were assayed for salivary alpha amylase (sAA) to index sympathetic nervous system activation. Reappraisal participants exhibited a significant increase in sAA and outperformed controls on the GRE math section. Between one and three months later, participants took the actual GRE test and then returned to the lab where they provided their ETS GRE score reports and completed a test experience questionnaire. Reappraisal participants outperformed controls on the actual GRE math section and reported that arousal harmed performance less than controls. These findings indicate that the reappraisal may exert powerful influences on performance in and out of the laboratory.

### B194

**AN UNINTENDED WAY IN WHICH THE "FAT GENE" MIGHT MAKE YOU FAT** Ian Dar-Nimrod<sup>1</sup>, Steven Heine<sup>1</sup>; <sup>1</sup>University of British Columbia – People are routinely exposed to media coverage of genetics research: for example, many headlines have described research on "obesity genes." An important question arises: how does exposure to such arguments affect people's own efforts to control their weight? In this study we evaluated the behavioral outcomes of exposure to scientific claims regarding the existence of genes that relate to obesity. Participants read one of three different articles: an article describing evidence for an "obesity gene," an article describing evidence for how social experiences (specifically social networks) relate to obesity, or a neutral article. Following exposure to the manipulation, participants took part in an experiment that purported to investigate their food preferences; they were provided with some cookies to sample as they evaluated them. The results indicated that those participants who learned of the existence of "obesity genes" subsequently consumed significantly more cookies than participants in either of the two other conditions (which did not differ from each other). This suggests that people do not typically conceive of their weight as being due to genetic factors, but when they do, they are likely to act as though their weight is beyond their control. Implications for media coverage of genetics research will be discussed.

### B195

**AFFECTIVE AND CARDIOVASCULAR HABITUATION TO STRESS IN GIRLS AT RISK FOR DEPRESSION** Christian Waugh<sup>1</sup>, Luma Muhtadie<sup>2</sup>, Wendy Berry Mendes<sup>3</sup>, Ian Gotlib<sup>1</sup>; <sup>1</sup>Stanford University, <sup>2</sup>University of California - Berkeley, <sup>3</sup>Harvard University – Affective responses to stress are capable of potentiating physiological stress responses. Failure to habituate to repeated stress exposure can cause allostatic load to accumulate, contributing to physical and mental illness. The present study was designed to examine whether adolescent girls at high familial risk for depression exhibit impaired habituation to a repeated laboratory stressor. Eighteen high-risk (RSK) girls and 34 low-risk (CTL) girls performed a repeated mental arithmetic task while their heart rate (HR) and affective responses were measured. On average, RSK and CTL girls showed comparable habituation of HR and affective responses to the repeated stressor; only RSK girls, however, showed a significant association between affective and HR habituation. Specifically, whereas RSK girls whose negative affect decreased during the experiment showed complete HR habituation to the task, RSK girls whose negative affect increased during

the experiment failed to habituate to the stressors. These findings suggest that there is a tighter coupling between physiological and affective habituation to repeated stress among girls at risk for depression. For these high-risk girls, failure to habituate to stressors that induce negative affect may confer greater vulnerability to allostatic load and, ultimately, to physical and mental illness.

### B196

Poster withdrawn.

### B197

**PHYSIOLOGICAL RESPONSES TO ENGAGING IN SIMULATED HARMFUL BEHAVIORS** Allison Gaffey<sup>1</sup>, Fiery Cushman<sup>1</sup>, Wendy Mendes<sup>1</sup>; <sup>1</sup>Harvard University – Past psychology research has investigated the situations in which people will engage in behavior that harms others (Milgram, 1963; Darley, 1969), but the psychological mechanisms that prevent people from engaging in harmful behavior are relatively less studied. Observational data from military conflicts (Grossman, 1995) and recent research regarding moral judgment (Greene, 2001; Blair, 1995) suggest that humans may have a basic emotional aversion to performing harmful actions. Our goal is to examine whether we can use simulated harmful actions to study the emotional and visceral resistance to performing harm to other humans. We randomly assigned 88 participants to either perform or observe a series of simulated harmful actions towards an experimenter. For example, participants were asked to discharge a fake handgun directly in the face of an experimenter. Subjects assigned to the control condition performed benign actions to match the pretend harmful ones such as squirting a spray bottle instead of shooting a gun. We measured physiological responses and self-reported emotional states during these simulated actions. Our results reveal a physiological profile consistent with threat reactivity while performing harmful behaviors. Specifically participants showed a significant decrease in cardiac output and an increase in vascular resistance, whereas control participants showed no changes in sympathetic activation. These findings indicate a method to explore the emotional aversion to harm in a laboratory context.

### B198

**UPWARD SPIRALS OF THE HEART? BASELINE VAGAL TONE PREDICTS INCREASES IN SOCIAL CONNECTEDNESS, POSITIVE EMOTION, WHICH IN TURN PREDICT FUTURE BASELINE VAGAL TONE.** Bethany Kok<sup>1</sup>, Barbara Fredrickson<sup>1</sup>; <sup>1</sup>University of North Carolina at Chapel Hill – A body-mind model of affiliation and health is proposed which predicts that activity of the vagus nerve will be related to markers of other-focused positive attention and positive emotions. In a study of 73 community-dwelling adults, half of whom were trained in lovingkindness meditation, baseline vagal tone positively predicted all participants' daily reported social connectedness and positive emotions over a period of nine weeks. Individuals high in baseline vagal tone experienced their days and interactions as more positive and socially connected than individuals low in baseline vagal tone. The effects of vagal tone on social connectedness were not mediated by positive emotions or vice versa, suggesting that the vagus acts on emotions and social attention in distinct ways. Participants' rate of increase in social connectedness over time positively predicted end-of-study baseline vagal tone, even after controlling for initial baseline vagal tone. A similar relationship was seen for positive emotions, but it was only marginally significant. Individuals who experienced greater increases in social connectedness (and potentially positive emotions as well) over time ended the study with higher baseline vagal tone. This evidence suggests that vagal tone may play a significant role in the well-being process. High vagal tone may lead to greater increases in positive emotions and social connectedness, while increases in these traits may in turn heighten baseline vagal tone, leading to a potential upward spiral of increased well-being.



**B199****ASSOCIATION OF BDNF VAL66MET, 5-HTTLPR, AND THE NEUROTICISM AND INTROVERSION PERSONALITY TRAITS**

Paul Costa<sup>1</sup>, Antonio Terracciano<sup>1</sup>, Angelina Sutin<sup>1</sup>, Toshiko Tanaka<sup>1</sup>, Luigi Ferrucci<sup>1</sup>, David Schlessinger<sup>1</sup>, Barbara Deiana<sup>2</sup>, Manuela Uda<sup>2</sup>; <sup>1</sup>National Institute on Aging, NIH, DHHS, <sup>2</sup>Neurogenetica e Neurofarmacologia, Consiglio Nazionale delle Ricerche – Brain-derived neurotrophic factor (BDNF) regulates synaptic plasticity and neurotransmission, and has been linked to Neuroticism, a major risk factor for psychiatric disorders. A recent genome wide association (GWA) scan, however, found no association with Neuroticism, but identified an association between the BDNF Val66Met polymorphism (rs6265) and lower Extraversion. In this study, we replicate and extend the links between BDNF and personality traits, assessed with the Revised NEO Personality Inventory (NEO-PI-R), in independent samples from SardiNIA (n = 1560) and the Baltimore Longitudinal Study of Aging (BLSA; n = 1118). Consistent with the GWA results, we found that BDNF Met carriers were more introverted. In both samples, and in a meta-analysis inclusive of published data, we found no evidence for a main effect of the BDNF Val66Met on Neuroticism. Finally, based on recent reports of an epistatic effect between BDNF and the serotonin transporter, we explored a Val66Met x 5-HTTLPR interaction. In the larger SardiNIA sample (n = 2333), we found that subjects with the BDNF Met variant and the 5-HTTLPR LL genotype scored higher on Neuroticism. Our findings support the association between the BDNF Met variant and introversion and suggest that this variant interacts with the serotonin transporter to influence Neuroticism.

**B200****HORMONE X GENE INTERACTION PREDICTS STRESS REACTIVITY**

Robert Josephs<sup>1</sup>, Jacqueline Rivers<sup>1</sup>, Christopher Beevers<sup>1</sup>, John McGeary<sup>2</sup>; <sup>1</sup>The University of Texas at Austin, <sup>2</sup>Providence Veterans Affairs Medical Center and Brown University – Here we show that the allelic variation in the promoter region of the serotonin transporter (5-HTT) gene interacts with baseline testosterone (T) to predict vulnerability to acute stress. The 5-HTT gene has been shown to predict stress reactivity. High levels of T act, predisposing high T individuals to be biologically more reactive to certain stressors. We know of no study testing the interrelation of the reproductive axis and serotonergic system on stress reactivity. The purpose of the current study was to test for such an interrelation. Stress was induced in 53 men and women using the computerized version of the Mirror Tracing Persistence Task (Strong et al., 2003). Saliva was collected before and after the task to assess baseline T, T change, and cortisol levels, and buccal cells were collected from inside the cheek before the task for 5-HTT genotyping. We found a significant 5-HTT x baseline T interaction, but no gene main effect. Men and women with at least one s-allele showed a strong positive relationship between T and area under the curve cortisol. In contrast, men and women homozygous for the l-allele showed a no relationship between baseline T and area under the curve cortisol. We found no effects for change in T nor did we find any sex differences. Dominance, including its biological proxy T, has proven to be a powerful predictor of both acute and long-term stress. However, as Sapolsky (2005) points out, measures of dominance rarely enjoy a direct relationship to stress.

**B201****DO POLITICS GET YOUR HORMONES GOING? VOTERS' TESTOSTERONE AND CORTISOL RESPONSES TO THE OUTCOME OF THE 2008 UNITED STATES PRESIDENTIAL ELECTION**

Steven Stanton<sup>1</sup>, Jacinta Beehner<sup>2</sup>, Ekjyot Saini<sup>2</sup>, Cynthia Kuhn<sup>1</sup>, Kevin LaBar<sup>1</sup>; <sup>1</sup>Duke University, <sup>2</sup>University of Michigan at Ann Arbor – Dominance contests are a critical component of determining the leadership of social hierarchies across a wide range of species. In modern human societies, this dominance contest often takes the form of a democratic election. Across mammalian species, specific testosterone and cortisol responses are uniquely linked to winning and losing dominance competitions. However, it is unknown whether these patterns of hormone response to winning and losing extend beyond

interpersonal competitions to the societal context of political elections. The present study investigated voters' testosterone and cortisol responses to the outcome of the 2008 United States Presidential election. 183 participants at two research sites (Michigan and North Carolina) provided saliva samples at several time points before and after the announcement of the winner on Election Night. Radioimmunoassay was used to measure cortisol and testosterone levels in participants' saliva. Relative to earlier in the evening, male Barack Obama voters had stable post-outcome testosterone levels, whereas testosterone dropped in male John McCain and Robert Barr voters. There was no effect of candidate choice on testosterone change in female voters. For voters of both sexes in North Carolina, McCain and Barr voters had post-outcome cortisol increases while Obama voters had stable post-election cortisol levels. Cortisol levels after the outcome of the election were positively correlated with a measure of political conservatism in North Carolina voters. Our data suggest that voters physiologically respond to the outcome of political elections depending on if their candidate wins or loses as if they had participated in an interpersonal dominance contest.

**B202****RECEPTOR GENES FOR OXYTOCIN (OXTR) AND VASOPRESSIN (AVPR1A) PREDICT INTERPERSONAL TRUST AND BELIEF IN A JUST WORLD**

Michael Poulin<sup>1</sup>, E. Alison Holman<sup>2</sup>; <sup>1</sup>University at Buffalo, <sup>2</sup>University of California, Irvine – Two individual differences that shape social cognition and behavior are belief in a just world (BJW) and interpersonal trust. Research on the origins of these individual differences has focused on environmental influences, however, it is possible that individual differences in BJW and trust are also genetically influenced. The present study examined whether two sets of genes influence BJW and interpersonal trust: the receptor genes for the hormones/neuropeptides oxytocin and vasopressin, respectively. Research on humans and non-human animals has found that oxytocin and vasopressin are linked to a variety of social phenomena, with oxytocin specifically promoting bonding and prosocial behaviors and vasopressin tied to prosocial behaviors as well as aggression and dominance. To test whether receptor genes for oxytocin and vasopressin would predict BJW and trust, we examined data from a nationally-representative sample in the U.S. Individuals completed surveys online, including Janoff-Bulman's (1989) World Assumptions Scale, which assesses BJW and trust. Then saliva samples from a subset of these participants (N = 386) were collected by mail and DNA was extracted and analyzed. Analyses indicated that one single nucleotide polymorphism (snp 2254298) of the oxytocin receptor (OXTR) gene predicted levels of both BJW (z = 2.71, p < .01) and trust (z = 2.62, p < .01). By contrast, the length of one restriction segment (rs1) of the vasopressin receptor gene (AVPR1a) only predicted levels of BJW (z = 2.00, p < .05). Individual differences in the oxytocin and vasopressin systems may shape basic beliefs about the social world.

## Social Development

**B203****NO FAIR COPYCAT: CHILDREN'S UNDERSTANDING OF IDEAS**

Alex Shaw<sup>1</sup>, Kristina Olson<sup>1</sup>; <sup>1</sup>Yale University – Psychologists have long believed that the objects we own are part of who we are. If this is true, one might expect that our ideas would make up an even stronger part of who we are. Yet surprisingly little research has been done investigating how intuitions about ownership of ideas develop. To investigate the developmental emergence of ownership for ideas, our first two studies investigated children's responses to idea theft – plagiarism. If children respond negatively to plagiarism, this would provide evidence that they apply ownership to ideas. In Study 1 we found that 6-11 year olds and adults liked plagiarizers less than unique drawers, indicating an intolerance of idea theft by middle childhood. Study 2 investigated this question with 3-6 year olds using video stimuli. Five and six year olds evaluated plagiarizers more negatively than unique drawers, but 3-4 years olds did not differentially evaluate the drawers. These results provide prelimi-

nary evidence that by age 5 children assign ownership to ideas. In a second set of studies we investigated whether or not children's intuitions about ownership are similar for objects and ideas. Adults and children endorse the first possession heuristic for objects (Friedman, 2008), inferring that the person who first touches an object owns it. In Study 3 we investigated whether 6-9 year olds apply the same first-possession heuristic to ideas, finding evidence that they do. These experiments provide the first evidence that children apply ownership to ideas and may use similar heuristics to determine ownership for objects and ideas.

#### B204

**TRANSITIONS WITHIN FACES PREDICTS INFANTS' ABILITY TO DISTINGUISH OTHER-RACE FACES** Sarah Gaither<sup>1</sup>, Scott P. Johnson<sup>2</sup>; <sup>1</sup>Tufts University, <sup>2</sup>University of California, Los Angeles – The other-race effect is the well-documented difficulty distinguishing faces not from one's own race, but the age at which this tendency first develops is still in question. It is common knowledge that early experiences through everyday interactions and events play a crucial role in the development of face processing, but little is known about how we learn to distinguish faces from races different than our own, especially for people from multiracial backgrounds. In this study, multiracial stimuli adds to the understanding of why infants exhibit this effect which in turn helps shed light on the nature and underlying mechanism of this social perceptual phenomenon. We investigated three-month-old Caucasian, Asian, and Biracial (half Caucasian, half Asian) infants' ability to distinguish Caucasian and Asian faces, comparing the scanning techniques used while viewing these faces through an infant-controlled habituation paradigm displayed on a Tobii 1750 eye tracker. All racial groups exhibited an other-race effect, such that infants were able to distinguish faces better within their own race than outside of their race. Infants did not seem to employ a special scanning strategy when scanning faces from their own race, but with other-race faces, only infants who scanned more overall were able to distinguish them. These findings illustrate that the other-race effect is "real" within infancy and that "overcoming" this effect can be accomplished by focusing extra attention to faces as opposed to the rest of the area of a stimulus.

#### B205

**RAISING DIFFICULT CHILDREN: PARENTS' PERSONALITY AND CHILDREN'S TEMPERAMENT AS PREDICTORS OF FUTURE PARENTING AND DEVELOPMENTAL OUTCOMES** Jamie Koenig<sup>1</sup>, Robin Barry<sup>1</sup>; <sup>1</sup>University of Iowa – This multi-method, multi-trait study of 102 mothers, fathers, and children examined children's difficult temperament as a moderator of longitudinal links between parental personality traits and future parenting and child outcomes. When children were infants, their parents described themselves on the Big Five traits and three Socialization sub-traits: memories of stable and happy home, optimism, and conventionality. Children's difficult versus easy temperament was observed at 25 and 38 months in standardized laboratory paradigms that assessed anger proneness and capacity for self-regulation. The outcomes -- parents' responsive, affectively positive parenting observed in naturalistic interactions and children's conduct problems rated by parents -- were both assessed at 67 months. Regardless of child temperament, for mothers, low Neuroticism and high optimism, and for fathers, high Extraversion, optimism, and memories of stable home predicted adaptive outcomes. When raising difficult children, mothers who scored high on Openness, optimism, and memories of stable, happy homes had better outcomes than those who scored low on those traits, and fathers who scored high on Openness and low on Neuroticism had better outcomes than those who scored low on Openness and high on Neuroticism. There were no relations between parents' traits and outcomes unique to easy children. Challenges due to children's difficult temperaments can amplify links between some parental traits and outcomes.

#### B206

**WHITE AND BLACK CHILDREN'S REASONING ABOUT THE STABILITY OF LANGUAGE** Jocelyn Dautel<sup>1</sup>, Katherine Kinzler<sup>1</sup>; <sup>1</sup>University of Chicago – Past research suggests that young children view both race and language as traits that remain stable across the lifespan, and are endowed via biological inheritance (Hirshfeld, 1995; 1996; Hirshfeld & Gelman, 1997). Here we aim to directly compare children's reasoning about the stability of race and language across the lifespan in order to identify potential priorities in children's reasoning about social categories. Four populations of children viewed a series of trials in which they first saw an image of a child who was either White or Black, and spoke in either English or French. Child participants were then asked which of two adults the target child would grow up to be – one adult was a "match" to the target child in race but not in language, and the other a "match" in language but not race. Consistent with adult intuitions, 9-10-year-old White children chose the race-match. In contrast, White 5-6-year-old children in both diverse and homogeneous environments chose the language-match. Yet, Black 5-6-year-old children, like the older White children, chose the race-match. We conclude that children view language as an important marker of identity early in development, and that membership in a racial minority group may highlight children's reasoning about race as a stable marker of identity.

#### B207

**DEVELOPMENTAL UNDERSTANDING OF INTELLECTUAL PROPERTY** Jennifer Barnes<sup>1</sup>, Kristina Olson<sup>1</sup>; <sup>1</sup>Yale University – As human adults, we readily assign ownership not only to physical objects, but also to creative endeavors and ideas. While some research has investigated children's developing understanding of physical property (e.g. Friedman and Neary, 2008), very little is known about young children's understanding of intellectual property. In this study, we explored developmental trends in children's reactions when their intellectual property is violated. Four, five, and six year olds were asked to make up an imaginative story and tell it to an adult experimenter. Their stories were then retold to a third party without their permission and their reactions were videotaped. In a control condition, children were explicitly credited with making up the story, while in experimental conditions they were not given credit, either because the experimenter simply neglected to discuss the story's origin, or because the experimenter pretended to make it up herself in order to receive a prize. Five and six year old children objected significantly more often when the experimenter explicitly stole their story than when they were given credit, while four year old children behaved similarly across conditions.

#### B208

**PARENTAL DEPRESSION AND CHILDREN'S CAUSAL UNCERTAINTY** Kevin Rounding<sup>1</sup>, Jill A. Jacobson<sup>1</sup>, Eliane Boucher<sup>1</sup>; <sup>1</sup>Queen's University – Little, if any, research has examined the developmental roots of chronic causal uncertainty, that is, uncertainty about one's ability to understand the causal nature of social interactions (Weary & Edwards, 1994). High levels of parental depression are associated with increased parental rejection and less parental engagement, consistency, and synchrony with their children's behavior and emotions (Elgar et al., 2007; Lovejoy et al., 2000). We hypothesized that the noncontingent behavior of depressed parents could contribute to their children's lack of confidence in understanding social causation. We also examined if offspring's causal uncertainty played a mediational role in the relationship between parental depression and offspring's depressive symptoms. To this end, 128 college students reported their perceptions of parental levels of depression using a 34-item measure tapping symptoms for both parents (Rounding & Hart, 2008). Participants also completed the Beck Depression Inventory-II (Beck, 1996) and the Causal Uncertainty Scale (Weary & Edwards, 1994). After controlling for the effects of gender, age, and offspring's depression, parental depression was a significant predictor of offspring's causal uncertainty scores. Additionally, parental depression and causal uncertainty together accounted for 25.4% of variability in offspring depressive symptomatology. Furthermore, the relationship between

parental depression and offspring depression was partially mediated by causal uncertainty. In sum, one developmental precursor to chronic causal uncertainty appears to be exposure to high levels of parental depression, and the causal uncertainty that results from such an experience contributes to one's own depressive symptomatology. Future research should attempt to replicate these findings using a prospective design.

### B209

#### **EGO DEVELOPMENT AND SELF-ESTEEM AS PREDICTORS OF SEXUAL BEHAVIOR AMONG FEMALE ADOLESCENTS** Kara Phaedra Massie<sup>1</sup>, Krisanne Bursik<sup>1</sup>, <sup>1</sup>Suffolk University

The majority of older adolescents are sexually active. Although many adolescents are capable of making healthy choices regarding sex, there continue to be high rates of pregnancy and sexually transmitted infections among the youth demographic. In order to design interventions that better target sexual risk-taking, it is first necessary to identify factors that predict such behavior. Loevinger's model of ego development provides a lens for examining sexual risk-taking (i.e., unprotected sex, multiple sexual partners, and/or heightened substance use during sexual activity). We examined the theory-driven hypothesis that adolescents at higher developmental stages would engage in healthier sexual practices than those lower in ego development. Self-esteem has also been hypothesized to influence sexual behavior, although empirical results have been mixed. This study evaluated the relative importance of ego development and self-esteem in predicting the sexual attitudes and behaviors of female adolescents. A total of 118 women (M age = 18.12) in their first semester of college completed self-report measures of perceived sexual rights, social pressure, sexual risk-taking, and self-esteem, as well as a projective measure of ego development. Regression analyses indicated ego development was a significant predictor of perceived social pressure; self-esteem significantly predicted the endorsement of sexual rights, reduced perception of social pressure, and diminished sexual risk-taking. Although self-esteem was the better predictor of sexual attitudes and behaviors for this sample, the findings suggest a need for additional research with a broader range of developmental levels.

### B210

#### **THE ROLE OF NEED FULFILLMENT IN PREDICTING DEVELOPMENTAL EXPERIENCES IN ADOLESCENTS PARTICIPATING IN STRUCTURED EXTRACURRICULAR ACTIVITIES AND UNSTRUCTURED HOBBIES** Andrew B. Lumb<sup>1</sup>, Celine M. Blanchard<sup>1</sup>, <sup>1</sup>School of Psychology, University of Ottawa

**OBJECTIVES:** To determine how different youth activities and psychological variables from Self-Determination Theory contribute to the prediction of personal and interpersonal developmental experiences in adolescents participating in structured extracurricular activities supervised by an adult mentor, and those who participate in unstructured hobbies that are not supervised by an adult mentor. **METHODS:** Adolescents (N = 147) completed questionnaires in a classroom setting. Participants reported the number of hours spent per week participating in different types of sedentary and exercise activities, answered questions related to psychological need satisfaction as provided by adult mentors, parents, and life in general, and completed the Youth Experience Survey 2.0 to assess personal and interpersonal developmental experiences pertaining to their structured extracurricular activities or hobbies. For analyses, participants were grouped based on their involvement in structured extracurricular activities or in unstructured hobbies. **RESULTS:** For participants in structured extracurricular activities, hierarchical regression analyses revealed that higher levels of sedentary activity were associated with decreases in personal and interpersonal developmental experiences and psychological need satisfaction provided by an adult mentor significantly increased the proportion of variance accounted for in personal and interpersonal developmental experiences. Regression analyses for participants in unstructured hobbies were not significant. **CONCLUSIONS:** For adolescents in structured extracurricular activities, the fulfillment of three fundamental needs of autonomy, competence, and relatedness by an adult mentor appears to

contribute significantly to personal and interpersonal developmental experiences, above and beyond different types of youth activities experienced. Implications for these findings and future directions will be discussed.

### B211

#### **EATING AS AN ESCAPE: THE ASSOCIATION BETWEEN PEER VICTIMIZATION, IMPULSIVITY, INTERNALIZING EMOTIONS, AND DISORDERED EATING** Elizabeth Ewing Lee<sup>1</sup>, Amber Koblitz<sup>1</sup>, Katie Gordon<sup>1</sup>, Wendy Troop-Gordon<sup>1</sup>, <sup>1</sup>North Dakota State University

It has been shown that children who are victimized by their peers (e.g., bullied, teased) are more likely than other children to engage in dysregulated eating (Aime, Craig, et al., 2008; Striegel-Moore, et al., 2002). Little is known, however, as to what factors may contribute to overeating among victimized youth. For example, highly impulsive children may be the most likely to engage in out-of-control behaviors, such as overeating, as a way to cope with the negative emotions caused by peer harassment. Alternatively, victimized children who have lower levels of impulsivity may be more prone to dysregulated eating precisely because they do not engage in other, more impulsive coping strategies (e.g., fighting back). Data from 422 4th- and 5th-grade children (223 girls) were collected to test these competing theories. Regression analyses revealed that peer victimization was predictive of greater eating dysregulation only among girls who were low in impulsivity and low in internalizing distress. This finding held for both self-reported and peer-reported victimization. The results are consistent with past findings that disordered eating is correlated with difficulty identifying emotions (which may explain low self-reported internalizing symptoms despite peer victimization). Moreover, girls who are victimized, but low in impulsivity, may be more likely to overeat as a way to escape from painful emotions (Heatherington & Baumeister, 1991). These findings emphasize the importance of identifying those children who, though seemingly healthy (i.e., not impulsive or internalizing), overeat in response to victimization from peers.

## **Social Judgment/Decision-Making**

### B212

#### **PREVIOUS MERE EXPOSURE GUIDES BEHAVIORAL APPROACH CHOICES** Isaiah F. Jones<sup>1</sup>, Heather M. Claypool<sup>1</sup>, <sup>1</sup>Miami University

Previous unreinforced presentations of stimuli result in increased liking of those stimuli, a phenomenon known as the mere exposure effect (e.g., Zajonc, 1968). Though the vast majority of examinations of the mere exposure effect have focused on Likert-type judgments, in our lab, we have shown that previous mere exposure to a stimulus can facilitate the speed with which it is approached. This previous work showed that if directed to approach an object, those that are familiar will be approached faster than their novel counterparts. The current investigation, however, examined whether previous mere exposure to stimuli could direct actual behavioral choices. It was hypothesized that participants would be more likely to choose to approach previously exposed, versus novel, stimuli. Participants were randomly presented 30 Chinese ideographs, each for one second. Subsequently, participants were shown 60 ideographs, 30 of which they had previously seen and 30 of which were novel, and were asked to make either an approach or an avoidance motion toward each. As predicted, approach motions were more frequently chosen for the familiar (M=15.41) than the novel (M=14.15) stimuli,  $t(58)=2.46, p=.02$ . Thus, these findings indicate that participants are more likely to choose to approach a familiar stimulus and that the mere exposure effect is robust enough to direct overt behavior.

### B213

#### **NEGATIVE REACTIONS TOWARD INNOCENT VICTIMS OF RAPE: STRONGER EFFECTS WHEN PERPETRATORS ARE SIMILAR TO YOU** Michéle Bal<sup>1</sup>, Kees Van den Bos<sup>1</sup>, <sup>1</sup>Utrecht University

Building and extending on just world theory, we studied people's negative reactions to innocent victims of rape or sexual assault. Specifically, we focus on an

as yet unexplored variable that may help to explain these reactions, namely whether the perpetrator of the crime was similar or dissimilar to people who were confronted with what happened to the victim. Perpetrator similarity refers to whether the perpetrator belongs to the personal world of the observer or not. Following just world theory we expected that people would react more negatively toward victims of a similar perpetrator as opposed to a different perpetrator. In one behavioral study and two questionnaire-studies we found that especially men take more physical distance from an innocent victim (Study 1) and blame (Study 2) and derogate (Study 3) an innocent victim more when the perpetrator is similar to them as opposed to when the perpetrator is different from them.

**B214**

**SELF-AWARENESS AND TIME PERCEPTION** Wade Goldstein<sup>1</sup>, Sean Stevens<sup>1</sup>, David Wilder<sup>1</sup>; <sup>1</sup>Rutgers University – The present experiment examined the relationship between focus of attention and subjective perception of time. Persons immersed in a task often report that "time flies" whereas those bored find their minds wandering from the task and report that "time drags." Subjective perception of time appears to be related to focus of attention such that disruption of attention is associated with greater perceived task duration. Therefore, encouraging a person to withdraw from a task by focusing attention on oneself should result in increased estimation of time spent working on the task. To examine this hypothesis, participants performed two activities (a reading comprehension task and a mechanical task) of equal duration and were then asked to estimate the time they spent working on each. Half of the participants completed the tasks in front of a mirror, a prop used to induce self-awareness. Participants in the mirror condition made significantly longer estimates of time spent on both tasks than did subjects in the no mirror condition. Moreover, participants who were made self-aware rated one of the tasks as more boring and less interesting than those not made self-aware. Overall, results demonstrated that self-awareness triggered judgments of longer task duration than when attention was focused solely on the task. The perception of time was positively related to conscious self-awareness regardless of whether the task was "intrinsically" interesting or boring. Thus, judgments of duration may be lengthened by directing attention to the self and shortened by focusing attention externally on the task itself.

**B215**

**EFFECTS OF VERTICAL POSITION ON JUDGMENTS OF REASON AND INTUITION** Christina Carino<sup>1</sup>, Thomas Gilovich<sup>2</sup>; <sup>1</sup>University of Michigan, <sup>2</sup>Cornell University – While embodied cognition research has begun to examine the role aphors in concept representation and processing, there is a great room for expansion. Building on previous research in embodied cognition (Barsalou, 1999) and metaphor-representation (Lakoff & Johnson, 1999), we were interested in the implications of linking the abstract concepts of reason and intuition to vertical metaphors (e.g., "think with your head", "higher order cognition"). The current work provides evidence that there does exist an automatic association between reason-up and intuition-down and that this automatic association has implications for social judgments. Participants completed a judgment task in which they were asked to rate the extent to which strangers rely on their reason or intuition in everyday decision making. While the rating scale was always presented in the vertical middle of the computer screen, half of the faces were presented above the rating scale and the other half below the rating scale. Participants judged individuals whose picture was presented at a high (vs. low) vertical location as more reliant on their reason (vs. intuition) in everyday decision making. Additional studies ruled out the possibility that this biased judgment was due to biased judgments of power or niceness. The current findings suggest that even abstract embodied metaphors have the ability to bias our social judgments of those around us.

**B216****THE REPUGNANCE EFFECT: MONEY AND MORAL TRANSGRESSIONS**

Eranda Jayawickreme<sup>1</sup>, Pavel Atanasov<sup>1</sup>; <sup>1</sup>University of Pennsylvania – We present evidence for a "repugnance effect" for transgressions committed in the presence of monetary incentives. This effect follows an inverted V pattern. We hypothesized that when transgressions are committed in the presence of monetary incentives, the implicit trade-offs that the actors make may increase the actions' offensiveness, as people are uncomfortable with trading off certain values. Study 1 found that transgressions committed in the presence of a small monetary incentive (\$100) were seen as significantly more offensive than transgressions committed for no incentive or a large incentive (\$100,000). This counters the argument that extrinsic motivation (i.e. money) should discount the significance of transgressions. The repugnance effect was strongest for fairness-based violations, and for violations of moral foundations that participants listed as most important. The effect was independent of political affiliation or dispositional forgiveness ratings. Both perceived offensiveness and the repugnance effect were positively associated with subjective well-being. Study 2 found a similar inverted V pattern in a multinational sample. Unlike Study 1, transgressions committed for a large incentive were seen as significantly less offensive than compared to the other two conditions, a difference explainable by the lower average income in the international sample. Study 3 suggested a role for moral emotions, (e.g. disgust) in explaining the phenomenon. Namely, disgust ratings in the evaluation of fairness-based transgressions were significantly higher in the low incentive condition, compared to the other two conditions.

**B217****MAKING SENSE OF THE PAST: NARRATIVE AND OUTCOME ORDER AFFECTS HINDSIGHT JUDGMENTS**

Paul M. Miceli<sup>1</sup>, Lindsay A. Kennedy<sup>1</sup>, Lawrence J. Sanna<sup>1</sup>; <sup>1</sup>University of North Carolina at Chapel Hill – Hindsight bias (Fischhoff, 1975) influences how people make sense of the past. We tested the novel hypothesis that receiving information leading up to events in coherent or random order, along with receiving outcome knowledge before or afterwards, influences the sense-making process. This question is of theoretical and practical significance. For example, the CIA received information leading up to the 9/11 terrorist attacks in a random, fragmented manner before the event, making sense only retrospectively; the American public learned of the attacks first and then learned of possible reasons for them afterwards. We used a 2 (Narrative Order: Logical vs. Random) x 2 (Outcome Order: Before vs. After) between-subjects design with a fictional narrative that attempted to model the main qualities of the 9/11 attacks. Participants read the narrative in either a logical, coherent order (maintaining a time-line sequence of events) or a random order (a random shuffling of the events). Additionally, participants received information about the event outcome either before or after reading the narrative. Results provided strong support for the hypothesized interaction between narrative order and outcome order. Notably, participants rated the outcome as most inevitable in the random order narrative when the outcome was known afterwards, but most inevitable in the logical order narrative when the outcome was known beforehand. The former models the CIA's perspective on the 9/11 attacks, and the latter models the American public's possible perspective, implicating different levels of blame and perceptions that the attacks should have been foreseen and prevented.

**B218****THE ROLE OF DISGUST SENSITIVITIES IN MORAL HYPOCRISY**

Jessica A. Stansbury<sup>1</sup>, Geoffrey D. Munro<sup>1</sup>; <sup>1</sup>Towson University – The role of disgust as a contributing factor in moral hypocrisy and immoral actions was examined. Moral hypocrisy is presenting one's self as moral, while not actually acting morally (i.e., serving one's own self interest). Research shows that disgust can cause a change in a person's moral action, with an increase toward moral hypocrisy. A disgust manipulation was used to test several hypotheses that disgust influences immoral behavior. Participants completed the Disgust Scale-Revised weeks prior to the experiment. Then, 125 participants were randomly assigned to either the high

or low disgust conditions (i.e., wearing sweaters from a homeless man or a used clothing store). Using the moral hypocrisy paradigm (Batson et al., 1997), participants were presented with two different tasks, one neutral task and one task designed to elicit either high or low disgust. They were asked to assign the two tasks to themselves and another participant via selecting the task assignment or assigning the tasks using a randomized process, flipping a coin. As hypothesized, a logistic regression revealed that those experiencing high disgust were more likely to display immoral, selfish task assignment than those experiencing low disgust. Demonstrating moral hypocrisy, of those experiencing high disgust that flipped the coin, 82.1%, rather than the 50% expected by a fair coin flip, assigned themselves the easy task. As predicted, the three subscales of disgust were significant predictors of immoral actions. This suggests that disgust sensitivities can affect individuals by leading them to ignore their moral values and commit less moral actions.

**B219**

**NUDGING YOU BEHIND YOUR BACK: THE INFLUENCE OF FRIENDSHIP MENTAL REPRESENTATIONS ON RISK TAKING PROPENSITY** Kai Qin Chan<sup>1</sup>, Eddie Mun Wai Tong<sup>1</sup>, Teresa Ai Ling Moh<sup>1</sup>; <sup>1</sup>National University of Singapore – Past research has indicated that people take greater risks when their friends are around in both real life situations (e.g. driving) and in laboratory settings. In our research, we propose that risk taking scripts are a component of people's relational schema with their friends because of the frequent association between the presence of friends and risk taking instances. Across 2 experiments, the authors investigated whether the subliminal activation of cognitive representations of people's friendship would lead to greater risk taking propensity. In Study 1, participants subliminally primed with their friend's name (vs. those primed with neutral valence words) showed higher risk taking tendencies in a behavioral measurement of risk taking, the Balloon Analogue Risk Task (BART; Lejuez et al., 2002). In Study 2, we replicated Study 1's findings using yoked control name primes for comparison and also included an additional manipulation of threat and found that when threatened, those who were primed with nonfriends show a decrease in risk taking. The notion of risk taking as an interpersonal script and the independent influence of intrinsic social influences (e.g., sense of security) versus extrinsic social influences (e.g. persuasion) on risk taking are discussed.

**B220**

**WILL I DIVORCE OR HAVE A HAPPY MARRIAGE?: GENDER DIFFERENCES IN COMPARATIVE OPTIMISM AMONG U.S. COLLEGE STUDENTS** Marie Helweg-Larsen<sup>1</sup>, Hilary Harding<sup>2</sup>, Bill Klein<sup>3</sup>; <sup>1</sup>Dickinson College, <sup>2</sup>University of Georgia, <sup>3</sup>University of Pittsburgh – Previous research shows inconsistent evidence in regard to gender differences in comparative risk estimates for experiencing a happy marriage or avoiding divorce. Results from four samples of unmarried college students (N = 814) indicated that men exhibited greater comparative optimism than women for having a happy marriage/avoiding divorce. The effect was due to differences in personal risk estimation as opposed to differences in other risk estimation. For women (but not men), having divorced parents was associated with more pessimistic personal estimates. For men (but not women), greater perception of control over relationship outcomes was related to more optimistic personal estimates. Results are discussed as they relate to the existing literatures on risk perception and gender differences in romantic relationships.

**B221**

**AVOIDING RISK BY SEEKING UNCERTAINTY** James Leonhardt<sup>1</sup>; <sup>1</sup>University of California, Irvine – Expected utility theory predicts that when faced with a certain and an uncertain gamble, with equal expected utilities, decision makers will prefer certainty over uncertainty. However, the present study demonstrates that preference for certainty is mediated by responsibility; so that, all else being equal, as perceived responsibility increases preference for certainty decreases. To test this claim participants chose between two certain options and an uncertain

option. Unlike the Asian Disease Problem (Tversky and Kahneman, 1981) the uncertain option did not offer the possibility of avoiding a loss altogether and the outcome of each option was known by participants to be of equal value. Perceived responsibility was manipulated by asking participants to choose for themselves, an unidentified person, an unidentified baby, and an identified person. Uncertainty was preferred by 37% of participants when choosing for themselves, by 46% of participants when choosing for an unidentified person, by 63% of participants when choosing for an unidentified baby, and by 67% when choosing for an identifiable person. In addition, there was no gain/loss framing effect and women preferred uncertainty more than men. These results support the idea that uncertainty seeking is not always synonymous with risk seeking. When confronted with choices bearing responsibility, liability is limited by seeking options requiring the least action from the chooser. In this way, uncertainty seeking can be the result of responsibility aversion—a product of risk aversion.

**B222**

**PREDICTING STOCK SUCCESS: COMPANY NAME COMPLEXITY, PROCESSING FLUENCY, AND CONSUMER CONFIDENCE** Carly S. Hennessy<sup>1</sup>, David A. Armor<sup>1</sup>; <sup>1</sup>San Diego State University – In an influential paper, Alter and Oppenheimer (2006) report that investors are biased by the complexity of company names, expecting that simply-named companies will outperform companies with more complex names, at least over the short term. Alter and Oppenheimer interpret this finding in terms of processing fluency, arguing that (a) simple names are easier to process psychologically than complex names, and that (b) inferences based on fluency (such as of a company's familiarity or likeability) influence predictions about company performance. In three studies, we show that the name complexity effect is reliable, but reject the processing fluency interpretation. Study 1 replicated the effect of name complexity under conditions that closely resembled Alter and Oppenheimer's (2006) experiment. However, results from three additional conditions did not support fluency-based predictions: (1) drawing attention to the source of disfluency (i.e., pronounceability) did not eliminate the name complexity effect, (2) inducing participants to attribute disfluency to a lack of familiarity (a hypothesized mediator) did not yield evidence of mediation, and (3) altering the implications of disfluency (i.e., that complexly-named companies may be more creative) did not reverse the name complexity effect. Studies 2 and 3 suggest a more parsimonious explanation. In Study 2, the magnitude of the name complexity effect was found to vary in proportion to participants' prior belief in the relevance of company name pronounceability to stock performance. Study 3 established the causal effect of these beliefs experimentally. Name complexity thus influences stock valuation, but this effect is not explained by processing fluency.

**B223**

**DOES CONSIDERING DETAILS OF FUTURE SPENDING IMPROVE SPENDING PREDICTIONS?** Johanna Peetz<sup>1</sup>, Roger Buehler<sup>1</sup>; <sup>1</sup>Wilfrid Laurier University – People base important decisions on predictions concerning their future expenditures. However, recent research indicates that personal spending predictions tend to be inaccurate: People predict to spend less during a future week than they actually spend (Peetz & Buehler, 2009). We propose that one reason people underestimate their spending is that they do not consider all the subcomponents of a future expense. According to this account, spending predictions would increase if people were to unpack (list spending components before making an overall prediction) or decompose (predict spending for each component separately and sum the predictions) their future expenses. Three studies tested this hypothesis. In Study 1 students were randomly assigned to unpack, decompose, or simply predict (control condition) their spending for the next week. Actual spending was tracked with daily diaries. Whereas participants in the control condition again underestimated their spending, participants in the unpacking and decomposition conditions made unbiased predictions. The next two studies extended this paradigm to spending predictions for discrete events. Students predicted their expenses for a self-nominated future event (Study 2) and shoppers

entering a mall predicted their shopping trip expenses (Study 3). Unlike spending predictions for a future week, spending predictions for future events were unbiased in the control condition. Nevertheless, unpacking and decomposition procedures again increased spending predictions - which in this case led to the overestimation of actual spending. It appears that breaking a future expense into its subcomponents results in spending predictions that are higher, but not necessarily more accurate.

#### B224

**SPREAD OF ALTERNATIVES AS A FUNCTION OF SELF-CONSTRUAL SALIENCE AND SUBTLETY OF PRIME** Bernice L. Z. Khoo<sup>1</sup>, Ya Hui Michelle See<sup>1</sup>, Teck Hyen Ray Chee<sup>1</sup>; <sup>1</sup>National University of Singapore – Research on cross-cultural differences in cognitive dissonance has largely examined the influence of self-construal by using culture as a proxy (Heine & Lehman, 1997; Kitayama et al., 2004). In such research, participants from collectivistic cultures exhibited lower spread of alternatives than participants from individualistic cultures after making a personally relevant decision. The current research directly tests the causal role of self-construal in the spread of alternatives by manipulating self-construal. In Experiment 1, participants were primed with both a newly-developed linguistic device and pictorial primes. Contrary to past studies, collectivistic self-construal participants tended to exhibit higher spread of alternatives than individualistic self-construal participants,  $F(1, 58) = 3.51$ ,  $p = .07$ . Experiment 2 added a linguistic device only (subtle-cue) condition in order to explore two plausible explanations - Standards Model and the Set/Reset Model, for the contrast effects obtained in Experiment 1. As expected, collectivistic self-construal participants in the subtle-cue condition exhibited lower spread of alternatives than individualistic self-construal participants,  $F(1, 30) = 6.07$ ,  $p = .02$ , thus replicating past cross-cultural studies. Furthermore, the results of Experiment 1 were replicated in the blatant-cue condition,  $F(1, 31) = 3.15$ ,  $p = .09$ . This occurred even though collectivistic self-construal participants wrote a greater proportion of collectivistic self-descriptions than individualistic self-construal participants, thus suggesting that the contrast effects could be explained by correction processes described in the Set/Reset Model. Most importantly, the current research provides direct evidence for the causal relationship between self-construal and spread of alternatives that has been suggested by previous cross-cultural research.

#### B225

**BIDIRECTIONAL LINKS BETWEEN COUNTERFACTUAL THOUGHTS AND INFORMATION PROCESSING STYLES** Kai Epstude<sup>1</sup>, Jens Förster<sup>2</sup>, Neal J. Roese<sup>3</sup>; <sup>1</sup>University of Groningen, <sup>2</sup>University of Amsterdam, <sup>3</sup>Northwestern University – Thoughts about alternatives to past events have been shown to influence individuals' performance on a variety of tasks. A very consistent finding is that thoughts about what one should have done (additive counterfactuals) enhance creativity, while thoughts about what one shouldn't have done (subtractive counterfactuals) lead to an increased performance on analytic tasks. Two studies examining the underlying process of such effects are presented. In Study 1 individuals were asked to generate additive vs. subtractive counterfactual thoughts. As predicted, we found that this manipulation led to differences in global vs. local perception as measured by the Navon (1977) task. Individuals who generated additive thoughts processed information more globally. Conversely, individuals who generated subtractive counterfactual thoughts processed information more locally. In Study 2 this logic was reversed. In particular, we primed participants with a global vs. local perception style, and then asked them to generate counterfactual thoughts. As predicted, the activation of a global perception style led participants to report mainly additive counterfactual thoughts whereas the activation of a local perception style enhanced the occurrence of subtractive counterfactual thoughts. The connection to previous findings on links between counterfactual thoughts, perception styles and motivational variables (i.e. regulatory focus) will be discussed.

#### B226

Poster B226 moved to A296.

#### B227

**TRUST DEVELOPMENT: TESTING A NEW MODEL IN RANDOMLY ASSIGNED UNDERGRADUATE ROOMMATE PAIRS** Corrie Whitmore<sup>1</sup>, Julie Dunsmore<sup>2</sup>; <sup>1</sup>University of Alaska Anchorage, <sup>2</sup>Virginia Tech – Interpersonal trust reflects a vital component of all social relationships. Trust has been linked to a wide variety of individual and group outcomes in the literature, including personal satisfaction and motivation, willingness to take risks, and organizational success (Dirks & Ferrin, 2001, Pratt & Dirks, 2007, Simpson, 2007). This project tested a new conceptual model evaluating the roles of attachment, propensity to trust, perceived similarity of trustee to self, and social exchange processes in trust development with randomly assigned, same-sex undergraduate roommates. Two hundred and fourteen first-year students (60% female, 85% Caucasian, mean age = 18) at a large south-eastern university completed self-report measures once per week during the first five weeks of the fall semester. Perceived similarity measured the second week of classes and social exchange measured three weeks later combined to provide the best prediction of participants final trust scores. Attachment and propensity to trust, more distal predictors, did not have a significant relationship with trust. This study demonstrated that trust is strongly related to perceived similarity, as well as social exchange. A prime contribution of this study is the longitudinal, empirical test of a model of trust development in a new and meaningful relationship. Future work may build on this research design and these findings by focusing on early measurement of constructs, measuring dyads rather than individuals, and incorporating behavioral measures of trust.

#### B228

**COUNTERFACTUAL INFLATION HYPOTHESIS: COUNTERFACTUAL THINKING AND CONFIDENCE IN BLACKJACK** John Petrocelli<sup>1</sup>, Laura Crysel<sup>2</sup>; <sup>1</sup>Wake Forest University, <sup>2</sup>University of Florida – This research tests the idea that repeatedly generating counterfactual thoughts in response to recurring events can lead to impairments in memory for actual outcomes (i.e., counterfactual inflation hypothesis). Participants ( $N = 56$ ) played 40 games of blackjack and listed their thoughts after each win. They were instructed to list evaluative counterfactuals, reflective counterfactuals, or any thoughts that came to mind following each loss. Because reflective counterfactuals focus only on the alternatives to reality, and not in addition to reality (like evaluative counterfactuals), they were expected to lead to the greatest degree of overestimations of performance and confidence for future blackjack playing. The results confirmed this hypothesis, and also demonstrated that the relationship between thought-listing instructions and confidence for the future was mediated by overestimations of performance. Thus, repeatedly generating reflective counterfactual thoughts appears to lead to a special case of imagination inflation with dysfunctional implications for future confidence and risk-taking.

#### B229

**CREATIVITY AND THE UNCONSCIOUS: HOW UNCONSCIOUS THOUGHT HELPS TO CHOOSE YOUR MOST CREATIVE IDEA** Simone M. Ritter<sup>1</sup>, Ap Dijksterhuis<sup>1</sup>, Rick B. van Baaren<sup>1</sup>; <sup>1</sup>Radboud University Nijmegen, Behavioural Science Institute – When asked to introspect on the process leading to their creations or discoveries, creative people often emphasize the crucial role of the unconscious. The question we address is during which stage in the process the unconscious is important. In order to be creative, it is not only crucial to generate ideas, but also to choose the most creative one among various ideas (Simonton, 1999). Although it has long been assumed that the unconscious helps to generate ideas, empirical support is less consistent (Sio & Ormerod, 2009). Is it possible that unconscious thought is not that helpful for idea generation, but instead for selecting the most creative idea? To test this hypothesis, participants were asked to write down as many ideas as possible to solve a problem. They either did so after conscious thought, or after a few minutes of distraction during which 'unconscious thought' took place. Afterwards, participants had to choose their most creative (Study 1 & 2) and least cre-

ative idea (Study 2). Participants did not differ in the number of ideas listed, nor in the average originality of their ideas. Unconscious thinkers, however, had an important advantage: they strongly outperformed conscious thinkers in choosing the most creative idea and the least creative idea among all their ideas. These findings suggest that, when you simply want to generate ideas, it does not matter whether you think consciously or unconsciously. However, when you also want to select the most creative idea, make sure you let your unconscious do the work.

### B230

#### APPLYING PAIRED DISTINCTIVENESS TO EXPERIENCE-BASED DECISIONS

Susanne Haberstroh<sup>1</sup>, Aileen Oeberst<sup>1</sup>; <sup>1</sup>University of Osnabrück, Germany – From research on stereotyping (Hamilton & Gifford, 1976) we know that the joint occurrence of two rare events ("paired distinctiveness") can have a strong influence on judgments and decisions. In this study, we applied this approach to a new field of research in decision making - the difference between decisions from experience and decisions from description. In studies on experience-based decision making, participants usually are either presented with a fixed sample (e.g. 50 pieces of information per lottery) or participants sample the information themselves. The influence of diverging sample sizes within a pair of lotteries has not been systematically addressed so far. We combined these two research approaches by studying the impact of events with a low probability in a big or a small sample. Participants were presented with drawings of pairs of lotteries that differed in sample size (within participants: lottery 1= 20 drawings, lottery 2= 100 drawings). One of the lotteries only had one possible outcome, the second lottery was risky: Participants could win a large amount with a low probability or else nothing. Thus, the two rare events (small sample, low probability event) were either paired or not. The decision between the two lotteries was the main dependent variable. The results show that the paired distinctiveness account can be applied to experience-based decisions: Participants are more likely to give more weight to the rare event in the small sample than in the large sample, leading to more risky decisions when the two rare events are paired.

### B231

#### CRITICAL THINKING FALLACIES

Adam Schuman<sup>1</sup>, Geoffrey D. Munro<sup>1</sup>; <sup>1</sup>Towson University – Jury members are instructed to make well-reasoned judgments, but they may use less rational forms of decision-making. Previous research demonstrates that jurors may use heuristics when determining guilt and may render a verdict of guilt without being fully convinced. The current study focused on the logic and logical fallacies used by jury members when rendering a verdict. Thirty-eight participants read a criminal assault case consisting of a brief description of a police report, testimonies, and background information on the plaintiff and defendant. Participants then rendered a verdict on a 9 pt. scale and wrote open-ended responses explaining their verdicts. Following this, the responses were coded for length, forms of arguments, and logical fallacies. Correlational analyses showed that as participants' guilt verdicts increased, they were significantly more likely to use reasoned judgments as their form of argument,  $r(38) = .42$ . Reasoned judgments were defined as assertions of preferences that are supported by reason. A second correlation stated that as words increased, use of reasoned judgment increased,  $r(38) = .40$ . Finally, a correlation yielded that the more words were in a statement, the more logical fallacies were present,  $r(38) = .34$ . These findings suggest that while guilt verdicts used a form of reason, this reason may have involved logical fallacies. This may be the case because delivering a verdict of guilt produces anxiety. Therefore, participants scabbled to find justification for these verdicts by writing longer explanations, and using any reason they could think of.

### B232

#### AFFECTIVE FORECASTING FOR SELF AND OTHERS IN JAPAN: NEGATIVE AFFECT WILL BE MORE DURABLE FOR ME

Yumi Endo<sup>1</sup>; <sup>1</sup>Kansai University, Japan – Affective forecasts depend on the information used by forecasters. A recent study (Igou, 2008) on the self-other effect reported that individuals predicted that their own negative affective reactions would be shorter than would those of others because thoughts about coping strategies were more likely to arise while making predictions about themselves than while making predictions about others. Many researchers have suggested psychological differences between Western and Eastern concepts of the self. The self has been associated with "control" and "agency" in the West, but with "passivity" and "going along with the environment" in the East. This study examined whether the self-other effect in affective forecasting was generalizable to a more interdependent culture. Fifty-three university students focused on themselves or on an acquaintance to answer several questions in writing. Participants predicted that they would experience negative affective reactions for a longer period than would an acquaintance. Furthermore, we found no evidence that respondents accessed knowledge about coping strategies when they made predictions about themselves, even though they had more knowledge about their own coping strategies. Indeed, when respondents predicted the duration of the negative affect experienced by others after they described the coping strategies used by others under a knowledge-activation condition, they predicted shorter durations than they did under the prediction-first condition. However, the order of tasks did not have any effect on the predicted duration of their own reactions. These results were discussed from the perspective of cultural views on the self.

### B233

#### STATUS AS A STRATEGIC GUIDE IN COORDINATION: THE MINIMAL STATUS EFFECT

Poonam Arora<sup>1</sup>, David H. Krantz<sup>1</sup>, E. Tory Higgins<sup>1</sup>;

<sup>1</sup>Columbia University – We examine the influence of status decoupled from power in strategic coordination where power is the ability to control another's outcomes while status is the relative ranking of the individuals involved. Although status and power are distinct psychological concepts, previous research has typically coupled them. We hypothesize that status changes expectations of what the other is likely to do and thus what one should do to coordinate. Participants were randomly assigned to dyads that were assigned to one of two roles (Teammates or Competitors) prior to a status manipulation task that resulted in one becoming a Winner and the other a Loser. Thus participants began the coordination task after winning or losing and as Competitors or Teammates. In Study 1, competitors coordinated based on status, while status was immaterial to Teammates. Additionally, Competitor Losers reported being lower status. Introduction of a dominant strategy in Study 2 increased coordination rates to 100% for Teammates, while Competitors continued to use status as a focal point and only 60% coordinated. Half the Competitor dyads obtained sub-optimal outcomes because coordinating on the winner resulted in the dominant strategy only half the time. In Study 3, allowing dyadic partners to communicate raised coordination rates to 100% for both roles. Teammates were more likely to split earnings equally while Competitors continued to use status as a focal point with the Winner making more substantially more money. Full coordination allowed us to test for mediation and manipulated status mediated choice in the coordination task.

### B234

#### PERSONAL OR PROFESSIONAL: COGNITIVE INFERENCES FROM PROCESSING DISFLUENCY

Hae Joo Kim<sup>1</sup>, Melanie Dempsey<sup>2</sup>; <sup>1</sup>University of Toronto, <sup>2</sup>Ryerson University – Past research suggests that subjective experiences of ease in processing information can affect evaluative judgments (e.g., Zajonc, 1968). In contrast to the extant research showing that fluent stimuli are judged more positively across a range of evaluative judgments (Schwarz, 2004), our research demonstrates that processing disfluency can lead to favorable evaluations of positive attributes, char-

acterized by psychologically distant objects. Sixty-six participants were given a list of 5-letter acronyms as names of various organizations. Inter-mixed with filler acronyms were four easy-to-pronounce names (e.g., TEMBO) and four difficult-to-pronounce names (e.g., CCDPC), all pre-tested with respect to pronunciation difficulty. Participants rated their impressions of each organization on 7-point scales, measuring “personal” attributes ([un]warm, [un]friendly, [un]approachable) and “professional” attributes ([in]competent, [un]professional, [un]competitive). All six attributes were pretested as being equally attractive organizational traits. We find that organizations with disfluent names are rated higher on professional attributes than those with fluent names ( $M_{\text{disfluent}} = 4.77$ ,  $SD = .87$  vs.  $M_{\text{fluent}} = 4.53$ ,  $SD = .73$ ;  $p < .04$ ), whereas the opposite pattern is observed for personal attributes ( $M_{\text{disfluent}} = 3.40$ ,  $SD = .66$  vs.  $M_{\text{fluent}} = 4.39$ ,  $SD = .65$ ;  $p < .01$ ). In line with recent evidence indicating processing disfluency influences construal level (Förster, 2009; Alter & Oppenheimer, 2008), difficult-to-pronounce organizations are construed as distant; hence, individuals evaluate professional traits more positively than personal traits. These findings support the notion that these perceptions are based on a cognitive inference process that differs from the affect-as-information mechanism with which individuals use to evaluate easy-to-pronounce names.

### B235

**BRIDGING THE GAP BETWEEN HYPOTHETICAL MORAL DECISIONS AND REAL WORLD MORAL ACTION** Melissa McDonald<sup>1</sup>, C. David Navarrete<sup>1</sup>, Marc Hauser<sup>2</sup>; <sup>1</sup>Michigan State University, <sup>2</sup>Harvard University – In an investigation of the moral psychology of harm, we explore the relationship between moral judgment and action using a novel methodological approach that taps into a well-studied philosophical dilemma: a simulation of the classic trolley problem using immersive, 3-D virtual reality technology. Participants were placed in front of an operable track switch that controlled the direction of a runaway trolley car that was about to crash into either one or five travelers walking on the tracks. We found that a large majority (89%) of participants acted in a utilitarian manner, that is, they pulled the switch to cause the death of one artificial human avatar in order to save the lives of five and abstained from pulling the switch when doing so would cause five deaths compared to one. Participants showed greater autonomic arousal, as measured by skin conductance response, when the utilitarian outcome required action (pulling the switch) than when it did not. We found no effect of explicit moral beliefs or cultural/demographic factors (including race, gender, education, or conservatism) on moral action. These results highlight the importance of immersive, virtual environments as a research tool for psychological research, and attempt to bridge the gap between judgment and behavior for research questions of extreme moral gravity.

### B236

**REGULATORY FIT ENHANCES HIGH-LEVEL, INCLUSIVE PROCESSING** Leigh Ann Vaughn<sup>1</sup>; <sup>1</sup>Ithaca College – Generally speaking, people experience regulatory fit when their way of engaging with a task sustains their self-regulatory orientation or interests in the task (e.g., Higgins, 2000, 2005). Regulatory fit can add value to what people are doing or thinking, in ways independent of the value that can come from the pleasure or pain of imagined positive or negative outcomes (e.g., Higgins, 2000). The current research integrates regulatory fit theory (e.g., Higgins, 2000, 2005) and research on how mood can affect processing (e.g., Clore et al., 2001; Schwarz & Clore, 2007) to suggest that regulatory fit can strengthen usual styles of thinking in high-level, inclusive ways (cf., Schwarz & Bless, 1992; Vallacher & Wegner, 1989) - but independently of mood. Participants completed an initial, prevention-promotion regulatory-fit manipulation (e.g., Vaughn, Malik et al., 2006) then a measure of action identification (Vallacher & Wegner, 1989) or of categorization (e.g., Isen & Daubman, 1984). Those who experienced regulatory fit (vs. nonfit) in an initial task subsequently engaged in higher-level, more abstract action identification (Experiment 1) and assimilated exemplars more strongly to a superordinate category (Experiment 2). There were no significant main effects for the regulatory focus of imagined goals, con-

sistent with other research that has used this task-incident regulatory-fit manipulation. Also consistent with prior research on regulatory fit, mood did not account for these effects. Rather, it appears that regulatory fit, through enhancing engagement strength (e.g., Higgins, 2006), can enhance usual or accessible styles of task engagement independently of considering pleasurable or painful outcomes.

### B237

**THE FIRST INSTINCT FALLACY: ITS LIMITS AND ITS IMPLICATIONS FOR PERSON PERCEPTION** Samuel Karpen<sup>1</sup>, Edward Hirt<sup>1</sup>, Mersine Bryan<sup>2</sup>; <sup>1</sup>Indiana University Bloomington, <sup>2</sup>Baltimore, Maryland – The false belief that sticking with one's initial response is more profitable than switching to a probable alternative response is called the First Instinct Fallacy (Kruger, Miller, & Wirtz, 2005). This is best illustrated in the classroom where 75% of students and 20% of faculty falsely believe that switching lowers overall exam scores. Even SAT prep manuals periodically advocate sticking. Kruger et al. argue that the FIF originates from counterfactual thought. Since switching is an action, disadvantageous switching causes more counterfactual thoughts than disadvantageous sticking; hence, disadvantageous switching is more memorable than disadvantageous sticking and therefore perceived as more likely than disadvantageous sticking. The present study addressed the FIF's resistance to information that a switching or sticking strategy was failing and its implications for person perception. Participants watched a video of a game show contestant who consistently switched from or stuck to her initial answer and performed poorly (missing 6 out of 8 questions). In experiment one, we found that participants committed the FIF after watching the contestant repeatedly switch and fail, but were reluctant to adopt a switching strategy after watching the contestant repeatedly stick and fail. Furthermore, we found that observers believed that sticking contestants were more intelligent than switching contestants, despite the contestants' identical outcomes. In experiment two, we found that observers attributed a switching contestant's failure to her faulty strategy while they attributed a sticking contestant's failure to her laziness. These results demonstrate both the FIF's resistance and its effects on person perception.

### B238

**SPONTANEOUS ACTION AS A DOUBLE EDGED SWORD** Jayanth Narayanan<sup>1</sup>, Zheng Xue<sup>1</sup>, Madan Pillutla<sup>2</sup>; <sup>1</sup>National University of Singapore, <sup>2</sup>London Business School – People often make spontaneous decisions - unplanned actions without premeditation in interpersonal relationships. They trust people without deliberate forethought or planning and also retaliate emotionally to unfair treatment. The same behaviors may also result from a deliberative process. Not much is known, however, about how the spontaneity of actions affects interpersonal relationships. Using two standard economic games we attempt to answer the following questions - Would people view spontaneous acts of trust more favorably than deliberate and planned acts? (Study 1) Would they react to unfairness that is deliberate rather than spontaneous? (Study 2). In study 1, responses to positive actions are examined using the trust game (Berg, Dickhaut, & McCabe, 1995), where we examine participant's reactions to spontaneous (i.e. manipulated as quick trusting offers) and deliberate (i.e. manipulated as delayed trusting offers) trusting actions. In study 2, responses to spontaneous and deliberate negative actions (i.e. manipulated as quick or delayed unfair offers) are examined using the ultimatum game (Guth, Schmittberger, & Schwarze, 1982). Results revealed the asymmetric role of spontaneity in positive actions and negative actions: recipients returned considerably more money when positive amounts were sent quickly in the trust game compared to when there was a delay. Whereas they rejected spontaneous unfair offers more than delayed ones in the ultimatum game. These results add to the growing evidence for a model of trust development that is swift rather than incremental while also challenging common notions of punishment, which suggest that people punish deliberate acts more than spontaneous ones.



**B239****ANALYTICAL MINDSETS UNDERMINE IMPLICIT LEARNING** Shannon

**Pinegar<sup>1</sup>, Keith Markman<sup>1</sup>, Dan Lassiter<sup>1</sup>, <sup>1</sup>Ohio University** – Two studies examined the effects of instantiating analytical mindsets on implicit learning. Markman, Lindberg, Kray, and Galinsky (2007) recently demonstrated how reading about a concert attendee (Jane) who switched her seat and lost out on winning a free vacation (i.e., a counterfactual) elicits analytical processing. In Study 1, participants engaged in an implicit learning task that typically elicits better-than-chance performance – the Markovian grammar task (Reber, 1977) – and then during the learning phase of the task read versions of the Jane scenario that either did or did not elicit counterfactuals. Results indicated that participants who considered non-counterfactual scenarios performed significantly better than chance on the test of implicit learning, whereas those who considered counterfactual-inducing scenarios failed to perform better than chance. Study 2 examined performance on the test of implicit learning following the instantiation of either an additive counterfactual mind-set (e.g., "If only I HAD...") that has been shown to enhance performance on creative tasks, or a subtractive counterfactual mindset (e.g., "If only I had NOT...") that has been shown to enhance performance on analytical tasks (Markman et al., 2007). Results indicated that participants who generated additive counterfactuals performed significantly better than chance on the test of implicit learning, whereas participants who generated subtractive counterfactuals failed to perform better than chance. Overall, the results suggest that the cognitive operations that are involved when performing an analytical task may carry over to an unrelated second task and, in the case of intuition-based tasks, undermine performance.

**B240****ACTIONS SPEAK LOUDER THAN WORDS: EXPLORING THE DISSOCIATION BETWEEN MORAL ACTION AND MORAL JUDGMENT** Rimma Teper<sup>1</sup>,

**Michael Inzlicht<sup>1</sup>, <sup>1</sup>University of Toronto** – Do moral action and moral judgment go hand in hand? Recently, psychologists have directed their energy to the domain of moral judgment, assuming that when extended to moral behavior, their results will prove consistent. However, research has shown that there is often a discrepancy between individuals' actions and attitudes (Icek & Fishbein, 1977). The aim of this research was to explore the dissociation between moral judgment and moral behavior. Pilot research suggests that people expect others to act less morally than they say they would. The results of our two experiments, however, suggest the opposite. In both studies, participants were assigned to either a moral action condition, where they were placed in an actual moral dilemma, or a moral judgment condition, in which they had to predict their behavior in that moral dilemma. In Study 1, the moral dilemma was how much money participants would give to a second participant in an economic game, whereas in Study 2, we measured whether or not participants cheated on a math task. Results revealed that people acted more morally than they predicted they would: In Study 1, subjects in the action condition gave significantly more money to their partner than their counterparts in the judgment condition predicted giving. In Study 2, participants in the action condition cheated less than participants in the judgment condition predicted cheating. These studies offer a new perspective on moral psychology, suggesting that the vast amount of research conducted on moral decision-making may not be applicable to real-life situations.

**B241****THE ROLE OF PERCEIVED SIMILARITY IN INTERGROUP PERCEPTION**

**Chanmo Park<sup>1</sup>, <sup>1</sup>Brown University** – The hypotheses of social projection and self-stereotyping offer two different answers to the question of how people infer the unknown attributes of others in social life. Scholars of social projection believe that the self is a primitive and reasonable basis for judging others while scholars of self-stereotyping believe that individuals' beliefs about prevalent group attributes provide the inferential grounds for judging the self. Although a positive correlation between self and group judgments is a necessary condition for both hypotheses, the two hypotheses presume opposite causal paths. The present study

aimed to shed light on the causal role of perceived similarity in the two different inferential processes. Using a procedural priming task, the study manipulated the level of perceived similarity. Using the minimal group paradigm, the order of judgments of self, ingroup, and outgroup was systematically manipulated. Results supported the hypothesis of social projection over self-stereotyping. The similarity manipulation increased the correlations between self- and ingroup judgments, but only when self-judgments were provided first. The response latency results also favored the social projection hypothesis over its alternative. Participants made self-judgments faster than group judgments, and group judgments that matched self-judgments were faster than self-judgments that matched group judgments while matching responses were faster than mismatching responses. Although these findings are seen in the minimal laboratory situation, they likely reveal fundamental processes for understanding social judgment of real social groups.

**B242****WHAT AM I WILLING TO PAY? METHODS OF EVALUATION: A SEPARATE/ COMBINED EVALUATION EFFECT** Ashleigh Gallagher<sup>1</sup>, John Seta<sup>2</sup>,

**Catherine Seta<sup>3</sup>, Michael McCormick<sup>2</sup>, Samuel Turner<sup>2</sup>; <sup>1</sup>N.C. Sentencing & Policy Advisory Commission, <sup>2</sup>University of North Carolina at Greensboro, <sup>3</sup>Wake Forest University** – The ways in which people integrate information influence such outcomes as performance anxiety, positive and negative affect, and choice (see Seta, Crisnon, Seta & Wang, 1989; Seta, Haire & Seta, 2008). The purpose of the current studies was to examine whether method of information integration would also affect spending behavior. Participants read vignettes and were asked to allocate funds (i.e., any amount between \$0 and \$300) to purchase two items bundled together, or, in another condition, the same two items separately. In two studies, we found that people who thought about two items separately were willing to spend more money to purchase the items than were people who thought about the same two items as a unit. We obtained this result when people were asked an affective evaluation before the monetary allocation,  $F(1,47)=8.9, p<.01$ , and when no affective evaluation occurred before the monetary allocation,  $F(1,84)=15.0, p<.01$ . In a third study, we assessed willingness to protect assets through the purchase of insurance. We found that people who thought about the two items separately were willing to spend more money to insure the items against loss than were people who thought about the same two items as a unit,  $F(1, 102)=20.01, p<.01$ . These results are important theoretically because they implicate averaging/summation processes at work in fiscal decisions; and practically because they suggest that consumers may spend more money in contexts where products are presented separately rather than bundled together.

**B243****INFORMATION DISTORTION IN SELF-OTHER DECISION MAKING** Evan

**Polman<sup>1</sup>, <sup>1</sup>Cornell University** – In both organizational and social arenas, individuals make decisions for themselves and on behalf of other individuals. But research in decision making has provided little input into whether or how these decisions are psychologically different. In this paper, I propose that decisions—depending on whom they are for—vary according to the extent of information distortion, such that, individuals who choose for themselves demonstrate more postdecisional distortion (i.e., cognitive dissonance), yet less predecisional distortion than individuals who choose on behalf of others. To test this hypothesis, participants in an experiment made a decision between two restaurants. Attributes about each restaurant were presented sequentially, and preferences were measured following each attribute. As expected, participants who chose for themselves experienced more cognitive dissonance, however, among participants who chose on behalf of others, greater distortion of attribute information was observed. These findings suggest a trade-off between pre- and postdecisional distortion that manifests in self-other decision making: On one hand, making decisions for others is adaptive because the aversive state of cognitive dissonance is lessened, but it is at the expense of distorting decision-relevant information that one feels less dissonance. On the other hand, making one's own decisions is adaptive

insofar as less distortion of attribute information takes place—preventing a foundation for selecting inferior alternatives—yet more dissonance is experienced. Implications and suggestions for other differences in self-other decision making are discussed.

#### B244

**THE DARK SIDE OF MORAL PRINCIPLISM I: WHEN PRINCIPLES CONFLICT WITH CARE** Vassilis Saroglou<sup>1</sup>, Matthieu Van Pachterbeke<sup>1</sup>, Aurélie Moulaert<sup>1</sup>; <sup>1</sup>Université catholique de Louvain – Is it possible to act in a harmful for close others way by being attached to moral principles? What are the moral foundations underlying rigid moral principlists' anti-social tendencies? In Study 1, we created nine hypothetical moral dilemmas putting into conflict (a) abstract principles (honesty, integrity, social responsibility, strict equity, civil and professional loyalty), whose violation would not hurt any concrete person, and (b) readiness to help a close person in need even this meant to violate the previously mentioned principles. Participants (64 students) made their choice (principlistic or prosocial) and afterwards they provided information on (a) the importance they attributed to each of the five moral foundations (Haidt & Graham, 2007) when making their choice on each of the nine dilemmas; (b) their behavioral integrity (frequency of behaviors transgressing social rules implying honesty, not cheating, not stealing); and (c) their willingness to share with others hypothetical gains. Results confirmed the hypotheses that rigid, harmful of others, moral principlism relates negatively to "care" and prosocial behavioral tendencies, and positively to the principles of "authority" and "fairness" and to behavioral integrity. In Study 2, participants (160 adults) provided again their choices to the hypothetical dilemmas measuring moral principlism and completed afterwards the Schwartz's Portrait Values Questionnaire. Rigid moral principlism reflected high importance attributed to conservation values (tradition and conformity) and low importance attributed to hedonistic values (hedonism and stimulation). Further questions and additional evidence are provided in a second submitted poster entitled "The dark side of moral principlism II".

#### B245

**HINDSIGHT BIAS CHANGES OVER TIME IN THE 2008 U.S. PRESIDENTIAL ELECTION: DISSIPATING AND REINSTATING FEELINGS OF SUBJECTIVE EASE** Lindsay A. Kennedy<sup>1</sup>, Paul M. Miceli<sup>1</sup>, Lawrence J. Sanna<sup>1</sup>, Edward C. Chang<sup>2</sup>; <sup>1</sup>University of North Carolina at Chapel Hill, <sup>2</sup>University of Michigan – Hindsight bias, people's claim to "knowing it all along" (Fischhoff, 1975), is influenced by subjective experiences of ease or difficulty when generating reasons about known and alternative outcomes (Sanna & Schwarz, 2007; Schwarz, Sanna, Skurnik & Yoon, 2007). We found not only that the influence of subjective experiences on hindsight bias can dissipate over time, but also that these feelings can be reinstated by prompting people to reflect on the feelings they had when originally generating reasons. Participants predicted the outcome of the 2008 U.S. Presidential election 1-day prior, and recalled predictions 1-day and 3-days after the election. Before recalling predictions 1-day after, participants generated 3 or 12 reasons in favor of a McCain-Palin win instead while indicating the ease or difficulty of reason generation. Before recalling predictions 3-days after the election, participants read over their previously generated reasons. In addition, half of participants received their previous ratings of ease and difficulty. Control participants did not generate or read reasons. Results provided strong support for hypotheses: Recalled predictions were influenced by subjective experiences when generating reasons, but not when participants simply read these reasons 3-days after, suggesting that subjective experiences dissipated over time. In fact, participants were influenced by numbers of reasons here. However, recalled predictions were in line with subjective experiences for participants who also received prior ease or difficulty ratings when reading reasons, suggesting that this subtle manipulation was enough to lead them to reinstate their earlier subjective experiences.

#### B246

**MEANING AND MORAL DILEMMAS: THREATS TO MEANING ELICIT HARSHER MORAL JUDGMENTS** Daryl R. Van Tongeren<sup>1</sup>, Jeffrey D. Green<sup>1</sup>, Timothy L. Hulsey<sup>1</sup>; <sup>1</sup>Virginia Commonwealth University – The human proclivity toward maintaining a meaningful conceptualization of oneself is a growing area of theoretical interest (Heine, Proulx, & Vohs, 2006). Previous research has demonstrated that threats to meaning evoke stronger affirmation of moral schemas (Proulx & Heine, 2008), suggesting that morality might be an important component of one's meaning system. The current research examined how contemplating life's lack of meaning would affect moral judgments. Specifically, we predicted that individuals primed with meaninglessness would be morally hypersensitive (i.e., demonstrate harsher moral judgments) as a defensive maneuver aimed at regaining meaning. Participants were randomly assigned to contemplate their life's lack of meaning (i.e., meaninglessness), their own death (i.e., mortality salience), or intense physical pain. They then completed two commonly used moral judgment tasks: the trolley dilemma and the footbridge dilemma (Greene et al., 2001). These dilemmas depict a runaway trolley that will kill 5 workers on a track unless a switch is flipped to reroute the train to kill only one worker (trolley dilemma) or unless a large man is pushed from an overhead footbridge to stop the train (footbridge dilemma). Participants indicated whether each action was moral or not moral. Results indicated that participants whose meaning was threatened were significantly more likely than participants in the other conditions to judge flipping the switch or pushing the man as not moral. These results suggest that threats to meaning elicit harsher moral judgments for both utilitarian and deontological moral dilemmas and underscore the importance of morality in one's sense of meaning.

#### B247

**ON THE APPEAL OF GOD VS. GOVERNMENT IN TIMES OF UNCERTAINTY:** John Paul Schott<sup>1</sup>, Alan Lambert<sup>1</sup>; <sup>1</sup>Washington University in St. Louis – Research on the "functional" value of emotion suggests that anxiety is likely to have consequences distinct from that of other negative emotions (e.g. sadness, anger). In particular, anxiety can temporarily increase the positive appeal of attitude objects offering stability and security (cf. Kay et al. 2008). For example, anxiety could increase the appeal of a strong centralized government (authoritarianism) but it could also increase the appeal of a "supreme higher being" (religiosity). However, the conditions under which any given attitude actually plays a role in this process remains somewhat unclear. The present research sought to gain insight into these matters. In our first study (N = 158), participants were randomly assigned to an anxiety induction condition (vs. control), followed by assessment of current mood. Participants then expressed attitudes towards religiosity as well as authoritarianism as part of a larger, randomized set of attitude items. Path analyses revealed (a) a significant effect of the manipulation on anxiety but, of greater interest, (b) the effect of anxiety on authoritarianism was moderated by religiosity. In particular, anxiety fostered greater positivity towards authoritarianism, but this was only true among participants who indicated lack of belief in a supreme being. Among highly religious participants, anxiety had no effect at all. These effects were replicated in a second study (N = 51) using a different anxiety induction task. We discuss the implications of these results for conceptualizations of religion as a type of psychological buffer, and their relevance to psychological models of values and political ideology.

#### B248

**CHOICE PROCESSES AND THEIR CONSEQUENCES IN MORALLY CONFLICTING MILITARY DECISIONS** Amy R. Krosch<sup>1,2</sup>, Bernd Figner<sup>2</sup>, Elke U. Weber<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>Columbia University – When people face morally challenging decisions, competing values often suggest contradictory courses of action. Peacekeepers have reported such situations, when strict military orders conflict with their moral intuitions and beliefs. Such conflict during decision making can have negative psychological consequences, and is hypothesized as a potential cause of Post-

traumatic Stress Disorder (PTSD). We investigated situational characteristics and individual differences that might make people more or less prone to experience the negative consequences of decision conflict. Participants ( $N = 63$ ) read and evaluated two realistic, morally challenging military scenarios developed from peacekeepers' accounts, each involving a choice between a military ethic of adhering to rules and a humanitarian ethic of helping people. Participants' skin conductance was continuously recorded, as an indicator of emotional arousal. We examined participants' ratings of choice option characteristics, decision mode-use, and emotional arousal on choice, decision difficulty, and post-decision worry. Individual differences in perceived option characteristics predicted choice. Participants generally chose the option they rated higher on positive characteristics. Decision mode-use also predicted choice. Participants' use of analytic decision modes predicted following the military ethic, affect-based decision modes predicted following the humanitarian ethic, while rule-based decision modes varied by scenario. More importantly, participants who simultaneously engaged in modes that predict opposite choices reported significantly more decision difficulty and post-decision worry than those who used only choice-congruous modes. Projections of post-decision worry were related to emotional arousal. These observed relationships in morally conflicting choices may have implications for both the treatment and prevention of posttraumatic stress in peacekeepers.

## Social Neuroscience

### B249

#### DIFFERENTIAL EMPATHIC NEURAL RESPONSES TO PAINFUL EXPRESSION AND PAINFUL STIMULATION APPLIED TO BODY PARTS

Wei Li<sup>1</sup>, Shihui Han<sup>1</sup>; <sup>1</sup>Peking University – Previous functional magnetic imaging studies have shown that a similar neural circuit is involved in empathy for faces with painful expressions and body parts in painful situations. The current work examined the differences in temporal neural dynamics of empathy for painful faces and body parts in painful situations. We recorded event related potentials (ERPs) from subjects who performed pain judgment tasks on perceived pictures of faces with painful or neutral expressions and pictures of hands in painful or non-painful situations. We found that subjects responded more quickly to painful than non-painful stimuli and more quickly to painful faces than hands in painful situations. The ERP results showed that empathic neural responses to faces occurred as early as 160 ms after stimulus onset at electrodes over the frontal-central areas and lasted until 480 ms. The long-latency empathic responses was more salient over the left than right hemispheres. However, empathic neural response to hands in painful situations began at 200 ms after sensory stimulation. The long-latency empathic response lasted until 680 ms and was more salient over the left than right hemispheres. Moreover, the empathic neural response induced by facial painful stimuli at 80-100ms and 500-580ms over the left central region was greater in female than male subjects. Our findings provide neuroscience evidence for differences in empathy for perceived painful expressions and painful stimulation applied to body parts.

### B250

#### AFFECT RECOGNITION ACROSS VISUAL SOCIAL VERSUS NON-SOCIAL STIMULI: EVIDENCE FOR A SOCIAL BIAS

Rowena Ng<sup>1</sup>, Kiley Hill<sup>2</sup>, Anna Järvinen-Pasley<sup>2</sup>, Anna Yam<sup>2</sup>, Mark Grichani<sup>2</sup>, Ursula Bellugi<sup>2</sup>; <sup>1</sup>University of California, San Diego, <sup>2</sup>The Salk Institute for Biological Studies – Individuals with Williams syndrome (WS) are well known for their hypersocial nature, including an increased attraction to faces. Interestingly, despite severe deficits in visual spatial processing, these individuals demonstrate strong facial recognition skills. Although many studies have highlighted an impaired ability for judging facial expressions, little is known about emotion processing across social and non-social domains in this population. This question is of interest, as individuals with WS demonstrate the opposing pattern of attention to/interest in social versus non-social stimuli to those with autism, which has important implications for

neurodevelopment. The current study examined affective visual recognition ability across the social and non-social domains by utilizing standardized facial expressions as social stimuli, and standardized images of landscapes, animals, and objects, as non-social stimuli, which were matched for emotional content. The participants included individuals with WS, cognitive-matched controls, and typically developing controls. Consistent with previous findings, both individuals with WS and cognitive-matched controls showed significantly lower levels of performance as compared to the typically developing controls. However, individuals with WS exhibited a unique pattern of performance by showing greater affect identification performance with the social compared to the non-social stimuli. The results of this study provide further support to the idea of a bias toward social information in WS. This is likely to be linked to the unique phenotype characterizing Williams syndrome, including a strong attentional preference and attraction to faces.

### B251

#### THE ROLE OF RACE AND EXPRESSION IN WEAPON IDENTIFICATION

Jennifer Kubota<sup>1</sup>, Tiffany Ito<sup>1</sup>; <sup>1</sup>University of Colorado Boulder – The purpose of this research was to examine how multiple social cues combine to affect racial bias. We specifically focused on a cue that is integral to the individual and varies naturalistically, that of emotional expression, and its impact on implicit racial stereotyping. Using a sequential priming task, participants viewed pictures of Black and White faces posing angry, happy, and neutral expressions that primed guns or tools. Happy expressions attenuated implicit stereotyping, with race bias observed following angry primes but not happy ones. This effect did not depend on the context in which the expressions were presented. Moreover, early variation in attention to race at the N200 predicted implicit bias only for angry primes. These results show that the same individual can activate different semantic associations at different points in time based on relatively subtle changes in appearance, and that a feature present in many everyday encounters (a smile) can succeed in reducing racial bias.

### B252

#### VICTIMIZATION AND THE NEED TO BELONG: AN EEG STUDY OF REACTIONS TO OSTRACISM

Haylie L. Gomez<sup>1</sup>, Linda L. Batto<sup>1</sup>, Katie L. Goodell<sup>2</sup>, Lauri A. Jensen-Campbell<sup>1</sup>; <sup>1</sup>The University of Texas at Arlington,

<sup>2</sup>The University of Texas Southwestern Medical Center – Many individual differences exist in the experience of both physical and social pain. Two factors are of key interest in this study: chronic victimization and nBelong. This research extends previous work on nBelong by adding a psychophysiological component, EEG. We expected that in a neutral condition, chronic victims would exhibit a rejection attribution bias (RAB), modeled after Dodge's (1980) hostile attribution bias. The RAB posits that when individuals are in ambiguous situations, those who are chronically victimized will attribute neutral behavior to motives of intentional exclusion, especially in the presence of high nBelong. Given existing literature on social pain, we expected that victims with high nBelong, would exhibit distress and greater activity in the right prefrontal cortex in response to ostracism. Participants were 60 undergraduates from the University of Texas at Arlington. During Phase I, they answered questions online about victimization (DIAS, CSEQ) and personality factors including nBelong. During Phase II, EEG measures were collected during a baseline stage and while playing Cyberball, a simulated ball-tossing game. Participants were assigned to one of 3 Cyberball conditions, Inclusion, Nonexclusion/Ambiguous, or Exclusion, extending previous literature focused solely on overt Inclusion and Exclusion. Participants then answered questions assessing threatened belongingness, self-esteem, control, and meaningful existence. Results indicate that nBelong moderates the relationship between victimization and right prefrontal cortex activity. The same moderating effect of nBelong was found for the relationship between victimization and threatened needs. Implications for social pain research and personality characteristics increasing vulnerability to the negative effects of ostracism are discussed.

**B253**

**AN FMRI STUDY OF THE BREAKDOWN OF AVOIDANT DEFENSES UNDER A COGNITIVE LOAD** Omri Gillath<sup>1</sup>, David Chun<sup>2</sup>, Phillip Shaver<sup>2</sup>; <sup>1</sup>University of Kansas, <sup>2</sup>University of California, Davis – Behavioral studies indicate that attachment insecurities (measured on two dimensions: attachment anxiety and avoidance) are related to regulation of attention and emotion (e.g., Gillath, Giesbrecht, & Shaver, 2009). More avoidant individuals tend to inhibit or suppress attachment-related thoughts and emotions (e.g., Fraley & Shaver, 1997), but when a cognitive load is imposed, their ability to inhibit such thoughts and emotions is disrupted (e.g., Mikulincer, Dolev, & Shaver, 2004). Neuroimaging studies have identified some of the brain regions involved in attachment-related differences in attentional control (Gillath et al., 2005). The present study was designed to broaden this line of research by examining the failure of suppression among avoidant people when under a cognitive load. Sixteen women, selected based on their anxiety and avoidance scores, performed a modified version of the emotional Stroop task under low and high loads while in an MRI scanner. Results support previous findings showing that avoidant individuals can suppress attachment-related information when under a low cognitive load (rehearsing a single-digit number) but not under a high load (rehearsing a 7-digit number). A high load was associated (as in previous studies) with suppression failure in avoidant participants and was also associated with activation in emotion-related brain regions (e.g., superior temporal gyrus) and regions related to working memory (e.g., dorsolateral prefrontal cortex, Brodmann area 9). The findings suggest that avoidant individuals' failure to suppress emotional material under a high cognitive load stems from inability to carry out two control-related tasks simultaneously (rehearsing and suppressing), resulting in increased emotionality.

**B254**

**STRUCTURAL BRAIN CORRELATES OF ACTION VERSUS STATE ORIENTATION** Hester A. H. Ruigendijk<sup>1</sup>, Sander L. Koole<sup>1</sup>, H. Steven Scholte<sup>2</sup>; <sup>1</sup>VU University Amsterdam, <sup>2</sup>University of Amsterdam – Action versus state orientation refers to opposing self-regulatory modes (Kuhl, 1994). Action orientation is characterized by flexible self-regulation of own cognitive, affective, and motivational states. State orientation is characterized by rigid and often involuntary persistence of own cognitive, affective, and motivational states. Individual differences in action versus state orientation uniquely predict a wide variety of behaviors in laboratory and field settings (Kuhl & Beckmann, 1994). Nevertheless, little is known about the brain systems that underlie action versus state orientation. To fill this gap, the present study investigated structural brain correlates of action versus state orientation. Ninety-six participants rated themselves on two facets of action versus state orientation: a) disengagement versus preoccupation, and b) initiative versus indecision. Gray matter concentrations (GMC) were determined using magnetic resonance imaging; white matter densities were determined using diffusion tensor imaging. Disengagement was associated with enhanced GMC in the left cerebellum, bilateral fusiform gyrus and in the superior frontal gyrus; and with reduced GMC in areas in the left occipital cortex. Initiative was associated with enhanced GMC in the precuneus and the middle frontal gyrus; reduced GMC in the inferior temporal gyrus, the caudate, the temporal parietal junction and in the post-central gyrus; and with higher white matter density in the corpus callosum. These results indicate that different facets of action versus state orientation relate to distinct neuro-anatomical structures. In addition, the present findings help to connect the construct of action versus state orientation to general cognitive processes involving attention, memory, and control.

**B255**

**NOT SO FAST: SOCIAL ACCOUNTABILITY REDUCES EVALUATIVE BIAS BY INCREASING RATHER THAN DECREASING COGNITIVE CONTROL** Brent L. Hughes<sup>1</sup>, Jennifer S. Beer<sup>1</sup>; <sup>1</sup>Imaging Research Center, University of Texas at Austin – The motivation to view one's self positively (i.e., self-enhance) has a powerful impact on behavior. For example, people often try to bolster their self-views by over-claiming scholarly knowledge. Over-claiming is the tendency to claim familiarity with fake knowledge items and inflate familiarity with real knowledge items (Paulhus et al., 2003). Increasing social accountability curtails over-claiming. Currently it is unclear whether social accountability reduces over-claiming because it destroys cognitive control efforts to substantiate over-claiming or whether impression management concerns engender more careful processing for familiarity claims. These two perspectives suggest that social accountability should either reduce or increase the engagement of neural regions associated with cognitive control, respectively. In an fMRI study, participants evaluated their familiarity with real and fake knowledge items. Social accountability was manipulated by the presence or absence of cues that warned participants that lists might include fake items. This study found evidence that social accountability reduces over-claiming by increasing neural activation associated with cognitive control. When participants were warned that some items might be fake, they reduced their familiarity ratings and engaged neural regions associated with cognitive control (i.e., ACC, OFC, MPFC). These findings are consistent with the engagement of self-control regions in response to concerns about social acceptance (Amodio et al., 2008; Eisenberger et al., 2003; Klucharev et al., 2009). Furthermore, findings are discussed in relation to individual differences in concerns about social acceptance (i.e., narcissism).

**B256**

**NEURAL MECHANISMS UNDERLYING DECISIONS TO HELP THE FAMILY: A SOCIAL IDENTITY PERSPECTIVE** Eva Telzer<sup>1</sup>, Carrie Masten<sup>1</sup>, Elliot Berkman<sup>1</sup>, Matthew Lieberman<sup>1</sup>, Andrew Fuligni<sup>1</sup>; <sup>1</sup>University of California, Los Angeles – Decisions to help family members may be driven by social and cultural factors. For example, youth from Latin American backgrounds both value and spend more time assisting their family than do youth from European backgrounds. In order to better understand the experiences supporting these cultural differences, we used fMRI to examine the neural mechanisms underlying decisions to help the family. During an fMRI scan, 25 adolescents (14 Latino, 11 White) completed a family assistance task, in which they allocated money to themselves and their family. According to Social Identity Theory, group identification leads individuals to try to figure out the key goals and values of group members. Therefore, we examined whether areas of the brain implicated in theory of mind and social cognition (temporal-parietal junction (TPJ), posterior superior temporal sulcus (pSTS), DMPFC dorsomedial prefrontal cortex, temporal poles) were activated during decisions to help the family. Given the cultural emphasis placed on family assistance among youth from Latin American cultures, we examined whether Latino youth would show more activation in these regions than White youth. As expected, Latino participants showed greater activation in the TPJ, pSTS, DMPFC, and temporal poles during decisions to contribute to their family compared to decisions to accept a reward. These findings suggest that Latinos may think more about their family's values and goals when making decisions to help their family, which may be one reason why Latinos often put the needs of their family before their own.

**B257**

**THE CONTRIBUTION OF COLOR AND STRUCTURE TO THE OWN-RACE EFFECT: AN EVENT-RELATED POTENTIAL STUDY** Joanne L. Brebner<sup>1</sup>, Olav Krügelson<sup>2</sup>, Todd C. Handy<sup>2</sup>, Susanne Quadflieg<sup>1</sup>, David J. Turk<sup>1</sup>; <sup>1</sup>University of Aberdeen, <sup>2</sup>University of British Columbia – It has been long established that Caucasian participants remember unfamiliar Caucasian faces more accurately than those of other racial groups, a phenomenon known as the Own-Race Bias (ORB). Two accounts have been proposed for the ORB. The perceptual-expertise account argues that the ORB results from

a reduced ability to process cross-race (CR) faces holistically due to negligible exposure to CR relative to same-race (SR) faces (possibly due to differences in their structural properties). Social-cognitive theories claim that the ORB is a consequence of categorizing (e.g. detecting skin color) rather than individuating CR faces. Using morphing software we manufactured faces with either SR skin color and facial configuration, SR color but CR configuration, CR color with SR configuration, or both CR color and configuration. During encoding, participants judged these faces on their relative age. Their recognition accuracy was then measured in a surprise memory test. ERP results indicated that perceivers were sensitive to both color and configural information in the faces, with reliable N170 and N250 differences to color cues, and P300 and LPP differences to facial configuration. However, these rapidly detected color cues dominated the recognition memory advantage, with faces with SR-consistent skin color being better remembered than faces with CR-consistent skin color, regardless of their underlying facial configuration. These findings indicate that when motivated to do so, perceivers can holistically encode faces with CR featural configurations, a finding that strongly contests perceptual-expertise accounts of the ORB, and provides support for the social-cognitive theories of racial face processing.

### B258

**WHATEVER DUDE, I'M WASTED!: THE EFFECT OF ALCOHOL ON AFFECT AND THE ERROR RELATED NEGATIVITY (ERN)** Sarah Lust<sup>1</sup>, Erika Henry<sup>1</sup>, J. Scott Sauls<sup>1</sup>, Bruce Bartholow<sup>1</sup>; <sup>1</sup>University of Missouri – Research has shown that a moderate dose of alcohol reduces the amplitude of the ERN, a component of the event-related brain potential (ERP) associated with error processing, and interferes with post-error performance adjustments (Ridderinkhof et al., 2002). However, it has been unclear whether this effect is due to impaired error detection or to reduced emotional distress associated with error commission. In the present study, 96 healthy adults (age 21-35) were randomly assigned to consume alcohol (M BAC = .09%), a placebo (M BAC = .00%), or a control beverage prior to completing an arrow flanker task. After each trial, participants judged the perceived accuracy of their response by pressing 1 of 3 keys (sure incorrect, unsure, and sure correct). Participants were faster and more accurate ( $ps < .01$ ) on compatible than incompatible trials. But, as predicted, there were no significant differences between beverage groups for either behavioral measure. Moreover, response accuracy judgments did not differ across beverage groups ( $ps > .50$ ), indicating that alcohol did not impair error detection. Consistent with previous work (Bartholow et al., 2009), alcohol participants reported less negative affect (NA) and similar levels of positive affect (PA) post-drinking compared to baseline, whereas control and placebo participants' post-drinking PA decreased while their NA did not change. These post-drinking decreases in NA and increases in PA were correlated with smaller ERNs on error trials. Together, these findings suggest that alcohol's effect on the ERN is likely mediated by its effect on reducing NA, not impaired error detection.

### B259

**OXYTOCIN INCREASES EMPATHIC ACCURACY IN ADULTS ENDORSING TRAITS OF AUTISM** Jennifer Bartz<sup>1</sup>, Jamil Zaki<sup>2</sup>, Natasha Ludwig<sup>1</sup>, Niall Bolger<sup>2</sup>, Alexander Kolevzon<sup>1</sup>, Eric Hollander<sup>1</sup>, Kevin Ochsner<sup>2</sup>; <sup>1</sup>Mount Sinai School of Medicine, <sup>2</sup>Columbia University – Oxytocin—a neuropeptide long implicated in pro-social behavior in animals—was recently found to facilitate the ability to decipher the mental states of others depicted in photographs in healthy men. These findings suggest that oxytocin may help individuals with autism spectrum disorders (ASD), who have deficits in social cognition. However, it is unclear whether oxytocin would facilitate the complex, dynamic social cues that people encounter in everyday life. We investigated whether oxytocin facilitates naturalistic social cognition, and whether individual differences in ASD traits predict response to oxytocin. Twenty-seven healthy men participated in this double-blind, within-subject design study. Participants received intranasal oxytocin (Syntocinon) or placebo, and performed the Empathic Accuracy (EA) task in which they watched targets discussing autobiographical events, and provided continuous ratings of how each

target was feeling. Importantly, the targets themselves made similar ratings of how they felt. EA was assessed by calculating the timecourse correlation between dynamic ratings made by targets and perceivers. ASD traits were measured with the Autism Spectrum Quotient (AQ). As predicted, individual differences in AQ was associated with EA change (EA-oxytocin minus EA-placebo),  $B = .33$ ,  $sr = .33$ ,  $p < .05$  (one-tailed). Additional analyses revealed that those who endorsed more autistic traits performed more poorly on placebo than those who endorsed fewer traits,  $t(23) = 2.29$ , and, critically, showed the greatest improvement from oxytocin,  $t(23) = -1.77$ ,  $p < .05$  (one-tailed). These data suggest that oxytocin facilitates more complex, dynamic social cognition, especially for those who have difficulties in this regard.

### B260

**SELF-OTHER OVERLAP PREDICTS NEURAL RESPONSE TO OBSERVED ERRORS** Jacob Hirsh<sup>1</sup>, Sonia Kang<sup>1</sup>, Alison Chasteen<sup>1</sup>; <sup>1</sup>University of Toronto – The Anterior Cingulate Cortex (ACC) has been implicated in conflict detection, anxiety, and performance monitoring processes. An electrophysiological signal associated with these processes is the Feedback-Related Negativity (FRN), which peaks between 200 ms and 350 ms after the receipt of negative feedback. Researchers have recently demonstrated that the FRN also occurs when observing another person receive negative feedback. The current study examined whether the neural activity in response to another person's errors is moderated by the nature of the relationship between the two individuals. Specifically, we measured the magnitude of participants' FRN responses using electroencephalography while they watched strangers or friends complete a Stroop task with performance feedback. Results showed stronger feedback-related activation of the ACC, as indexed by the FRN, for those who observed friends compared to those who observed strangers. This effect was mediated by the degree to which participants included the other in their conception of the self. This study contributes to a growing body of research showing that social factors can greatly impact neural processing, demonstrating that vicarious responses to negative feedback are moderated by self-other closeness.

### B261

**PERCEIVED FAMILIAL SOCIAL STATUS MODULATES THE NEURAL RESPONSE TO VIEWING EMOTIONAL FACIAL EXPRESSIONS IN ADOLESCENTS** Keely Muscatell<sup>1</sup>, Baldwin Way<sup>1</sup>, Jennifer Pfeifer<sup>2</sup>, Naomi Eisenberger<sup>1</sup>, Mirella Dapretto<sup>1</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of Oregon – Research has demonstrated that subjective perceptions of low social status are related to a number of negative outcomes, including increased risk of mortality, and greater physiological stress reactivity following a socially threatening event. Recently, the potential neural mechanisms of these effects have been explored. In particular, it was demonstrated that young adults' perceptions of their parents' social status were associated with amygdala activity when viewing threatening facial expressions, such that individuals whose parents were lower status showed greater amygdala activity. In the present study, we sought to determine if a similar effect occurred in adolescents. Specifically, we predicted that adolescents' perceptions of their family's social status would modulate the neural response to viewing threatening facial expressions. To test this prediction, 27 adolescents (age 13 years) completed a revised version of the MacArthur Subjective Social Status Scale, in which they were asked to indicate where their family stood on a ladder intended to represent the hierarchy in American society. Participants also underwent an fMRI scan while they observed faces that displayed emotional expressions. Results revealed that, while viewing angry faces, adolescents who rated their families as lower in social status exhibited greater neural activity in the dorsal anterior cingulate cortex and anterior insula, regions involved in processing the distress of physical and social pain. Thus, as has been found with adult samples, low familial social status is associated with increased neural sensitivity to social threat in adolescents.

**B262****CHANGING PERSPECTIVE TO INDUCE THE ACTOR-OBSERVER EFFECT FROM IDENTICAL VISUAL CONTENT: DOES ACTION REPRESENTATION FACILITATE MENTAL SIMULATION?** Laura Case<sup>1</sup>, Vilayanur Ramachandran<sup>1</sup>; <sup>1</sup>UCSD Center for Brain and Cognition – Studies of the actor-observer effect have shown that taking another person's perspective changes judgments about the person and his actions, inducing a first-person attribution style such as situational attribution. However, these studies are limited in that they often vary both visual content as well as perspective. The current study investigates whether similar shifts in judgment can be induced by changing only visual perspective, via differential engagement of the mirror neuron system (MNS) known to occur when actions are viewed from an egocentric viewpoint, as opposed to an allocentric viewpoint (Jackson et al., 2006). There is much evidence for the role of the MNS in the neural representation of observed actions, however it is unknown whether the system can also drive cognitive judgments. In the current experiment, all participants watched the same video clip: hands trying to build a card tower, viewed from above. Half of the subjects watched the clip from the egocentric visual viewpoint (arms extend from bottom of screen), while half watched the clip rotated 180 degrees to create an allocentric visual viewpoint (arms extend from top). Participants then reported their perceived identification with, control of, and frustration with the hands, as well as ratings of task difficulty, actor's effort and ability, and endorsement of naïve ability theories. We found more situational attribution in ratings of the egocentric video. Our study demonstrates that visual viewpoint alone can create actor-observer effects in judgment, which suggests that action representation facilitates first person cognitive processing, a key feature of mental simulation.

of mental simulation.

**B263****DISTINGUISHING GENERIC SOCIAL THEORIES FROM PERSON-SPECIFIC THEORIES IN MEDIAL PREFRONTAL CORTEX** B. Locke Welborn<sup>1</sup>, Joshua C. Poore<sup>1</sup>, Elliot T. Berkman<sup>1</sup>, Emily Falk<sup>1</sup>, Matthew D. Lieberman<sup>1</sup>; <sup>1</sup>UCLA – The medial prefrontal cortex (MPFC) has frequently been implicated in tasks that require inferring an individual's mental state or making dispositional attributions. However, it remains unclear precisely which social dimensions influence the activity of the MPFC in representing and reasoning about the static and dynamic elements of others' mental lives. Perceived similarity to the self has recently been advanced as a plausible variable that may affect our social judgments, or even alter our strategies in making mental-state and trait attributions to others. The specificity, richness, and depth with which we represent others has received less attention as a variable that may influence MPFC in mentalizing and trait-attribution. In the present study, we investigate the effects of perceived similarity to oneself and perceived dissimilarity from the generic unknown person. We report on differential MPFC activations associated with whether the participant is applying a generic or person-specific theory of the target individual, regardless of whether the individual is similar to the participant. The results suggest that qualitatively different processes may be involved in thinking about others in terms of generic social norms versus an idiosyncratic theory of that individual.

of that individual.

**B264****UNDERSTANDING YOUR ENEMIES: THE ROLE OF MEDIAL PREFRONTAL CORTEX IN DECIDING WHO AND WHAT TO TRUST** Catherine Mulvenna<sup>1</sup>, Emily Falk<sup>1</sup>, Elliot Berkman<sup>1</sup>, Matthew Lieberman<sup>1</sup>; <sup>1</sup>UCLA – Social decision-making involves specific social cognitive processes, such as self-reflective thought and mentalizing about others, which can be used to try to understand adaptive and non-adaptive patterns of behavior. Recently, social cognitive neuroscience research has highlighted the role of cortical areas linked to mentalizing during decision-making tasks involving trust and persuasion. Mentalizing is the process in which one thinks of, or reads, the mental states of others, and has been most associated with the medial prefrontal cortex. Here we used functional magnetic resonance imaging in conjunction with a novel decision-making paradigm that

involved a high-risk intelligence-information sharing scenario. Participants (n=18) made consecutive forced-choice decisions to trust or not trust pieces of information that could prevent or allow an adversary attack on their own group/team. Results showed a significant main effect relative to the source of information participants were processing in medial prefrontal cortex (MPFC). Region of Interest analysis revealed significant deactivation in the MPFC when participants were making a trust decision on behalf of their own team on information from an enemy source (relative to an ally, neutral or own-team source). This suggested a reduction in mentalizing during decision making solely when processing information from an enemy source. A top down bias against thinking of the mental states of enemies when processing critical information could have negative consequences on decision-making accuracy in applied settings.

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**B265****COMPARING THE NEURAL CORRELATES OF SELF AND OTHER-REFERENTIAL JUDGMENTS: A META-ANALYSIS OF FUNCTIONAL NEUROIMAGING STUDIES** Bryan T. Denny<sup>1</sup>, Hedy Kober<sup>1</sup>, Tor D. Wager<sup>1</sup>, Kevin N. Ochsner<sup>1</sup>; <sup>1</sup>Columbia University – The uniqueness of the self relative to others has long been of great interest to psychologists. In particular, judgments made about the self or about others have been shown to have divergent consequences for memory, affect, and behavior. The advent of functional neuroimaging has allowed for the investigation of the functional neural architecture underlying such judgments, but different studies using a range of methodologies have shown some variability in the specificity and localization of self and other-related neural activations. We performed a comprehensive meta-analysis of 108 functional neuroimaging studies involving self and other judgments using a novel multi-level kernel-based approach in order to determine whether the neural correlates of task judgments made with respect to the self or others are reliably different. We were particularly interested in differentiable activation patterns in the medial prefrontal cortex (mPFC), a key component in several theories of how the brain supports self-relevant cognition. We found that dorsomedial PFC (dmPFC) activation was reliably associated with making judgments when the target of the judgment was another person relative to the self, whereas judgments made with reference to the self relative to others were associated with more ventral mPFC and ventrolateral PFC (vlPFC) activation. Additional non-parametric chi-square analyses showed consistent findings. These results lend support to current theories of the neural instantiation of self and other-referential judgments that highlight a role for mPFC in making self-relevant judgments and provide support for a ventral-dorsal distinction between the neural mechanisms supporting self and other-relevant cognition.

of other-relevant cognition.

**B266****NEURAL EVIDENCE FOR PALLIATIVE APPROACH MOTIVATION AFTER THREAT** Kyle Nash<sup>1</sup>, Ian McGregor<sup>1</sup>, Michael Inzlicht<sup>2</sup>, Jacob Hirsch<sup>2</sup>; <sup>1</sup>York University, <sup>2</sup>University of Toronto – Various self-threats have been found to cause individuals with high self-esteem (HSE) to become defensively arrogant, self-enhancing, and jingoistic. Two studies assess the palliative hypothesis that such responses mute distress by activating neural processes related to approach motivation, namely, relative left-frontal EEG activity. In Study 1 we measured EEG activity after a threat manipulation that has caused HSEs to respond with arrogant defenses in past research. Among HSEs, results revealed relative left frontal EEG activation after threat. Study 2 then assessed whether approach-oriented neural activity functions to decrease reactivity to psychological conflict. We measured EEG activity and error related negativity (ERN) after commission of errors on a Stroop task. The same pattern of relative left-frontal EEG activity that had been heightened by threat in Study 1 was associated with muted ERN amplitude localized to the Anterior Cingulate Cortex in Study 2. Given that ERN amplitude has been implicated as a "cortical alarm bell" sensitive to the experience of anxiety, these results support the palliative hypothesis that arrogant defenses by threatened HSEs represent reactive approach motivation efforts to relieve distress.

of distressed HSEs represent reactive approach motivation efforts to relieve distress.

**B267****A NEURAL PREDICTOR OF PERSUASION-INDUCED BEHAVIOR CHANGE**

Emily B. Falk<sup>1</sup>, Elliot T. Berkman<sup>1</sup>, Traci Mann<sup>2</sup>, Matthew D. Lieberman; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of Minnesota – Although persuasive messages often alter people's self-reported attitudes and intentions, these self-reports do not necessarily predict behavior change. Social cognitive neuroscience represents a new methodological approach to social psychological inquiry relying on techniques such as functional magnetic resonance imaging (fMRI). In the present study, we demonstrate that fMRI can predict behavior change in the week following exposure to persuasive messages about sunscreen use, above and beyond individuals' self-reported attitudes and intentions to use sunscreen. Additionally, an iterative cross-validation approach predicted an average 23% of the variance in behavior change, beyond self-reported attitudes and intentions. Thus, neural signals can predict behavioral changes that are not predicted from self-reported measures alone, and may provide an important complimentary tool to current focus-grouping and other social psychological methods.

**B268****REGULATORY FOCUS MODULATES REWARD-RELATED NEURAL ACTIVITY**

Samantha Mowrer<sup>1</sup>, Andrew Jahn<sup>1</sup>, William Cunningham<sup>1</sup>; <sup>1</sup>The Ohio State University – Motivation is an organizing force that can shape the perception and experience of rewards. It can exert influence throughout the reward processing stream, from attention to emotions to behavior. The current research used fMRI to examine how regulatory focus, a motivational principle coupled with reward and distinct affective experiences, would impact neural reward processing. Participants were randomly assigned to promotion or prevention focus and then completed a task in which they could experience successful and unsuccessful outcomes of stimuli representing potential gains and losses. Results showed regulatory focus modulated activation in a region of anterior but not posterior orbitofrontal cortex (OFC). Posterior OFC responded to potentially rewarding stimuli, while anterior OFC was responsive to rewarding outcomes and regulatory focus. Specifically, promotion focus enhanced sensitivity to successful outcomes in this anterior region, which may be a function of promotion focus itself or due to regulatory fit. OFC is a major confluence of sensory and affective information, and these findings provide further evidence for functional distinctions within this region, tying motivation to specific affective processes. Further results revealed that areas of dorsolateral prefrontal cortex (dlPFC) were influenced by regulatory focus in a manner consistent with laterality of representations of approach and avoidance motivation in the cortex. Thus, it is possible that dlPFC differentially maintained approach and avoidance-related information consistent with the strategic inclinations of one's currently active regulatory focus.

**B269****RELIGION AND THE ANTERIOR CINGULATE CORTEX: RELIGIOUS BELIEF QUIETS THE CORTICAL ALARM BELL**

Alexa Tullett<sup>1</sup>, Michael Inzlicht<sup>1</sup>, Ian McGregor<sup>2</sup>; <sup>1</sup>University of Toronto, <sup>2</sup>York University – Atheists and theists alike have claimed that religion might serve to shelter its followers from the staggering complexity and uncertainty in the world around us. If this is true, religion might insulate its adherents from anxiety in the face of stress. Consistent with this possibility, the error-related negativity (ERN) – a neural signal associated with anxious response to conflict, error, and uncertainty – is smaller for people who believe in God. This signal arises from the anterior cingulate cortex (ACC), a brain area termed the "cortical alarm bell" because of its role in alerting us to significant events and stimulating behavioural change. Still unclear, however, is the order of causation; does religiousness cause the ERN to be smaller, or does having a lower ERN predispose people to believe in religion? To test the first alternative we manipulated the salience of religion by priming it both overtly (study 1) and implicitly (study 2). In the first study, participants who wrote about what religion meant to them had lower ERNs than controls during the Stroop task and made fewer errors, suggesting that the

anxiety-reducing effects of the prime had positive consequences for performance. In the second study, religion was primed implicitly using a scrambled sentence task that included religiously themed words. This time, the prime caused the ERN to decrease for religious people, but to increase for non-religious people relative to controls. It seems, then, that thinking about religion can quell anxiety in believers, while provoking anxiety in non-believers.

## Social Support

**B270****THE PURSUIT OF COMMUNICATION GOALS IN TRANSGRESSION DISCOURSES AND THEIR CONSEQUENCES FOR FORGIVENESS**

Collin Barnes<sup>1</sup>; <sup>1</sup>The University of Oklahoma – The purpose of this study was to single out one aspect of transgression discourses – namely, the presentation of offense stories by victims to third-parties – and determine how the pursuit of different communication goals shapes victims' descriptions of offenses and forgiveness of wrongdoers. Participants described a recent offense from their lives with the goal of soliciting either a sympathetic or objective response from a third-party. In another condition, participants wrote about an offense as they would in a personal journal. One week later, participants wrote about the offense again, but under no communication goal restrictions. Forgiveness was assessed at each time point. At time one, offense stories written with the goal of soliciting an objective response from a third-party were significantly less negative in tone and included significantly fewer negative consequences and statements of perpetrator-directed blame than those written in the other conditions. Also, forgiveness was significantly higher in the objectivity condition than in the sympathy condition. No condition difference in forgiveness emerged at time two, but participants who initially pursued the goal of soliciting objectivity included significantly fewer perpetrator-directed blame statements in their time two offense stories than participants in the journal condition and somewhat fewer than participants in the sympathy condition, though this latter difference only approached significance. Together, these results highlight some of the ways that victims tailor offense stories to solicit specific responses from third-parties and suggests that doing so has consequences for forgiveness.

**B271****THE RELATION OF SOCIAL SUPPORT TO DEPRESSION IN MASSIVE ONLINE ROLE PLAYING GAMES**

Erin Dupuis<sup>1</sup>, Matthew Ramsey<sup>2</sup>; <sup>1</sup>Loyola University New Orleans, <sup>2</sup>University of New Hampshire – MMORPGs are a unique form of videogame in which users enter a graphically lush environment where they take on the role of an adventurer, go on quests, and form extensive social ties with other players. It has been claimed that involvement in massively multiplayer online roleplaying games (MMORPGs) provides users with a sense of support and community. In the present study, we examined the possible buffering effects of MMORPGs on depression. First, we examined whether higher involvement in MMORPGs was associated with higher levels of perceived social support. Second, we examined whether, consistent with past research, higher levels of perceived social support was associated with lower levels of non-clinical depression. Of an original 321 participants, 88 indicated that they currently played MMORPGs; we ran our analyses on this select sample. Using Structural Equation Modeling, we found that the aforementioned claim was not supported; involvement in MMORPGs was not associated with perceived social support. However, we further confirmed that a lack of perceived social support is associated with higher levels of depression. Past research has shown that involvement with MMORPGs is associated with several negative outcomes (e.g., social isolation and depression). If individuals do not at least gain a sense of social support and community from their time spent playing online (and, more importantly, the psychological benefits that go along with this sense) it is difficult to imagine that the leisure benefits of these games outweigh their sometimes negative consequences.

**B272**

**DOES RELIGION MATTER? THE ROLES OF ETHNIC AND RELIGIOUS IDENTITY, SUPPORT, AND UNSUPPORT** Miki Talebi<sup>1</sup>, Renate Ysseldyk<sup>1</sup>, Kimberly Matheson<sup>1</sup>, Hymie Anisman<sup>1</sup>; <sup>1</sup>Carleton University – Of late, Canada has seen a shift in the ethnic and religious minority groups that constitute its immigrant population. There is reason to believe that with the influx of immigrants, Canadians are becoming increasingly resentful of the resources and space that immigrants are occupying. As a result, immigrants might perceive Canadians as being unsupportive. However, the social support that immigrants receive from one another can play a particularly significant role in limiting the distress experienced by immigration. Working within a social identity framework, the present on-line investigation examined the role that ethnic and religious identity, perceived ingroup support, and unsupport played in relation to resilience to general life challenges among Canadian immigrants (N=132). It was of particular interest to determine whether religion or ethnicity, as aspects of social identity and as a source of social support, would be differentially related to resilience. Hierarchical regression analyses revealed that religious ingroup support buffered against the negative impacts of outgroup unsupport on resilience, whereas no such relationship was apparent with respect to ethnic identity. Specifically, as ingroup religious support decreased, encountering unsupport from the outgroup was more strongly associated with lower resilience. In contrast, when perceived availability of religious support was high, encountering unsupport from the outgroup was unrelated to resilience. It seems that the buffering effects of social support may be attributed to the unique aspect of religious identity and the social support emanating from the religious group.

**B273**

**WHEN YOUR FAILURE BECOMES MY FAILURE: THE CHALLENGE OF PROVIDING SUPPORT TO LOW SELF-ESTEEM INDIVIDUALS** Denise C. Marigold<sup>1</sup>, Justin V. Cavallo<sup>2</sup>, John G. Holmes<sup>2</sup>; <sup>1</sup>Renison University College at University of Waterloo, <sup>2</sup>University of Waterloo – Social support research has focused largely on the outcomes of support interactions for support recipients. The present study examined outcomes for support providers. We investigated the potential costs of providing support to low self-esteem individuals (LSEs), who tend to over-react to negative events (Brown & Dutton, 1995; Murray et al., 2002) but have little motivation to repair their moods (compared to high self-esteem individuals (HSEs); Heimpele et al., 2002). One member of each of 52 friendship dyads was assigned the role of support recipient and asked to share either a success or failure experience. Their partner was asked to provide support. Responses to post-interaction questionnaires revealed that when LSEs shared a failure, their partners reported more negative outcomes – more negative ratings of the interaction, and lower perceived regard and relationship quality – than did partners of HSEs. Coding of the interaction behaviours showed that in the failure condition, partners were less likely to validate LSEs' thoughts and feelings relative to HSEs', and that LSEs were more likely than HSEs to reject the support offered by their partners. The SE of the recipient had no effect in the success condition. The results suggest that when discussing failure experiences, support providers may attempt to cheer up LSEs by refuting overly negative statements, but LSEs prefer to stay focused on the negative aspects of the event. This tug-of-war leads support providers to feel as if they failed in the task of support provision, which invokes a cascade of dependence regulation behaviours.

**B274**

**DOES PARENTAL OPINION MATTER: HOW SELF-CONSTRUAL AND SOCIAL NETWORK OPINIONS CAN INFLUENCE ROMANTIC RELATIONSHIP DYNAMICS** Lauren Colvin<sup>1</sup>, H. Colleen Sinclair<sup>1</sup>; <sup>1</sup>Mississippi State University – Several studies have examined the correlation between social network opinion and romantic relationship dynamics. However, there are inconsistent findings with regard to the impact of parent opinion. The present studies will contribute to examining the possible rea-

sons for disparities by not only operationalizing type of opinion and source of opinion experimentally and non-experimentally, but also by examining whether strength of parental influence varies for those high in interdependence. For Study 1 (n=249) participants completed an online survey which assessed their perceived degree of social network approval of their current romantic relationship. In addition, measures were included to assess relationship quality outcomes (e.g., love, satisfaction) and self-construal (Singelis, 1994). It was anticipated that reported approval from ones parents would be more strongly associated with the romantic relationship outcomes for individuals high in interdependence than for individuals low in interdependence, which was confirmed. Friend opinion was equally important for both groups. Study 2 (n=202) manipulated hypothetical scenarios by varying Type of Opinion (approval, disapproval) and Source of Opinion (parents, friends). It was hypothesized that approval from ones social network would be associated with greater love for one's partner and higher commitment than if ones social network disapproved, which was confirmed. We also confirmed that both high and low interdependents value the opinions of friends. In contrast, parental opinion was more important for people higher on interdependence than those lower on interdependence. Implications for social network and self-construal research will be addressed.

**B275**

**SOCIAL RELATIONS AND PHYSICAL ACTIVITY: A NEW MEASURE OF SOCIAL STRAIN** Kelly Cotter<sup>1</sup>, Samia Javaid<sup>1</sup>, André Coté<sup>1</sup>, Gabriel Winn<sup>1</sup>; <sup>1</sup>Sacramento State University – Social relationships influence health directly as well as indirectly via health behaviors including physical activity. Higher social support typically predicts more physical activity, but the relationship of social strain to physical activity remains controversial. To determine the influence of social strain on physical activity we created a measure of social strain for exercise (SE) and examined cross-sectional data from 204 undergraduates (71% women). As expected, SE from family members was significantly related to perceived family strain ( $r = .31, p < .001$ ) and received family strain ( $r = .32, p < .001$ ), and SE from friends was significantly related to perceived friend strain ( $r = .27, p < .001$ ) and received friend strain ( $r = .22, p < .001$ ). SE was also positively correlated with social support for exercise from friends ( $r = .25, p = .002$ ) and from family ( $r = .16, p = .04$ ). A multiple regression analysis controlling for perceived support and strain from friends and family, received support and strain from friends and family, and exercise support from friends and family ( $R^2 = .17, F(12, 127) = 2.20, p = .02$ ) revealed that higher family SE was associated with less physical activity ( $\beta = -.19, p = .06$ ), while friend SE had an opposite, though not significant, relationship to physical activity ( $\beta = .15, p = .15$ ). Results suggest that SE may relate differently to physical activity depending on the source.

**B276**

**MECHANISMS INFLUENCING REACTIONS TO BEREAVED INDIVIDUALS: THE RELATIONS AMONG SOCIAL ATTRACTION, PERSEVERATION, MOOD AND EXPECTED GRIEF DURATION.** Alyssa Boasso<sup>1</sup>, Janet B. Ruscher<sup>1</sup>; <sup>1</sup>Tulane University – People generally overestimate the amount of time that others will take to recover after a negative life event. These inaccurate and varied estimations of grief duration likely result from the negative affect that grieving individuals induce in their social supporters (e.g., sadness and agitation) and the ensuing type of information processing (e.g., systematic versus heuristic) associated with the aroused affective state. The present study investigated how perseveration about a negative life event in conjunction with social attractiveness differentially impacted social supporters' moods as well as their expectations regarding grief duration. To investigate the mechanisms that directly and indirectly impact expectations about grief duration, female participants read a blog written by a female peer who was either socially attractive or socially unattractive and who was either perseverating or not perseverating about the unexpected passing of her mother. Participants reported their present mood and predicted the length of time they expected it to take for the blogger to recover. Analyses revealed that agitated mood



mediated the relation between the attractiveness-by-perseveration interaction and expected grief duration such that unattractive perseverators elicited greater frustration and were expected to take more time to move forward (i.e., they ineffectively cope with loss) compared to their attractive perseverating counterparts. Results suggest that perseverating individuals influence social supporters' moods which subsequently impact inferences about grief duration. These findings have implications for understanding how social supporters perceive and interact with people who are actively coping with negative life events, thereby informing potential strategies for effective social interaction.

**B277****META-ANALYSIS OF THE RELATIONSHIPS BETWEEN SOCIAL SUPPORT AND PSYCHOLOGICAL AND BEHAVIORAL WELL-BEING IN CHILDREN AND ADOLESCENTS** Po Sen Chu<sup>1</sup>, Donald Saucier<sup>2</sup>, Eric Hafner<sup>3</sup>, Sara Smith<sup>4</sup>;

<sup>1</sup>Kansas State University – Research has explored the associations between social support and well-being among children and adolescents, but the overall relationship is still unclear in terms of its magnitude. This meta-analysis intended to explore: 1) the overall association between social support and psychological well-being (e.g., the alleviation of depression, anxiety, or suicide ideation) and behavioral well-being (e.g., GPA, social skills, fewer conduct problems) in children and adolescents, 2) whether the strength of the association changed over time, and 3) whether the strength of the association was significant among participants with significant life stressors (e.g., teenage pregnancy, abuse victims). Studies between 1988 and 2007 measuring the relationships between social support and psychological and behavioral well-being were aggregated and analyzed using meta-analysis. The results indicated significantly positive but moderately sized associations between social support and psychological and behavioral well-being. Furthermore, the moderator analyses indicated: 1) the relationship was stronger among outcomes related to psychological well-being than among outcomes related to behavioral well-being; and 2) the relationships between social support and well-being have increased over the years. Finally, the relationships were significant and positive for both participants with or without significant life stressors, consistent with the buffering and main effect social support models offered by Cohen and Wills (1985). The implications and possible applications of the relationship between social support and well-being among children and adolescents are discussed.

**B278****REGULATORY FOCUS AND SUPPORT FOR ASPIRATIONS AND OBLIGATIONS IN ROMANTIC RELATIONSHIPS: A DYADIC PERSPECTIVE** Heike A. Winterheld<sup>1</sup>, Jeffrey A. Simpson<sup>2</sup>;

<sup>1</sup>California State University, East Bay, <sup>2</sup>University of Minnesota, Twin Cities Campus – Informed by regulatory focus theory, we investigated social support exchanges between romantic partners in ongoing relationships. The theory proposes two fundamental motivational orientations: a prevention focus (concerned with safety and security), and a promotion focus (concerned with hopes and aspirations). The theory lends itself to understanding how different motivations of support providers and recipients might shape the quality of support transactions in different support-relevant domains (i.e., support in response to aspirations/goals versus obligations/stressors). We tested a series of theoretically-derived predictions regarding regulatory focus, support provision, and perceptions of support from romantic partners. 101 couples completed a regulatory focus measure. One week later, they engaged in 4 separate discussions, taking turns to discuss a personal aspiration or obligation. Participants completed measures of their motivation to support their partner, and measures regarding their individual and relational well-being. Although the results revealed that certain situational factors appear to elicit the expression of people's chronic regulatory orientations during support transactions, these chronic regulatory tendencies typically transcended the situational context. Importantly, chronic regulatory focus had both actor and partner effects when predicting support provision and support perceptions. Thus, this work highlights (1) that

regulatory focus not only affects the quality of individuals' own experiences, but the experiences of their partners as well, and (2) that social support is an intrinsically interpersonal, dyadic process, necessitating the study of both recipients' and providers' perceptions and behaviors. The implications for furthering our understanding of the social support and the regulatory focus literatures will be discussed.

**B279****INVISIBLE INSTRUMENTAL SUPPORT: AN EXPERIMENTAL MANIPULATION** Katie D. Garner<sup>1</sup>, Linda K. Acitelli<sup>1</sup>;

<sup>1</sup>University of Houston, Houston, TX – There are known benefits of receiving social support; however, support has also been shown to produce negative effects. Invisible support has been introduced (e.g., Bolger & Amarel, 2007) to resolve these conflicting findings. Invisible support is argued to be a buffer against negative effects of visible social support as it avoids suggesting that the recipient is inefficacious. Earlier manipulations involved receiving invisible emotional support or advice with the support provider visible to the participant. The current study is an extension of past research on the benefits of invisible support and provides a unique attempt to manipulate the visibility of instrumental support. All 78 undergraduate students attempted to complete a jigsaw puzzle alone in a room. Some participants' puzzles were partially complete or not even started (no support condition). Participants who received the partially completed puzzle were either told that their friend started the puzzle for them (visible support condition) or were not given any explanation (invisible support condition). As expected, manipulation checks showed that participants in the visible condition were more likely to report receiving support than those in the invisible and no support conditions. Further, results suggested that those in the visible support condition felt their own abilities played less of a role in completing the task than those in the other conditions. Unexpected results revealed a relationship approaching significance between invisible support receipt and negative affect. Reasons for this trend are discussed with a focus on the manipulation, power, and the nature of different types of support.

**B280****"I'M NOT SATISFIED WITH YOUR SUPPORT, BUT IT DOESN'T HURT ME:" SOCIAL SUPPORT AND FRIENDSHIP-CONTINGENT SELF-ESTEEM** Tara N. Brown<sup>1</sup>, Amber L. Bush<sup>1</sup>, Rachel E. Levine<sup>1</sup>, Kathrin Milbury<sup>2</sup>;

<sup>1</sup>University of Houston, <sup>2</sup>The University of Texas M. D. Anderson Cancer Center – Receiving social support may not always benefit the recipient. Satisfaction with the received support may be relatively more important. For instance, dissatisfaction with received support from a close other has been linked to lower self-esteem and more suicidal ideation (Mireault & de Man, 1996). Yet, there is reason to believe that satisfaction with received support may be more crucial for some individuals, particularly for those with who are high in friendship-contingent self-esteem (FCSE; Cambron, Acitelli, & Steinberg, 2009). FCSE is self-worth that is dependent on the quality of one's friendships and is associated with daily fluctuations in self-esteem. Thus, we hypothesized that individuals higher in FCSE would report lower self-esteem on days in which they were less satisfied with the received support from a close friend, relative to those with lower FCSE. Individuals (N = 52) completed baseline measures of FCSE, and event-contingent diary records across 14 days. Specifically, participants completed one record each time they felt they received support from a specific close same-sex friend they had identified at the onset of the study. On each record, participants provided details about the support interaction including measures of support satisfaction and state self-esteem. Multilevel modeling supported the hypothesis revealing that greater dissatisfaction with received support was associated with lower state self-esteem, especially for those who were higher in FCSE. Thus, having self-esteem that is less tied to one's friendships appears to buffer the negative implications that dissatisfaction with social support would otherwise have on one's self-worth.

**B281**

**A LONGITUDINAL STUDY OF SUPERVISORS, PEERS, AND TEAMS AS SOURCES OF SOCIAL SUPPORT, STRESS AND SATISFACTION AT WORK: THE CASE OF PUBLIC SERVICE EMPLOYEES** Daniel Pelletier<sup>1</sup>, Charlene Sullivan<sup>1</sup>; <sup>1</sup>University of Quebec in Outaouais – Public service employees have been subjected to increasing demands at work due to downsizing, accountability, and results based management. These top-bottom pressures directly affect supervisors, teams, peers and individuals who react to them in different ways. The aim of this research was to study the individual and combined effects of high and low levels of appreciation for supervisors, teams and peers on perceived social support, stress and overall job satisfaction through time. The sample included 105 023 public service employees from various canadian government agencies representing approximately 60% of the entire canadian federal work force. Data was collected using the PSES (Public Service Employee Survey), a multi-instrument questionnaire measuring a variety of constructs such as job satisfaction, social support, stress, harassment, fairness, social climate, demands, control and so forth. The sample took part in the study in 1999, 2002, 2005, and 2008. Participants were included in a repeated measures factorial design (3 sources X 2 levels of appreciation) with various indicators of social support, stress and job satisfaction as independent variables. MANOVAs and ANOVAs were computed and significant effects were decomposed using Scheffé post hoc tests. A significant multivariate effect of the factors was found [ $F(\text{multi}) = 7,023$ ;  $p < .01$ ]. Subsequent univariate and post hoc tests indicated that non homogeneous levels of appreciation for supervisor, team, and peers are the norm in the public service, with the perception of social support decreasing steadily from T1. Implications of these results for the well-being of public service employees are discussed.

**B282**

**GIVING CREDIT WHEN CREDIT IS DUE: THE ROLE OF SELF-ESTEEM IN SOCIAL SUPPORT ATTRIBUTIONS AND FRIEND EVALUATION** Kathrin Milbury<sup>1</sup>, Linda Acitelli<sup>2</sup>; <sup>1</sup>The University of Texas M. D. Anderson Cancer Center, <sup>2</sup>University of Houston – Interestingly, social support has been linked not only to beneficial but also harmful outcomes. Extending the threat to self-esteem model, the current study examines the effectiveness of received support from a friend as a function of self-esteem (SE) and contingent self-worth (CSW) in a performance context. We predicted that, after experiencing performance failure, individuals with high SE and low CSW (academic) are less likely to evaluate the support provider positively and attribute subsequent success to received support than individuals with low SE and high CSW. After completing baseline measures, 36 undergraduates and their close friends (totaling 72 participants) believed they were in an experiment examining electronic communication. Participants were asked to exchange a supportive email with their friend after receiving either negative (ego threat condition) or neutral feedback (control condition) on a performance task. All participants received a standardized supportive message. Inconsistent with the hypotheses, participants high SE and low CSW rated the support provider more positively compared to participants with low SE with high CSW in the ego threat condition. These effects were reversed in the control condition. Further, in the ego-threat condition, participants with high SE and low CSW gave more credit to received support on a subsequent performance success compared to participants with low SE and high CSW. Although the results of this study do not seem to support the threat to self-esteem model, they are consistent with findings in the relationship literature, highlighting the importance of the relationship between the support provider and recipient.

**B283**

**SOCIAL TIES AND CARDIOVASCULAR FUNCTION: AN EXAMINATION OF RELATIONSHIP POSITIVITY AND NEGATIVITY DURING A LABORATORY STRESSOR** Wendy Birmingham<sup>1</sup>, Bert Uchino<sup>1</sup>, Timothy W. Smith<sup>1</sup>, Kathy C. Light<sup>1</sup>, David M. Sonbonmatsu<sup>1</sup>; <sup>1</sup>University of Utah – The quality and quantity of one's relationships have been reliably linked to morbidity and mortality. Prior work has focused on these relationships as they naturally occur in friendships. Such work has documented relationships that differ in their underlying positive and negative substrates (see Uchino et al., 2007). For instance, we have found that some close relationships are characterized by high levels of both positivity and negativity (ambivalence) which may be a significant source of stress (Holt-Lunstad et al., 2003). Thus, one aim of this study is to examine if a more controlled experimental manipulation of relationship positivity and negativity resulted in similar influences on cardiovascular reactivity during stress. In this study, we manipulated relationship positivity and negativity with an experimenter and examined its influence on cardiovascular reactivity. Results revealed that high levels of experimenter positivity was associated with lower systolic blood pressure (SBP) reactivity [ $F(2,326)=4.09$ ,  $p < .03$ ]. Relationships negativity, on the other hand, was related to lower diastolic blood pressure (DBP) reactivity in men only [ $F(1,163)=4.30$ ,  $p < .05$ ] which could be indicative of effort withdrawal in response to an aversive situation. Importantly, internal analysis found a ratings-based positivity X negativity interaction on SBP reactivity ( $b=1.71$ ,  $p=.01$ ) such that participants who tended to view the experimenter with relatively high levels of both positivity and negativity (ambivalence) had the highest levels of SBP reactivity.

**B284**

**SOCIAL SUPPORT AVAILABILITY AND STRESS APPRAISAL** Britta Larsen<sup>1</sup>, Nicholas J. S. Christenfeld<sup>1</sup>, Jason Jones<sup>1</sup>, Ryan S. Darby<sup>1</sup>; <sup>1</sup>University of California, San Diego – According to the buffering hypothesis, social support can enhance health by making stressful experiences less stressful. While this theory has received empirical support, it remains unclear what psychological mechanisms mediate this effect. Specifically, it is unclear whether social support affects perceptions of the demands of the situation (primary appraisal) and/or of the resources available to meet them (secondary appraisal). Also unknown is whether support affects appraisal differently for men and women. In the current study, participants ( $N = 504$ ) were given 12 hypothetical stressful situations and were assigned to imagine facing each alone, with a male friend, or with a female friend. Participants then rated the stressfulness of each situation, and what resources (e.g. the participant's sense of humor, a friend's money) they would use to address it. Results showed no difference in ratings of stressfulness between the conditions. Those facing stressors with friends, however, utilized significantly more resources. Females and males relied on their own resources equally, but females used others' resources more than men. Overall, participants requested help from female friends more than from male friends. Divided by gender, however, this trend held only for males, while females requested help equally from men and women. The results suggest that social support does not affect primary appraisal, but can significantly affect secondary appraisal of stressors and increase the number of resources used to address stressful situations. For males, however, the degree to which they use help from others depends on the gender of the support provider.

**B285**

**SOCIAL RELATIONSHIPS AND HEALTH: SUBLIMINAL ACTIVATION OF RELATIONAL SCHEMAS AND CONCURRENT CARDIOVASCULAR RESPONSE** McKenzie Carlisle<sup>1</sup>, Bert N. Uchino<sup>1</sup>, Wendy Birmingham<sup>1</sup>, Matthew Cribbet<sup>1</sup>, Timothy W. Smith<sup>1</sup>, David Sanbonmatsu<sup>1</sup>; <sup>1</sup>University of Utah – The links between relationships and cardiovascular functioning have shown that support from our social ties may protect, or "buffer" a person from possible pathogenic cardiovascular reactions associated with stressful events (Cohen & Wills, 1985). However, not all social ties

are sources of positivity during support, and negative relationships may contribute to the development of cardiovascular disorders through excessive physiological reactivity. In addition, most work has focused on the actual presence of relationships on reactivity (cf. Thorensstein & James, 1999). Alternatively, recent work has emphasized the importance of relationship schemas that can be activated in the absence of any direct social presence (Smith, Ruiz, & Uchino, 2004). The current study examined if non-conscious activation of relationship schemas influence cardiovascular reactivity during stressful tasks. Specifically, we subliminally primed (cf. Baldwin, 1994; Levy, 2000) participants ( $N=63$ ) with names of people in their social network who were rated as either negative or positive sources of support. Immediately following the primes, participants performed a series of stressor tasks while we took concurrent measurements of cardiovascular reactivity. Results of the analyses revealed that participants who were primed with negative network ties had the highest heart rate reactions to the subsequent stressor [ $F(1,59)=4.65, p=.03$ ]. These data suggest that subliminal priming of relationship constructs influence cardiovascular function and may explain links between social conflict and negative health outcomes.

### B286

**SOCIAL SUPPORT AND STUDENTS' ADJUSTMENT TO COLLEGE: THE ROLE OF IMPLICIT AND EXPLICIT SELF-ESTEEM** Marlee Kind Berman<sup>1</sup>, Nicole E. Noll<sup>2</sup>, Andrew Karpinski<sup>2</sup>; <sup>1</sup>John Jay College of Criminal Justice, City University of New York, <sup>2</sup>Temple University – Previous research suggests social support is related to students' successful adjustment to college (Moore, 2003). In the current study, we investigated whether self-esteem, as assessed by indirect and direct measures, moderated the relationship between social support and adjustment to college. We hypothesized that the relationship between social support and adjustment to college would be stronger for those students with lower levels of self-esteem than for those students with higher levels of self-esteem. Two hundred fifty-four Temple University undergraduates (ages 17-26) completed a questionnaire packet containing demographic questions and measures of social support, adjustment to college, implicit self-esteem (the Name-letter task), and explicit self-esteem (the Rosenberg self-esteem scale). Consistent with previous research, results indicated a strong positive correlation between social support and adjustment to college ( $\beta = .51$ ). This relationship was moderated by explicit self-esteem ( $\beta = .11$ ), but this relationship was in the opposite direction of the hypothesized relationship. Follow-up tests revealed a stronger relationship between social support and adjustment to college for those with higher explicit self-esteem than for those with lower explicit self-esteem. Implicit self-esteem did not moderate the relationship between social support and college adjustment ( $\beta = -.07$ ), but we did observe an independent, direct positive relationship between implicit self-esteem and adjustment to college ( $\beta = .11$ ). Because these results do not address the causal relationships between these variables, additional research is needed to investigate effective strategies for meeting the needs of socially isolated students.

### B287

**SOCIAL SUPPORT DEFICITS MODERATED BY EMOTIONAL INSTABILITY AND INTRUSIVE THOUGHTS** Roger G. Tweed<sup>1</sup>, Niloufar Saffari<sup>1</sup>, Nicole Pernet<sup>1</sup>; <sup>1</sup>Kwantlen Polytechnic University – Some evidence suggests that the relation between social support and depression is bidirectional. In other words, social support may reduce the depth of depression, and also depression may drive away social support. We hypothesized that the relation is even more complicated because other variables will moderate the extent to which depression drives away social support. In particular, intrusive thoughts and emotional instability may make the depression more obvious to potential support providers. Thus, these features may moderate the extent to which depression is associated with deficits in social support. All 226 participants had recently experienced spousal bereavement. The depression and social support data were collected 6, 18, and 48 months after the loss. As expected, both intrusive thoughts and emotional instability moderated the relation between

social support and depression. Depression was especially associated with social support deficits 6-months post-loss if the participant also scored high on the measure of emotional instability. Depression was also especially associated with social support deficits if intrusive thinking was still elevated 48 months post-loss.

### B288

**A LONGITUDINAL INVESTIGATION OF THE CONSEQUENCES OF SECURE BASE SUPPORT IN CLOSE RELATIONSHIPS** Meredith Van Vleet<sup>1</sup>, Brooke C. Feeney<sup>1</sup>; <sup>1</sup>Carnegie Mellon University – The provision of a secure base is theorized to be an important function that relationships serve across the lifespan. However, little research has been conducted regarding this type of support, and no research has tested the long-term implications of the presence or absence of secure base support in adult relationships. This project is a longitudinal investigation in which a sample of newlywed couples was followed over their first year of marriage to identify important outcomes of secure base support using questionnaire methods. Changes in exploration behavior, self perceptions and growth, relationship quality, attachment, and health were examined at Year 2 as a function of secure base support provision at Year 1. Results indicated that secure base support predicted benefits in all of these areas. Spouse's secure base support was predictive of increases in general pursuit of exploration, progress towards a specific goal, increases in self efficacy, personal growth, relationship satisfaction, and felt positive emotions towards one's spouse. Also, receipt of secure base support predicted decreases in felt negative emotions towards one's spouse and attachment avoidance. Moreover, wives' secure base support predicted increases in husbands' self esteem, feelings of closeness towards one's spouse, and decreases in relationship conflict, attachment anxiety, symptoms of depression, anger, anxiety, as well as physical symptoms of illness. Implications of the results and directions for future research will be discussed.

### B289

**RELATIVELY GREATER LEFT PREFRONTAL ACTIVITY ATTENUATES STRESS IN OLDER ADULTS WITH LOW SOCIAL SUPPORT** Amanda Steiner<sup>1</sup>, James Coan<sup>1</sup>; <sup>1</sup>University of Virginia – Perceived social support minimizes stress during major life transitions. Additional research suggests a pattern of relatively greater left prefrontal activity indexes approach-related emotion-regulation strategies that buffer against withdrawal-related negative affect. In our previous work (Steiner, Coan, & Damiano, 2008) we observed that students with low levels of social support were protected against difficulties adjusting to college when they utilized an approach-related emotion regulation style as indexed by relatively greater left prefrontal activity. In the present study, we used perceived social support and prefrontal asymmetry (pFA) to predict self-reported stress in older adults, hypothesizing that pFA would similarly moderate the relationship between perceived social support and stress in aging populations. Results indicated that pFA did indeed interact with perceived social support to predict level of stress among older adults. Specifically, relatively greater left prefrontal activity was associated with lower levels of reported stress in individuals who perceived themselves as having low social support. By contrast, individuals reporting high social support showed no relationship between pFA and reported stress. These findings suggest that an approach-related emotion regulation style indexed by relatively greater left pFA buffers individuals from stressors associated with low perceived social support across the lifespan.

### B290

**WHEN NOT TO BE A CHAMELEON: SIMILAR LANGUAGE USE IS ASSOCIATED WITH UNSKILLED SOCIAL SUPPORT** Alexandra Suppes<sup>1</sup>, Niall Bolger<sup>1</sup>, Jamil Zaki<sup>1</sup>, Gertraud Stadler<sup>1</sup>, Christine Paprocki<sup>2</sup>, Sean Lane<sup>3</sup>; <sup>1</sup>Columbia University, <sup>2</sup>University of North Carolina, Chapel Hill, <sup>3</sup>New York University – Support that is "invisible" (reported as having been provided by the support provider but not by the support recipient), is often associated with better outcomes than "visible" support, which has been associ-

ated with elevated anxiety and depression (Bolger & Amarel, 2007). This raises the question, what makes some support visible and other support not? Similarity in word usage may indicate that providers and recipients are echoing back a need for support and lack of efficacy, features that are associated with visible support (e.g., Shrout, Herman & Bolger, 2006). To examine this we looked at language similarity in 40 heterosexual couples engaged in two 7-minute support discussions. Afterwards, participants watched video recordings of their discussions during which providers continuously rated support provision and recipients continuously rated support receipt. This allowed us to calculate the total length of time visible or invisible support was provided. Next, correlations between partners word usage in each discussion were calculated. Increased similarity was related to more visible support, but it was unrelated to invisible support. Although communicative alignment is known to have social benefits, including increased dyadic rapport and social affiliation, these data suggest one context where similarity may not be optimal.

### B291

#### **CONTACT WITH INGROUP MEMBERS AS A MEDIATOR OF THE RELATIONSHIP BETWEEN RACIAL IDENTITY AND SOCIAL SUPPORT**

Jennifer S. Pratt-Hyatt<sup>1</sup>, Isis H. Settles<sup>2</sup>, Stevie C.Y. Yap<sup>2</sup>; <sup>1</sup>Northwest Missouri State University, <sup>2</sup>Michigan State University – Previous research has shown that, for members of racial minorities, identification with one's racial group is associated with positive well-being outcomes (Rowley et al., 1998), and that social support is one mediator of this relationship (Yap et al., 2009). It has been suggested that racial minority members who are highly identified with their race may have more positive contact with other ingroup members and that this increased contact may be associated with feelings of social support. With this study, we tested this hypothesis using a community sample of 155 African American adults. Ingroup contact was assessed using three measures: number of same-race friends, participation in race-based organizations, and religious participation. Religious participation was included because statistics show that a majority of religious congregations are comprised of same-race individuals (DeYoung, 2004), which suggests that African Americans are likely to encounter many same-race individuals through religious participation. A simultaneous multiple mediation analysis was used to test the hypothesis that these three contact variables would mediate the relationship between racial centrality and social support. Same-race friendships and religious participation were found to mediate the relationship, but participation in race-based organizations was not. Implications for the role of identity in the promotion of well-being among racial minorities are discussed.

### B292

#### **STRESS AND COPING AMONG ASIAN-AMERICANS AND EUROPEAN-AMERICANS: A PSYCHOLOGICAL ENTERPRISE OR AN INSTRUMENTAL WORLD?**

Chiung-Yi Tseng<sup>1</sup>, Joan G. Miller<sup>1</sup>; <sup>1</sup>The New School for Social Research – The claim has been made that Asian cultural groups tend to emphasize forms of implicit social support that do not involve disclosing one's problems to others and that rely less on the exchange of informational, emotional, or tangible resources than do the forms of explicit social support emphasized among European-Americans. Calling into question aspects of this claim, the present two-study investigation compared everyday social support provision among samples of 60 European-American and 90 Asian and Asian-American college students. Findings from both the Brief COPE as well as open-ended interviews revealed that Asian-Americans turned to others for tangible support more frequently than did European-Americans, while not differing from European-Americans in their reliance on others for informational and emotional support. Results also indicated that conceptions of the nature of the stressor mediated the types of coping strategies adopted. European-Americans tended to conceptualize stressors in predominately psychological terms, which was linked to inward problem-focused coping; whereas Asian-Americans tended to conceptualize stressors predominately in terms of situational demands, which was linked to modes of coping that emphasized instrumental problem solving. Implications are

drawn regarding the nature of the direct provision of support that occurs in the types of close social networks found in many collectivist cultures. Limitations are also noted in the cultural sensitivity of certain existing scale measures of social support.

### B293

#### **THE IMPACT OF RESPONSIVE SOCIAL SUPPORT FROM A ROMANTIC PARTNER OR A STRANGER IN AN IMMERSIVE VIRTUAL ENVIRONMENT ON PSYCHOSOCIAL AND BEHAVIORAL INTERPERSONAL OUTCOMES**

Heidi Kane<sup>1</sup>, Cade McCall<sup>2</sup>, Nancy Collins<sup>2</sup>, Jim Blasovich<sup>2</sup>; <sup>1</sup>University of California Los Angeles, <sup>2</sup>University of California Santa Barbara – Social support interactions provide individuals with diagnostic information about others' concern for their well-being and investment in their relationships. We argue that in these interactions responsiveness plays a key role in the development and maintenance (or deterioration) of close relationships. However, few studies have experimentally examined the impact of responsive social support on these important interpersonal outcomes. Furthermore, even less is known about the impact of responsive social support from a stranger. Therefore, the primary goal of this study was to examine the impact of responsive social support from either a romantic partner or stranger on psychosocial and interpersonal outcomes within the context of an anxiety-provoking situation. We created an anxiety-provoking cliff-walking task for participants using immersive virtual reality technology (virtual reality). We then manipulated the presence or absence of their romantic partner or a stranger during this task. In addition, in the presence conditions, we manipulated the support-provider's behavior to be either neglectful or responsive. Results revealed that the presence of a responsive support-provider during the task made participants feel more secure, comforted, understood, and valued than the presence of a neglectful support-provider. These effects were most pronounced when the support-provider was a romantic partner. In addition, participants in the neglectful conditions physically distanced themselves from support-providers during a subsequent unrelated task. These results provide evidence for the importance of responsiveness in both ongoing and new relationships; even at a low level of acquaintance people attended to information about responsiveness and adjusted their thoughts, feelings, and behavior accordingly.

### B294

#### **AFFILIATION WITH NEW PEER ACQUAINTANCES: INTERPERSONAL DYNAMICS DURING TWO INITIAL SOCIAL SUPPORT INTERACTIONS**

Brooke Feeney<sup>1</sup>, Jude Cassidy<sup>2</sup>, Edward Lemay<sup>3</sup>, Fatima Ramos-Marcuse<sup>4</sup>; <sup>1</sup>Carnegie Mellon University, <sup>2</sup>University of Maryland, College Park, <sup>3</sup>University of New Hampshire, <sup>4</sup>University of Maryland School of Nursing – Despite the massive literatures on social support and affiliation, research examining the influence of a prior social support interaction on a subsequent interaction as new relationships are forming has been lacking. Thus, the goal of this investigation was to provide insight into 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. Each adolescent was placed into the role of a "support-seeker" for one discussion and a "support-provider" for the other. Results indicated that (a) the behaviors of new interaction partners are coordinated during an interaction and become even more coordinated within a subsequent interaction, (b) behaviors exhibited during an initial interaction influence behaviors exhibited during a subsequent interaction, (c) seeking and provision of support increase across interactions, (d) individuals affiliate in similar ways across interactions, and (e) gender moderates some effects. Implications of results and their contributions to existing literatures are discussed.

## Applied Social Psychology

**B295**

**BILINGUAL JEWISH-ARABIC SCHOOLS IN ISRAEL: PERCEIVED STEREOTYPES, IMPLICIT SOCIAL IDENTITY AND IMPLICIT SELF-ESTEEM** Jenny Kurman<sup>1</sup>, Mouna Karkabi<sup>1</sup>, Faisal Azaiza<sup>1</sup>; <sup>1</sup>University of Haifa, Israel

— This study compares Arab and Jewish students attending bilingual schools in Israel with their peers in segregated schools, in terms of implicit social identity, implicit self-esteem and perceptions of out-group attitudes toward ingroup members. Bilingual education creates an alternative reality within the schools, enabling long-term acquaintance and in-depth exposure to the perspective, narrative and life style of the other group within a context of equality. Bilingual education may reduce the conflictual atmosphere between the Jewish and the Arabic populations on the micro-level. Exposure to a positive atmosphere may be related to more positive characteristics of minority members. The main hypothesis was that Arab children in bilingual schools will report more positive perceptions of self-esteem and social identity than their peers in segregated schools, due to the more egalitarian atmosphere and less negative stereotype against them. 255 5th and 6th grade students from 6 primary schools in Israel participated in the study. 76 of them were attending bilingual schools and 188 were attending segregated Jewish and Arabic schools. The IAT was used to examine implicit social identity and implicit self-esteem. Contrary to expectations, Arab children in segregated schools had a more positive implicit social identity than those attending bilingual schools. Meanwhile, Jewish children in bilingual schools had higher implicit self-esteem than those attending segregated schools. Bilingual schools do not seem to improve stereotypical perceptions of members from the out-group. Possible causes for these unexpected findings and implications are discussed.

# Poster Session C

Friday, January 29, 12:30 – 2:00 pm, Grande Ballroom

## Aggression/Anti-Social

### C1

#### **DON'T DWELL ON IT: THE IMPACT OF RUMINATION ON EGO DEPLETION AND AGGRESSION**

A. Hahm<sup>1</sup>, W. C. Pedersen<sup>1</sup>, K. Crowe<sup>1</sup>, K. Fong<sup>1</sup>, Y. Renteria<sup>1</sup>, R. Sorau<sup>1</sup>, T. F. Denson<sup>2</sup>; <sup>1</sup>California State University, Long Beach, <sup>2</sup>University of New South Wales – Previous studies have found a link between rumination and increased aggression (e.g., Bushman, 2002; Bushman, Bonacci, Pedersen, Vasquez, & Miller, 2005). The current study was the first to assess the impact of rumination on ego depletion. It also was the first to investigate ego depletion as an underlying mechanism in the link between rumination and subsequent aggressive behavior. Ego depletion refers to a state where self-control capacities are diminished, which subsequently affects one's ability to override or restrain behavioral impulses (Baumeister, Muraven, & Tice, 2000). Aggressive behavior may be viewed as a failure of self-control because it represents an inability to restrain aggressive impulses (Gailliot & Baumeister, 2007). Participants were either provoked or not and then were induced to ruminate or were distracted for 20 minutes. Self-control resources and aggressive behavior were then assessed. Consistent with expectations, provocation and rumination significantly interacted such that provoked participants who ruminated exhibited significantly (1) less self-control resources and (2) more aggression relative to the combination of the other experimental conditions. Furthermore, self-control partially mediated the effect of provocation and rumination on aggressive behavior. These findings enhance our understanding of the role that ego depletion plays in the impact of provocation and rumination on the intensification of aggression. Implications of this work for reducing instances of aggression are also discussed.

### C2

#### **BELIEF IN THE "MYTH OF PURE EVIL" AND SENTENCING RECOMMENDATIONS FOR CHILD SEX OFFENDERS**

John K. Rempel<sup>1</sup>, Christopher T. Burris<sup>1</sup>; <sup>1</sup>St. Jerome's University – Suggested strategies for dealing with child sex offenders range from treatment and rehabilitation to calls for banishment, isolation, and suffering. We hypothesized that more extreme forms of punishment would be associated with construing offenders as incarnations of "the myth of pure evil" (Baumeister, 1997) – i.e., joyfully, arrogantly, and irrevocably committed to inflicting unjustifiable suffering and chaos in pursuit of their selfish ends. Fifty-six participants completed a 9-item Myth of Pure Evil scale (alpha = .81) and read one of two accounts of a convicted repeat offender who manipulated young teenage boys into a sexual relationship. In one version the offender's "evil" nature was inferred by his interest in books on the occult, whereas in the other his reading preferences were "inspirational." Participants subsequently rated the applicability of ten increasingly punitive sentencing recommendations for him: Four – a life sentence, life plus solitary confinement, long-term imprisonment with chemical "castration," and long-term imprisonment with surgical castration – formed an extreme punishment scale (Cronbach's alpha = .87). Extreme punishment was advocated when the offender was seen as exemplifying the myth of pure evil,  $r = .34$ ,  $p < .02$ , and this link tended to be stronger when the "evil" cue was present ( $r_s = .52$ ,  $p < .01$ , and  $.21$ , ns, in the occult and inspirational conditions, respectively). Thus, perceiving child sex offenders as irrecoverably evil, especially when cued with myth-congruent "evil" symbols, predicts advocacy of extreme – and arguably inhumane – forms of punishment.

### C3

#### **SELF-MONITORING AS A MODERATING FACTOR OF AGGRESSIVE RESPONSES TO OSTRACISM**

Dorothee Dietrich<sup>1</sup>, Kaitlyn Hawkinson<sup>1</sup>, April Palo<sup>1</sup>; <sup>1</sup>Hamline University – Twenge, Baumeister, Tice and Stucke (2001) showed that social rejection leads to aggression. Furthermore, Twenge and Campbell (2003) demonstrated that the individual difference of narcissism moderates this effect with highly narcissistic individuals acting more aggressively after experiencing rejection than individuals low in narcissism. The purpose of this study was to determine if the individual difference of self-monitoring also moderates the social rejection-aggression effect. Snyder and Gangestad (2000) describe high self-monitors as "highly responsive to social and interpersonal cues of situationally appropriate performance." Therefore, we examined the effects of ostracism/acceptance on aggressive responses with self-monitoring as a covariate, hypothesizing that high self-monitors react more strongly to ostracism than low self-monitors due to their heightened sensitivity. Seventy-five participants completed the self-monitoring scale and were randomly assigned to ostracism or social acceptance conditions. Participants played Cyberball (Williams, Cheung & Choi, 2000), a virtual ball toss game in which the ostracized participants don't receive the ball by their co-players after the first few ball tosses. Participants then completed a questionnaire including eight items evaluating their team members, providing an opportunity for aggressive responses. As hypothesized, ANCOVA of the aggression index (composite of eight items alpha = .93) showed that self-monitoring was a significant covariate [ $F(1, 75) = 7.33$ ,  $p = .008$ ]. In addition, the main effect for ostracism/acceptance was significant [ $F(1, 75) = 38.67$ ,  $p = .001$ ] after controlling for self-monitoring. Further analysis showed that self-monitoring was positively correlated with aggression in the ostracism condition [ $r(38) = .38$ ,  $p = .02$ ] but not in the acceptance condition [ $r(37) = .18$ ,  $p = .27$ ].

### C4

#### **SEEING IS BELIEVING: EFFECTS OF ALCOHOL CUES ON AGGRESSIVE BEHAVIORS**

Baptiste Subra<sup>1</sup>, Dominique Muller<sup>1</sup>, Laurent Begue<sup>1</sup>, Brad J. Bushman<sup>2</sup>, Florian Delmas<sup>1</sup>; <sup>1</sup>University of Grenoble, <sup>2</sup>University of Michigan – Research to date has shown a strong link between alcohol and aggression. Evidence from experimental studies indicates that the mere belief that one has consumed alcohol increases aggression (e.g., Begue et al., 2009). A compelling explanation is that the mere exposure to alcohol-related cues automatically activates aggressive thoughts and behaviors (Bartholow & Heinz, 2006). Based on this assumption, two experiments tested whether alcohol-related cues automatically activate aggressive thoughts and increase aggressive behaviors. In Study 1, accessibility of aggressive thoughts was assessed on 502 participants using a lexical decision task, where target words were preceded by a prime (Photographs of weapons, alcoholics, or nonalcoholics beverages) exposed supraliminally (300 ms). Our results revealed that participants made faster lexical decisions concerning aggression related words following alcohol-related primes or weapon-related primes compared with neutral primes. In Study 2, 80 participants were given the chance to harm another person after being exposed to alcohol-related cues, aggressive cues, or neutral cues. In order to test our hypothesis in the most stringent manner possible, cues were presented outside of consciousness (17 ms). Our results revealed that participants exposed either to alcohol or aggressive subliminal primes were more aggressive toward the experimenter than participants exposed to neutral subliminal primes, and the effect even lasted a few days in participants exposed to alcohol subliminal primes. These two experiments demonstrate that mere exposure to alcohol-related cues increase aggressive thoughts and behaviors. We don't need to drink alcohol to become aggressive: just seeing bottles of alcohol increases aggressive thoughts and actions.

**C5****THE MODERATING EFFECT OF AGE ON THE RELATION BETWEEN VIOLENT VIDEO GAMES, AGGRESSIVE PERSONALITY, AND AGGRESSIVE BEHAVIOR OVER TIME**

Rick Trinkner<sup>1</sup>, Donald O. Bucolo<sup>1</sup>, Ellen S. Cohn<sup>1</sup>, Cesar J. Rebellon<sup>1</sup>, Karen Van Gundy<sup>1</sup>; <sup>1</sup>University of New Hampshire – Researchers debate whether violent video games lead to aggression with some arguing that exposure to such games increases aggression (Anderson, 2004), while other researchers suggest that such a relation does not exist (Ferguson et al., 2008). Critics of the violent video game-aggression link argue that when other predictors of aggression (e.g., aggressive personality) are included in models, violent video game exposure no longer predicts aggression (Ferguson et al., 2008). However, researchers have only investigated this association utilizing cross-sectional research designs. In the current study, we tested whether violent video game exposure and aggressive personality would predict future aggressive behavior among adolescents aged 13 and 16. Participants completed scales assessing aggressive personality variables (i.e., trait aggression, impulsivity, risk-seeking, temper), violent video game exposure, and aggressive behavior in the Fall of 2007 and a year later in the Fall of 2008. Lagged models assessing change in aggressive behavior revealed that, while controlling for aggressive personality, exposure to violent video games led to increased aggressive behavior only among the cohort of 16 year olds; violent video game exposure had no relation to future aggressive behavior among 13 year olds. These results suggest that development has a moderating effect on the relation between violent video games and aggressive behavior (c.f. Kirsch, 1993). Future researchers should include other predictors of aggressive behavior in their models to determine the robustness of the association among violent video games and aggression.

**C6****EVALUATION OF THE INTERPERSONAL CONFLICT CONSTRUCT: IMPLICATIONS FOR MEASUREMENT**

Robert Wright<sup>1</sup>, Cynthia Mohr<sup>1</sup>, Robert Sinclair<sup>2</sup>; <sup>1</sup>Portland State University, <sup>2</sup>Clemson University – Interpersonal conflicts are a significant source of stress, leading to a variety of negative outcomes. The literature, however, contains varying definitions and measures of the interpersonal conflict construct (e.g., Barki & Hartwick, 2004; Jensen-Campbell & Graziano, 2000). As such, the current study sought to uncover consistent themes among interpersonal conflicts and then explore cognitive appraisals of these particular aspects of interpersonal conflict. Specifically, a checklist of interpersonal conflict was developed from themes identified in written descriptions of interpersonal conflict based on methods by Hsieh and Shannon, 2005 and then examined for differences of cognitive appraisal (e.g., how meaningful, how undesirable). Data were gathered from a sample of nurses (n = 144) reporting on interpersonal conflicts with nurse peers in a mixed-method weekly design over a 12-week period. Results provide preliminary support for the checklist as a reliable and valid tool in examining interpersonal conflict, particularly applicable to group performance contexts. Furthermore, results indicate that appraisals of conflicts vary according to different aspects of conflict, supporting examination of interpersonal conflict according to the identified themes. For example, conflicts regarding others' irresponsibility (i.e., failure to perform task) were rated as significantly more meaningful than all other conflicts ( $p < .05$ ) and conflicts characterized by feelings of dislike or animosity were significantly more undesirable than conflicts without ( $p < .05$ ). Implications for future research on interpersonal conflict are discussed in light of the checklist findings.

**C7****WORSE THAN STICKS AND STONES? BULLYING IS LINKED WITH ALTERED HPA AXIS FUNCTIONING AND POORER HEALTH**

Jennifer M. Knack<sup>1</sup>, Aubrey Thompson<sup>2</sup>, Lauri A. Jensen-Campbell<sup>2</sup>; <sup>1</sup>University of Ottawa, <sup>2</sup>University of Texas at Arlington – We examined whether HPA axis activation (as measured through salivary cortisol levels) may be an underlying mechanism in the link between peer victimization and physical health

problems. Adolescents (N = 107) and their parent participated in a two-part study examining peer victimization, neuroendocrine functioning, and physical health. In phase 1, adolescents completed questionnaires assessing their social experiences (e.g., peer victimization) and health. They later returned for phase 2 which consisted of 2 sessions. In session 1, adolescents learned to collect salivary cortisol samples. They collected 4 samples over each of 2 non-sports school days. In session 2, adolescents completed the Trier Social Stress Test (TSST) in which they prepared and delivered a speech while salivary cortisol was collected. Peer victimization predicted more frequent and severe health problems and more visits to health professionals ( $t(105) = 7.31, 6.76, 4.98, ps < 0.01$ ). Moreover, we found a victimization X slope interaction for cortisol awakening response (CAR),  $t(375) = 2.91, b = 0.10, p < 0.01$ , such that being bullied was linked with a flatter CAR. We found that this CAR partially mediated the link between victimization and health problems. During the TSST, victims reported more stress ( $r = 0.28, p < 0.01$ ) and exhibited altered cortisol levels. Higher cortisol immediately after the stressor and lower cortisol 30 minutes after the stressor were associated with more health problems. This study was an important first step in understanding how peer victimization alters biological functioning and health.

**C8****TRAITS ARE MORE THAN JUST SITUATIONAL SENSITIVITIES**

Edward Witt<sup>1</sup>, M. Brent Donnellan<sup>1</sup>; <sup>1</sup>Michigan State University – The Traits as Situational Sensitivities Model (TASS model; Marshall & Brown, 2006) posits that personality attributes (e.g., trait aggression) operate in a threshold-like manner such that individuals with higher levels of a given trait require less situational press to evoke trait-relevant behaviors. The TASS model also predicts that personality attributes are the most powerful predictors of behavior in situations of medium strength (i.e., the model predicts a specific statistical interaction). We evaluated these propositions using a hot sauce study (Liebermann et al., 1999) to serve as a conceptual replication of Study 1 in Marshall and Brown (2006). Participants (N = 273) randomly received one of three levels of provocation (none, medium, strong) in the form of written feedback to a personally-relevant essay. Participants were then given the opportunity to retaliate against the person who ostensibly gave them feedback. Analyses revealed main effects for personality measures and for level of provocation for predicting hot sauce allocation; however, we found no evidence that personality effects were more pronounced at medium levels of provocation. Moreover, we found few differences between our objectively moderate and strong provocations on any outcome measure designed to assess psychological features of the situation. Results suggest that both personality attributes and situational attributes are linked to expressions of retaliatory aggression in the laboratory; whereas statistical interactions are much more elusive. Implications of these findings as well as potential methodological and conceptual concerns with the TASS model are discussed.

**C9****ATTENUATING THE EFFECT OF NARCISSISM ON AGGRESSION: POWER RESTORATION AND ITS LIMITATIONS**

Alison Sheldon<sup>1</sup>, William C. Pedersen<sup>1</sup>, Archie Arena<sup>1</sup>, Kimhoan Chu<sup>1</sup>, Katie Crowe<sup>1</sup>, Melissa Drysdale<sup>1</sup>, Keshia Fields<sup>1</sup>, Elizabeth Machado<sup>1</sup>, Jon Nieva<sup>1</sup>, Monica Romero<sup>1</sup>, Reyna Sorauf<sup>1</sup>, Ana Truong<sup>1</sup>; <sup>1</sup>California State University, Long Beach – Previous studies indicate that narcissism increases aggressive responding (e.g., Bushman & Baumeister, 1998). Social Interactionist theorists maintain that one motive for aggression is the restoration of power (e.g., Tedeschi & Felson, 1994). The current study is the first to investigate the interactive effect of provocation, narcissism and power restoration on subsequent aggression. Furthermore, it is the first experiment to directly compare two types of power restoration – random allocation versus “earned” power. Participants were either provoked or not and then informed they would (a) manage another subject as a result of random assignment, (b) manage another subject based on their answers to a previous leadership questionnaire, or (c) simply work with another participant (control condition). Participants then had an opportunity to

aggress. Several findings emerged. First, there was a 3-way interaction between power restoration, provocation, and narcissism. Replicating previous findings, higher levels of narcissism predicted increased aggression for provoked participants in the control condition ( $b=1.33$ ,  $p<.01$ ). However, power restoration served to attenuate the impact of narcissism on aggression,  $b=-0.17$ ,  $p>.10$ . Conversely, in the absence of an initial provocation narcissism was a marginal positive predictor of aggression ( $b=0.82$ ,  $p=.07$ ) in the control condition but following power allocation narcissism became a significant positive predictor of aggressive behavior,  $b=1.03$ ,  $p<.01$ . Second, the specific type of power restoration (i.e., random vs. earned) did not differentially impact aggression. Results suggest that increasing an individual's power is not a panacea against aggression. Implications of this work for reducing instances of aggression are also discussed.

### C10

**THE IMPACT OF ALCOHOL PRIMING AND PROVOCATION AMBIGUITY ON AGGRESSIVE BEHAVIOR** Marianne Grosvenor<sup>1</sup>, William Pedersen<sup>1</sup>, Aryun Hahm<sup>1</sup>, Stephanie Kirby<sup>1</sup>, Laura Matthews<sup>1</sup>, Sandra Mendoza<sup>1</sup>, Krysteena Stephens<sup>1</sup>, Eddie Vasquez<sup>2</sup>, Bruce Bartholow<sup>3</sup>; <sup>1</sup>California State University, Long Beach, <sup>2</sup>University of Kent, <sup>3</sup>University of Missouri, Columbia – Previous research has shown that priming with alcohol cues (e.g. alcohol-related words, pictures) impacts perceptions of hostility (Bartholow & Heinz, 2006). The ability of alcohol priming to increase actual aggressive behavior, however, may be more likely to occur in the context of ambiguous rather than unambiguous provocations because the former incidents are more susceptible to attributional distortion (Pedersen, Gonzales, & Miller, 2000). The current study is the first to assess the moderating effect of provocation ambiguity on alcohol-primed aggression. In addition, it is the first to employ a physical measure of aggressive behavior in investigating the impact of priming alcohol cues on aggression. Participants were primed with either alcohol or neutral cues followed by a high ambiguity provocation, low ambiguity provocation, or a no provocation control. Prime content and prime ambiguity interacted to impact subsequent aggressive behavior. As expected, alcohol priming significantly augmented aggression only when paired with a highly ambiguous provocation. Implications for the reduction of aggression and directions for future research are also discussed.

### C11

**THE IMPORTANCE OF FRAMING: PAIRING PRESCRIPTIVE MESSAGES WITH DESCRIPTIVE NORMS TO REDUCE AGGRESSION** Vanessa E. Hettinger<sup>1</sup>, Joseph A. Vandello<sup>1</sup>; <sup>1</sup>University of South Florida – Aggressive behavior in males may be partially driven by a mistaken belief that aggression is common and socially expected. This research examines whether manipulation of descriptive norms for aggression (depicting aggression as rare or common) influences likelihood of aggressing in conflict situations. We predicted that participants in the 'high norm' (common) condition would report being more likely to aggress in response to conflict than participants in the 'low norm' (rare) condition. Additionally, this research probed the effect of message framing in shaping the interaction between descriptive and injunctive norms. Guided by deviance regulation theory, we predicted that when the implanted descriptive norm for aggression was high, a positively framed message (about the benefits of non-aggression) would be more effective in reducing participants' reported likelihood to aggress than a negatively framed message (about the negative consequences of aggression). In this questionnaire study, participants [ $N = 60$ ] read a fake newspaper article which reported statistics on frequency of aggression in college males, and statistics about the traits and life outcomes of aggressive or non-aggressive people, and then were asked to indicate their likely response to hypothetical conflict scenarios. Overall, participants in the high norm condition reported being significantly more likely to aggress than participants in the low norm condition. However, high norm participants who also received the positively framed message were much less likely to

aggress (equivalent to the low norm condition) than those who received the negatively framed message or no message. Thus, proper message framing was important for reducing aggression.

### C12

**PREDICTING CONFLICT ACTS: AN ALTERNATIVE TO THE FIVE CONFLICT "STYLES"** Mark Davis<sup>1</sup>, Michael Schoenfeld<sup>1</sup>, Elizabeth Flores<sup>1</sup>; <sup>1</sup>Eckerd College – For decades, interpersonal conflict research has been almost entirely based on the "conflict styles" approach, which identifies five broad ways of approaching conflict: collaborative, competitive, obliging, avoidant, and compromising. Instruments based on this approach have had success at predicting conflict-related outcomes. However, we believe this predictive power could be improved by using instruments that assess concrete, specific behavioral tendencies instead of broad styles. We believe that this will occur for the same reason that more specific, less global, attitude measures are often better predictors of behavior. To test this notion, 160 undergraduates completed a widely-used measure of conflict styles (Rahim Organizational Conflict Inventory) and a behavior-based measure that assesses the tendency to engage in 15 specific responses to conflict (Conflict Dynamics Profile). Participants also indicated whether or not they had engaged in each of 37 conflict-related actions over the past 60 days. Factor analyses of these 37 items revealed six interpretable "conflict acts": manipulateness, anger, demeaning behavior, maliciousness, making amends, and compliance. Two series of hierarchical regressions were conducted to predict these six conflict acts; in one series the style measure was entered first and in the other the behavioral measure was entered first. As expected, the behavioral measure was a superior predictor. It accounted for more variance than the styles measure whether entered on the first step or the second step of the equation. Thus, these results support the view that conflict acts are significantly better predicted by using specific behavioral predictors rather than the familiar five styles.

### C13

**HIGHLY ABUSIVE, HIGH SELF-ESTEEM WOMEN FIND ABUSIVE MEN MORE ACCEPTABLE: IMPLICATIONS FOR DOMESTIC VIOLENCE TREATMENT PROGRAMS** Christine Chang-Schneider<sup>1</sup>, William B. Swann, Jr.<sup>1</sup>; <sup>1</sup>University of Texas at Austin – We proposed that women who are in psychologically abusive relationships find psychologically abusive behavior more acceptable than those in healthy relationships. 80 women who self-identified as being in either highly abusive or low-abusive relationships (Conflict Tactics Scale-2 [CTS-2], Straus et al. 1996) watched a 5-minute video depicting a psychologically abusive interaction between a male and a female. They were then asked 1) how likely would you be to remain in this relationship? and 2) how acceptable was the behavior in this video? Women receiving high levels of abuse in their current relationship were more likely to endorse that they would stay in the depicted abusive relationship than those receiving little abuse. This effect, however, was fully mediated by how psychologically abusive the woman, herself, was in her current relationship. Specifically, the more psychologically abusive the woman was, the more she endorsed that she would likely remain in the abusive relationship depicted in the video. Similarly, the tendency for women receiving high as compared to low levels of psychological abuse to regard yelling behavior as acceptable was moderated by both how psychologically abusive the woman was in her current relationship and her self-esteem. That is, women who were the highest in psychological abusiveness toward their partner and the highest in self-esteem found the yelling more acceptable than their counter parts. Implications for increased focus on women's roles in domestic violence intervention are discussed.



**C14****SHORT-TERM CONSEQUENCES AND LONG-TERM FORMATIONS OF CYBERBULLYING BEHAVIOR: TESTING PROXIMATE AND DISTAL MODELS** Christopher Barlett<sup>1</sup>, Douglas Gentile<sup>1</sup>, <sup>1</sup>Iowa State University –

Cyberbullying, defined as the use of technology to support deliberative, repeated, and hostile behavior towards others, is a very serious societal problem. To date, the research on cyberbullying has been descriptive and atheoretical. The purpose of the current study was to test a theoretical model describing the short-term process of cyberbullying and the long-term development of cyberbullying attitudes. All participants (N = 394) completed several questionnaires measuring cyberbehavior, victimization, vengeance, stress, positive attitudes towards cyberbullying, and guilt. Results from the best fitting proximate model (GFI = .92, AGFI = .84, CFI = .92, RMSEA = .12 (90% CI: .10 to .142)) showed two routes predicting cyberbullying frequency. The first route begins with cyberbullying predicting relational aggression ( $\beta = .26, p < .01$ ) and stress ( $\beta = .19, p < .01$ ). The stress is related to vengeance ( $\beta = .13, p < .05$ ), which predicts positive attitudes towards cyberbullying ( $\beta = .34, p < .01$ ) that feeds back into aggression ( $\beta = .40, p < .01$ ) and using cyberbullying tactics ( $\beta = .09, p < .05$ ). The second route predicts that cybervictimization is related to vengeance, which predicts positive attitudes towards cyberbullying. Results from the distal model showed that the power differential in cyber compared to traditional bullying ( $\beta = .22, p < .01$ ) and anonymity in cyberbullying ( $\beta = .32, p < .01$ ) both predicted the formation of positive attitudes towards cyberbullying (GFI = .98, AGFI = .94, CFI = .97, RMSEA = .08 (90% CI: .05 to .11)).

**C15****WHY SOME PEOPLE KICK THE BARKING DOG HARDER THAN OTHERS: THE IMPACT OF TRAIT DISPLACED AGGRESSION, PROVOCATION INTENSITY, AND RUMINATION ON TRIGGERED DISPLACED AGGRESSION** Nicholas Kelley<sup>1</sup>, William Pedersen<sup>1</sup>, Daniel Simons<sup>2</sup>, Jenn Eifler<sup>1</sup>, Kasey Fong<sup>1</sup>, Naoko Kitabayashi<sup>1</sup>, Celina Garcia<sup>1</sup>, John Dosta<sup>1</sup>, Marianne Grosvenor<sup>1</sup>, Neil Young<sup>3</sup>, Laura Mathews<sup>1</sup>, Christina Pedram<sup>4</sup>;

<sup>1</sup>California State University, Long Beach, <sup>2</sup>University of North Carolina, Chapel Hill, <sup>3</sup>Queen's University Belfast, Northern Ireland, <sup>4</sup>University of California, Irvine – Recently we developed the first measure of trait displaced aggression -- the Displaced Aggression Questionnaire (DAQ; Denson, Pedersen, & Miller 2006). The current study looks at the moderating effect of trait displaced aggression on the ability of provocation intensity, rumination, and a triggering event to augment aggressive behavior. Participants first completed the DAQ. Then following a provocation of either high or moderate intensity, participants were induced to ruminate or were distracted for 15 minutes. They then had the opportunity to aggress against another person who either acted in a neutral or mildly annoying fashion (viz. triggering event). Several findings emerged. First, those induced to ruminate before the triggering event displayed more aggression than did distracted participants. Second, the magnitude of this difference was greater for participants who received a high intensity compared to moderate intensity provocation. Third, there was a three-way interaction between trait displaced aggression, rumination, and a triggering event. Specifically, rumination increased aggressive behavior in the context of a triggering event but not in its absence. This impact of rumination, however, only held for participants with medium or high levels of trait displaced aggression. In contrast, the aggressive behavior of individuals with low levels of trait displaced aggression was unaffected by either rumination or a trigger. Implications for the reduction of violent behavior are also discussed.

**C16****COMPARING INDIRECT AGGRESSION AND INDIRECT VICTIMIZATION IN ADULTS: THE ROLE OF SOCIAL DESIRABILITY, TRAIT AGGRESSION, AND SEX** Natalie Barlett<sup>1</sup>, Christopher Barlett<sup>2</sup>; <sup>1</sup>Kansas State University, <sup>2</sup>Iowa State University –

While there has been a long history of research on physical aggression, much less has been conducted on indirect aggression and even less examining indirect aggression in adulthood. The few

studies that have focused on adults have found that adults are capable of using high levels of indirect aggression and suffer from being the victims of this covert form of aggression. The current study sought to understand indirect aggression and victimization with an adult sample using a relatively new measure of indirect aggression and victimization. Adult participants (N = 506) completed measures of trait aggression, social desirability, indirect aggression, and indirect victimization. Two linear regression analyses were conducted with sex, trait aggression, and social desirability as the independent variables and indirect aggression and indirect victimization as dependent variables. Results showed differences in the relationships for the independent variables between indirect aggression and indirect victimization. Specifically, sex differences emerged for indirect aggression ( $\beta = .12, p < .05$ ), but not indirect victimization ( $\beta = -.05, p > .05$ ). Social desirability was significantly related to indirect victimization ( $\beta = -.10, p < .05$ ), but not indirect aggression ( $\beta = -.01, p > .05$ ). Finally, trait aggression was related to both indirect aggression and indirect victimization ( $\beta s > .42, ps < .05$ ). These results suggest that males and those high on trait aggression reported using more indirect aggression, and those high on trait aggression and low on social desirability reported experiencing more indirect victimization. Additional analyses and implications will be discussed.

**C17****CHARACTERISTICS OF SEXUAL ASSAULTS AND WORST DATES THAT DO OR DO NOT INVOLVE ALCOHOL CONSUMPTION** Angela J. Jacques-Tiura<sup>1</sup>, Antonia Abbey<sup>1</sup>, Rhiana Wegner<sup>1</sup>; <sup>1</sup>Wayne State University –

Theories of the etiology of sexual aggression typically focus on perpetrators' attitudes and personality characteristics. Although these theories are useful, they typically ignore situational factors that encourage sexual aggression. Most sexual assaults (SA) occur in the context of a date and approximately 50% include alcohol use by the victim, perpetrator, or both. This study examined differences in heterosexual interactions related to alcohol consumption and sexual aggression. Participants were 470 single men aged 18-35 who had dated a woman within the past 2 years from the Detroit metropolitan area. Participants completed an audio computer-assisted self-interview. SA perpetration since age 14 was assessed with a 16-item behaviorally-specific measure. They were then asked to describe one SA experience in detail or to describe their worst date if they had not perpetrated an SA. Forty-three percent of participants acknowledged SA; 39% of incidents involved him drinking and 40% involved her drinking. SA perpetrators had a more established relationship with the woman, spent time at his house, used more isolating tactics, misperceived her intentions longer, and had more consensual sex during the incident than nonperpetrators. When both the man and woman drank, they were more likely to spend time at a party, bar, or social setting, were less likely to have planned to spend time together that day, and engaged in more consensual sexual activity than when neither person drank. This study demonstrates that the synergy of attitudes and situational factors should be considered for the advancement of SA theory.

**C18****RESPONSES TO SEXUAL ASSAULT: DO SOME PERPETRATORS REGRET WHAT THEY DID AND LEARN FROM THE EXPERIENCE?** Rhiana Wegner<sup>1</sup>, Antonia Abbey<sup>1</sup>, Angela J. Jacques-Tiura<sup>1</sup>; <sup>1</sup>Wayne State University –

Many researchers have examined the causes of sexual assault in an attempt to explain the alarmingly high rates of self-reported perpetration in college and community samples of men. In contrast, few researchers have examined factors related to likelihood of re-perpetration and the role of post-assault appraisals. Abbey and McAuslan (2004) found that perpetrators who did not perpetrate again over a one year interval reported feeling greater remorse, having learned more, and blaming the victim less. The current study examines cross-sectional predictors of recognizing that one made a mistake and learning from it in a community sample of 204 sexual assault perpetrators. Participants completed audio computer-assisted self-interviews that assessed perpetration since age 14 with behaviorally-specific items that asked about having sex with a woman

when they knew she didn't want to have sex or when she was unable to consent. Although 75% of perpetrators felt at least somewhat responsible for the incident, only 8% strongly agreed that they had made a mistake and learned how to treat women better. In multiple regression analyses, predictors of remorse included greater use of isolating and controlling behaviors, fewer prior consensual sexual activities with the woman, greater belief that she was just playing hard to get, and committing a more severe assault. Additionally, greater embarrassment at the end of the interview was positively associated with greater remorse and learning. The implications of remorse as a form of emotion- and problem-focused coping are discussed.

### C19

**VIOLENT VIDEO GAME PLAY REDUCES MEMORY FOR BRANDS APPEARING IN GAME** Bryan Gibson<sup>1</sup>, Brad J. Bushman<sup>2</sup>, Andre Meizer<sup>3</sup>, Katherine Zielaskowski<sup>1</sup>; <sup>1</sup>Central Michigan University, <sup>2</sup>University of Michigan & VU University Amsterdam, <sup>3</sup>University of Luxembourg – Product placement is a marketing strategy in which branded products appear within movies, television, and video games (Balasubramanian et al., 2006). The goal is to increase memory and liking of the placed brand. Research on traditional television commercials found that brand memory declines when the television show is violent (Bushman, 1998; 2005). We explored whether this effect extends to brands placed within video games. Participants (N = 155) played a video game for 30 minutes, under instructions to play either violently (i.e., try to run over pedestrians) or non-violently (i.e., try to go as fast as possible). Participants then received a surprising free recall test for brands appearing in the game. They next completed a recognition task with 32 brands, 16 of which appeared in game, and 16 which did not. Measures of game enjoyment and attitude toward 2 brands appearing in the game and 2 matching brands not appearing in the game were also collected. Violent play participants recalled fewer brands, and were less accurate in identifying brands appearing in the game than those in the nonviolent condition. Controlling for enjoyment did not alter these effects. Further, for one brand appearing in game there was a significant brand recognition by game instruction interaction such that in the violent condition participants recognizing the brand had lower brand attitudes than participants not recognizing the brand. Results suggest that, memory for placed brands is impaired during violent play, and that recognizing a brand appearing during violent play actually harms brand attitude.

### C20

**INSIDE THE MIND OF SEX OFFENDERS: ILLUMINATING THE ROLE OF IMPLICIT RAPE ATTITUDES IN SEXUAL OFFENDING** Laura Widman<sup>1</sup>, Michael Olson<sup>1</sup>; <sup>1</sup>University of Tennessee – Rape supportive attitudes may be important predictors of sexual assault perpetration; yet, past research has assessed rape supportive attitudes almost exclusively through self-report measures with methodological and theoretical limitations. To address these limitations, the purpose of the current project was to extend a novel implicit rape attitude evaluative priming procedure (Widman & Olson, 2009) by examining the implicit attitudes of convicted sex offenders and demographically-matched community men, and situating implicit attitudes within a broader theoretical framework of sexual assault. Participants were 36 convicted sex offenders and 48 demographically-matched community men (29 with a self-reported history of sexual assault, 19 without a history of sexual assault). Between group comparisons revealed sex offenders convicted of an offense against an adult woman held more pro-rape implicit attitudes than non-offending community men; yet these same convicted offenders reported less positive rape attitudes when assessed via self-report (arguably attributable to socially desirable responding). Additionally, within the community sample, implicit attitudes predicted the frequency of sexual assault perpetration and accounted for significant variance in sexual offending beyond self-reported rape attitudes (i.e., rape myth acceptance, hostility toward women, sexual dominance). Further, implicit attitudes accounted for sexual assault perpetration when situated within the most comprehensive theoretical model of sexual assault, the Confluence

Model (Malamuth, 2003). Finally, results revealed extremely high rates of sexual assault in the community sample and provide unique descriptive data on the self-reported sexual assaults of convicted sex offenders. Findings suggest implicit rape attitudes must be considered in future research on sexual offending.

### C21

**ANTECEDENTS AND OUTCOMES OF WORKPLACE BULLYING: A PERSPECTIVE ON RACE/ETHNICITY** Brent Lyons<sup>1</sup>, Frederick T.L. Leong<sup>1</sup>; <sup>1</sup>Michigan State University – Aggression directed at race/ethnic minorities is a growing concern in contemporary organizations and despite the known severity in outcomes of workplace bullying, racial bullying is under explored in current literature. In this study, we model antecedents and outcomes of workplace bullying through a racial lens. Two hundred and forty nine White and non-White undergraduate students with at least two years of work experience completed an online survey with measures pertaining to antecedents and outcomes of workplace bullying: general bullying, social dominance orientation, self-esteem, interpersonal trust, and satisfaction with life. Additionally, only non-White participants completed surveys related to racial bullying, sensitivity to racial discrimination, and race-related stress. To ensure consistency in survey length, White participants completed a measure of interpersonal sensitivity. A gender by race interaction predicted experiences of general workplace bullying: White males reported highest levels of victimization and non-White males reported lowest levels. Social dominance orientation significantly predicted experiences of general bullying, but an interaction with gender or race did not explain additional variance. Overall, general bullying predicted lower life satisfaction but only for females. General bullying did not predict levels of interpersonal trust. Antecedents and outcomes of racial bullying were buffered by self-esteem. Experiences of race-related stress only predicted racial bullying for individuals with low self-esteem, not for individuals with high self-esteem. Though racial bullying did predict lower levels of life satisfaction and interpersonal trust, the effect on trust was not apparent when racial bullying is low and self-esteem is high. The implications for these findings are discussed.

### C22

**NARCISSISM AND AGGRESSION: THE MEDIATING EFFECT OF NEGATIVE AFFECT UNDER CONDITIONS OF IMPLICIT AND EXPLICIT EGO-THREAT** Jennifer Boutwell<sup>1</sup>, Erin Gollivan<sup>1</sup>, Joshua Foster<sup>1</sup>, Dennis Reidy<sup>1</sup>; <sup>1</sup>University of South Alabama – Provocation is a powerful catalyst of aggression, especially for those high in narcissism. Moreover, this may be most apparent under conditions of social comparison to peers. In the present study, a sample of collegiate men and women completed the NPI and participated in a sham aggression paradigm. In this paradigm, participants were told that the purpose of the study was to assess the effects of age and attentional capacity on creativity, under conditions of distraction. Participants were first instructed to write a creative essay about a common social interaction. They were further informed that their essays would be evaluated by a computerized measure of creativity and would be compared to an ostensible peer's essay. After reading their peer's superior essay, participants were informed they had been randomly assigned to the control condition, while their peer was assigned to a distraction condition, which involved holding their nondominant hand in ice water while completing additional creativity assessments. Finally, participants were required to determine the level of distraction for their peer by choosing the temperature at which their hand must be submerged. It was expected that individuals with higher NPI scores would be more aggressive as demonstrated by setting a lower (i.e., more painful; more intense) temperature for their peers. Hierarchical regression analyses support our hypotheses, indicating that those high in narcissism use aggression (i.e., indirect physical aggression, displaced aggression, reactive aggression, etc) in response to possible criticism.

**C23****DOES BEING BULLIED INFLUENCE COGNITIVE PERFORMANCE?**

Madeline Rex-Lear<sup>1</sup>, Jennifer Knack<sup>2</sup>, Priya Iyer<sup>3</sup>, Lauri Jensen-Campbell<sup>4</sup>; <sup>1</sup>University of Texas at Arlington, <sup>2</sup>University of Ottawa, <sup>3</sup>University of Texas at Arlington, <sup>4</sup>University of Texas at Arlington – Victimization has been repeatedly linked with poorer academic performance. Despite these statistics, comprehensive examinations that focus on the mechanisms for these associations have been slow to develop. To the extent that being bullied can be viewed as a social stressor, it should influence outcomes much the same way other stressors do. Indeed, high cortisol levels have been associated with poorer memory and cognitive functioning (Lupien et al., 1998; Newcomer et al., 1999). In addition, stress has also been implicated in the dysfunction of the anterior cingulate and medial prefrontal cortex (Bremner et al., 2003). As such, two studies examined whether (1) victimization was correlated with poorer performance on the Stroop, WCST, and Go-NoGo tasks, which assess cognitive functioning; (2) victimization predicted actual academic performance and standardized test scores; and (3) cortisol mediated the link between victimization and scholastic competence. In study 1 (N= 103), being bullied in early adolescence was associated with greater variability in responding in the Go/No-Go task, more noncongruent errors and greater RTs on the Stroop, and more perseverative responses on the WCST. Victimization was also associated with poorer grades and lower standardized test scores. In Study 2 (N = 107), victimization was associated with poorer scholastic competence. More interesting perhaps, victimization was positively associated with a flattened cortisol awakening response, which in turn predicted poorer scholastic performance. These preliminary findings suggest that being bullied may impair biological and cognitive functioning.

**C24****BRING IT ON: ANGRY FACIAL EXPRESSIONS POTENTIATE APPROACH-MOTIVATED MOTOR BEHAVIOR**

Benjamin Wilkowski<sup>1</sup>, Brian Meier<sup>2</sup>; <sup>1</sup>University of Wyoming, <sup>2</sup>Gettysburg College – While many psychological models suggest that human beings are invariably motivated to avoid negative stimuli, more recent theories suggest that people are frequently motivated to approach angering social challenges in order to confront and overcome them. To examine these competing models, three studies were conducted to determine whether angry facial expressions potentiate motor movements serving the goal of physical approach. Participants were asked to categorize the emotional expression of presented faces by executing approach movements toward faces or avoidance movements away from them. Across all studies, participants were faster to initiate approach movements toward angry facial expressions than to initiate avoidance movements away from such expressions. Moreover, this approach advantage for angry facial expressions was significantly greater than participants' responses to both emotionally-neutral (Studies 1 and 3) and fearful (Study 2) expressions. Further data indicated that this pattern was due to the activation of a flexible goal to approach angry facial expressions, rather than a hard interface between angry facial expressions and specific arm movements. The approach advantage for angry facial expressions was apparent regardless of whether arm flexions or arm extensions were involved (Studies 1-3), and it was most apparent when physical approach appeared to be effective in overcoming the social challenge posed by angry facial expressions (Study 3). In sum, the results support models contending that people are motivated to approach and overcome the social challenge posed by angry facial expressions.

**C25****DOES A MASSACRE MATTER? EFFECTS OF TRAIT AGGRESSION AND INDIVIDUAL DIFFERENCES IN PLAY ON SUBSEQUENT AGGRESSIVE BEHAVIOR**

Amanda Bolton<sup>1</sup>, John Ellard<sup>1</sup>; <sup>1</sup>University of Calgary – Studies have found that violence in video games increases aggressive behavior (Anderson et al., 2004); however, they have largely ignored that video games are interactive. Since players decide what actions to take, some

players are being exposed to more violence than others, which is partly accounted for by trait aggression (Bolton & Fouts, 2005). This experiment examined whether differences in post-play aggression are the result of individual differences in game play violence and/or trait aggression. University students' trait aggression was assessed in a first session. In a second session, participants were randomly assigned to play a high violence (HV) or low violence (LV) game for 20 minutes. Afterwards, participants were asked to participate in a surprise optional study on "food preferences" where they poured hot sauce into a cup for the "next participant" to drink entirely; greater hot sauce indicated greater aggressive behavior. Replicating previous research (e.g., Bushman, 1995), participants gave more hot sauce after playing the HV versus the LV game, and trait aggression moderated the amount of hot sauce in only the HV game condition. In terms of play, more violent play in the LV game was related to giving more hot sauce. Violent play in the HV game interacted with difficulty and motivation, but also showed greater hot sauce amounts. Lastly, trait aggression was related to participants' play in the HV game, but not the LV game. In conclusion, trait aggression and differences in play individually account for some post-play aggressive behavior.

**C26****CATHARSIS BELIEF AS A MOTIVATOR TO PLAY VIOLENT VIDEO GAMES**

Jodi Whitaker<sup>1</sup>, Brad Bushman<sup>1</sup>; <sup>1</sup>University of Michigan – Two studies examined the link between belief in catharsis, anger, and the type of video game a person chooses to play. Belief in catharsis coupled with later being angered was hypothesized to increase the desire to play a violent video game as opposed to a non-violent one. In the first experiment, participants were induced to either believe that venting one's anger was a healthy and good practice or that such venting was an unhealthy and poor option. Half of the participants were later angered by receiving a poor grade on an essay, while the other half received a high grade. Afterwards, all participants chose which video games they would most like to play from a list describing eight fictional video games. ANOVA on the results showed that participants who believed catharsis was beneficial and were later angered were more likely to choose to play violent video games ( $F(1,108)=5.09, p<.03$ ). In the second experiment, the same methods were employed with one important difference. Instead of manipulating belief in catharsis, pre-existing belief in catharsis was measured using the Angry Mood Improvement Inventory. Again, multiple regression on the results showed that as the tendency to vent one's anger increased, so did the desire to play a violent video game ( $F(1,147)=6.13, p<.01$ ). These results of these two experiments indicate that belief in catharsis is a motivating factor in the decision of what kind of video game to play, especially when one is angered.

**Attitudes/Persuasion****C27****EFFECTS OF CONFEDERATE FLAG EXPOSURE ON ERROR THROUGHPUT IN AN IMPLICIT ASSOCIATION TASK**

Richard Anderson<sup>1</sup>, Jennifer DiVeto<sup>1</sup>, Anne Gordon<sup>1</sup>, Leisha Colyn<sup>1</sup>; <sup>1</sup>Bowling Green State University – An implicit association test (IAT) was used to assess participants' implicit racial attitudes after viewing a Confederate or control (Netherlands) flag. The sample (N = 77) consisted predominantly of White, female, non-Southerners (78%). After viewing one of the two flags, the participant saw a sequence of randomly ordered words, each of which was a person's first name or an evaluative descriptor. The task was to press either of two keys to classify names as typically Black (African American) or White (European American), or to classify descriptors as positive or negative. In some blocks, one key was for Black names or positive words and the other was for White names or negative words. In other blocks one key was for Black names or negative words and the other was for White names or positive words. Results indicated anti-Black/pro-White bias regardless of whether performance was measured in terms of response time, errors, or errors per second (the number of errors divided by the sum of response times). However, we found that only the errors-per-second

ond measure was uncorrelated with explicit bias (as measured by the Modern Racism Scale). And it was for that measure—errors per second—that IAT bias was greater after viewing the Confederate flag than after viewing the control flag. It was concluded that the Confederate flag can evoke implicit bias, and that this bias is likely not related to explicit attitudes about the flag.

### C28

**CHANGING BEHAVIOUR THROUGH AFFECTIVE-BASED VERSUS COGNITIVE-BASED ATTITUDINAL MESSAGES** Mark Conner<sup>1</sup>, Ryan Rhodes<sup>2</sup>; <sup>1</sup>University of Leeds, <sup>2</sup>University of Victoria – Recent research has distinguished between outcome expectancies based on whether the outcomes are positive or negative, occur in the immediate or distant future, and are instrumental or affective in nature. Although most persuasive messages about health behaviors (e.g., physical activity) tend to focus on negative, distal, instrumental outcomes recent research has indicated the power of proximal affective outcomes (both positive and negative) to predict these behaviors. However, comparatively little research has examined whether persuasive messages focusing on affective outcomes can impact on engagement with such behaviors. The present research reports two studies investigating the impact of an affective-based or an instrumental-based message compared to a control on self-reported physical activity levels. 383 (Study 1) and 197 (Study 2) students were randomly allocated to one of three conditions (control – no message, affective-outcome based message, instrumental-outcome based message) and completed questionnaire measures tapping components of the Theory of Planned Behavior in relation to exercise and reported their level of exercise (3 weeks later). In Study 2 measures of need for affect (NFA) and need for cognition (NFC) were also completed. Results showed that the affective-based message consistently produced greater increases in self-reported level of exercise over baseline compared to the other conditions and that this effect was partly mediated by affective attitude change. Study 2 indicated these effects to be significantly stronger among those high in NFA or low in NFC. These findings indicate the value of messages that target affective outcomes in changing health behaviors such as physical activity.

### C29

**EXPLORING THE INFORMATION ORDER MATCHING EFFECT IN PERSUASION** J. Shelly Paik<sup>1</sup>, Leandre R. Fabrigar<sup>1</sup>, Richard E. Petty<sup>2</sup>, Charlene E. Turner<sup>1</sup>; <sup>1</sup>Queen's University, <sup>2</sup>Ohio State University – Previous research has demonstrated greater attitude change when information is presented in the same order at persuasion as encountered when the attitude was originally formed (e.g., Edwards, 1990). Although traditionally interpreted as evidence for affective/cognitive matching effects in persuasion there is no clear evidence that these differences in the basis of attitudes and persuasion were responsible for these matching effects (Fabrigar & Petty, 1999). This research program examined whether the affect/cognition distinction is indeed responsible for the information order matching effect. Experiment 1 was a conceptual replication of Edwards (1990) but included scales of attitude-relevant affect and cognition to directly examine the role of these constructs. The persuasion matching effect was replicated. However, the affect and cognition scales suggested no evidence that this effect was due to differences in affect/cognition across orders. In experiment 2, the affective/cognitive bases of attitudes were held constant by presenting participants with only cognitive information of varying order. We replicated the persuasion matching effect but in a context with no affect/cognition distinction suggesting this distinction is not required to produce the effect. Although information in Edwards' studies differed in affect/cognition, they were confounded with complexity. Therefore, experiment 3 was conducted to examine the viability of complexity as the driving force behind the order matching effect. Some participants received passages that varied in complexity whereas others received passages that did not differ in complexity and these passages were presented in varying sequence. Again, we found the persuasion matching effect and it emerged regardless of complexity.

### C30

**SWAYING THE MASSES: THE EFFECT OF ARGUMENT STRENGTH AND LINGUISTIC ABSTRACTNESS ON ATTITUDES** Jessica M. Barber<sup>1</sup>, Natalie J. Shook<sup>1</sup>; <sup>1</sup>Virginia Commonwealth University – Two studies were conducted to investigate how the use of different types of language affects persuasion. Participants read arguments supporting a hypothetical toothpaste that differed in terms of argument strength (strong versus weak) and linguistic abstractness (abstract versus concrete). Subsequently, they evaluated the toothpaste and indicated their intentions to purchase or try the toothpaste. In addition, half of the participants in the second study were subjected to a cognitive load manipulation (i.e., rehearsing a ten-digit number) in order to limit their level of cognitive elaboration. Results indicated that strong arguments and those containing concrete descriptions led to more positive attitudes and behavioral intentions toward the toothpaste, whereas weak messages comprised of abstract terms gave rise to the least favorable evaluations and intentions. These findings represent the first demonstration of the effect of language type on attitude change and suggest that future research into the functions of differential linguistic abstractness in a persuasive context will broaden our understanding of attitude change.

### C31

**TIME CRAWLS WHEN YOU'RE NOT HAVING FUN: PRIMING PSYCHOLOGICAL ENTITLEMENT CHANGES TIME PERCEPTION** Edward Hughes O'Brien<sup>1</sup>, Brad J. Bushman<sup>1</sup>, Phyllis A. Anastasio<sup>2</sup>; <sup>1</sup>University of Michigan (Ann Arbor, MI), <sup>2</sup>Saint Joseph's University (Philadelphia, PA) – The present experiment tested whether psychological entitlement can be temporarily primed, and whether psychological entitlement can change time perception. Entitlement was subliminally primed with word lists that contained 0%, 20%, or 80% entitlement words, while subjects participated in what they thought were vigilance tasks. Subjects then estimated how long the tasks took to complete, how quickly the time went by, and how interesting the tasks were. We also timed how quickly they walked away upon leaving the experiment. Subjects primed with entitlement words viewed their time as especially valuable: they rated the ostensibly boring tasks as significantly slower and less interesting, and walked significantly faster following the experiment. Firstly, these findings demonstrate that entitlement can be manipulated as a temporary state (even when done so at a subliminal level). Secondly, those primed with entitlement perceive the passage of time in a much more egotistic, self-important way; feeling entitled may prompt the desire to end dull tasks (e.g. completion of the study), quickly receive rewards (e.g. research credit), or get to a more desirable destination. The current study corroborates a major theme in entitlement and narcissism literature: like most resources in life, the resource of time seems more precious to those who feel entitled.

### C32

**WHEN DO ATTITUDES GUIDE INTENTIONS? A COGNITIVE CONSISTENCY PERSPECTIVE ON ATTITUDE-INTENTION RELATIONS** Laura Creighton<sup>1</sup>, Bertram Gawronski<sup>1</sup>; <sup>1</sup>University of Western Ontario – Major theories of attitude-behavior relations (e.g., theory of planned behavior) propose that attitudes, subjective norms, and perceived behavioral control independently influence behavioral intentions. Even though previous findings are consistent with this claim, the assumption of independent main effects seems questionable on theoretical grounds. For instance, one might wonder how high perceived behavioral control can by itself produce a corresponding intention if the attitude toward the behavior is negative. Drawing on Festinger's (1957) dissonance theory, we argue that the relation between attitudes and intentions depends on the consistency of the attitude with subjective norms and perceived behavioral control. According to this conceptualization, subjective norms and perceived behavioral control do not have independent impacts on behavioral intentions. Instead, subjective norms and perceived behavioral control function as gatekeepers that moderate the translation of the attitude into a corresponding intention. Results from a study on the use of

bicycles as transportation mode provides preliminary support for this claim. Even though analyses in terms of traditional models replicated the previously obtained main effects of attitudes, subjective norms, and perceived behavioral control on intentions, further analyses revealed that these main effects were driven by a higher-order interaction in which subjective norms and perceived behavioral control moderated the relation between attitudes and intentions. Specifically, attitudes were significantly related to intentions only when both subjective norms and perceived behavioral control were high; however, there was no relation between attitudes and intentions when either subjective norms or perceived behavioral control were low. Implications for research on attitudes are discussed.

### C33

**THE IMPACT OF REPLICATION RATE ON ATTITUDE REVISION IN RELATION TO SCIENCE CLAIMS** Ralph Barnes<sup>1</sup>, Stephanie Tobin<sup>2</sup>, Heather Moynihan<sup>3</sup>, <sup>1</sup>Salem State College, <sup>2</sup>University of Houston, <sup>3</sup>Columbus State Community College – One way to cast doubt on a scientific finding is to inform the public that other studies have failed to replicate the result. The goal of the current study was to determine the degree to which individuals revise their attitude about a science claim based on a particular study after learning about the percentage of successful replications of the that study. Ninety-seven undergraduate participants at three institutions were presented with a number of fictional science claims and asked to indicate their attitudes towards these claims. Participants also indicated their attitudes towards these claims after being informed that only a certain percentage of studies had succeeded in replicating the initial results. Differences between initial attitudes and those formed after participants were informed of the percentage of successful replications revealed the impact of replication rate on subjects' attitudes. Unsurprisingly, higher rates of successful replication were associated with increased faith in the original claim. Surprisingly, however, only when reported replication rates dropped below 30% did they lead to a decrease in favorable attitudes about the original claim. Clearly information regarding the rate of successful replication impacts nonscientists differently than scientists. This finding may shed light on how the public views science claims and counter claims presented in mass media.

### C34

**THE SHARED REALITY OF SEXISM** Robert Tillery<sup>1</sup>, Tom Pyszczynski<sup>1</sup>, <sup>1</sup>University of Colorado at Colorado Springs – Culture places specific expectations on individuals. Living up to these social expectations creates a situation in which we verify for others what is expected of them. The products of social expectation become a shared reality. A shared reality establishes the groundwork for shared social existence. At the core of this hypothesis, is the concept that individuals take on the perspective of others they are communicating with. A shared reality is transmitted and obtained through communication. This study examines the role of shared reality and the expectation of communication on sexism. The participants (N=178) were recruited from the potential juror pool at a municipal complex. Participants completed measures of feminism and authoritarianism. An expectation of communication was created by statements that they would discuss concepts of gender relations with the female or male research assistants collecting the surveys. Sexism was measured using the Ambivalent Sexism Inventory, containing items related to hostile and benevolent sexism. In confirmation of our hypotheses; it was found that traditional females, who expected to communicate with other women, significantly endorsed benevolently sexist statements, greater than those females who did not expect to communicate with anyone. In addition, males who expected to communicate other males showed a significant increase in hostile sexism from males expecting to talk to women, in other words, a locker room effect. These results demonstrate a change in sexist attitude, and the reality of the sexist behavior that will be expected and acceptable, while interacting with others of differing genders and sexist beliefs.

### C35

**ATTITUDES INFLUENCE AUTOMATIC RACIAL FACE CATEGORIZATION** Yina Ma<sup>1</sup>, Shengmin Yang<sup>2</sup>, Shihui Han<sup>1</sup>; <sup>1</sup>Peking University, China, <sup>2</sup>School of Ethnology and Sociology, Central University of Nationalities, China – Previous studies suggest that distinct encoding mechanisms are involved in the processing of same-race (SR) and cross-race (CR) faces in human adults and result in differential recognition of SR and CR faces. The present study investigated whether and how attitudes toward target faces influence racial face processing. Experiment 1 showed that, in a task of judging orientations of Caucasian and Asian faces, Chinese responded faster to racial CR than SR faces whereas European Americans' performances showed a reverse pattern. Experiment 2 found that, when judging orientations of Han Chinese and Uigur Chinese faces, Han Chinese responded faster to racial SR than CR faces. More importantly, both CR and SR advantages observed in Experiments 1 and 2 were eliminated by inducing negative attitudes toward the faces with response advantage using a negative association priming procedure. Our findings provide evidence for automatic categorization of racial faces in a perceptual, race irrelevant task, which, however, is strongly modulated by attitudes toward target faces.

### C36

**THE STRUCTURE AND ORIGINS OF ATTITUDE-STRENGTH RELATED BELIEFS** Jay K. Wood<sup>1</sup>, Steven M. Smith<sup>2</sup>, Leandre R. Fabrigar<sup>1</sup>, Michelle G. Fitzsimmons<sup>2</sup>; <sup>1</sup>Queen's University, <sup>2</sup>Saint Mary's University – Researchers have long recognized that various subjective beliefs that people hold regarding their attitudes can be useful in distinguishing strong from weak attitudes. However, there is little understanding regarding the underlying structure of these beliefs (i.e., the precise manner in which different strength-related beliefs are associated with one another). In the present research, we sought to confirm the existence of 12 distinct strength related beliefs, and more importantly, to test a theory positing that the relationships among those beliefs could be explained by 4 higher-order factors. In Study 1, participants were asked to complete multiple items measuring each of 12 beliefs that have been commonly explored in the attitudes literature. A confirmatory factor analysis supported the existence of 12 distinct belief constructs. Additionally, confirmatory factor analyses indicated that a 4-factor superordinate structure provided a good representation of the pattern of relationships among these beliefs. The 4 factors correspond to the perceived validity of the knowledge on which the attitude is based, the evaluative consistency of the knowledge base, the functional relevance of the attitude, and the intensity of the attitude. Some beliefs were influenced by only one of these 4 factors whereas other beliefs reflected the combined influence of more than one higher-order factor. Study 2 explored potential antecedents to each factor in an effort to gain further insight into the higher-order structure. Aspects of the attitude formation process were manipulated to examine if they influenced different beliefs in a manner consistent with the proposed 4-factor framework.

### C37

**OPTIMIZING INTERACTIVE PERSUASIVE COMMUNICATIONS: HOW PERCEPTIONS OF THE MESSAGE SOURCE RELATE TO HIV RISK-REDUCTION** John L. Christensen<sup>1</sup>, Adam S. Wiswell<sup>2</sup>, Paul Robert Appleby<sup>1</sup>, Lynn Carol Miller<sup>1</sup>, Stephen J. Read<sup>1</sup>; <sup>1</sup>University of Southern California, <sup>2</sup>Pepperdine University – Dual process models of persuasion (e.g., ELM, HSM) suggest message effectiveness depends upon often one-sided judgments of the communicator (e.g., "I believe you're humorous"). Mass media, however, limits meta-judgments of the communicator's evaluation of us (e.g., "I believe you accept me"). These meta-judgments may involve more processing and may more deeply enhance long-term persuasiveness. Interactive media, with characters responsive to user decisions, can overcome this restriction. To assess the link between both one-sided and meta-judgments on immediate and long-term persuasion, 140 at-risk men who have sex with men interacted with a video-based, HIV-prevention training simulation in a longitudinal trial. Indi-

viduals assumed the role of the main character and made virtual sexual decisions in contexts similar to those encountered in real-life. Two persuasive guide characters delivered relevant appeals following risky choices. Immediately after the intervention at time 1 (T1), subjects indicated their intentions to avoid unprotected anal intercourse. They were then instructed to think about the guides and provide ratings of attractiveness, humor, and believability as well as perceived identification with and acceptance by the guides. Subjects reported follow-up risk-taking 3 months later at time 2 (T2). A linear regression analyzing T1 data indicated that none of the attributes predicted immediate intention to avoid real-life risk-taking. However, a negative binomial regression revealed that perceived T1 humor was positively associated with T2 risk-taking while perceptions of T1 believability and acceptance were negatively associated with T2 risk-taking; these findings were statistically significant. Implications for theories of persuasion and HIV risk-reduction are discussed.

### C38

**THE EFFECT OF ATTITUDE CERTAINTY ON WILLINGNESS TO PAY** Brittany Shoots-Reinhard<sup>1</sup>, Richard Petty<sup>1</sup>, Pablo Briñol<sup>2</sup>; <sup>1</sup>The Ohio State University, <sup>2</sup>Universidad Autónoma de Madrid – Recent research shows that when people have a "feeling of rightness" (due to regulatory fit) when they are evaluating a product, they are willing to pay more for that product. This feeling of rightness could be similar to attitude certainty, which is also defined as a feeling of validity about an evaluation. When people are certain of their attitudes, those attitudes are more predictive of behavior (e.g., willingness to buy or try a product; purchasing behavior) than when people are less certain. We propose that not only should people be more willing to buy a product to the extent that they are certain of their positive attitudes towards it, but they also should be willing to pay more for it as certainty increases. In order to test this hypothesis, participants viewed an OSU mug, reported their attitudes towards it, their certainty in those attitudes, and their willingness to pay for the product. There were no main effects of either attitudes or attitude certainty on willingness to pay. However, the interaction of attitudes and certainty was significant. As expected, attitudes were more predictive of willingness to pay when people were certain of their attitudes than when they were uncertain. These results suggest that attitude certainty impacts willingness to pay for a product, and that certainty may be as important in affecting people's willingness to pay for products as attitudes are.

### C39

**TO HELP OR NOT TO HELP: HOW RACISM AND TARGET RACE AFFECT THE DECISION TO HELP** Jessica L. McManus<sup>1</sup>, Megan M. Dwyer<sup>1</sup>, Donald A. Saucier<sup>1</sup>; <sup>1</sup>Kansas State University – Researchers have examined differential amounts of help provided to Black and White individuals to study contemporary forms of prejudice (e.g., Crosby, Bromley, & Saxe, 1980). Various situational factors have been identified that might explain the differences in the amount of help provided to Blacks and Whites (Saucier, Miller, & Doucet, 2005). However, what is less clear is why individuals decide to provide more help to ingroup, rather than outgroup, targets. We used Latane and Darley's (1970) five-step helping model to examine how racism may affect the decision to help individuals of different races. White participants (N = 96) read vignettes in which individuals needed help. Target individuals were either identified as Black or their race was not specified. Participants responded to items corresponding to each of the steps of helping (1. noticing the event; 2. interpreting the event as an emergency; 3. taking responsibility to help; 4. deciding how to help; and 5. deciding to provide help) and completed racism and empathy measures. After controlling for sex and empathy, difference regressions revealed that racism scores differentially predicted Steps 3 and 5 of the helping model. Participants with higher racism scores were less likely to take responsibility for helping Black targets than targets of a non-specified race. Participants with higher racism scores were also less likely to report that they would decide to provide help for Black targets

than targets of a non-specified race. These findings contribute to our understanding of the relationship between contemporary forms of prejudice and prosocial behavior.

### C40

**IMAGE OF DEATH INHIBITS THE EARTHQUAKE PREPAREDNESS ACTIONS** Junko Toyosawa<sup>1</sup>; <sup>1</sup>Osaka Kyoiku University – Meta analysis of fear appeal studies showed that efficacy, as well as fear and risk perception were important in promoting risk preventive actions (Witte & Allen, 2000). As for earthquake, people took many preparedness actions when efficacy was higher than fear and risk perception (Mulilis & Duval, 1995). But in Japan, many people lost their lives in earthquake, and people who have the image of death may be difficult to have higher efficacy. In addition, earthquake causes many types of damage (e.g., fire, tsunami, house collapse), and the way of coping are also various. So, it is important to clarify the image of earthquake, and to examine the relations between images, fear, risk perception, efficacy, and earthquake preparedness actions. One hundred and ninety-nine undergraduate students answered the questions concerning image of earthquake and their preparedness actions. They also answered the questions about fear, risk perception (probability of the occurrence of big earthquake, severity of the consequence of big earthquake), and efficacy (self-efficacy toward preparedness actions, effectiveness of preparedness actions). The results showed that image of earthquake were classified into 21 categories. Multi regression analysis showed that image of fear, confusion, lifeline stop, refuse, and rescue facilitated preparedness actions, while image of death inhibited them. Furthermore, path analysis showed that image of death heightened fear and risk perception, while it lowered efficacy. Fear, risk perception, and efficacy facilitated preparedness actions. These results suggest that paying attention to the side that we can control is important in facilitating people's earthquake preparedness actions.

### C41

**THE AGONY OF AMBIVALENCE AND WAYS TO RESOLVE IT: INTRODUCING THE MAID MODEL** Frenk van Harreveld<sup>1</sup>, Joop van der Pligt<sup>1</sup>, Yael De Liver<sup>2</sup>, Bastiaan Rutjens<sup>1</sup>, Mark Rotteveel<sup>1</sup>; <sup>1</sup>University of Amsterdam, The Netherlands, <sup>2</sup>Utrecht University, The Netherlands – While it has been assumed that people are averse towards attitudinal ambivalence, empirical evidence is mixed. Our research integrates literature on ambivalence with theories on decision-making to gain more understanding of when ambivalence is indeed associated with psychological discomfort and how ambivalent attitude holders cope with their discomfort. In a first study we manipulated ambivalence and found ambivalence only to be related to physiological arousal when a choice had to be made. Feeling ambivalent about an issue without having to choose did not result in more arousal. A second study showed the same pattern and indicates that the relation between ambivalence and arousal is mediated by uncertainty about outcomes. In the third study these findings are corroborated using self-report measures indicating that ambivalence-induced discomfort is related to specific (negative) emotions. We conclude with a discussion of the MAID (model of ambivalence-induced discomfort), which describes the behavioral and psychological consequences of ambivalence. More specifically, the model describes when ambivalence is unpleasant and the coping strategies that can be employed. The latter depends on the availability of the required cognitive resources and on the negative emotions that are anticipated in relation to decisional outcomes. With our research and our model, we aim to show that research on attitudes can benefit more from research on affect and decision-making and vice versa. A focus on the psychological and behavioral consequences of ambivalence can enhance insight into an attitude that is related to many daily behaviors and one that is increasingly prevalent in modern society.

**C42****INFLUENCING THE EVALUATION OF MULTIPLY CATEGORIZABLE OBJECTS**

Alison Young<sup>1</sup>, Russell H. Fazio<sup>1</sup>, <sup>1</sup>The Ohio State University – Depending on the category to which we assign a given object, our evaluation of that object may change. For instance, if we categorize a flu shot as an immunization, we may see it more positively than if we categorize it as an injection. One method for promoting the use of one category over another and potentially influencing participants' attitudes toward an object is rehearsal of the attitude toward the category. Previous research has found that enhancing attitude accessibility this way increases the likelihood that an object will be categorized in terms of this more attitude-evoking category (Smith, Fazio, & Cejka, 1996). The stimulus materials for this experiment involved 22 triads consisting of a target (e.g., flu shot) and two relevant category labels, one positive (e.g., immunization) and one negative (e.g., injection). In initial tasks, participants rehearsed their attitudes toward one of the categories and made animacy judgments about the other. Task order and the category label rehearsed were counterbalanced. The dependent measure consisted of likeability judgments of each target. We found that when the participants had rehearsed their attitudes toward the negative category, they later rated the multiply categorizable target more negatively than when they had rehearsed their attitudes toward the positive category. Attitudes toward targets, then, can be modified by making a potential categorization more hedonically impactful, i.e., more attitude-evoking. The likelihood that a given category will determine how an object is construed can be increased by making a person's attitude toward that category more accessible through attitude rehearsal.

**C43****EXPLICIT AND IMPLICIT ATTITUDES TOWARD ATHEISTS AND OTHER UNRELIGIOUS CONCEPTS**

Garrett Strosser<sup>1</sup>, Robert Lawson<sup>2</sup>, <sup>1</sup>New Mexico State University, <sup>2</sup>William Paterson University – While national polls suggest that atheists are one of the most despised social groups by Americans, little research has dealt with the issue of attitudes toward this group. This study sought to address this topic by evaluating explicit and implicit attitudes held by American atheists and theists towards both religious believers and nonbelievers and related religious/unreligious concepts. Theoretically, the study addresses the issue as to whether or not implicit and explicit measures tap into the same underlying attitudinal domain. To assess implicit attitudes, participants completed a paper-and-pencil version of the Implicit Association Test (IAT), (Lemm, Lane, Sattler, Khan, & Nosek, 2008) in which pre-tested religious and unreligious words were paired with pleasant and unpleasant words. To assess explicit attitudes, participants completed two feeling thermometers in which they rated how "warm" versus "cold" they felt toward both religious believers and nonbelievers. Findings from the paper IAT indicate that while theists showed an implicit attitudinal bias favoring religious concepts over unreligious concepts, atheists showed no implicit preference for unreligious or religious concepts. However, atheists reported less warm feelings towards religious believers than theists reported. Overall, the correlation between the explicit attitude measure and the IAT is weak and nonsignificant. This finding is interpreted as showing a partial dissociation between the two measures; while theists displayed a preference for religious concepts at both the explicit and implicit levels, atheists only favored unreligious concepts at the explicit level.

**C44****EGO-DEPLETION INCREASES THE USE OF HEURISTIC CUES WHEN ASSESSING THE REPUTATION OF POTENTIAL INTERACTION PARTNERS**

Chris Stiff<sup>1</sup>, <sup>1</sup>University of Nottingham – When faced with informational cues regarding a potential interaction partner, persuasion research suggests individuals will either process them systematically (i.e. with careful consideration of their content and rhetorical fortitude) or heuristically (i.e. with greater attention paid to characteristics surrounding an argument, such as its source) (Chaiken, 1980). Past research has

suggested that variables such as motivation or cognitive load influence which route is taken. In this work, we aimed to examine how the availability of self-control resources may impinge on information processing, and influence the assessment of a target's reputation - an aggregation of the socially shared information regarding a potential interaction partner (Stiff, 2008) Using the "muscle-model" of self-control (Baumeister, Bratslavsky, Muraven, & Tice, 1998), we hypothesized that participants whose self-control was depleted by an initial task would lack the resources to process subsequently presented information in a controlled manner and would be more influenced by heuristic cues compared to participants who undertook a filler task. An initial pilot study found support for this idea, with depleted participants giving more extreme responses to reputational information compared to those who were non-depleted. In the main experimental study, participants who were depleted found high status sources more persuasive, gave more extreme reputation ratings based on these sources' feedback comments, and altered their proposed spending behaviour based on source status. Non-depleted participants by contrast were not affected by source status, supporting the idea of resource-dependent processing styles. Implications and extensions of this research are then discussed.

**C45****SOCIAL VIGILANTISM AND ASSERTION OF RELIGIOUS BELIEFS: PREDICTING BELIEF DEFENSE AND DISSEMINATION**

Megan Strain<sup>1</sup>, Donald Saucier<sup>1</sup>, <sup>1</sup>Kansas State University – Religion has produced social conflict throughout history (e.g., the Crusades, Middle Eastern conflict, September 11th attacks), often stemming from individuals' attempted dissemination of their beliefs onto others. Social vigilantism (SV) is an individual difference in the tendency to impress one's "superior" beliefs onto others that also predicts resistance to persuasion (Saucier & Webster, 2009). Consequently, SV may provide insight, beyond measures of religiosity, about how and why individuals uphold and attempt to spread their religious beliefs. Thus, we investigated the relationship between SV and individuals' use of resistance strategies (e.g., counterarguing) when their religious beliefs were questioned. Participants completed measures of intrinsic, extrinsic, and quest religiosity, Christian orthodoxy, and religious fundamentalism, as well as the SV scale. To assess resistance to persuasion, participants were asked to imagine a situation in which their beliefs about God were challenged. They then indicated how likely they would be to respond by using various resistance strategies in the imagined situation. As expected, hierarchical regressions showed that SV was positively and uniquely associated with the use of three resistance strategies: negative affect, counterarguing, and impression of views. These results indicate that, when presented with an opposing religious viewpoint, individuals' tendencies to defend and disseminate their own views can be predicted, above and beyond their own beliefs about religion, by an individual difference in their tendency to impress their beliefs onto others.

**C46****COSTS AND BENEFITS BE DAMNED: THE IMPACT OF MORAL CONSTRUALS ON VOTING INTENTIONS**

Ingrid Johnsen<sup>1</sup>, Dominic Packer<sup>2</sup>, Jay Van Bavel<sup>1,3</sup>, William Cunningham<sup>1</sup>, <sup>1</sup>Ohio State University, <sup>2</sup>Lehigh University, <sup>3</sup>New York University – Rational choice models suggest that people make decisions based on cost-benefit analyses. Applied to voting, these models predict that people will generally not vote because the costs typically outweigh any direct benefits, and therefore have trouble accounting for the number of people who do vote. Additional research has shown that morality may affect voting, such that people who believe that voting is a duty or select candidates based on moral issues are more likely to vote. We reconcile these perspectives by showing that voting can be construed in multiple ways, and that different construals have important implications for voting intentions. This study is among the first to experimentally manipulate construals of the same action to investigate how moral versus pragmatic considerations affect judgments and behavioral intentions. Immediately prior to the 2008 U.S. Presidential Election, participants wrote about pragmatic or moral concerns associ-

ated with voting, and rated their intentions to vote. Results showed that when participants thought about voting from a pragmatic perspective, intentions to vote were predicted by traditional cost-benefit variables. When participants thought about voting from a moral perspective, intentions to vote were predicted by the extent to which they valued voting. In direct contrast to rational models, participants in the moral condition who valued voting heightened their intentions to vote in the presence of obstacles (e.g., long lines, inclement weather). In conclusion, voting behavior is influenced by multiple considerations, which exert differential effects on decision-making depending on current construals (pragmatic vs. moral) of the act.

#### **C47 BONDING OF ATTITUDES ABOUT ATHEISTS TO RELIGIOUS AND SECULAR IDEOLOGIES**

**John Edwards<sup>1</sup>, Nayantara Abraham<sup>1</sup>; <sup>1</sup>Loyola University Chicago** – Among the people most despised in the United States yet least studied as targets of prejudice and discrimination are atheists. Because atheism involves rejection of religion, it may be that different attitudes toward atheists are bonded differently to religious versus secular ideologies. This study explored the relationships between specific aspects of religiosity and secularism to specific components of attitudes about atheists. Participants (152 students at a culturally diverse Jesuit university) completed a 34-item multi-factor attitude measure of beliefs, feelings, and behavior dispositions regarding atheists, a 36-item multi-factor measure of religiosity, and a 39-item multi-factor measure of secular humanist principles. Attitudes were negatively related to religiosity ( $r = -.72$ ) and positively related to secular humanism ( $r = +.76$ ). Combinations of correlation, regression, and factor analysis tests revealed that attitudes were negatively related to five traditional aspects of religiosity, e.g., religious practices, fundamentalism, and, especially, using religion as the guide to morality. Attitudes were positively related to a non-traditional aspect of religiosity as an ongoing quest marked by uncertainty, and to six aspects of secular humanism such as separation of church and state, maintaining an open-minded search for verifiable truth, and, especially, using objective evidence and rationality, not religious doctrine, as the basis for morality. These relationships were strongest with components of attitudes involving aversive feelings (disgust, anger), stereotyped beliefs (immoral, arrogant), and perceived negative impact of atheists on American society. These findings suggest reasons or justifications for tolerant versus intolerant attitudes toward atheists among different people, and ambivalent attitudes within individuals.

#### **C48 THE INFLUENCE OF FREQUENCY ON JUDGMENTAL EXTREMITY**

**Meghan Norris<sup>1</sup>, Leandro R. Fabrigar<sup>1</sup>, Duane T. Wegener<sup>2</sup>, Richard E. Petty<sup>3</sup>; <sup>1</sup>Queen's University, <sup>2</sup>Purdue University, <sup>3</sup>The Ohio State University** – Researchers have long noted that repeated expression of a judgment can cause that judgment to become more extreme. Two potential explanations are explored. The first is that repeatedly making a judgment alters the representation of that stimulus in memory so that it becomes more extreme. The second explanation, response mapping ambiguity, suggests that stimuli representations do not become more extreme, 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 these ideas, a 3 (level of frequency: 3 vs. 5 vs. 8) X 2 (type of scale: ambiguous numerical rating scale vs. unambiguous colour shade scale) X 2 (ideograph set size: 15 ideographs versus 27 ideographs) mixed-design experiment was conducted in which respondents judged the color of novel ideographs. Results showed a significant two way interaction between the frequency of judgment and scale type. With the numeric rating scale, colour judgments became more extreme as frequency of rating increased. However, when using the less ambiguous colour shade scale, ratings did not become more extreme. This suggests a response mapping ambiguity explanation for judgmental extremity. Interestingly, frequency did influence confidence ratings of these color judgments such that the more often a judgment was made,

the more confident participants became in their judgments. Further analyses tested whether confidence mediates the relationship between frequency and extremity within each scale. Implications are discussed.

#### **C49 IS IT FAIR TO BE GREEN? HOW PERCEPTIONS OF THE ENVIRONMENT AND PAST BEHAVIOUR INFLUENCE JUSTICE PRINCIPLES AND WILLINGNESS TO SUPPORT ECOLOGICAL INITIATIVES**

**Paul Conway<sup>1</sup>, Matthew Maxwell-Smith<sup>1</sup>, James Olson<sup>1</sup>; <sup>1</sup>The University of Western Ontario** – The way that people conceptualize the environment and their past behaviour may influence their willingness to engage in future environmental action. Participants ( $N = 105$ ) read a textbook passage that described the environment as either a living thing with inherent value or a repository of resources to be extracted for human benefit. We also manipulated participants' perceptions of their own prior environmental behavior. Following a procedure designed by Chaiken and Baldwin (1981), some participants were led to believe they frequently act in 'green' ways (by checking off many actions they "occasionally" perform), whereas others were led to believe they rarely act in green ways (by checking off few actions they "always" perform). Participants who read that the environment was a resource for human consumption were more likely to endorse "microjustice" principles, such as individual rights and allocation systems based on merit, but no more likely to endorse "macrojustice" principles such as responsibility to other species and future generations (see also Clayton, 1998). Participants who perceived themselves as engaging in many 'green' behaviours were more willing to pay extra taxes for ecological initiatives. These findings imply that exposure to media emphasizing the natural world as a resource available for human consumption (such as the business section of a newspaper) may enhance a concern with microjustice principles and individual gain at the expense of motivation for environmental action. They also imply that environmentally friendly behaviour can be enhanced by fostering self-perceptions consistent with ecological responsibility.

#### **C50 PERCEPTIONS OF SEXUAL HARASSMENT AS A FUNCTION OF HETEROSEXIST ATTITUDES AND VICTIM/PERPETRATOR SEXUAL ORIENTATION**

**Dawn M. Howerton<sup>1</sup>, Lisa A. Harrison<sup>2</sup>; <sup>1</sup>University of Tennessee, Knoxville, <sup>2</sup>California State University, Sacramento** – Until recently, sexual harassment research has focused on man-to-woman harassment, but this is not the only type of harassment with which society should be concerned. In sexual harassment cases, men are creating unfriendly work environments for women, women are doing the same for men, and same-sex sexual harassment (SSSH) creates hostile work environments for both genders. Where SSSH is concerned, one might wonder if heterosexist attitudes influence perceptions of the event. The present research examines whether heterosexist attitudes, victim/perpetrator gender and victim/perpetrator sexual orientation interact to influence perceptions of SSSH. Three hundred and eighty-two participants read one of eight SSSH scenarios in which the victim's and perpetrator's gender and sexual orientation were manipulated, completed the ATLGM (Herek, 1988) and PSHQ (Katz, Hannon, & Whitten, 1996); measuring heterosexist attitudes and SSSH perceptions, respectively. Analysis yielded no significant results of woman-to-woman sexual harassment; however, where man-to-man sexual harassment was concerned, participants were more likely to perceive SSSH when they held strong heterosexist attitudes, and also when the perpetrator was gay. Those with weak heterosexist attitudes were more likely to take the victim's and perpetrator's sexual orientation into account when perceiving SSSH, while those with strong heterosexist attitudes were more likely to perceive SSSH when the perpetrator was gay, regardless of victim sexual orientation. The present research adds to our understanding of heterosexism by demonstrating that individuals utilize heterosexist attitudes



when perceiving man-to-man sexual harassment, and supports the notion that heterosexism has a greater impact on perceptions of gay men than lesbians.

### C51

**SORE LOSERS. WHEN COMPETITIONS PRODUCE SORE OR GRACIOUS LOSERS** Margaret Gerbasi<sup>1</sup>, John Darley<sup>1</sup>; <sup>1</sup>Princeton University – Three studies examine the attributional factors leading to soreness or graciousness in response to a competitive event as well as the behavioral consequences of adopting a sore or gracious orientation. Study 1 uses a longitudinal field study of the 2008 United States Presidential Primaries and General Election to assess the influence of soreness on attitudes and voting behavior, finding that soreness resulting from the favored candidate losing in the Primaries results in perceptions of unfairness and less actual voting behavior in the General Election. Study 2 uses a field study to assess the relationship between internal and external attributional patterns and soreness as a result of the 2008 Superbowl outcome, finding that attributional patterns, rather than the supported team winning or losing the game predicts soreness. Finally, Study 3 demonstrates that when internal versus external explanations for why both the winner and loser received the outcomes they did are systematically varied, feelings of fairness and liking towards people associated with rivals ensue when the loci of causality match for both teams, but feelings of unfairness and relative disliking ensue when the loci of causality mismatch. This research suggests that that attributions made for the outcomes of competitive events influence attitudes and behavior. As such, managing the locus of attributions, as in Study 3, can result in relatively gracious attitudes and potentially more positive intergroup outcomes.

### C52

**I AGREE WITH WHAT MY NEIGHBOR SAID: CLUSTERING OF ATTITUDES IN RETIREMENT COMMUNITIES** Zebbedia Gibb<sup>1</sup>, Helen C. Harton<sup>1</sup>; <sup>1</sup>University of Northern Iowa – Dynamic social impact theory (Latané, 1996) suggests that culture can emerge or self-organize from the bottom-up through everyday local social influence. This cultural emergence is in part defined by regional differences in attitudes and behaviors. Several studies have shown that markers of subcultures of belief emerge quickly in experimental (e.g., Latané & L'Herrou, 1996) and classroom (e.g., Harton et al., 2002) groups. Field studies have mirrored these results, with distinct cultures developing in housing units of college residence halls across a semester (e.g., Cullum & Harton, 2007). College students, however, may be particularly susceptible to social influence (Sears, 1986). In this study, we examined spatial clustering by residence location in two large retirement communities and expanded the topics to be investigated to mood and life satisfaction as well as attitudes. About half of the residents of the communities completed questionnaires assessing their mental health, mood, attitudes, and interactions. They also indicated where they lived within the complex. Attitudes about issues that were in the news at the time of the administration, such as gay marriage and universal health care, showed stronger geographic clustering than did attitudes about issues that were not as topical, providing further evidence that relevance may be important in determining which factors are more likely to define cultures. Negative affect clustered by apartment location as well. Implications of the results for retirees' quality of life and how better to serve them are also discussed.

### C53

**EVALUATING THE ERROR CHOICE ATTITUDE MEASURE'S RESISTANCE TO SOCIALLY DESIRABLE RESPONDING AND THE IMPACT OF TWO OF ITS PROCEDURAL FEATURES ON ITS PERFORMANCE.** Ronald D. Porter<sup>1</sup>, Leandre R. Fabrigar<sup>1</sup>, Nicole A. Vigneault<sup>1</sup>, Natalie O. Rosen<sup>1</sup>; <sup>1</sup>Queen's University, Kingston, Ontario, Canada – Hammond (1948) developed an indirect measure of attitude called the Error Choice (EC) technique. The purpose of this technique was to overcome socially desirable responding (SDR). The premise of the EC technique is that when people are faced with a knowledge question and they are uncertain of the correct answer, their guessing will be influenced by their attitudes. Following the prom-

ising results of his initial EC study, Hammond made a number of recommendations he believed would improve the efficacy of the EC technique. Unfortunately, subsequent EC research failed to test whether the EC measure was actually resistant to SDR or whether Hammond's recommendations would actually improve the performance of an EC measure. In the current study (N = 357), we experimentally manipulated the level of social desirability and two features of the EC measure hypothesized to influence its performance (inclusion of filler items and time pressure). Participant's responses on the direct measure of attitude did reveal a significant main effect of SDR thereby confirming the efficacy of our social desirability manipulation. As hypothesized the EC measure was resistant to SDR. This was true regardless of whether filler items were present in the EC measure or participants were placed under time pressure to complete the measure.

### C54

**HOW IMPORTANT ARE ATTITUDE-RELEVANT ACTIONS IN PREDICTING ATTITUDE BEHAVIOR-CONSISTENCY?** Phoebe Lin<sup>1</sup>, Rusty McIntyre<sup>1</sup>; <sup>1</sup>Wayne State University – Psychologists would argue that we infer our attitudes toward others based on self actions, behaviors that we have performed toward others. Research on attitude-behavior consistency has failed to yield consistent results, as reported attitudes were not likely to predict how individuals would behave (Ajzen & Fishbein, 1977; LaPiere, 1934; Lord & Lepper, 1999; Wicker, 1969). Previous studies, however, have focused only on self actions. For instance, if an individual donated money to the homeless, he/she would infer a positive attitude toward this group. If, however, the homeless person attacked the individual, would this change the individual's attitude toward the social group? How important are the actions that others take toward the attitude holder in measuring attitude-behavior consistency? The present research takes actions that social group members have taken toward us in addition to self actions in measuring attitude-behavior consistency. It is predicted that participants who ruminate over both sets of actions will show greater attitude-behavior consistency than those who only indicate self actions, other actions, or no actions.

### C55

**DISCREPANCIES BETWEEN IMPLICIT AND EXPLICIT MATH ATTITUDES PREDICT IMPAIRED PERFORMANCE AND LOWER CONFIDENCE** Colin Smith<sup>1</sup>, Kate Ranganath<sup>2</sup>, Brian Nosek<sup>3</sup>; <sup>1</sup>Ghent University, <sup>2</sup>Tilburg University, <sup>3</sup>University of Virginia – As research on implicit evaluations evolves, work is beginning to accrue on the consequences of intra-personal discrepancies between implicit and explicit evaluations (see Petty & Brinol, 2009 for a review). The current work adds to the understanding of these consequences by examining effects of discrepant implicit and explicit evaluations on performance and confidence with regard to Mathematics. As such, participants completed explicit measures of attitudes toward math and an Implicit Association Test (Greenwald, McGhee, & Schwartz, 1998) measuring implicit preferences for math relative to liberal arts. Participants indicated a moderate implicit preference for liberal arts relative to math ( $d=0.43$ ); this was correlated with self-reported liking for math at  $r(126)=.46$ . Following the attitude measures, participants attempted 20 SAT math problems of moderate difficulty. Finally, participants reported the confidence they felt in their performance on the math test. Discrepancy scores were then calculated for each participant by standardizing implicit and explicit attitudes and taking an absolute difference. Greater discrepancy between implicit and explicit attitudes predicted lower scores on the math test;  $B=-0.92$ ,  $t(120)=-4.20$ ,  $p<.0001$ . In addition, implicit/explicit discrepancy predicted a reduction in the confidence participants reported feeling about their performance on the math test even when statistically controlling for actual scores;  $B=-0.44$ ,  $t(119)=-3.62$ ,  $p=.0004$ . This suggests that having discrepant implicit and explicit math evaluations has substantive consequences for academic functioning. Interestingly, it may be the case then that rather than encouraging teachers to espouse a "math is fun" message, students should be pushed to "keep trying even if you don't like it."

## Close Relationships/Belonging/Rejection

### C56

**WHY DOESN'T ACCEPTANCE ALWAYS FEEL GOOD?** Anna Luerssen<sup>1</sup>, Ozlem Ayduk<sup>1</sup>; <sup>1</sup>University of California, Berkeley – Previous research has found that there are individual differences in the experience of social acceptance. For example, depressed individuals not only seek out unfavorable feedback, but ironically, when faced with acceptance they experience anxiety and dampen positive affect. It is believed that these reactions contribute to the self-perpetuating cycle of symptoms. Could it be that the accessibility and organization of acceptance information in semantic knowledge structures is one mechanism by which biased processing occurs? The current study investigated this possibility using a semantic priming task. Participants were supraliminally primed with acceptance, rejection, or neutral words and then categorized acceptance or rejection-related targets. We hypothesized, and found, that as depressive symptoms increased, the chronic accessibility of acceptance decreased. High-depressed participants responded slower than their low-depressed counterparts during trials in which neutral primes preceded acceptance targets. Additionally, we predicted that as depressive symptoms increased, activating thoughts of acceptance would heighten the accessibility of rejection. We hypothesized that this process could be one reason why individuals high in depressive symptoms fail to fully appreciate the experience of acceptance. Interestingly, results were exactly the opposite of our predictions. As depressive symptoms increased, participants were slower to respond to rejection targets when they were preceded by acceptance primes. Two explanations for the latter findings are currently being evaluated.

### C57

**APPROACH AND AVOIDANCE MOTIVATION AS PREDICTORS OF SELF-EXPANSION** Brent Mattingly<sup>1</sup>, Kevin McIntyre<sup>2</sup>, Gary Lewandowski Jr.<sup>3</sup>; <sup>1</sup>Ashland University, <sup>2</sup>Trinity University, <sup>3</sup>Monmouth University – Using an approach/avoidance and self-expansion framework, we conducted three studies examining the motivational underpinnings of self-expansion. Because individuals seek close relationships as a way to enhance their own resources and identities, we predicted that current self-expansion would be related to approach (i.e., attaining positive outcomes) but not avoidance (i.e., avoiding negative outcomes) motivations. In Study 1, 49 romantically involved individuals completed measures of self-expansion (Lewandowski & Aron, 2002) and relationship-specific approach and avoidance motivations (adapted from Impett, Gable, & Peplau, 2005). Self-expansion was associated with approach ( $r = .48, p < .01$ ) but not avoidance motivations ( $r = .14, ns$ ). In Study 2, 107 romantically involved individuals completed measures of self-expansion and global approach and avoidance tendencies (Higgins et al., 2001). Again, self-expansion was associated with global approach ( $r = .20, p < .05$ ) but not avoidance ( $r = -.02, ns$ ) motivations. In Study 3, 88 individuals completed measures of approach/avoidance motivation (Carver & White, 1994), imagined meeting someone who provided either many or few self-expansion opportunities, and then indicated their interest in self-expanding with the target. When the target provided many self-expansion opportunities, desired self-expansion was associated with approach ( $r = .39, p < .01$ ) but not avoidance ( $r = .15, ns$ ) motivations. When the target provided few self-expansion opportunities, desired self-expansion was not associated with either approach ( $r = -.01, ns$ ) or avoidance ( $r = -.04, ns$ ) motivations. These results suggest that approach motives lead to desire for self-expansion, but only if the target provides sufficient self-expansion opportunities.

### C58

**HOW CAN YOU RESIST? EXECUTIVE CONTROL AND FLIRTING BEHAVIOR OF MEN IN A ROMANTIC RELATIONSHIP** Tila Pronk<sup>1</sup>, Johan Karremans<sup>1</sup>, Daniël Wigboldus<sup>1</sup>; <sup>1</sup>Radboud University Nijmegen – The present research examined whether executive control helps romantically involved people to deal with the lure of attractive alternatives. Specifically, we examined

whether executive control is related to flirting with a desirable attractive alternative. Our reasoning is based on the general assumption that executive control can help people in suppressing initial impulsive responses, and instead to respond in line with broader relationship-protective motives (see also Pronk, Karremans, Overbeek, Vermulst, & Wigboldus, in press, JPSP). In two studies, we measured (hetero-sexual) romantically involved and non-involved males' executive control, as well as their responses to attractive females. In Study 1, executive control was measured with a 2-back task. Subsequently, participants were placed in a waiting room for 10 minutes, together with an attractive female confederate. After the interaction, the confederate rated the extent to which she felt the participant was flirting with her. Results showed that only for men in a romantic relationship, higher levels of executive control were related to lower levels of perceived flirting. In Study 2 we examined what happens when flirting turns into an actual invitation to go on a date together. First, executive control was measured with a Stroop task. After this task, participants played an 'acquaintance-game', in which they were virtually introduced to an attractive female. During the game, the female asked whether the participant wanted to go out on a date with her. Preliminary results show that for participants with higher levels of executive control, this offer was turned down more often.

### C59

**A MULTI-MODAL APPROACH TO THE STUDY OF ATTACHMENT-RELATED DISTRESS** Marieke Dewitte<sup>1</sup>, Jan De Houwer<sup>1</sup>, Ann Buysse<sup>1</sup>, Liesbet Goubert<sup>1</sup>; <sup>1</sup>Ghent University, Belgium – The present study aimed at providing a comprehensive analysis of individual differences in the regulation of attachment distress as measured through different components of the emotional response, including neuroendocrine reactions, subjectively experienced affect and proximity-seeking behaviour. Emotional responses were measured before, during and after the induction of attachment distress in a sample of 68 couples. Analyses using multilevel modelling revealed that, in both men and women, attachment anxiety was related to physiological (i.e., cortisol) and subjective emotional distress responses, whereas attachment avoidance most consistently predicted subjective and behavioural responses to distress. In addition to one's own attachment style, partner's attachment style was also found to modulate emotional and behavioural responses to relational stress, in both couple members. Results are discussed in relation to an emotion regulation perspective on individual differences in attachment style.

### C60

**WHEN COUPLES FIGHT, WHO SUFFERS MOST? GENDER DIFFERENCES IN NEUROENDOCRINE RESPONDING TO CONFLICT WITH A ROMANTIC PARTNER** Kathryn P. Brooks<sup>1</sup>, Theodore F. Robles<sup>1</sup>; <sup>1</sup>University of California, Los Angeles – Men reap more consistent physical health benefits from romantic relationships, but the mechanisms responsible for these effects are largely unknown. One pathway by which relationships influence health involves hypothalamic-pituitary-adrenal (HPA) responses to stress. While men exhibit greater HPA responses to achievement-oriented stressors, women may be more responsive to relational stressors. The aim of this study was to test whether men and women differ in the extent to which a relational stressor - conflict with a romantic partner - elicits release of the hormone cortisol, and to examine whether the association between qualitative aspects of the relationship and cortisol varies by gender. Thirty dating couples were recruited for a laboratory session, during which they spent 10 minutes discussing areas of disagreement. Saliva samples were obtained at five time points before and after the discussion to assess baseline, peak, and recovery levels of salivary cortisol. In addition, each participant rated the quality of his or her relationship along numerous dimensions prior to the discussion. Results revealed no main effect of gender on cortisol production, but gender moderated the effects of relationship quality on cortisol. Men who were less satisfied with their relationships and who rated their partners as less supportive had larger cortisol responses, while women who were less committed to the relationship had larger responses (all  $ps < .05$ ). These findings sug-

gest that one pathway by which romantic relationships influence physical health involves gender differences in neuroendocrine responses to relational stressors.

### C61

**CONTENT OF COMMUNICATION MATTERS IN ROMANTIC RELATIONSHIPS** Erin Logue<sup>1</sup>, Tammy Zacchilli<sup>1</sup>, Clyde Hendrick<sup>1</sup>, Susan Hendrick<sup>1</sup>; <sup>1</sup>Texas Tech University, <sup>2</sup>Saint Leo University – Many pre-marriage programs focus only on improving the process of communication to manage conflict but emphasize less the content of communication. A few years ago, the New York Times published a list of practical items people should discuss before marriage, as well as communication and intimacy-fostering behaviors that should be occurring in the relationship. The current study examined whether endorsing participation in these items related to satisfaction and five conflict styles. Participants, 589 undergraduates, responded to items adapted from the New York Times article, the Relationship Assessment Scale (S. Hendrick, 1988), and the Romantic Partner Conflict Scale (Zacchilli, Hendrick, and Hendrick, 2009). Data were analyzed using principal axis factoring with promax rotation. As hypothesized, two viable factors with high reliability were extracted: Practicality and Intimacy. The poster will display item loadings, variance accounted for by each factor, and factor intercorrelations. A one-way ANOVA determined that females were more intimacy-fostering than males, but there was no difference in practicality. As predicted, intimacy was positively correlated with compromise during conflict and with relationship satisfaction, but negatively correlated with most other conflict styles. Also as predicted, practicality was correlated with compromise and with relationship satisfaction. Unexpectedly, practicality was unrelated to the remaining conflict styles. It appears that focusing on the process of communication in premarital programs is warranted if the goal is to improve conflict strategies. However, communication regarding practical matters (e.g., having children) is also related to relationship satisfaction, and communicating about these issues could prove important for couples planning to marry.

### C62

**PERCEIVED ALTERNATIVES, SATISFACTION, AND COMMITMENT IN MARRIAGE: A LONGITUDINAL STUDY OF AFRICAN AMERICAN NEWLYWED COUPLES** Christine Stanik<sup>1</sup>, Barlynda Bryant<sup>1</sup>, Chalandra Bryant<sup>1</sup>; <sup>1</sup>The Pennsylvania State University – In comparison to other racial/ethnic groups, African Americans have the lowest rates of marriage and the highest rates of divorce (McKinnon & Bennett, 2005). Partially driving this may be the greater number of marriageable African American women relative to African American men (Guttentag & Secord, 1983). Thus for African Americans who choose to date within their race, men relative to women have a larger pool of alternate partners from which to select. Both theoretical and empirical research in psychology has highlighted the importance of one's perceived alternatives on commitment (Rusbult, 1980; Thibaut & Kelley, 1959; Holland, 2009). Here, we explore several research questions regarding between and within gender variation in perceived quality of alternatives, satisfaction with current partner, and two aspects of commitment: desire to stay in the marriage and willingness to make the marriage work in a longitudinal study of newlywed African American couples. Counter to our expectations, women in our sample reported higher perceived quality of alternatives than did men. Path analyses revealed a significant negative relationship between quality of perceived alternatives and both aspects of commitment, which for women were completely mediated by satisfaction with their partner. However, for men the relationship between alternatives and commitment was only partially mediated by satisfaction with current partner. Along with the implications of our findings, we also present work on the effect of quality of perceived alternatives, satisfaction, and the desire and willingness to work on one's marriage on rates of divorce and separation among participants.

### C63

**THE ELECTORAL LOSS OF A PREFERRED CANDIDATE INCLUDED IN THE SELF IS EXPERIENCED AS PERSONAL REJECTION** Steven G. Young<sup>1</sup>, Michael J. Bernstein<sup>1</sup>, Heather M. Claypool<sup>1</sup>; <sup>1</sup>Miami University – The current research was designed to test whether participants who favored the losing candidate in the latest US Presidential election would feel as if they had been personally rejected. Additionally, we were interested in whether these feelings of rejection would be contingent on the extent to which participants included their candidate in their own self-representation, as measured with the Inclusion-of-Other-in-Self (IOS) scale (Aron, Aron, & Smollan, 1992). To test these hypotheses, we collected data from 51 voters on the day after the election. Participants first indicated for whom they voted (e.g., McCain, Obama, other) and then indicated to what extent they included their preferred candidate in their self-representation. Next, participants completed the Basic Needs Inventory, commonly used in interpersonal rejection research (Williams, 2007), to assess their current feelings of self-esteem, belonging, control, and belief in meaningful existence. Participants were divided into those who voted for McCain (N=25) or Obama (N=26) and into low and high-IOS groups using a median split (median=4). We then created a composite basic needs score (alpha=.70), which was submitted to a 2 (McCain, Obama) x 2 (low-IOS, high-IOS) ANOVA, which revealed an interaction,  $p=.04$ . To test the prediction that only participants who include a losing candidate in the self would feel rejected, we also performed a contrast to compare high-McCain-IOS participants to all other participants. This contrast was significant,  $p=.04$ , and confirmed that high-McCain-IOS participant's basic needs were lower than all others. These results indicate that including others in-the-self can result in experiences of vicarious rejection.

### C64

**WHEN DOES IT HURT THE MOST? THE EFFECTS OF TIME AND EXPLANATION ON REACTIONS TO REJECTION** Susan Markunas<sup>1</sup>, Cheryl Franzen<sup>1</sup>, Beth Polek<sup>1</sup>, Mallory House<sup>1</sup>, Dana Goodwin<sup>2</sup>, Ralph Erber<sup>1</sup>; <sup>1</sup>DePaul University, <sup>2</sup>University of South Carolina – The purpose of the current study was to determine when social rejection was the most detrimental. Is it more distressing when rejection is immediate or delayed? In addition, does the presence of an explanation for the rejection buffer the negative effects? By manipulating time (immediate vs. delayed rejection) and justification (explanation vs. no explanation) of interpersonal rejection, we were able to determine when rejection hurt the most. It was expected that the negative reactions in response to rejection would be highest for individuals who experienced delayed rejection in addition to not receiving an explanation. In order to test the hypothesis, participants wrote an essay that was ostensibly read and rated by two other 'participants' for desirability. The participants were then randomly assigned to one of four rejection conditions (all participants received a not desirable rating on their essay): immediate with explanation, immediate without explanation, delayed with explanation, and delayed without explanation. The post-experimental questionnaire included items assessing mood and Need to Belong. Results indicated a significant interaction between time and explanation for Need to Belong (NTB) and a moderately significant interaction for mood. Participants in the immediate / explanation condition reported the highest NTB score (indicating they felt more rejected) and the lowest mood, while those in the delayed / explanation condition reported the lowest NTB score and highest mood. These results demonstrate that overall, immediate rejection with an explanation was the most detrimental.

### C65

**BALANCE IN DYADIC SUPPORT PERCEPTIONS AND RELATIONSHIP SATISFACTION AMONG PATIENTS WITH CHRONIC ILLNESS AND THEIR PARTNERS** Grace Jackson<sup>1</sup>, Molly Tannenbaum<sup>2</sup>, Christine Wai<sup>3</sup>, Christine Rini<sup>3</sup>; <sup>1</sup>New York University, <sup>2</sup>The New School, <sup>3</sup>Mount Sinai School of Medicine – Equity theorists state that reciprocity is vital for relationship maintenance (Clark and Mills, 1979). Relationships involving chronic illness are in danger of inequity because of the constant focus on patient's

health, particularly among patients coping with an unpredictable relapsing and remitting disease, such as Inflammatory Bowel Disease (IBD). This study investigated perceptions of dyadic supportive coping as predictors of relationship satisfaction in a sample of 36 IBD patients and their partners. We hypothesized that chronic illness would disrupt the equity process in the patients but not their partners. Specifically, we hypothesized that patients' relationship satisfaction would be predicted primarily based on their own perceptions of support received by their partner, whereas partners' relationship satisfaction would be predicted equally by perceived balance in support between the patient and themselves. Relationship satisfaction was measured using the 7-item Dyadic Adjustment Scale, and each reported on their own and their partner's supportive dyadic coping (Bodenmann's Dyadic Coping Inventory, 2007). From an accuracy bias perspective (Kenny and Acitelli, 2004) we found a systematic presence of biased perceptions of others' dyadic support, but a trend of accuracy when patients reported on their partner. Relationship satisfaction was related to all four reports of dyadic support (patient on partner, patient on patient, partner on partner, and partner on patient), but patient's satisfaction was more related to the perceptions of their partner's support than to their own behavior. For partners, the effects on satisfaction were of comparable magnitude. Further research is needed to investigate the implications of this inequity.

### C66

**RELATIONSHIP GOALS AND FEELINGS: HOW RELATIONSHIP GOALS IMPACT UPWARD AND DOWNWARD SPIRALING IN RELATIONSHIPS VIA COOPERATION AND COMPETITION** Mary Liu<sup>1</sup>, Jennifer Crocker<sup>1</sup>, Amy Canevello<sup>1</sup>, <sup>1</sup>University of Michigan – We hypothesized that compassionate and self-image goals make people feel cooperative or competitive, respectively, which predicts feeling either peaceful, clear, and loving, or conflicted, confused, and fearful when interacting with others. Feeling cooperative or competitive, in turn, increases people's compassionate and self-image goals, respectively, creating the potential for upward or downward spirals. 65 freshmen roommate dyads completed 21 daily reports of compassionate and self-image goals for their roommate relationship, and cooperative, competitive, peaceful, conflicted, clear, confused, loving, and fearful feelings when interacting with roommates. Lagged-day analyses showed that increases in feeling cooperative from day 1 to day 2 fully or partially accounted for the association between day 1 compassionate goals and day 2 to 3 increases in feeling peaceful, clear, and loving during roommate interaction. Increases in feeling competitive from day 1 to day 2 fully or partially accounted for the association between day 1 self-image goals and day 2 to 3 increases in feeling conflicted, confused, and fearful during roommate interaction. Furthermore, lagged analyses showed that feeling cooperative predicted increased compassionate goals, and feeling competitive predicted increased self-image goals, creating upward spirals: residual change in relational feelings from day 1 to 2 fully or partially accounted for the association between day 1 cooperative and competitive feelings and day 1 to 2 residual changes in compassionate and self-image goals. Lastly, cooperative feelings one day predicted increased closeness to and perceived responsiveness to and from roommate, suggesting that compassionate goals contribute to upward spiraling of relationship interaction through cooperative feelings.

### C67

**APPRECIATION IN ROMANTIC RELATIONSHIPS: THE UNIQUE CONTRIBUTIONS OF FEELING APPRECIATIVE AND FEELING APPRECIATED** Amie M. Gordon<sup>1</sup>, Emily A. Impett<sup>1</sup>, Aleksandr Kogan<sup>2</sup>, Christopher Oveis<sup>3</sup>, Dacher Keltner<sup>1</sup>, <sup>1</sup>University of California, Berkeley, <sup>2</sup>University of Hong Kong, <sup>3</sup>Harvard University – Appreciation, defined as acknowledging the value and meaning of something—an event, a person, a behavior, an object (Adler & Fagley, 2005), is an important component of relationship quality that has received little empirical attention. We conducted three studies with multiple methods (i.e., cross-sectional, dyadic, short-term longitudinal) to examine how appreciation shapes

relationship quality and pro-relationship behavior. Across all studies, we examined the unique contributions of feeling appreciative and feeling appreciated, as well as the effect of discrepancies between the two. Converging results from all three studies suggest that while feeling appreciative and feeling appreciated are both important for relationship quality, they are associated with different pro-relationship behaviors. Feeling appreciative is associated with pro-relationship behaviors that signify an active desire to maintain the relationship, such as more constructive responses to conflict. In contrast, feeling appreciated is associated with pro-relationship behaviors that signify feeling secure in the relationship, such as giving one's partner the benefit of the doubt. Equal levels of feeling appreciative and appreciated are the most beneficial for relationship outcomes. Implications for the maintenance of satisfying partnerships over time are discussed.

### C68

**COUNTING THE DAYS WHEN YOU'RE AWAY – A STUDY OF LONG-DISTANCE RELATIONSHIPS** Yu-Yang<sup>1</sup>, Kenneth Tan<sup>1</sup>, <sup>1</sup>National University of Singapore – Research on intimate relationships often focuses on relationships whose partners live in close proximity. However it is becoming pervasive for people to find themselves in long-distance romantic relationships (LDRs) as opposed to proximal relationships (nonLDRs). The present research focused on examining the relationship between attachment and attitudes about LDRs as well as investigating the effects of physical separation on intimacy processes, relationship quality and interaction patterns. Attitude towards LDRs was defined as the extent to which participants agreed with "out of sight, out of mind" or "absence makes the heart grow fonder". It was found that attachment anxiety was associated with pessimistic attitudes about LDRs. Moreover, this was moderated by implicit theories of relationship beliefs in that the aforementioned association was more salient among those who held destiny beliefs than those who held growth beliefs. It was also found that anxiously attached individuals were less supportive and more reluctant to let their partners leave to embark on LDRs. On the effect of physical separation on intimacy processes, results showed that individuals in LDRs reported feeling more loved, had more intimate self-disclosure but experienced less companionship than those in nonLDRs. Moreover, in spite of restricted communication where lower frequencies of phone conversations and instant messaging were reported, individuals in LDRs rated levels of relationship satisfaction, idealization and quality of communication similar to nonLDRs. Taken together, this research suggests that in spite of physical separation, success is possible if couples are cognizant of the ways that their unique situation constrains the relationship.

### C69

**PRIVACY CONCERNS AND REVELATION: SELF-DISCLOSURE USING NEW COMMUNICATION TOOLS** Nancy Frye<sup>1</sup>, Michele Domisch<sup>1</sup>, <sup>1</sup>Long Island University – Self-disclosure is an integral part of relationship formation. Since people now have a variety of communication tools to use when they disclose (e.g., text messaging), the question arises of how people disclose information. A key component of this question involves perceptions of the privacy afforded by these mediums of communication. When might privacy concerns predict the degree to which people are likely to communicate via these new communication tools? To address this question, we collected data from 214 participants. Participants were asked to report how comfortable they would feel disclosing on 16 topics (e.g., "times when I felt that I was in love") using 10 communication tools (e.g., chat rooms, email). Thus, participants made 160 ratings concerning their comfort discussing a specific topic using a specific communication tool. To examine when participants felt the most comfortable disclosing information, we used hierarchical linear modeling (HLM) to investigate the roles of topic intimacy, perception of medium, and the interaction between these in predicting disclosure. We found an interaction between topic intimacy and perception of medium, such that levels of disclosure about more intimate topics were most strongly related to perceived privacy of the medium, while levels of disclosure about less intimate topics were unrelated to perceived privacy of the medium. Additionally, we

found that the relationship between topic intimacy and level of disclosure was more pronounced among participants with higher levels of overall trust, and that the association between perceptions of medium and disclosure is less pronounced among frequent users of technology.

### C70

#### **PARTNER EFFECTS OF IDEAL DISCREPANCIES ON RELATIONSHIP SATISFACTION: ACCURACY AND PROJECTION IN INFERRING PARTNER DISCREPANCIES AND THE COMMUNICATIVE ROLE OF INTERPERSONAL BEHAVIOR**

Harris Rubin<sup>1</sup>, Lorne Campbell<sup>1</sup>, Sandra D. Lackenbauer<sup>1</sup>, Nickola C. Overall<sup>2</sup>; <sup>1</sup>The University of Western Ontario, <sup>2</sup>The University of Auckland – Three studies guided by the Ideal Standards Model (ISM; Simpson, Fletcher, & Campbell, 2001) and the perceived partner responsiveness framework (Reis, Clark, & Holmes, 2004) found support for three main hypotheses related to the effects of people's ideal discrepancies on their romantic partner's relationship satisfaction. Study 1 used a dyadic sample of 64 dating couples and found that people's inferences into how closely they are meeting their partner's ideals were based on a blend of accuracy and projection processes (hypothesis 1). As predicted, these inferences mediated the partner effect of one partner's larger ideal discrepancies on the other's lower relationship satisfaction (hypothesis 2). Study 2 collected daily diaries from both members of 67 dating couples and found that the cross-sectional results from Study 1 replicated when measured longitudinally. Study 3 used 116 married couples to examine whether taking part in a conflict resolution discussion increases how accurate individuals are at inferring their spouse's ideal discrepancies. As expected, people's accuracy increased after the discussion, and their spouse's positive and negative behaviors during the discussion mediated this boost in accuracy (hypothesis 3). Results from these dyadic data analyses extend the ISM by leveraging a perceived partner responsiveness framework to identify processes that lead to the partner effect of ideal discrepancies on relationship satisfaction.

### C71

#### **JUST THE FACTS: MORTALITY SALIENCE INDUCTION IN RELATIONSHIP RESEARCH**

Elizabeth Keneski<sup>1</sup>, Jennifer J. Harman<sup>1</sup>; <sup>1</sup>Colorado State University – Mortality salience (MS; Greenberg, Pyszczynski, & Solomon, 1986) involves making death accessible in one's mind. Traditional and direct MS manipulations have sometimes elicited approach behaviors among individuals in intimate relationships (e.g., Florian, Mikulincer, & Hirschberger, 2002), but it is unclear whether an indirect form of MS using death statistics (Jessop, Albery, Rutter, & Garrod, 2008) would effectively induce MS if the statistics were related to death in the context of intimate relationships. Participants (N=181) read facts about death, about death in the context of romantic relationships, or neutral facts. Our hypothesis was supported; both experimental conditions effectively resulted in MS as measured with a word completion task targeting death-related words. No significant differences were found between the two manipulations. Thus, simply reading statistics related to death, within or outside the context of close relationships, effectively results in MS.

### C72

#### **COREGULATION 'FOR BETTER OR WORSE': THE EMOTIONAL TRANSMISSION OF POSITIVE AND NEGATIVE EMOTIONS IN CLOSE RELATIONSHIPS**

Ashley K. Randall<sup>1</sup>, Jessica H. Post<sup>1</sup>, Shannon A. Corkery<sup>1</sup>, Leslie Bosch<sup>1</sup>, Basil Chiu<sup>1</sup>, Emily A. Butler<sup>1</sup>; <sup>1</sup>University of Arizona – Coregulation refers to the complex linkage of emotions between individuals within a close relationship, whereby partners reciprocally influence each other's emotional states. Coregulation has been argued to help maintain an individual's emotional homeostasis by allowing one partner to down-regulate the other's negative states. It is possible however, that coregulation could also lead to the escalation of both positive and negative emotions through the action of positive feedback loops. Research on the transmission of emotions arising outside the relationship (work stress) has demonstrated that this sort of feedback loop for negative

emotions is quite common. It is unknown, however, whether coregulation also manifests as escalation of emotions arising within the relationship (e.g. love or anger). This is an important gap because such emotions are critical for relationship functioning. To investigate this, we conducted a one-week daily-diary study of committed heterosexual couples (N = 62 dyads) assessing positive and negative emotions within the relationship ("How much have you felt positive or negative emotions due to your partner today?"). Using a prospective change dyadic model, we found lagged effects for both positive and negative relationship relevant emotions, such that increases in partner A's emotional experience predicted increases in partner B's emotional experience from one day to the next. This suggests that coregulation can take various forms including the escalation of both positive and negative emotions relevant to the relationship. As such, coregulation may be extremely important for understanding the complex nature of emotional processes contributing to relationship functioning.

### C73

#### **EMPATHY AS A MODERATOR OF EMOTIONAL STABILITY WITHIN COUPLES**

Jessica H. Post<sup>1</sup>, Ashley K. Randall<sup>1</sup>, Shannon A. Corkery<sup>1</sup>, Basil Chiu<sup>1</sup>, Leslie Bosch<sup>1</sup>, Emily A. Butler<sup>1</sup>; <sup>1</sup>University of Arizona – Empathy allows partners to share one another's emotions. When one partner feels an emotion and their partner emphasizes a positive feedback loop may cause both partners to increasingly feel that emotion. This may perpetuate the feeling, resulting in a stable emotional state. Empathy for positive emotions about each other (knowing and sharing that your partner feels affection for you) and negative emotions due to external factors (knowing and sharing that your partner had a bad day at work) are common in well-functioning relationships and increase the closeness between partners. As such we expected high levels of empathizing to be associated with higher stability of these emotions. To test these hypotheses, we conducted a one-week daily-diary study of committed heterosexual couples (N = 62 dyads) assessing empathy ("I tried to empathize with my partner") and daily positive and negative emotions both due to the relationship and due to external factors. Using a dyadic longitudinal model, we found that mutual empathy (the sum of both partners' empathy during the week) led to a stabilization of emotions for both partners. In highly empathetic couples, positive emotions due to the relationship and negative emotions due to external events showed increased stability from day to day. This suggests that couples who engage in empathy may perpetuate not only positive emotions due to the relationship, but also negative emotions originating outside the relationship. Although this may entail additional distress in the short run, it may ultimately allow those negative emotions to be processed more effectively.

### C74

#### **INFIDELITY, CONFESSIONS, AND RELATIONSHIP DISSOLUTION**

Jamal H. Essayli<sup>1</sup>, Ryan S. Darby<sup>1</sup>, Christine R. Harris<sup>1</sup>, Britta Larsen<sup>1</sup>; <sup>1</sup>University of California, San Diego – The present study examined the associations between relationship dissolution, forgiveness, and an individual's decision to conceal or confess to committing an infidelity. 282 undergraduates that committed an infidelity and 389 undergraduates that were victims of an infidelity completed a computer-based survey that assessed relationship outcomes, discovery method, and emotional responses to a previous infidelity. Of unfaithful partners whose relationship did not end due to the infidelity, 61% reported that their partner never found out about the infidelity, 28% reported confessing to the infidelity, and 11% reported their partner discovering from another source. On the other hand, only 30% of unfaithful partners whose relationship ended over the infidelity reported that their partner never found out, while 38% reported confessing and 32% reported their partner discovering from another source. Victims who discovered the infidelity directly from their partner, however, reported more forgiveness, less blame, less retaliation, that their partners sought forgiveness more and apologized more, and were more likely to preserve the relationship than victims who found out through a different source. Regression analyses indicated that forgiveness, degree of apology, and amount of blame attributed to

the unfaithful partner were key predictors of relationship dissolution as a result of the infidelity. In terms of relationship outcome, these findings suggest both costs and benefits to confessing to an infidelity: while concealing an infidelity is associated with relationship preservation, victims are more likely to end their relationship over a partner's infidelity if they discover the infidelity from a source other than their partner.

### C75

#### **A SITUATIONAL MANIPULATION OF RELATIONSHIP AUTHENTICITY**

**Kristen N. Petty<sup>1</sup>, Adam Pazda<sup>1</sup>, C. Raymond Knee<sup>1</sup>**; <sup>1</sup>University of Houston – Authenticity is a combination of awareness, unbiased processing, behavior, and relational orientation, of which higher levels constitute genuineness in a relationship (Kernis, 2003). Individuals who develop authentic relationships should be more willing to acknowledge the benefits of honest self-disclosure, regardless of potential risks or outcomes. The goal of the present study was to investigate how authenticity in relationships might influence the extent to which individuals adjust their reported thoughts and feelings in the presence of their romantic partner. We proposed that romantically involved individuals would be more likely to positively exaggerate their responses to questions about their relationship when in the presence of their partner, versus in private. Furthermore, we predicted that trait authenticity would moderate this effect. An experiment involving 40 romantically involved couples (80 individuals) tested these predictions. Couples were separated and rated their partner's appearance, commitment to their partner, and likelihood of ending their relationship. They were later asked the same questions during an interview, either believing their partner was listening behind a two-way mirror, or believing their partner could not hear them. As predicted, couples generally had a tendency to favorably exaggerate their responses during the interview when they thought their partner was listening. However, those who reported feeling more authentic in their relationship were less likely to exaggerate their answers when they believed their partner was listening. Thus, both person and situation-level authenticity affected how people responded about their romantic relationship.

### C76

#### **THE IMPACT OF RELATIONSHIP COMMITMENT AND ROMANTIC RIVALS ON PARTNER OSTRACISM**

**Nicole M. Cazeppa<sup>1</sup>, JulieAnn Miller<sup>2</sup>, Eric D. Wesselmann<sup>2</sup>, Ximena B. Arriaga<sup>2</sup>, Kipling D. Williams<sup>2</sup>**; <sup>1</sup>Brown University, <sup>2</sup>Purdue University – Research has shown that being ostracized by strangers causes many deleterious effects on a person's sense of well-being. Interestingly, recent research demonstrated that the robust negative impact of ostracism was buffered when a romantic partner was a source of ostracism (Cazeppa, Reed, Arriaga, & Williams, 2009). In this study, we examined two conditions that might shift one's perceptions of being ostracized by a partner: relationship commitment and if the other player is a potential romantic rival (i.e., same sex as participant). High relationship commitment often reduces the negative impact of partner imperfections or hurtful partner acts (e.g., Murray, Holmes, & Griffin, 1996). Thus, we hypothesized that highly committed couple members would be less reactive to being ostracized by a potential rival compared to less committed individuals. Forty-seven dating couples played Cyberball, a virtual ball tossing game, in which each couple member was randomly assigned to one of six conditions that varied in inclusionary status (included or ostracized) and sex of the other player (rival, nonrival, unknown). All participants were led to believe they were playing with their romantic partner. Highly committed individuals were not impacted by the manipulation of the other player. However, less committed individuals reported significantly lower need fulfillment (e.g., self-esteem) when being ostracized by a rival or when the sex of the other player was unknown compared to a nonrival. This study suggests that relationship commitment and whether the source of ostracism is a potential rival are both important variables when assessing the harm of partner ostracism.

### C77

#### **AVOIDANT ATTACHMENT AND THE COGNITIVE REPRESENTATION OF SELF WITH CLOSE OTHERS**

**Jessica L. Williamson<sup>1</sup>, Christopher R. Agnew<sup>1</sup>**; <sup>1</sup>Purdue University – Interpersonal closeness has been operationally defined by Aron, Aron, and Smollan (1992) as greater inclusion of other in the self (IOS). IOS theory argues that individuals include close others into the cognitive representation of their self. Using IOS theory and a connectionist approach, Mashek, Aron, & Boncimino (2003) found that individuals confuse the self with close others (i.e., a romantic partner) in a trait assignment task. The present research examined whether similar trait confusion processes occur in individuals who possess an avoidant attachment style. Procedures were adapted from the Mashek et al. (2003) experimental paradigm. All participants (N=133) were currently involved in an ongoing, romantic relationship of at least two months. Participants completed measures of avoidance (ECR-R: Fraley, Waller, & Brennan, 2000) and interpersonal closeness (IOS: Aron et al., 1992). Participants then completed a rating task requiring a rating of personality traits for four different targets: self, romantic partner, best friend, and familiar stranger (Tiger Woods). Traits were randomly presented one at a time for each target. Afterwards, participants completed a recognition task. The original traits plus distracters were randomly presented. Participants were instructed to recall whether each trait was shown earlier and then identify the original target. Persons scoring high and low in avoidance reported more confusions between the self and romantic partner compared to non-close others. These outcomes suggest the inclusion-of-other-in-the-self effect is robust. Avoidant individuals may cognitively include close others in the self despite engaging in behavioral distancing. Results and implications will be discussed.

### C78

#### **SEEING RACE: TOP-DOWN INFLUENCES ON EARLY VISUAL PROCESSING OF FACES**

**Renana H. Ofan<sup>1</sup>, Nava Rubin<sup>1</sup>, David M. Amodio<sup>1</sup>**; <sup>1</sup>New York University – Is the early visual perception of race driven primarily by bottom-up structural features, or is it influenced by top-down effects, such as motivations or prior knowledge? Similar questions about top-down vs. bottom-up effects have been debated for decades by perception researchers. We tested this question by measuring event-related potentials (ERPs) related to face perception while White participants view White and Black faces (as well as non-face objects). We focused on the N170 ERP component, which is believed to represent a face-specific neural marker that reflects early perceptual processing, both temporally and in terms of brain hierarchy. Face stimuli were normalized for contrast and luminance so that any differences in the N170 to White vs. Black faces could be interpreted as top-down influences rather than bottom-up, stimulus-driven effects. Results indicated that the peak latency of the N170 was significantly longer for Black and White faces. In addition, larger N170 amplitudes to Black vs. White faces were associated with more positive implicit evaluations of White faces. These results suggest that prior knowledge of racial groups affects early perception of group members' faces, suggesting a top-down effect on low-level face perception processes occurring at just 170 ms. In other words, these results suggest that people see members of different racial group differently at the most basic stages of face perception.

### C79

#### **PREDICTORS OF RELATIONSHIP STABILITY: FACTORS UNDERLYING NON-MARITAL ROMANTIC RELATIONSHIP FATE IN CHILE VS. THE UNITED STATES**

**Laura VanderDrift<sup>1</sup>, Christopher Agnew<sup>1</sup>, Juan Wilson<sup>2</sup>**; <sup>1</sup>Purdue University, <sup>2</sup>Universidad de Chile – The current study was designed to examine potential cross-cultural differences in relationship stability-promoting factors. Comparing relationship partners in Chile and the United States, we tested whether certain relationship qualities exert a larger influence on relationship fate in one country than the other. We hypothesized that in cultures that highly value individualism (i.e., the US), predictors that tap an individual's own feelings about the relationship (i.e., commitment, satisfaction) would better predict relationship fate than

they would in a culture that places less value on individualism (i.e., Chile). Conversely, we hypothesized that factors that tap others' feelings toward the relationship (i.e., subjective norms, network disapproval) would be better predictors of relationship fate in Chile than in the US, again due to the differing emphasis on individualism between countries. To test these notions, we collected data from individuals in non-marital romantic relationships in Chile (n=309) and the US (n=268). Initially, participants completed measures of the predictors noted previously. Approximately 4 months later, the same participants reported whether their relationship was intact or dissolved. Results from multiple regression analyses, controlling for the demographic characteristics in which the two samples differed, supported our hypotheses. Commitment and satisfaction were significantly stronger predictors of relationship fate in the US than in Chile, whereas subjective norms and network disapproval of the relationship were stronger predictors in Chile. These results highlight the importance of considering the culture in which a relationship is embedded when predicting outcomes as different cultures may exert unique pressures on relationships.

### C80

#### EFFECTS OF RECENT SEXUAL ACTIVITY ON MATE DESIRABILITY Lisa

Savre<sup>1</sup>; <sup>1</sup>New Mexico State University – Previous research offers a consensus that individuals with promiscuous sexual histories are viewed negatively in terms of acceptability of sexual behavior, evaluation of personality characteristics, and desirability as a potential mate. This finding is often attributed to an increased risk of cuckoldry for men and of diversion of resources for women. However, despite these risks most individuals do have more than one sexual partner over the course of their lifetime. Recentness of a previous sexual relationship could be an important variable that influences willingness to enter a relationship with someone who has a sexual past. In particular, sexual relations occurring within the past four months are of greatest risk to men because a woman may be pregnant but not showing any physical signs that would indicate the pregnancy to others. In this study, participants were asked about their willingness to engage in a casual, long-term, or purely sexual relationship. Time since the most recent sexual relationship of this potential partner was varied between subjects. We found that men's willingness to enter a new casual dating relationship was significantly influenced by the time passed since his potential mate's last sexual relationship had ended. As the amount of time since a woman's last sexual relationship increased, so did men's willingness to begin a relationship with her.

### C81

#### ATTRIBUTIONS OF BEHAVIORAL STABILITY AND THE FUNCTION OF REMORSE: AN EXAMINATION OF THE APOLOGY-FORGIVENESS LINK

James R. Davis<sup>1</sup>, Gregg J. Gold<sup>2</sup>; <sup>1</sup>DePaul University, <sup>2</sup>Humboldt State University – Sincere apologies promote forgiveness by increasing empathetic concern, and by changing the victims' perceptions and attributions of the transgressor's behavior. The effectiveness of an apology is largely determined by remorse. The more remorseful a transgressor appears, the more sincere the apology seems, and thus the more effective it is in promoting forgiveness. In close relationships, the role of empathy in the link between apologies and forgiveness is well established; however in such relationships, less is known about the influence of attributions in promoting forgiveness following an apology—particularly attributions regarding the stability of future behavior. The purpose of this study is to examine the relationship between perceived remorse, empathy and attributions of behavioral stability to further expand our understanding of the apology forgiveness link. We suggest that remorse influences forgiveness through perceptions of behavioral stability, and that these effects are independent of emotional empathy. Participants completed a survey in which they wrote about a time when a romantic partner harmed them, and apologized for their behavior. Following this, participants responded to several questions assessing remorse, empathy, forgiveness and behavioral stability. Results indicate that the relationship between remorse and forgiveness is significantly mediated by percep-

tions of behavioral stability, but not by emotional empathy. This suggests remorse may function to reduce judgments of future harm and may facilitate forgiveness independent of the empathetic concern.

### C82

#### THE EFFECTS OF SELF-ENHANCING PRESENTATIONS ON THE EVALUATIONS FROM FRIENDS AND RELATIONSHIP SATISFACTIONS

Junichi Taniguchi<sup>1</sup>, Hiroshi Shimizu<sup>2</sup>; <sup>1</sup>Tezukayama University, <sup>2</sup>Kwansei Gakuin University – The present study examined the effects of the freshmen's self-enhancing presentations toward their friends on later evaluations from friends, relationship satisfactions, and their self-esteem. 322 freshmen (161 pairs, 93 male pairs and 68 female pairs) participated in the longitudinal study in which they answered the questionnaire four times (April, May, June, and July). Participants were required to pair up with their same-sex friends and answer the questionnaire about them and their friends. Main findings were as follows: 1) As participants presented themselves as more "likeable" and "competent" toward their friends in May, the relationship satisfactions with their friends and their self-esteem were higher in July. 2) The effect of self-presentations of "likeability" (in May) on the relationship satisfactions (in July) was mediated by the actual evaluations from the friends (in June). 3) As participants got more "likeable" evaluations from their friends (in June), the relationship satisfactions of their friends (in July) were higher. That is, as participants presented themselves as more "likeable", relationship satisfactions of both them and their friends were higher. 4) Participant's self-presentations of "competence" (in May) didn't affect the actual evaluations from their friends later (in June). Also, even if participants got much competent evaluations from their friends (in June), their self-esteem (in July) wasn't high. The results were discussed in terms of the beneficial consequences that the freshmen's self-enhancing presentations toward their friends have.

### C83

#### BOOSTING MARITAL IMMUNITY: STRESS INOCULATION EFFECTS IN EARLY MARRIAGE Elizabeth F. Broady<sup>1</sup>, Lisa A. Neff<sup>1</sup>; <sup>1</sup>University of Texas

at Austin – As all couples experience stressful life events, understanding how couples adapt to stress is imperative for understanding marital development. Drawing from theories of stress inoculation, which suggest that the successful adaptation to mildly stressful events may help individuals develop a resilience to future stress, the current study examined whether couples who had more experience effectively coping with minor stressors early in the marriage would be most resilient to the declines in marital satisfaction that can follow the transition to parenthood. The study relied on data collected from 50 newlywed couples who became parents during the first four years of marriage. When couples were first married, two relationship coping skills were assessed: spouses' attributions for a partner's transgressions and spouses' conflict resolution skills observed during videotaped marital discussions. Couples also completed a checklist of stressful life events and a measure of initial marital satisfaction. Then, marital satisfaction was assessed again six months after the birth of their first child. Hierarchical regressions revealed that both attributions and conflict resolution skills interacted with early stress to predict post-child marital satisfaction for wives, but not for husbands. Simple slope tests revealed that among wives who had good relationship skills, those who experienced more stress early in the marriage reported greater marital satisfaction after the transition to parenthood than those with fewer early stress experiences. Thus, simply possessing good relationship skills may not be sufficient to shield marital satisfaction from stress. Rather, couples also may need practice applying those skills to minor stressful events.

### C84

#### CLOSE-OTHER HANDICAPPING: PROVIDING ANOTHER WITH AN EXCUSE FOR FAILURE Brian Richards<sup>1</sup>, Keith Markman<sup>1</sup>; <sup>1</sup>Ohio University

– Self-handicapping is an esteem-protecting strategy whereby individuals prospectively generate impediments to successful performance so that their abilities will not be called into question in the event of failure. Demon-

strations of this phenomenon are replete in the social psychological literature, and thus to extend this work beyond the domain of the self, the current study investigated whether individuals would also be willing to handicap the performance of a close other. Male participants brought a close male friend to the lab and observed him take two intelligence tests. In the contingent feedback condition, participants were led to believe that their friend had performed well on the first test because of his ability, whereas in the non-contingent feedback condition participants were led to believe that their friend's initial success was due to luck. Because lack of preparation could be used, retrospectively, to excuse poor performance, it was expected that participants would allocate less practice time to their friend before taking the second test when they expected him to perform poorly (non-contingent condition) than when they expected him to perform well (contingent condition). Consistent with predictions, participants did in fact allocate less practice time to their friends in the non-contingent condition than in the contingent condition. Additionally, the more participants reported doubting their friends' ability to perform well, the less practice time they allocated to him, thereby supporting the interpretation that participants were motivated to protect their friends' self-esteem by prospectively erecting an external attribution for his potential failure.

### C85

**ATTACHMENT ORIENTATIONS AND REASONS FOR PROMISING IN ROMANTIC RELATIONSHIPS** Fanny Vivian Jimenez<sup>1,2</sup>, Johanna Peetz<sup>3</sup>, Lara Kammrath<sup>3</sup>; <sup>1</sup>Humboldt University Berlin, Germany, <sup>2</sup>International Max Planck Research School LIFE, Berlin, Germany, <sup>3</sup>Wilfrid Laurier University, Waterloo, Canada – We examined the reasons why people may make promises in romantic relationships. A person might make a promise because of how their partner will feel as a result of the promise: It might make their partner happy (external approach), or prevent the partner from getting angry or sad (external avoidance). A person might also make a romantic promise because of internal reasons: She/he might make a promise to feel like a better person (internal approach) or to prevent feeling like a bad person (internal avoidance). We expected that one factor associated with why a person promises would be the individuals' attachment orientation. In this study, 86 participants read several relationship scenarios and indicated whether they would promise a certain behavior in the scenario. Then, they rated the extent to which each of the four reasons described their thoughts leading up to the promise. Avoidant participants made promises for different reasons than anxious, ambivalent or secure people: they promised primarily to avoid negative feelings in their partner, and less because they wanted to make their partner happy. Overall, relationship attachment variables (specifically the avoidant dimension) were more related to the external partner-oriented dimension of promise reasons, whereas participants' personality traits (e.g., agreeableness) were more predictive of the internal self-oriented dimension. This study demonstrated that characteristics of relationship partners can influence underlying reasons for making a promise to their partner, and contributed to the understanding of attachment in romantic relationships.

### C86

**THE IMPACT OF PRIMING IMPLICIT THEORIES OF RELATIONSHIPS ON INDIVIDUALS' RESPONSES TO AMBIGUOUS RELATIONSHIP VIGNETTES** Robert Wickham<sup>1</sup>, Stephanie Tobin<sup>1</sup>, Matylda Osika<sup>1</sup>; <sup>1</sup>University of Houston – The cognitive accessibility of Implicit Theories of Relationships (ITRs) was manipulated in order to assess their role in providing individuals with an attributional framework for determining the causes of events in romantic relationships. Growth beliefs refer to the malleability and adaptability of relationships, while Destiny beliefs concern the degree to which relationships are perceived as fixed and destined to succeed or fail from the beginning (Knee, 1998). We predicted that individuals primed with 'simple' ITR configurations (High Growth or High Destiny beliefs, but not both) would utilize these belief structures when making attributions for relationship events, particularly

when they placed a high degree of importance on understanding the situation. Following random assignment to Growth (High | Low) and Destiny (High | Low) prime conditions, participants completed a scrambled sentences priming task and evaluated a series of 10 vignettes describing ambiguous relationship situations. After generating potential causes for the event described in each vignette, participants reported their level of confidence in their explanation (Causal Certainty), as well as the importance they placed on identifying the cause of the event (Causal Importance). Regression analyses revealed that participants in the High Growth/Low Destiny and Low Growth/High Destiny prime conditions exhibited a strong, positive relationship between Causal Certainty and Causal Importance, while participants in the remaining conditions exhibited no such relationship. These findings suggest that 'simple' ITR configurations provide individuals with an attributional framework that may be utilized to resolve uncertainty in situations where causal understanding is deemed important.

### C87

**RELATIONSHIP IDENTIFICATION AND ITS INSTANT EFFECT: PREDICTING RELATIONSHIP MAINTENANCE RESPONSES IN AN INSTANT MESSAGING TASK** Lisa Linardatos<sup>1</sup>, John E. Lydon<sup>1</sup>; <sup>1</sup>McGill University – Relationship maintenance responses (RMRs) promote healthy romantic relationship functioning and longevity. RMRs are typically examined as the products of relationship commitment and satisfaction, and are measured using self-report scales. Alternatively, relationship identification, the degree to which individuals define themselves in terms of their partner, has been found to contribute to relatively spontaneous, behavioral RMRs. Linardatos and Lydon (2007) demonstrated that individuals higher on relationship identification mention their relationship more when interacting with an attractive alternative over instant messenger (IM), a situation that precludes extensive deliberation of one's responses. The present study expands on this research: we tested whether this effect was specific to an interaction with an attractive alternative, thereby implicating a RMR. Heterosexual participants in dating relationships (N = 125) completed a modified version of Cross et al.'s (2000) RISC scale, assessing relationship identification. Then, they were randomly assigned to interact with an attractive member of the same or opposite sex over IM. Regression analyses revealed a significant relationship identification x condition (same vs. opposite sex) interaction,  $p = .046$ . In the opposite sex condition, low identifiers mentioned their partner less than high identifiers, whereas high identifiers did not differ in their number of partner mentions between conditions. Thus, low identifiers talked less about their partner when chatting with an attractive alternative, whereas high identifiers were generally more vocal about their relationship. This effect remained significant controlling relationship commitment,  $p = .049$ . The present findings demonstrate that relational identity is associated with relatively spontaneous relationship maintenance behavior.

### C88

**FACEBOOK NORMS: HOW PEOPLE USE FACEBOOK TO SHARE AND CONNECT WITH OTHERS** Jeff LaFlam<sup>1</sup>, Melanie Green<sup>1</sup>; <sup>1</sup>University of North Carolina at Chapel Hill – Social networking technologies have become an increasingly common means of maintaining relationships. However, on Facebook, most information is shared through public postings (status updates, wall posts), rather than through private messages to a single individual. This shift to broadcast-style messages may affect relationship development, but these effects may depend on individuals' expectations for social network communication. Our study examined these Facebook norms: the type of information individuals typically share on Facebook, whether they expect responses to their postings, and their perceptions of how Facebook influences their friendships. We surveyed undergraduates (N = 194) and adult Facebook users (N = 322) on their uses of and expectations about Facebook. About half of the participants said they used status updates mainly for important information; the remainder used updates for everyday information or a mix of everyday and important information. The majority of people reported that they post mostly positive (rather than negative) information in their sta-



tus updates. Although many participants did not expect a response to status updates, a substantial minority (33% of undergraduates and 44% of adults) did expect responses. Furthermore, participants reported being upset at finding out some kinds of important information over Facebook rather than privately. Private messages were also rated as more effective at increasing feelings of closeness with friends. Sharing information widely on Facebook may thus have unintended negative consequences. Our findings suggest that although Facebook can strengthen relationships by increasing communication, it may weaken relationships by reducing responsiveness and feelings of intimacy.

### C89

#### WHEN FRIENDS TALK TO EACH OTHER ABOUT ROMANTIC RELATIONSHIPS Marilyn D. Ishler<sup>1</sup>, Linda K. Acitelli<sup>1</sup>; <sup>1</sup>University of Houston

It has been established that women place a high value on sharing personal information with same-sex friendships (e.g., Fehr, 1996), and they talk with friends about their romantic relationships (e.g., Crouter, & McHall, 2003). If experiencing dissatisfaction with her romantic relationship a woman is likely to seek out and engage in social interactions (Buunk, VanYperen, Taylor, & Collins, 1991). In spite of scholarly attention to relationship talk, relationship talk is often portrayed as a monolithic concept. The purpose of this study was to develop and validate a measure of relationship talk and demonstrate that such talk can vary according to level of seriousness. 100 college students were asked to write what they talk about when they talk about their romantic relationships with friends. A 9-item measure of relationship talk was developed based on participants' open-ended responses and administered to another sample of 174 college students. A principal component factor analysis with varimax rotation revealed 2 distinct factors corresponding to lighthearted chat and serious relationship talk. Alpha coefficients for each subscale were .79. As expected, regression analyses showed that lighthearted chat was positively associated with relationship satisfaction, and serious talk was negatively associated with relationship satisfaction (entered separately and simultaneously). Lighthearted chat was positively related to positive affect and extraversion, while serious talk was positively related to depression and neuroticism. Thus, talking about one's romantic relationship with friends not only indicates the state of one's relationship, it could also be indicative of the individual's personality and emotional well-being.

### C90

#### SHARED MEANING EVOKED IN TRANSFERENCE Elizabeth Przybylinski<sup>1</sup>, Susan Andersen<sup>1</sup>; <sup>1</sup>New York University

The social-cognitive process of transference, which arises based on implicit activation of a significant-other representation in relation to a new person, is assumed to serve meaning-making functions (Glassman & Andersen, 1999), and may indirectly activate the worldview that is shared with the significant-other. Three studies were conducted to test this hypothesis. Each used a transference paradigm in which participants in an initial session provided descriptions of a significant-other, some of which were used two weeks later in an ostensibly unrelated experiment. In the experiment, participants learned about three individuals, one of whom was described to subtly resemble their significant other. Tests of participants' memory for and evaluation of these individuals verified that transference occurred in each study. Further, Study 1 demonstrated that, when in the transference condition, participants were quickest to respond to words in a lexical decision task that were related to values that were idiographically identified beforehand as shared with the significant other, indicating shared worldview activation, and participants also expected a particularly meaningful encounter. Study 2 replicated these results using a nomothetic value-identification procedure in which participants named significant others who shared their beliefs on spirituality or politics. Study 3 blocked participants from using their shared values (identified either idiographically or nomothetically) in response to each individual. In the transference condition this led to compensatory activation of the goal to

restore shared meaning as measured by lexical decision. Together these studies suggest that transference entails the maintenance and utilization of a shared worldview within each significant-other relationship.

### C91

#### HOW HOPE FOR AFFILIATION AND FEAR OF REJECTION SHAPE MEMORY AND IMPORTANCE OF SOCIAL EVENTS Courtney Gosnell<sup>1</sup>, Shelly Gable<sup>1</sup>;

<sup>1</sup>University of California-Santa Barbara – The present study examined how differences in motives to seek affiliation and avoid rejection shape memory for daily social events. Eighty-four participants completed hope for affiliation and fear of rejection measures in an initial laboratory session. Over the next week, participants completed nightly diary questionnaires asking them about the positive and negative events of their week. These events were later coded as social vs. non-social events. At the end of the week, participants returned to the lab and completed a surprise recall task in which they were asked to name as many of the events that they had previously recorded in addition to rating the importance of these events. The results of a bivariate linear regression revealed a significant negative association between hope for affiliation and the percentage of recalled negative social events. Fear of rejection, on the other hand, was significantly positively associated with greater recall of negative social events. When examining importance of remembered events, hope for affiliation was significantly associated with greater importance placed on positive social events. A marginally significant association was found between fear of rejection and decreased importance being placed on positive social events. Overall, it seems that motives for seeking affiliation and avoiding rejection shape recall of positive and negative social events differentially. For negative (but not positive) events, these motives differentially affected memory for the event. For positive (but not negative) events, these motives influenced the recalled importance of the event.

### C92

#### THE MAKING OF ROMANTIC ATTACHMENT BONDS: LONGITUDINAL TRAJECTORIES AND CONSEQUENCES FOR RELATIONSHIP STABILITY Christopher P. Fagundes<sup>1</sup>, Ines Schindler<sup>2</sup>; <sup>1</sup>University of Utah, <sup>2</sup>Freie Universität Berlin

The current study assessed the normative time course and implications of adult attachment formation. We used longitudinal data from 107 individuals at different time points during the formation of their relationship to (a) outline the timing of normative attachment formation both before and after one commits to a romantic partner, (b) investigate how individual differences in attachment style are associated with normative attachment formation, and (c) determine whether normative attachment formation is associated with the likelihood of subsequent relationship dissolution. People reported that their romantic partners peaked on their proximity seeking and safe haven hierarchies four months after commitment, while they kept ascending up their secure base hierarchies two years after commitment. Highly anxious individuals reported that their romantic partners ascended up their proximity seeking hierarchies more quickly before commitment, and were more likely to nominate their romantic partners for proximity at time of commitment. Highly avoidant individuals were less likely to report utilizing their romantic partners for proximity seeking, as a safe haven, and as a secure base when they initially committed; however, highly avoidant individuals did not report that their romantic partners ascended up their attachment hierarchies at differential rates. Normatively, people who reported that their romantic partners were higher on their secure base hierarchies at time of commitment and ascended up their secure base hierarchies at greater rates, were less likely to subsequently breakup within the next 18 months. The findings suggest that attachment plays an important role when examining early relationship processes.

**C93**

**SLEEP LOSS, CONFLICT, AND LOVE IN ROMANTIC RELATIONSHIPS: A DAILY DIARY STUDY** Suzanne Riehl<sup>1</sup>, Dylan Selterman<sup>1</sup>, Arthur Aron<sup>1</sup>,<sup>1</sup>State University of New York at Stony Brook – The effect of sleep loss on individual functioning has been extensively studied and shown to be detrimental in several domains (Moorcroft, 2003), but its effects on interpersonal functioning has been understudied (Troxel et al., 2007). We investigated whether sleep predicted relationship feelings and behaviors. Participants were 46 undergraduates currently in romantic relationships. They completed daily diaries for 2 weeks in the morning (about their sleep the previous night) and the evening (about their feelings and behaviors during the day). Questions included total sleep time, conflict with the partner and love felt for the partner. Statistical analyses were conducted using HLM 6.06 (Raudenbush et al., 2000). Preliminary analyses showed that fewer hours of sleep predicted significantly more conflict during the day ( $p = .007$ ). There was also a marginally significant effect in which fewer hours of sleep predicted less love felt towards the partner during the day ( $p = .088$ ). These findings suggest that sleep loss negatively affects interpersonal relationships. Underlying processes, theoretical implications, and potential applications are discussed.

**C94**

**WHO AM I IN IT FOR?: RELATIONSHIP GOALS AND POSITIVE EXPERIENCES IN DATING COUPLES** Benjamin W. Hadden<sup>1</sup>, C. Veronica Smith<sup>1</sup>, Amy Canevello<sup>2</sup>,<sup>1</sup>University of Delaware, <sup>2</sup>University of Michigan – Research by Crocker and Canevello (2008) has investigated two types of relationship goals – compassionate goals to support others and self-image goals to construct and maintain desired images of the self. In their examination of roommate pairs, actors' high self-image goals were associated with partners' perceiving less support in the relationship, while actors' compassionate goals predicted partners' increased perceptions of support. The current study examines how these goals function in romantic relationships. Participants were 45 heterosexual romantic couples. At Time 1, participants completed measures of romantic compassionate and self-image goals as well as measures of relationship satisfaction, commitment, relationship need satisfaction. At Time 2 (4 weeks later), participants completed measures of satisfaction and commitment. Given the interdependence of the data (Kenny, 1995), a series of multilevel random coefficient modeling analyses revealed that both self and partner compassionate goals were predictive of Time 1 satisfaction and commitment. Relationship need satisfaction was predicted by actors' compassionate goals and, to a lesser extent, partner's compassionate goals. Relationship goals were also found to be predictive over time, as Time 2 satisfaction was related to partner compassionate goals even when Time 1 satisfaction was controlled. A similar pattern was found for commitment. Self-image goals predicted lower relationship autonomy. These results suggest that people's compassionate and self-image goals for their relationships have implications not only for their own relationship quality but for their partner's relationship quality as well. In addition, people's goals may continue to affect relationship functioning over time.

**C95**

**I JUST WANT TO BE FRIENDS: CHARACTERISTICS OF FEMALES WHO PARTICIPATE IN FRIENDS-WITH-BENEFITS RELATIONSHIPS** Joseph Gonzales<sup>1</sup>, Heather Adams<sup>1</sup>, Victor X. Luevano<sup>1</sup>,<sup>1</sup>California State University, Stanislaus – Recently there has been a surge of research examining short-term mating strategies in women. Surprisingly, few studies have examined friends-with-benefits (FWB) relationships, which are sexual relationships between friends with no romantic expectation and no defined duration. The present study's goal was to determine what characterizes females who have participated in FWB relationships compared to those who have not. Fifty-eight female participants were asked about their participation in long-term, casual sex and FWB relationships and given a self-report questionnaire, which measured short-term mating orientation, long-term mating orientation, previous sexual behaviors, self-perceived mating success, mate value, mating effort, sexual desire,

psychological masculinity/femininity, depressive symptoms, and attachment style. Due to the exploratory nature of this study, stepwise (forward likelihood ratio) logistic regression was used to create a model that best predicted whether a participant had engaged in a FWB relationship. The resulting model indicated that participant short-term mating orientation ( $B = 1.01$ ,  $SE = .32$ ,  $EXP(B) = 2.75$ ,  $p < .01$ ) and mate value ( $B = 1.69$ ,  $SE = .76$ ,  $EXP(B) = 5.39$ ,  $p < .05$ ) were the best predictors of participation in FWB relationships. This suggests that the women most likely to engage in a FWB relationship have an unrestricted sociosexual orientation and higher mate value.

**C96**

**DEVELOPMENT OF AN EXPANDED MEASURE OF INCLUSION OF OTHER IN THE SELF FOR ROMANTIC RELATIONSHIPS** Daniel J. Weidler<sup>1</sup>, Eddie M. Clark<sup>1</sup>,<sup>1</sup>Saint Louis University – The Inclusion of Other in the Self (IOS) Scale (Aron, Aron, & Smollan 1992) has been well established as a useful and conceptually unique tool for assessing closeness. However, by nature of it being a single-item pictorial measure, it does not allow for more precise measurement and examination of separate domains of the other that are included in the self. Specifically, Aron and colleagues (Aron & Aron, 1986; Aron, Aron, & Norman, 2001) propose that closeness develops as the resources, perspectives, and identities of the other are included in the self. Using these proposed domains, we developed the Inclusion of Partner in the Self (IPS) Scale, an expanded IOS Scale-related measure that independently assesses inclusion of each of these separate aspects of a romantic partner in the self. In study 1, the IPS Scale was developed using data obtained through one-on-one interviews. Eleven total scale items were generated: 4 assessing inclusion of a partner's resources in the self, 3 assessing inclusion of a partner's perspectives in the self, and 4 assessing inclusion of a partner's identities in the self. In study 2, the reliability and validity of the measure were examined. Results indicated that the IPS Scale demonstrated adequate internal consistency reliability, parallel forms reliability, test-retest reliability, concurrent and convergent validity with other closeness measures, discriminant validity, and predictive validity. Theoretical and methodological implications of the IPS Scale for investigation of closeness as inclusion of other in the self are discussed.

**C97**

**ATTACHMENT AND THE MANAGEMENT OF EMPATHIC ACCURACY IN RELATIONSHIP THREATENING SITUATIONS** Jennifer Fillo<sup>1</sup>, John S. Kim<sup>1</sup>, Jeffry A. Simpson<sup>1</sup>, William Ickes<sup>2</sup>, W. Steven Rholes<sup>3</sup>, M. Minda Oriña<sup>4</sup>, Heike A. Winterheld<sup>5</sup>,<sup>1</sup>University of Minnesota, Twin Cities, <sup>2</sup>University of Texas at Arlington, <sup>3</sup>Texas A&M University, <sup>4</sup>Saint Olaf College, <sup>5</sup>California State University at Eastbay – In two studies, we tested how attachment orientations are related to empathic accuracy (i.e., the accuracy with which one infers a partner's private thoughts and feelings) during attachment-relevant discussions. In Study 1, we examined married couples who were videotaped while discussing a relationship issue involving either jealousy or intimacy. In Study 2, we examined dating couples who were videotaped while resolving a point of conflict in their relationship. Consistent with the Empathic Accuracy Model (Ickes & Simpson, 2001), more avoidantly attached individuals in both Study 1 and Study 2 were relatively less empathically accurate. However, more anxiously attached individuals were more empathically accurate in Study 1 when they discussed jealousy issues that posed a clearer threat to their relationship, and in Study 2 if they were rated by observers as more distressed while discussing a relationship conflict. These studies suggest that those higher in attachment anxiety and avoidance are differentially motivated to manage their empathic accuracy in relationship-threatening situations in the service of affect regulation and the facilitation of their interpersonal goals. Whereas more anxiously attached individuals are hypervigilant in their attempts to understand their partners' thoughts and feelings, even in more threatening situations, more avoidant individuals are motivated to avoid, ignore, or misinterpret such information.

**C98****OF LOVE AND SEX: GENDER AND RELATIONSHIP CLOSENESS SHAPE COGNITIVE REPRESENTATIONS OF SELF, PARTNER, AND RELATIONSHIP**

Diana Odom Gunn<sup>1</sup>; <sup>1</sup>University of California, Merced – Klein and Loftus (1993) argue for a mixed model of self-referent memory. Specifically, trait knowledge develops from an accumulation of trait-relevant behavioral episodes. When relevant experience is low, information about a trait is stored as behavioral exemplars. However, when enough relevant experience accumulates, trait concepts evolve. Interdependence theory (Kelley et al., 1983) suggests that people develop close relationships through sharing frequent, diverse, and strong interconnections over time. Behavioral interdependence, or closeness, reflects accumulated relationship relevant experience which may affect the development of trait and autobiographical memory. We extended the mixed model of memory to the relationship domain by examining mental representations of self, close relationship partner, and their relationship. To examine the role of gender in forming relationship representations, gender role was included as a target for comparison. Participants were 40 currently dating undergraduate students. Participants decided whether the trait describes the target: self, partner, relationship, or gender group (fully counterbalanced within subjects). Preliminary analyses suggested support for the hypotheses. We expected greater closeness to be associated with trait accessibility for partner and relationship and lesser closeness to be associated with autobiographical accessibility for partner and relationship representations. Moreover, we expected that the independence of trait and autobiographical memory would depend on relationship closeness. Implications for social judgment and relationship maintenance are discussed.

**C99****I BRUISE EASILY: SENSITIVITY AND REACTIVITY TO REJECTION FROM ROMANTIC PARTNERS**

Fen-Fang Tsai<sup>1</sup>, Nur Syahirah Bte Ahmad<sup>1</sup>; <sup>1</sup>National University of Singapore – Employing a dyadic diary design, this research examined the role of rejection sensitivity (RS) in romantic relationships. Of interest of this research included the macro-level relationship qualities, e.g., couples' overall relationship satisfaction, trust, and perceptions, as well as the micro-level processes e.g., their daily interactions. Both members of 42 heterosexual couples provided a diary entry every 3 days over 1 month. For the macro-level processes, with the aid of actor-partner interaction model (APIM), analyses revealed that high-RS individuals were less satisfied with and committed in their relationships. They also had lower trust in their partners. Furthermore, high-RS individuals' relationship satisfaction and commitment declined more than low-RS individuals' over one month period of time. Results also indicated asymmetrical patterns of perceptions in the following aspects. High-RS individuals, compared to low-RS individuals, perceived they were more involved in their relationships than their partners were, and that they had higher negativity in their perceptions of their partners' behaviors. For the micro-level patterns, using multilevel analyses on diary data, disagreements reported by participants was used to predict their emotional and behavioral responses to disagreements. Results showed some evidence of RS on heightened feelings of rejection in response to disagreements with one's partner among males: high-RS males felt more rejected and were less inclined to accommodate. In conclusion, this study showed that RS presents an important relationship schema that could cause repercussions on both daily relationship processes and general relationship well-being.

**C100****YOU KNOW WHAT I MEAN?: THE EXPECTATION FOR MIND READING FROM OTHERS**

Ildo Kim<sup>1</sup>, Esther Seo<sup>1</sup>, Taekyun Hur<sup>1</sup>, Seongyu Han<sup>1</sup>; <sup>1</sup>Korea University – Previous researches on mind reading have focused on how well and accurately people figure out the others' hidden intention or meaning during interaction. However, one's expectation for others' mind reading of what the person means and its impacts on the person's behaviors have been left unexplored. The present research conceptual-

ized the expectation of mind reading and investigated its relationship with relevant individual differences and contextual factors. Study 1 examined the contents of mind reading expectation, on which Study 2 developed a scale of mind reading expectation. In Study 1, 132 college students answered to an open-ended questionnaire of when and what kinds of mind reading would be expected and the answers were categorized through a content analysis. The result revealed 11 types of mind reading expectation (ex. Expectation for knowing my negative emotion, even what I did not express, what I expressed indirectly, etc.). In Study 2, a Mind Reading Expectation Scale (MRES) was developed to produce a preliminary reliability and validity. Specifically, people's MRES score was significantly correlated with the Production dimension of CIS (Conventional Indirectness Scale), which means that the higher expectation of mind reading a person has, the more he/she uses conversational indirectness. Also, participants showed higher MRES scores when they imagined to interact with a very close friend than when with a not-close classmate. In conclusion, the results proposed the psychological concept of mind reading expectation and its importance in interpersonal interaction. The functional and cultural implications of mind reading expectation were discussed.

**C101****ACTOR-PARTNER AND BIDIRECTIONAL EFFECTS OF ATTACHMENT DIMENSIONS IN PREDICTING RELATIONSHIP FUNCTIONING**

Mehmet Harma<sup>1</sup>, Nebi Sumer; <sup>1</sup>Middle East Technical University, Turkey – Considering potential cultural differences in the nature of attachment insecurity, we expected that attachment avoidance, rather than attachment anxiety, would strongly predict relationship functions in Turkish cultural context. Therefore, we investigated the actor and partner effects of attachment related anxiety and avoidance on marital satisfaction and conflict using a large sample of married couples in Turkey. We also examined the interaction effects between partners' attachment orientations on the relationship functioning. Participants were 1228 married couples (mean duration of marriage = 11.24 years) selected from four main cities in Turkey. Couples completed the measures of attachment anxiety, avoidance, marital conflict and satisfaction. Two separate actor-partner interdependence models were conducted in predicting marital conflict and satisfaction using SEM. Results revealed that regardless of their gender, spouses were less satisfied in their relationships when their partners had high levels of attachment avoidance. This effect was strong especially for the avoidant women who married with anxious husbands. Consistently, actor-partner interaction analyses demonstrated that wives having culturally incompatible attachment pairings (i.e., avoidant wife and anxious husband) reported the highest levels of marital conflict. Furthermore, husbands with high attachment anxiety reported high levels of marital conflict regardless of the levels of their wives' attachment anxiety. Findings suggested that attachment avoidance is a risk factor for both wives and husbands' relationship functioning and additionally, husbands' attachment anxiety seems to increase marital conflict in Turkish cultural context.

**C102****PREDICTORS OF CAREGIVING IN ADULT CLOSE RELATIONSHIPS**

Judi Walsh<sup>1</sup>, Abigail Millings<sup>2</sup>; <sup>1</sup>University of East Anglia, UK, <sup>2</sup>University of Bath, UK – Not all studies investigating the relationship between attachment and caregiving demonstrate the same pattern of association. Some studies have found attachment anxiety to be associated with less effective caregiving (Carnelley et al., 1996; Feeney & Collins, 2001), whereas other studies have found certain dimensions of caregiving to be associated with attachment avoidance and not anxiety (Millings & Walsh, 2009). Recent research has also suggested that relationship satisfaction and provision of care might be influenced by an individual's perception of their partner's caregiving provision as well as their own attachment style (Kane et al., 2008; Millings & Walsh, 2009). This study aimed to assess the contribution of attachment style, perceptions of partner caregiving, and psychological well-being to the prediction of individual caregiving styles. 134 young adults in established close relationships completed an

online questionnaire comprising measures of caregiving (the Caregiving Questionnaire, Kuncie & Shaver, 1994), attachment (the Experiences in Close Relationships Scale, Brennan, Clark & Shaver, 1998), psychological wellbeing, and perceptions of partner's psychological well-being and caregiving style. Attachment avoidance was the only significant predictor of caregiving responsiveness (proximity, sensitivity and cooperation). Attachment anxiety and perceived compulsive caregiving from partner predicted caregiving compulsion. These findings lend weight to the suggestion that there are two components of caregiving: responsiveness and over-involvement, and provide support for the interpretation that avoidance influences effective responsiveness because of a lack of concern for others' needs, but anxiety manifests through over-involvement because of an individual's own attachment-related needs (Collins et al., 2006; Mikulincer & Shaver, 2007).

### C103

#### WHAT'S THE DESIRABLE BEHAVIOR FOR JAPANESE ADOLESCENTS AT THE PROBLEMATIC SITUATIONS IN ROMANTIC RELATIONSHIPS?

Miyuki Aiba<sup>1</sup>; <sup>1</sup>University of Tsukuba – When we are worried about problematic situations in romantic relationships, what kind of behavior should we take toward girl or boy friends? Previous studies of heterosexual skills pointed the most desirable behaviors were active approach and straight talk (e.g., Groer, Nangle, & Zeff, 2005). However, these behaviors may not apply to Japan due to cultural differences. Thus, it is important to reveal what is the best behavior for Japanese adolescents. The purpose of the current study was to identify the most desirable behavior at the problematic situations in romantic relationships of Japanese adolescents. 333 undergraduates in Japan (51% male; mean age=19.1) completed the measure about evaluations of desirability toward behaviors of opposite sex at the problematic situations in romantic relationships (range=1-5). One-way ANOVA showed that talking to each other sincerely ( $M=4.05-4.46$ ) was more desirable behavior than talking their mind straight ( $M=3.50-4.37$ ) in the problematic situations at maintenance and breakup stage such as "anxiety for future relationship". Active approach ( $M=4.12$ ) was desirable at "approach from oneself" situation alone. Thus, the results indicated that "talking to each other sincerely" was the most desirable behavior for Japanese adolescents at the various problematic situations in romantic relationships.

### C104

#### GHOSTS OF STRESSORS PAST: CHILDHOOD STRESS AS A PREDICTOR OF ADULTS' PHYSIOLOGICAL REACTIVITY DURING MARITAL CONFLICT

Dana P. Roth<sup>1</sup>, Paula R. Pietromonaco<sup>1</sup>, Sally I. Powers<sup>1</sup>; <sup>1</sup>University of Massachusetts, Amherst – Children who grow up in a more adverse family environment characterized by conflict, lack of support, or neglect are more likely to have emotional and physical health problems for the rest of their lives. A harsh early environment may disrupt physiological stress response systems (e.g., the hypothalamic-pituitary-adrenal axis and its associated hormone, cortisol), leading over time to increased health risks (Repetti, Taylor, & Seeman, 2002). Separate work has shown a clear link between marital functioning and health (Kiecolt-Glaser & Newton, 2001). The present study brings together these two lines of work by examining whether physiological stress patterns (i.e., cortisol reactivity) during a marital conflict vary as a function of risky family background. Both members of 48 newlywed couples completed the Risky Families Questionnaire to assess their family environment while growing up (e.g., frequency of quarreling with a parent), and spouses discussed a major, unresolved area of conflict for 15 minutes. Each spouse provided saliva samples (to index cortisol) at intervals before and after the discussion. As hypothesized, husbands from riskier environments showed higher cortisol during the conflict interaction,  $r = .36$ ,  $p = .02$ ; this association was not significant for wives. Thus, adverse early experiences, at least for men, may increase physiological reactivity during marital conflict; if this pattern persists over time, these men may be more likely to develop emotional and physical health problems.

Whether support from a spouse ameliorates the greater stress reactivity associated with a risky family background will be important to investigate in future work.

### C105

#### THE IMPACT OF SOCIAL EXCLUSION ON RELIGIOUSNESS

Niluefer Aydin<sup>1</sup>, Peter Fischer, Dieter Frey, Andreas Kastenmueller; <sup>1</sup>Postdoc – Research has revealed several coping reactions to acts of social exclusion, but the role of religion in dealing with social exclusion has been neglected thus far. We postulated that socially excluded individuals turn to religion in order to cope with the stressful experience of rejection. 6 studies were conducted. It was revealed that socially excluded individuals reported higher levels of religious affiliation regarding intrinsic (Studies 1, 3 and 5), extrinsic (Studies 1 and 5) and extrinsic-personal religious orientation (Study 3) than participants in the control conditions. Furthermore, religious behaviors (like practicing religious rituals) seemed significantly more attractive for socially excluded participants than socially included (Study 2). Excluded participants who had received a religious prime also showed lower levels of aggressive and self-defeating behaviour compared to participants in the control conditions (Studies 4a and 4b). Our samples consisted of participants of Christian (Studies 1 – 4) and Muslim (Study 5) religious affiliation.

### C106

#### PASSIONATE LOVE AND RELATIONSHIP THINKERS: EXPERIMENTAL EVIDENCE FOR ACUTE CORTISOL ELEVATIONS IN WOMEN

Timothy Loving<sup>1</sup>, Erin Crockett<sup>1</sup>, Aubri Paxson<sup>1</sup>; <sup>1</sup>The University of Texas at Austin – We assessed the impact of an individual difference variable, relationship-focused thinking (Cate, Koval, Lloyd, & Wilson, 1995), on women's acute salivary cortisol responses during and after a guided imagery task. Specifically, 29 healthy women, all of whom were in the first year of a new romance and experiencing high levels of passionate love, but varied on levels of relationship-focused thinking, were randomly assigned to one of two experimental conditions: a partner reflection condition or a cross-sex friend reflection condition. Results indicated that women experiencing intense passionate love evidenced increased cortisol levels when asked to reflect on their romantic partner and relationship relative to women asked to reflect on a cross-sex friendship, but this difference was particularly pronounced and relatively long-lasting for those women characterized by a high amount of relationship-focused thinking. Low levels of relationship-focused thinking were associated with a brief acute increase in cortisol for women in the partner reflection condition, but cortisol levels of these participants quickly diminished following the conclusion of the experimental manipulation. Our study significantly expands extant work on the passionate love–cortisol link by isolating the impact of a specific psychological variable, relationship-focused thinking, on the physiological experience of falling in love. We believe our work highlights the advances that can be made when established work in the close relationships and neuroendocrine fields are integrated.

### C107

#### ATTACHMENT STYLE AND NEGATIVE HEALTH APPRAISALS A FUNCTIONAL APPROACH

Courtney Worley<sup>1</sup>, James Hamilton<sup>1</sup>, Leslie Swanson<sup>2</sup>; <sup>1</sup>The University of Alabama, <sup>2</sup>The University of Michigan – Insecure attachment styles are positively correlated with physical symptom reporting in general and medically unexplained symptoms (MUS) specifically. Noyes (2003) has advocated an interpersonal explanation of this relation, whereby the illness behavior of persons with insecure attachment is reinforced because it decreases the likelihood of interpersonal rejection or criticism. In this study we tested whether relations between insecure attachment and general health appraisals are mediated by participants' self-reported tendency to use illness as an excuse for not meeting important life goals. College students completed several measures, including a self-report measure of adult attachment style, the SF-36 measure of general health appraisals, and the medical excuse making subscale of the Multi-Factor Health Survey. We replicated the basic relation between insecure attachment and poor health appraisals. More impor-

tantly, this relationship was partially and significantly mediated by medical excuse making. Additional analyses suggested that these relations were independent of the relation between negative affect and poor health appraisals. Thus, the results point to a motivational/functional relationship (rather than an information processing one) between insecure attachment and self-reported health.

### C108

#### THE GHOSTS OF RELATIONSHIPS PAST: HOW COMPARING PAST AND CURRENT ROMANTIC PARTNERS CAN AFFECT RELATIONSHIP EVALUATIONS

Justin V. Cavallo<sup>1</sup>, Grainne M. Fitzsimons<sup>1</sup>, John G. Holmes<sup>1</sup>,  
<sup>1</sup>University of Waterloo – Dissolving a romantic relationship is a traumatic emotional event (Sbarra & Emery, 2005) and accordingly, considerable research has been devoted to examining the intrapersonal consequences of romantic breakup (e.g., Davis, Shaver, & Vernon, 2003). Less is known, however, about how past relationship experiences affect interpersonal functioning with subsequent relationship partners. The present research examined how comparing past and current romantic partners may influence relationship evaluations and optimism about one's romantic future. We hypothesized that perceiving past and present romantic partners as dissimilar to one another minimizes concerns that a painful breakup experience might recur, and thus positively influences evaluations of one's current relationship. In two studies, we manipulated the extent to which participants perceived their current romantic partners to be similar to their most significant past romantic partner. For people high in self-esteem (HSEs), our hypothesis was supported. HSEs reported more positive relationship evaluations and greater romantic optimism when they thought their partners were different from one another. In contrast, low self-esteem people were more positive and more optimistic when they believed their past and current partners to be similar. These results indicate not only that social comparison between past and current romantic partners may impact relationship outcomes, but also that relationally secure and insecure people may differ in their preference for romantic partners who resemble partners from their past. These results are discussed within the context of Murray, Holmes, and Collins' (2006) risk regulation model.

### C109

#### REJECTION SENSITIVITY AND INTERPERSONAL ENGAGEMENT WITH MEDIA FIGURES

Julia R. Lippman<sup>1</sup>, Dara N. Greenwood<sup>1</sup>,<sup>1</sup>University of Michigan – The goals of the present study were to examine the factor structure of the Rejection Sensitivity Questionnaire (RSQ; Downey & Feldman, 1996) and to see if rejection sensitivity (RS) was related viewers' imagined relationships with media figures (i.e., parasocial interaction, PSI) and/or distress felt in response to favored media figures being taken off the air (i.e., parasocial break up, PSB). We expected that those higher in RS would experience higher PSI with favorite media figures because of the low rejection threat that imagined intimacies afford. We also expected those higher in RS would report increased distress in response to PSB. An online survey administered to 152 college undergraduates revealed a 3-factor solution for the RSQ. Specifically, factors appeared to correspond to three distinct types of interpersonal relationship settings: Non-Romantic (i.e., friends, parents), Desired Romantic (i.e., first date), and Established Romantic (i.e., boyfriend/girlfriend). Step-wise regression analyses using the three RS factor scores to predict PSB and PSI respectively revealed a significant association between the Established Romantic Factor and PSB only. That is, individuals who were more likely to experience rejection anxiety in the context of a hypothetical established romantic relationship were also more likely to experience distress at a hypothetical loss of a favorite media figure. These findings contribute to an existing body of literature which finds that individuals utilize media figures in ways that reflect existing relational anxieties and demonstrate the value in continuing to examine the role that media may play in reflecting, perpetuating, or soothing relational anxieties.

### C110

#### PACIFICATION MOTIVES FOR ROMANCE AS A PREDICTOR OF RELATIONSHIP OUTCOMES

Marie-Joelle Estrada<sup>1</sup>, Mark R. Leary<sup>1</sup>,<sup>1</sup>Duke University – People in close relationships engage in romantic behaviors for a variety of reasons, including to fulfill social roles (on Valentine's Day, for example), ingratiate their partner for favors, and pacify their partners. Both members of 80 couples (M relationship duration = 3.5 yrs.) completed a questionnaire that assessed the degree to which they engaged in romance to pacify their partners (i.e., "so my partner won't be angry with me") and relationship quality. The degree to which women behaved romantically to pacify their partners was negatively associated with their male partners' relationship satisfaction and reports of being in love, as well as the length of the relationship. Men's pacification motives were negatively associated with their female partners' reports of wanting to have sex. Furthermore, two interactions revealed an asymmetrical gender effect. Specifically, women who were romantic to pacify their partners indicated that their relationships were more important the degree to which their male partner was also high in pacification motivation. Conversely, men who were lower on pacification motivation felt less "in love" with female partners who were higher in pacification motivation. The implications of pacification motives for the quality of romantic relationships are discussed.

### C111

#### DECIDING WHEN TO SPEAK YOUR MIND: THE EFFECTS OF EXPECTANCIES ON THE DECISION TO VOICE RELATIONAL DISSATISFACTION

Megan McCarthy<sup>1</sup>, Lara Kammrath<sup>1</sup>,<sup>1</sup>Wilfrid Laurier University – When we become dissatisfied with the actions of a close partner, we face a decision: to disclose our concerns to the other person (voice), or to instead remain silent. Past research has shown that degree of dissatisfaction and issue importance do not differentiate concerns that are voiced from those that are not. What, then, influences the decision to voice? Two studies investigated the hypothesis that, because of the outcome uncertainty associated with raising an issue in a relationship, expectancies would be particularly important for this decision. In Studies 1 and 2, participants were asked to think of a relational dissatisfaction that they were considering disclosing to the other person. Participants rated their degree of dissatisfaction, the importance of the issue, and their expectancies for self and relationship outcomes. Participants then rated their intentions to voice sometime during the following week. In Study 2, we followed up with participants 1 week later and asked how much they actually did voice. Expectancies for self outcomes emerged as the strongest predictor of intentions to voice. Study 2 revealed that actual behavior by the week's end was predicted by these intentions and also by expectancies for relationship outcomes. The participants who told their close friends and partners what was bothering them, therefore, were not the ones who were most upset or who attached the most significance to the issue, but rather the ones who thought raising the issue would solve the problem without harming the relationship.

### C112

#### HIGH TRUST COUPLES REPORT GREATER INCREASES IN CLOSENESS, PERCEIVED RESPONSIVENESS, AND FELT SECURITY AFTER STRAIN-TEST DISCUSSIONS

Sandra Shallcross<sup>1</sup>, Jeffrey A Simpson<sup>1</sup>,<sup>1</sup>University of Minnesota – Trust in one's romantic partner is considered critical to individual and dyadic well-being. It fosters greater satisfaction, commitment, and felt security for romantic partners (Mikulincer, 1998). Despite its importance, trust processes and the characteristic behaviors of high- and low-trust partners have rarely been observed within a laboratory setting. In this study, based on the framework of Thibault and Kelley's (1959) interdependence theory, we examined the experience of romantic couples engaged in strain-test situations (situations that benefit one partner while requiring a sacrifice from the other partner). In strain-test situations, individuals who forego self-interested outcomes for the benefit of either their partner or the relationship should engender greater trust (Simpson, 2007). Married and cohabitating couples (N = 92) participated

in two videotaped discussions about goals each partner had that would require a sacrifice from the other partner. Perceptions of closeness, perceived partner responsiveness, and felt security were collected before and after each interaction. Self-reported attributions about the motivation behind partners' behavior were also collected after each interaction. As predicted, high-trust romantic partners reported greater increases in closeness, perceived partner responsiveness, and felt security than low-trust partners. In addition high-trust partners were less likely to make negative or despairing attributions about their partners' motives.

### C113

#### THE MECHANISM OF SOCIAL PAIN: A SOCIAL MOTIVE PERSPECTIVE

Zhansheng Chen<sup>1</sup>; <sup>1</sup>University of Hong Kong – My previous research has shown that people can re-experience pain associated with past socially hurtful experiences (Chen, Williams, Fitness, & Newton, 2008). This study further investigated the mechanism for such an effect from a social motive perspective. Theorists argued that social pain is a signal of deficits in need of belonging (MacDonald & Leary, 2005; Eisenberger & Lieberman, 2004; Williams, 2007); however, no published studies have tested whether the need of belonging mediates the effect of ostracism/social exclusion on social pain. In addition, Williams and colleagues (see William, 2007) have repeatedly demonstrated that ostracism episodes also threaten other social need, such as the need for control. Therefore, it is reasonable to expect that control should mediate the link between ostracism and social pain as well. To test these hypotheses, I asked participants to recall a past experience during which they were hurt physically or socially (i.e., betrayed by someone close to them). To help the participants re-live past experiences, I asked participants to type, on a computer, what had happened to them and how they had felt step-by-step. Immediately following pain reliving, participants were asked to fill questionnaires measuring their need for belonging and their need for control. Participants were then asked to indicate their feelings of pain on a visual analog scale and the McGill Pain Questionnaire (Melzack, 1978). The results showed that both belonging and control accounted for unique variance in social pain.

### C114

#### PERCEIVED, ACTUAL, AND FRIEND-RATED SIMILARITY IN ATTITUDE AND THEIR EFFECTS ON ATTRACTION BETWEEN SAME-SEX FRIENDS

Makiko Nishiura<sup>1</sup>, Ikuo Daibo<sup>1</sup>; <sup>1</sup>Osaka University – The present study examined the effects of perceived, actual, and friend-rated similarity in attitude on interpersonal attraction in same-sex friends. Previous research has revealed the relationships between similarity and interpersonal attraction. To set forth, we predicted that different kinds of similarity would have different effects. Participants (60 males, 77 females, mean age = 18.82) were paired with their friends and rated their attraction (i.e., security, stimulus, faith, and distance; Nishiura & Daibo, 2009). Then, they answered a questionnaire about their own social attitude and predicted how their friends would answer the questionnaire's items. The results showed that perceived similarity had little relation to both actual and friend-rated similarity. The main effect of perceived similarity on friends' attraction was stronger than actual and friend-rated similarity. Moreover, the two-way interaction between perceived and friend-rated similarity was significant for security, which was one of the factors in attraction and measured how comfortable people could feel by being with friends. When perceived similarity was low, participants felt more secure with those friends who scored high on similarity than with those who scored low; on the other hand, when perceived similarity was high, friends' attractiveness did not vary with friend-rated similarity. The present study suggests that, even if people do not perceive similarity with their friends, they can see their friends as attractive when their friends perceived similarity with them. Also, perceiving similarity with friends may have strong effect on attraction; by contrast, the effect of actual similarity may not.

### C115

#### ATTACHMENT STYLE AND DEPRESSION DURING THE TRANSITION TO PARENTHOOD

Jamie L. Rentfro<sup>1</sup>, W. Steven Rholes<sup>1</sup>, Jeffry A. Simpson<sup>2</sup>, A. McLeish Martin, III<sup>1</sup>, Carol Wilson<sup>3</sup>, Sisi Tran<sup>4</sup>; <sup>1</sup>Texas A&M University, <sup>2</sup>University of Minnesota, <sup>3</sup>Pennsylvania State University at Erie, <sup>4</sup>University of Connecticut – The goal of the present study was to examine the association between attachment styles and depressive symptoms among couples having their first child. Couples began the study approximately 6 weeks before the birth of their child and were tested periodically for the next 2 years. Spouses responded to measures that assessed their attachment styles and modes of interacting with one another. Growth curve models examined change in depression over time. For attachment anxiety, depression started and remained high throughout the study for highly anxious spouses who perceived low availability of support from their partners. Less anxious spouses, along with highly anxious spouses who perceived more available support, reported fewer depression symptoms at birth and gradually declined over time. For attachment avoidance, highly avoidant spouses reported more depression when they perceived more work-family conflict. Depression symptoms worsened over time for these spouses. Less avoidant spouses, along with more avoidant spouses who perceived less work-family conflict, reported less depression at birth and declined over time. These findings help identify couples who may be at risk for depression during the transition to parenthood. They also demonstrate that attachment insecurity predicts higher depression primarily when anxious and avoidant people must contend with situations that aggravate their particular forms of insecurity.

### C116

#### TO BE KNOWN BY HIM IS TO LOVE HIM? RELATIONAL AND GLOBAL SELF-VERIFICATION AND POSITIVE ILLUSIONS IN MARRIAGE

Sara Gorchoff<sup>1</sup>, Tammy English<sup>2</sup>, Oliver John<sup>3</sup>; <sup>1</sup>Carleton College, <sup>2</sup>Stanford University, <sup>3</sup>University of California, Berkeley – Is it better for relationship satisfaction to be seen as one sees oneself (self-verification) or more positively than one sees oneself (positive illusions)? We applied a relational self perspective (i.e., individuals have attributes that characterize them in general and attributes that characterize them in the context of specific close relationships) to the study of marital satisfaction in a sample of middle-aged women. We argue that relational selves more closely reflect the pattern of behaviors and experiences within a given relationship and so should more strongly impact relationship satisfaction than global selves. Because of this, self-verification and positive illusions at the relational level may also benefit relationship satisfaction. However, a key function of self-verification, to facilitate harmonious interactions because partners have reasonable expectations of one another based on understanding each other's strengths and weakness, is better served by relational than global self-verification. On the other hand, the function of positive illusions, to idealize partners so that their behavior is interpreted in the best possible light, is better served by positive illusions at the global level. We found support for our two main hypotheses. Women's relational attributes (rated by themselves and their partners) predicted their marital satisfaction better than their global attributes. Also, both relational self-verification and global positive illusions predicted marital satisfaction. This may allow individuals to feel understood and adored (Neff & Karney, 2002). These findings highlight the utility of applying a relational self perspective to the study of marital satisfaction.

### C117

#### TO STALK OR NOT TO STALK: THE EFFECTS OF SELF REGULATION AND REJECTION ON OBSESSIVE RELATIONAL INTRUSION

Roshni Trehan Ladny<sup>1</sup>, H. Colleen Sinclair<sup>1</sup>, Katherine E. Collier<sup>1</sup>; <sup>1</sup>Mississippi State University – Stalking behavior within the context of intimate relationships is classified as obsessive relational intrusion behavior (ORI). Stalking can begin with acts such as hyperintimacy tactics and then lead to more aggressive acts such as coercion and physical violence. According to the I-3 Model of Intimate Partner Violence Perpetration (Finkel, 2008),

aggressive acts such as stalking and physical violence occur when an individual has strong violence impelling forces, strong violence instigating forces, and weak violence inhibiting forces. This 2x3 factorial study focuses on the roles of different types of rejection (an instigating force) and lack of self regulation (weak inhibiting force) on the commission of ORI behaviors, particularly more aggressive behaviors. Rejection was manipulated through vignettes depicting no rejection (control) or one of two types of romantic rejection: an explicit rejection (one that makes an internal attribution) or a passive rejection that "let's the pursuer down easy" (makes an external attribution for relationship demise). Self regulation was manipulated through use of a thought suppression writing exercise (2 conditions: free writing/no suppression vs. restricted writing/thought suppression, e.g. Wegner, et al., 1987). After scenario and writing exercise, participants (n = 222) rated how likely they would be to think about or actually commit ORI behaviors. A main effect of rejection and an interaction of rejection and self regulation were observed. Participants explicitly rejected reported higher scores of thinking and performing aggressive acts as opposed to participants rejected passively. This difference was exacerbated when self-regulation was depleted.

### C118

#### **IN THE EYE OF THE BEHOLDER: PERCEPTIONS OF COMPENSATION MEDIATE THE EFFECTS OF ATTACHMENT STYLE AND TRANSGRESSION SEVERITY ON RELATIONSHIP SATISFACTION** Kevin A. Leary<sup>1</sup>, Catherine E. Seta<sup>2</sup>, <sup>1</sup>North Carolina State University, <sup>2</sup>Wake Forest University –

While interpersonal relationships provide many positive benefits, including social support and a buffer against negative or stressful events, maintaining our relationships requires consistent navigation of the pitfalls that are bound to arise between partners. But what factors determine the ways in which we respond to arguments, disputes, or misdeeds between partners in close relationships? The current research was conducted in order to examine the role of romantic partners' compensatory behaviors in influencing relationship satisfaction as well as investigate the role of attachment style in moderating these effects. Compensatory behaviors were conceptualized as acts that are intended to make-up for transgressions or negative events that occur between relationship partners. 152 undergraduate participants responded to measures including Rusbult's Investment Model, The Experiences in Close Relationships-Revised Scale, and items assessing their partners' compensatory behaviors. The primary hypothesis investigated in this study contended that attachment style would predict ratings of transgression severity which would, in turn, determine the perceptions of how well a compensatory behavior made up for that transgression. The perception of compensation adequacy, then, would ultimately mediate the effects of a transgression on relationship satisfaction. A series of hierarchical multiple regressions were conducted in order to investigate the relationships among the attachment styles and ratings of transgression severity, perceptions of compensation, and satisfaction. The results indicated that perceptions of how adequately a partner's behavior compensated for a transgression ultimately mediated the relationship between attachment style and transgression severity and satisfaction.

### C119

#### **RELATIONSHIP QUALITY, PERSONALITY, AND RESPONSE TO RELATIONSHIP TRANSGRESSIONS** Yanna J. Weisberg<sup>1</sup>, Jeffrey A. Simpson<sup>1</sup>, <sup>1</sup>University of Minnesota –

Previous work in affective forecasting has demonstrated that individuals use the intensity of their negative feelings in response to a transgression to predict how long these feelings will last. In addition, the predicted intensity and duration of these feelings is greater when the transgressor is a prospective partner than when the transgressor is not (Gilbert, 2004). In close romantic partnerships, however, predictions of the duration of negative feelings after a transgression may be influenced not only by the initial level of distress but also by aspects of the relationship between the transgressor and target. Additionally, there are likely individual differences in prediction of both the intensity and duration of negative feelings. In the present study, 97 undergraduate psychology students currently involved in romantic rela-

tionships reported how they would feel after ten different transgressions by their relationship partner, and then predicted how they would feel a week after experiencing the transgression. The ten transgression examples varied in terms of severity as judged by independent raters. Results showed that predicted intensity and duration of negative affect were both predicted by the severity of the situation. Additionally, the effects of severity on both intensity and duration were qualified by interactions with neuroticism, relationship quality, relationship length, and investment in the relationship. Results suggest that the quality of the relationship between transgressor and target is an important factor in the prediction of reactions to and recovery from the offense.

### C120

#### **ONE OF THESE THINGS IS NOT LIKE THE OTHER: DIFFERENCES IN SEXUAL SATISFACTION IN FRIENDS-WITH-BENEFITS RELATIONSHIPS COMPARED TO LONG-TERM AND CASUAL SEX RELATIONSHIPS**

Heather Adams<sup>1</sup>, Joseph Gonzales<sup>1</sup>, Victor Luevano<sup>1</sup>; <sup>1</sup>California State

University, Stanislaus – Friends-with-benefits (FWB) relationships, which are sexual relationships between friends with no romantic expectation and no defined duration, are often classified as simply casual sexual (CS) relationships in the research. However, recent research suggests that FWB relationships differ substantially from other types of relationships. The aim of this study was to investigate whether FWB relationships produced different levels of sexual and emotional satisfaction than CS and long-term (LT) relationships. Seventy-nine participants (16 male, 63 female) who have engaged in at least one of these three relationship types (CS, FWB, LT) were surveyed on the topics of intercourse frequency, orgasm frequency, participant and partner placed orgasm importance, sexual satisfaction, and emotional closeness. A series of paired-sample t-tests revealed that participants experience more emotional closeness in FWB relationships than in CS relationships,  $t(14) = 3.11, p < .01$ , but less emotional closeness in FWB than LT relationships,  $t(32) = 3.81, p < .01$ . Additionally, compared to LT relationships participants in FWB relationships reported less sexual satisfaction,  $t(34) = 2.22, p < .05$ ; less frequency of orgasm,  $t(35) = 2.68, p = .01$ ; feeling as though their partner was less concerned about their reaching orgasm,  $t(35) = 3.28, p < .01$ ; and feeling that reaching orgasm was less important,  $t(34) = 2.66, p = .01$ . Exploratory analyses suggest that these effects are stronger for women than for men. Our findings suggest that more attention should be given to specific types of relationships, especially friends-with-benefits relationships given their recent rise in frequency.

### C121

#### **RELATIONSHIP QUALITY AND PERSONALITY SIMILARITY: DIFFERENTIATING DISTINCTIVENESS AND NORMATIVENESS**

Madison Barfield<sup>1</sup>, Carly P. Smith<sup>1</sup>, R. Michael Furr<sup>1</sup>; <sup>1</sup>Wake Forest University –

Psychologists and laypeople are interested in the idea that people who are similar to each other will have relatively good relationships. Unfortunately, many examinations of the "relationship quality and personality similarity" hypothesis suffer from two limitations that compromise previous findings: 1) defining 'similarity' between partners in a way that confounds similarity and normativeness (or social desirability), and 2) defining 'relationship quality' in terms of only one measure reported by one partner. The current study addresses both limitations. It addresses the first by differentiating partners' distinctive similarity (the degree to which partners' share unique patterns of non-normative personality attributes) from personality normativeness (Furr, 2008). It addresses the second limitation by having both partners describe their relationship and their relationally-based affective states along numerous dimensions (e.g., overall closeness, knowledge of each other's goals and overall time spent alone together engaged in various activities, etc). Each member of sixty opposite-sex pairs of acquaintances provided self-reports of personality, relational attributes, and immediate affective states (both pre- and post- an interaction with their partner). Results revealed that distinctive similarity (but not simple, unadjusted similarity) is associated with a host of positive relationship attributes and experiences, though these associations are more robust from females' perspectives than from males'

perspectives. In addition, normativeness is associated with one's immediate affective state with a partner. These results unconfound previous research by showing that it is having unique configurations of personality traits in common with one's partner that best predicts relationship satisfaction.

### C122

**SEXUAL SATISFACTION MEDIATES HUSBANDS' FEMININITY ON WIVES' MARITAL SATISFACTION** Carolyn Wenner<sup>1</sup>, James K. McNulty<sup>1</sup>; <sup>1</sup>University of Tennessee – Men's femininity appears to be important to intimates relationships. For example, women with more feminine partners report higher levels of satisfaction with the relationship (Antill, 1983). But how/why do such associations emerge? Given that the sexual context of intimate relationships is one in which partners exchange intimate affection and other relational, and traditionally feminine, behaviors, one mechanism through which partners' femininity may shape marital satisfaction is the sexual relationship. Using a sample of newlywed couples, the current study examined whether sexual satisfaction mediates the positive association between husbands' femininity and wives' marital satisfaction. Replicating previous research, husbands' femininity was positively associated with wives' marital satisfaction. Further, and consistent with predictions, husbands' femininity was also positively associated with wives' sexual satisfaction and those enhanced feelings of sexual satisfaction mediated the effects of husbands' femininity on wives' marital satisfaction. Interestingly, although unrelated to wives' marital satisfaction, husbands' masculinity was also positively associated with wives' sexual satisfaction. These findings contribute to our understanding of marital satisfaction by demonstrating that one way in which men's feminine characteristics contribute to women's relationship satisfaction is through the sexual relationship.

### C123

**MY ENEMY'S ENEMY IS MY FRIEND** Jonathan R. Weaver<sup>1</sup>, Jennifer K. Bosson<sup>1</sup>; <sup>1</sup>University of South Florida – Holding the same negative, as compared to positive, attitude about a third party has been shown to predict increased liking for a stranger (Bosson, Johnson, Niederhoffer, & Swann, 2006). However, Bosson et al. used a fictitious third party in their tests of the bonding power of similar negative attitudes, which is quite different from a third party someone has encountered in person. In the current study, ninety participants learned that they held the same positive or negative attitude of a professor with a future interaction partner, and then rated the closeness they felt to their future interaction partner. Results revealed an interaction in which a shared negative attitude toward a professor produced more closeness to a future partner than a shared positive attitude, but only when the attitude was strongly held. When the attitude was weakly held, attitude valence did not influence closeness to the future partner. These results differ from what Bosson et al. obtained, in which a shared negative attitude promoted closeness more effectively than a shared positive attitude only when the attitude was weakly held. The differing results might have been caused by the different targets (i.e., the third parties) used in each study. It is possible that the use of a college professor increased the ecological validity of the shared attitude manipulation in the current study. Discussion considers possible mediators of this effect.

### C124

**PLURALISTIC IGNORANCE AND INFIDELITY** Sarah J. Watkins<sup>1</sup>, Susan D. Boon<sup>1</sup>; <sup>1</sup>University of Calgary – Dating infidelity occurs frequently (e.g., Wiederman & Hurd, 1999) and can have devastating consequences for both the relationship and the individuals involved (e.g., Cano & O'Leary, 2000; Makepeace, 1981). The present study examined whether pluralistic ignorance occurs with respect to undergraduate students' beliefs about infidelity, that is, whether a discrepancy exists between students' own attitudes toward infidelity and those they attribute to students in general. Fifty three female and 47 male undergraduate students completed a self-report measure of pluralistic ignorance modeled after Prentice and Miller (1993). As hypothesized, participants believed their

peers thought it was more acceptable for students in serious committed relationships to cheat on their dating partners than they themselves thought it was. When asked how acceptable it is for them and for their dating partners to cheat on each other, males rated infidelity as more acceptable than females. Finally, both males and females estimated that the average student has cheated on a dating partner more often than they reported that they themselves had cheated on a dating partner. These results provide evidence of pluralistic ignorance in that students misperceive the social norms with respect to both the acceptability of infidelity and the frequency with which it occurs. Previous research has shown that pluralistic ignorance occurs with alcohol use (Prentice & Miller, 1993) and "hooking up" (Lambert, Kahn, & Apple, 2003); this study extends these findings to other risky behaviours in university students. Potential consequences of pluralistic ignorance will be discussed.

## Groups/Intragroup Processes

### C125

**I CAN DO IT, RIGHT MOM? SELF-VERIFICATION AS A MEDIATOR OF MOTHERS' SELF-FULFILLING EFFECTS ON CHILDREN'S EDUCATIONAL ATTAINMENT** Kyle Scherr<sup>1</sup>, Stephanie Madon<sup>1</sup>, Max Guyll<sup>1</sup>, Jenny Willard<sup>2</sup>, Richard Spoth<sup>1</sup>; <sup>1</sup>Iowa State University, <sup>2</sup>Kennesaw State University – A self-fulfilling prophecy is a false belief that leads to its own fulfillment. Myriad research has focused on mediators of this process by attempting to identify behaviors through which perceivers communicate their beliefs to targets. However, this literature has been criticized for lacking theoretical grounding. As an attempt toward redressing this limitation, this research examined whether self-fulfilling prophecy effects are mediated by self-verification processes. We examined the ability of self-verification to mediate self-fulfilling prophecy effects with longitudinal data obtained from families (mothers, fathers, and adolescents; N = 332), with adolescents' educational attainment as the outcome. Family members completed surveys relevant to family, peers, and school in multiple waves from when the adolescents were in the 6th grade to post-high school. After controlling for relevant background predictors (e.g., peer influence, motivation, academic self-concept), a regression analysis indicated that mothers' false beliefs had self-fulfilling effects on their adolescents' educational attainment,  $\beta = .28$ ,  $p < .001$ . To the authors' knowledge, this is the first evidence that mothers' false beliefs can have self-fulfilling effects on their adolescents' educational attainment. Results from the mediational analysis employing Preacher and Hayes (2008) bootstrapping method provided consistent support for self-verification processes as a mediator. There was a significant indirect effect of mothers' beliefs on adolescents' educational attainment through adolescents' academic aspirations,  $\beta = .04$ ,  $p < .05$ . Mothers' self-fulfilling effects occurred because adolescents internalized their mothers' false beliefs about their educational outcomes and engaged in behaviors that verified those internalized beliefs, thereby causing them to come true.

### C126

**CHANGING MORE THAN YOUR MIND: EXPLORING THE IMPACT OF MAJORITY AND MINORITY OPINION CHANGE ON JUROR SATISFACTION** Victoria Springer<sup>1</sup>, Markus Kimmelmeier<sup>1</sup>; <sup>1</sup>University of Nevada, Reno – In nearly 90% of trials, the majority opinion on the first ballot during deliberations becomes the verdict (Davis, Kerr, Atkin, Holt, & Meek, 1975). However, minority dissenters sometimes successfully convert majority members. Consistently holding a position, whether it is with the minority or majority, or changing one's stripes may have important social psychological consequences regarding engagement with the legal process and jury system. This concern is particularly salient in Arizona, where the supermajority rule requires only 75% juror agreement to render a verdict in civil trials. The experience of being outvoted by fellow jurors rather than working towards a unanimous consensus may impact juror satisfaction with jury service, breeding a sense of alienation and disengagement from the legal system. We hypothesize that juror satisfaction with the trial will partially depend on changes in



opinion position – based on the work of Moscovici (1980), Latané and Wolf (1981), and Baron and Bellman (2007). The data utilized include juror and case-level data from Arizona civil trials (168 juries, 1,385 jurors; Hannaford, Hans, & Munsterman, 1999). Employing multi-level modeling, and controlling for relevant demographic and case features, this study found that compared to jurors who were always in the majority, those jurors who managed to change others' minds and turn the verdict in their direction were more satisfied ( $b=39.08$ ,  $p=.02$ ). Even jurors who held steadfastly to their minority position but were outvoted seemed to be more satisfied than those who were with the majority (and the final verdict) all along ( $b=14.34$ ,  $p<.001$ ).

### C127

#### WHEN BEING A MODEL MINORITY HAS NEGATIVE CONSEQUENCES: IMPLICATIONS OF REALISTIC THREAT AND ETHNIC IDENTIFICATION

Jessica Kang<sup>1</sup>, Cheryl Kaiser<sup>2</sup>; <sup>1</sup>University of Washington, <sup>2</sup>University of Washington – Two studies examine White Americans' reactions towards Asian Americans of different ethnic identification levels. In study 1, 33 White American undergraduates were asked to consider the typical characteristics of either a strongly or weakly group-identified Asian American male student. Participants then rated the target on a series of model minority-relevant stereotypes. The strongly identified Asian American was seen as more competent than the weakly identified one. In study 2, White American students were exposed to a realistic threat (through imagining a competitive classroom scenario) or not. They were then told that they were going to evaluate a fellow classmate who was either a strongly or weakly group-identified Asian American. Participants expressed more envy and jealousy toward the strongly identified Asian American, regardless of whether or not they were in a realistic threat situation, consistent with the results of Study 1 that viewed the strongly identified target as more competent. Also there was an interaction between level of identification of the target and realistic threat situation. White participants were less willing to help and protect the strongly identified Asian American in the realistic threat situation. These findings suggest that the level of identification of an Asian American can affect perceptions of model minorities. Also that both level of ethnic identification and realistic threat situation may elicit less positive behavior tendencies towards Asian Americans. Thus, although Asian Americans are associated with positive attributes, the association may have negative consequences.

### C128

#### THE PROTECTIVE FUNCTION OF THE GROUP-SERVING BIAS

Paul Zarnoth<sup>1</sup>, Amanda Gourley<sup>1</sup>, Shawhin Moosavi<sup>1</sup>, Dean Alves<sup>1</sup>; <sup>1</sup>Saint Mary's College of California – Self-serving biases benefit individuals by minimizing self-esteem loss following a failure and by maximizing the enhancement of self-esteem following a success (Duval & Silvia, 2002). The group-serving bias (the tendency for group members to attribute success to the effort and ability of the group and failure to external factors) was hypothesized to operate in a similar way to protect collective self-esteem. Undergraduate participants completed a bonding exercise in three-member groups and then individually completed the state self-esteem scale (SSES) (Heatherton & Polivy, 1991) and the collective self-esteem scale (CSES) (Luhtanen & Crocker, 1992). The groups then worked on a timed puzzle task and were randomly assigned to either succeed or fail. Next, individuals reported the degree to which each of the following determined the success or failure of the group: the participant, the other group members, the group as a whole, and external factors. Finally, the participants completed the SSES and the CSES a second time. Participants assigned far more responsibility to themselves and to their groups in the success condition than in the failure condition. Those participants with stronger self-serving biases exhibited the greatest improvements in state self esteem following success and exhibited the least decline in state self esteem following failure. Consistent with our hypothesis, participants with stronger group-serving biases showed the greatest gains in group identification in the success condition and the

least decline in group identification in the failure condition. These findings suggest that group-serving biases help groups remain cohesive in both good and bad times.

### C129

#### EMOTION RECOGNITION: EVALUATIONS VERSUS STEREOTYPES

Gijsbert Bijlstra<sup>1</sup>, Rob W. Holland<sup>1</sup>, Daniel H. J. Wigboldus<sup>1</sup>; <sup>1</sup>Behavioural Science Institute, Radboud University Nijmegen – In the present contribution we tested the hypothesis that comparative context and social categorization are important moderating variables of emotion recognition processes. Earlier research has shown that evaluative connotations between social category members and emotional expression predict whether recognition of positive or negative emotional expressions will be facilitated (e.g. Hugenberg 2005). We hypothesized that this recognition advantage only holds for research paradigms in which positive and negative emotional expressions are directly tested against each other in a within subject design. In line with this notion, when participants in the present two studies were asked to classify positive versus negative emotional expressions (i.e. dual valence: happy versus anger, or happy versus sadness), valence congruency effects were found. Importantly, however, in a comparative context without differences in valence in which participants were asked to classify two distinct negative emotions (i.e. single valence: anger versus sadness) we found that recognition facilitation only occurred for stereotypically associated discrete emotional expressions. With this, the current results indicate that the valence of emotional expressions may overshadow the recognition of discrete emotions, but only when differences in valence are salient. The results of Study 2 effectively illustrate the core of our ideas. Although the same sad faces were shown in both conditions we found in the dual valence condition that sadness was faster recognized on the relatively negatively evaluated male social category, whereas, in the single valence condition sadness was recognized faster on stereotype consistent female social category.

### C130

#### WHEN WAR REWARDS: SOCIAL DOMINANCE AND REACTIONS TO

#### INGROUP-PERPETRATED VIOLENCE

John Rohrbach<sup>1</sup>, Paul K. Piff<sup>1</sup>, Andres G. Martinez<sup>1</sup>, Dacher Keltner<sup>1</sup>; <sup>1</sup>University of California, Berkeley – Some people believe that ingroup-perpetrated violence is indefensible. Others, however, consider such violence to be justified, even moral. In the current experiment, we explored the psychological processes underlying these divergent responses to violence and conflict. Specifically, we tested the influence of social dominance orientation (SDO) on reactions to ingroup-perpetrated violence. American participants ( $N = 88$ ) were instructed to write about a time when either America (ingroup) or a foreign country (outgroup) committed violence against another group. Participants then completed a measure of state self-esteem. Results showed that when reminded of violence perpetrated by the ingroup, high-SDO participants experienced boosts in their self-esteem relative to low-SDO participants. SDO did not affect responses to outgroup-perpetrated violence. These results indicate that it is not violence per se, but rather ingroup violence specifically that is "rewarding" for certain people. We argue that episodes of ingroup-perpetrated violence may serve to affirm the worldviews of people high in preferences for group-based dominance.

### C131

#### THE IMPACT OF SOCIETAL THREAT ON AUTHORITARIANISM, SOCIAL DOMINANCE, AND DECISIONS IN THE MINIMAL GROUP PARADIGM

Sean T. Stevens<sup>1</sup>, Alex Borowsky<sup>1</sup>, Dave Wilder<sup>1</sup>; <sup>1</sup>Rutgers University - New Brunswick – Mere categorization of persons into groups (minimal group paradigm/MGP) has been shown to be sufficient to trigger ingroup favoritism. Few studies, however, have examined stable individual differences that may enhance or diminish this bias. Two candidates were examined in this study: right wing authoritarianism (RWA) and social dominance orientation (SDO). Persons exhibiting high RWA and/or high SDO should be less tolerant of outgroups and should, therefore,

exhibit greater ingroup favoritism in a MGP paradigm. Furthermore, when threatened, high RWA or SDO individuals were expected to be even less tolerant of outgroups. To test these hypotheses, participants were divided into arbitrary groups on the basis of a trivial dot estimation task (MGP), completed RWA and SDO scales, and read a vignette that either depicted an American economic collapse in 2025 accompanied by social instability (high threat) or depicted relative stability in 2025 (no threat). Participants then completed measures that assessed perceived threat, ingroup favoritism, and modified versions of the RWA and SDO scales. Consistent with past findings, mere categorization was sufficient to induce ingroup favoritism. Although perceived threat was greater in the high threat condition, threat did not increase ingroup favoritism. However, threat did significantly increase authoritarianism (RWA), an interesting finding since RWA is considered to be a stable personality trait. Overall, results suggest that bias induced by social categorization is a robust phenomenon that is largely unaffected by individual differences in political values (RWA, SDO measures).

### C132

#### THE INFLUENCE OF SHARED REPRESENTATIONS ON FALSE MEMORIES

**IN GROUPS** Kevin R. Betts<sup>1</sup>, Verlin B. Hinsz<sup>1</sup>; <sup>1</sup>North Dakota State University – Groups are often asked to recall important information. An advantage of recalling information in groups is that members can discuss their recall and potentially correct one another's false memories. However, in some circumstances, discussion may instead encourage false memories. In the current study, we adopted a shared representations framework to identify circumstances that encourage false memories in collaborative groups. Shared representations refer to any task-relevant concept, perspective, or cognitive process that is shared among group members. We created the conditions necessary for groups to develop shared representations by presenting them with word lists consisting of items strong and weak in associative strength. Strong associative strength word lists encouraged strong shared representations and weak associative strength word lists encouraged weak shared representations. Groups were asked to reach consensus on their recall in comparison to individuals recalling alone. When shared representations were strong, groups falsely recalled significantly more information than individuals. When shared representations were weak, groups falsely recalled approximately the same amount of information as individuals. Still, groups correctly recalled more information than individuals in both the high and low associative strength conditions. These results indicate that despite general advantages of collaborative recall, select circumstances that allow for strong shared representations may lead to collaborative memory deficits.

### C133

#### YOU COPIED! THE NEGATIVE IMPLICATIONS OF UNIQUENESS

**VIOLATIONS** Jennifer Argo<sup>1</sup>, Katherine White<sup>2</sup>; <sup>1</sup>University of Alberta, <sup>2</sup>University of Calgary – Across four studies, the present research demonstrates 1) that certain types of individuals prefer products that set them apart from their in-group and, 2) the emotional and behavioral outcomes that arise when this uniqueness effort is threatened (i.e., they are copied). In an exploratory first study, high (vs. low) need for uniqueness (NFU) individuals are shown to own products atypical for their in-group (and that are instead associated with an out-group). In study 2, the least positive emotions are reported when high NFU individuals are copied by an in-group member (vs. out-group member and/or low NFU). In study 3, we argue that interdependent individuals have a low NFU and independent individuals have a high NFU. When self-construal is primed, those with situationally activated independent self-construals are most likely to dispose of a product if they are copied by an in-group member (vs. out-group and/or interdependents). In our final study we identify a condition under which those with independent self-construals will not be negatively influenced if they are copied by an in-group member: when the copied object is low in importance. In particular, independents are less likely to trade a copied product for a less desirable alternative when little (versus extensive) effort has been exerted to obtain the object

(whereas no differences are realized for those with interdependent self-construals activated). In sum, certain individuals prefer to distinguish themselves from their in-group through the products they own and violations to this uniqueness effort have negative ramifications for emotional and behavioral outcomes.

### C134

#### GAINING GROUP ENTRY: THE VALUE OF SUBMISSIVE BEHAVIOR IN

**HIRING SITUATIONS** Caitlin Hogan<sup>1</sup>, Rosalind Chow<sup>2</sup>, Larissa Tiedens<sup>3</sup>; <sup>1</sup>Stanford Graduate School of Business, <sup>2</sup>Tepper School of Business, <sup>3</sup>Stanford Graduate School of Business – Dominant behavior generally results in greater status acquisition than submissiveness, because observers perceive dominant actors as competent and intelligent and thus confer status to them. In the present research, we examine a situation in which submissiveness results in greater status conferral than dominance. We propose that considering an outsider for a position in an organization is quite different than considering an insider. Outsiders raise concerns about the outsider's willingness to accommodate group norms, and these concerns may supersede the desire for intelligent leaders. In a vignette study about a hiring situation, we predict and find that submissive outsiders are preferred over dominant ones because submissiveness signals a willingness to accommodate group norms.

### C135

#### PROMOTION OF COOPERATION AMONG COMMUNITY RESIDENTS: EFFECTS OF FAMILIARITY WITH LOCAL HISTORICAL HERITAGES AND COMMITMENT TO THE COMMUNITY.

Hikichi Hiroyuki<sup>1</sup>, Ken-ichi Ohbuchi<sup>1</sup>, Toshiaki Aoki<sup>2</sup>; <sup>1</sup>Tohoku University, <sup>2</sup>Tohoku Institute of Technology – This study examined the effect of residents' familiarity with local historical heritages on their commitment to community and cooperative attitude toward community activities. We constructed a theoretical model consisting of the following five hypotheses based on social identity theory (Tajfel & Turner, 1986) and self-categorization theory (Hogg, 1992): Residents who are familiar with the local historical heritages will have the sense of commonness with past inhabitants (H1) and they will catch on credit to historical heritages (H2); Because the past inhabitants are diachronic in-group member, residents recognizing commonness with them will have a strong commitment to their community (H3); As famous local historical heritage improve social valuation of community, residents perceiving those credits will have a strong commitment to their community (H4); And residents who commit to community will actively participate in community activities (H5). We conducted a questionnaire survey in Japanese communities which have a lot of historical heritages (404 respondents) and which have fewer of it (441 respondents). We asked the respondents to rate familiarity with local historical heritages, sense of commonness with past residents, evaluation of credit to local historical heritages, commitment to community, intention of participation into community activities. Multi-group SEM using Amos revealed that the theoretical model satisfactorily fitted the data ( $\chi^2 = 718.69$ ,  $p < .01$ , GFI = 906, CFI = 938), with all hypothesized causal relationships being significant. The results suggest that promotion of understanding of local historical heritages among residents is a useful way of fostering their commitment to community and cooperative attitude.

### C136

#### THE EFFECTS OF SELF-CONSTRUAL, SOCIAL CUES AND PERSONALITY TRAITS IN CHOOSING CONFRONTATIONAL STRATEGY IN CONFLICT SITUATIONS

Stephanie Foster<sup>1</sup>, Julie Chen<sup>1</sup>; <sup>1</sup>Gettysburg College – The current research examined the relationship between self-construal, sensitivity to social cues and confrontational tendency in two studies among European American participants. Study 1 found that interdependence was positively related to importance of being sociable through a correlational study. Study 2 examined how likely participant would choose confrontational strategy in conflict situations and manipulated self-construal, nationality of the interaction partner and group size of interaction partners. Self-construal was manipulated as a between subject factor through a pronoun circling task (Gardner, 1999). Then participants were

given eight conflict scenarios. The nationality of interaction partner (American vs. non-American) and number of interaction partner (single vs. group) were manipulated as within-subject factors. The results of Study 2 showed that participants were more likely to choose confrontational strategy when interacting with a single friend than with a group of friends. Also, they were more likely to choose confrontational strategy with American interactional partner's than with non-American partner's. This effect, however, was moderated by participants' openness to experience. Participants who were high on openness to experience scale were more likely to be equally confrontational with American or non-American partner. In other word, openness to experience helped participants to be color blind in conflict situations.

### C137

#### **WILL WORK HARDER FOR MONEY THAN FOR FRIENDS: MONETARY INCENTIVES INCREASE PERCEIVED MOTIVATION OF COLLABORATORS**

**Dana M. Wallace<sup>1</sup>, Verlin B. Hinsz<sup>1</sup>; <sup>1</sup>North Dakota State University** – Today's society emphasizes social networking. Use of social networking websites has surged; therefore, one might conclude that social networking is a strong motivating force. In contrast, money is historically a powerful motivator for performance. Previous research suggests that collaborative performance is better than individual performance, perhaps because of an increased accountability to others in spite of opportunities for social loafing. Alternatively, the illusion of group productivity suggests that group members believe they are more productive than objective task-performance measures suggest. This research explores differences in performance in dyads as a function of social and monetary incentives as well as retrospective judgments of the motivational impact of these incentives. Based on the illusion of group productivity, we hypothesize that even if social incentives do not improve task performance, collaborators may believe that improvements occur. A collaborative memory test was examined with dyads having no incentives, dyads under social incentives, and dyads under monetary incentives. Participants in the social incentive condition were reminded of their partner's reliance on them while participants in the monetary incentive condition were told that top performers would receive \$20. Participants completed a series of retrospective judgments assessing commitment and effort. No significant differences were observed on performance; however, participants in the monetary incentive condition expressed significantly more commitment and effort towards the task than those under no incentive or social incentives. These results suggest incentives have a differential impact on perceived motivation. Moreover, our modern conception of social networking may not overshadow the motivational influence of money.

### C138

#### **WHAT LIES BENEATH – COGNITIVE GROUNDWORK OF THE BLACK SHEEP EFFECT**

**Gerhard Reese<sup>1</sup>, Kai J. Jonas<sup>2</sup>, Melanie C. Steffens<sup>1</sup>; <sup>1</sup>Friedrich Schiller University, Jena, Germany, <sup>2</sup>University of Amsterdam, The Netherlands** – The black-sheep-effect (BSE) predicts deviate in-group members to be more strongly derogated than deviate out-group members. While motivational determinants of the effect are well investigated, it is important to identify the underlying cognitive processes leading to differential intergroup derogation. As motivational concerns can trigger a more systematic information-processing mode, we argue that the extent of information processing differs depending on the deviant's group membership. Deeper processing of the in-group deviant should explain differential derogation of in-group compared to out-group members, as stronger reflections about the in-group's image request means to restore the group's overall positivity. In Experiment 1, we measured derogation and information processing after participants received information about a deviant in-group or out-group member. Both a BSE and stronger systematic information processing of in-group information were found. The second experiment presented participants with a deviate in-group member while either being under cognitive load or not. When cognitive load constrained systematic processing, participants judged the deviate less negatively compared to the no load condition. In the third experiment, both group membership and cognitive load were

manipulated. Punishment was measured implicitly using a lexical decision task. As predicted, an implicit BSE was found in the no load condition but not under cognitive load. Moreover, in-group deviance was harder to ignore than out-group deviance when cognitive resources were available. These results show that in-group deviance elicits deeper information processing, which directly affects the extent of derogation. Besides motivational determinants, cognitive processes need stronger attention in explaining the BSE.

### C139

#### **ACADEMIC AND ETHNIC IDENTITY IN INTERRACIAL COLLEGE ROOMMATE RELATIONSHIPS**

**William Clay<sup>1</sup>, Natalie Shook<sup>1</sup>; <sup>1</sup>Virginia Commonwealth University** – Adjustment to college life can be difficult, especially for minority students at predominantly White universities. One factor that may facilitate this transition is intergroup contact. Cross-group friendships have been demonstrated to improve institutional belonging and satisfaction for minority students (Mendoza-Denton & Page-Gould, 2008; Levin et al., 2006). The purpose of the current study was to determine whether minority students in interracial roommate relationships would identify more readily with their university than their counterparts in same-race roommate relationships. Participants were minority, first-year students randomly assigned to live with either another minority student (same race room) or a White student (interracial room). During the last three weeks of their first semester or the first three weeks of their second semester at college, participants completed a questionnaire packet which included ratings of their roommate relationship, as well as identification with their university and racial/ethnic group. In general, interracial roommate relationships were less satisfactory and less friendly than same-race roommate relationships. However, minority students in interracial rooms displayed significantly less disparity between their university identity and racial identities, whereas minority participants in same-race rooms placed much greater weight on their racial identity than their identification with the university. Students in interracial rooms also rated themselves as slightly more typical of students at their university. These findings are particularly relevant considering past work that has indicated the importance of a sense of institutional belonging for minority students' academic success (Walton & Cohen, 2007) and suggest potential benefits of intergroup contact.

### C140

#### **THE PERCEPTIVE CHAMELEON: IMPACT OF EXPOSURE AND NON-HABITUAL GESTURES ON MIMICRY**

**Lia L. Emanuel<sup>1</sup>, Laurie T. Butler<sup>1</sup>, Natalie R. Hall<sup>1</sup>; <sup>1</sup>University of Reading** – Nonconscious behavioral mimicry is the finding that perceivers inadvertently and unconsciously copy the gestures and behavior of a person that they are interacting with (Chartrand & Bargh, 1999). Previous research has suggested a direct perception-to-behavior link as the mechanism supporting mimicry, whereby the mere perception of an individual's behavior automatically increases the probability of engaging in that behavior. While mimicry is thought to serve a functional purpose in social interactions, few studies have directly explored the impact of perceptual factors on the magnitude of mimicry observed. To address this, the present study manipulated both the amount of exposure to target gestures that participants received and the type of gesture. In Experiment 1 (n=85), using a video based photo description task in which an actor performed either no gestures or face-rubbing (16 times per minute), participants displayed significant levels of mimicry, relative to the control condition, regardless of whether they were initially exposed to face-rubbing for 3 minutes or 7 minutes. Using a similar paradigm in Experiment 2 (n=52), it was shown that non-conscious mimicry extended to a less habitually performed ear-touching gesture, albeit at a lower rate than for the face-rubbing gesture used in Experiment 1. Results suggest that the degree of nonconscious mimicry displayed by participants is not a linear function of the amount of prior exposure to gestures, and that mimicry generalizes across both common and uncommon gesture types. The theoretical implications regarding the perception-behavior link are discussed.

**C141****INTERGROUP AND INTRAGROUP PROCESSING IN SELF-STEREOTYPING: THE MODERATING EFFECT OF GROUP (GENDER) STATUS.** Iva

Katzarska-Miller<sup>1</sup>, Monica Biernat<sup>2</sup>; <sup>1</sup>Transylvania University, <sup>2</sup>University of Kansas – The moderating effect of group status on intragroup and intergroup processing and self-stereotyping, within the framework of gender, is examined. Self-stereotyping is “the perceptual interchangeability or perceptual identity of oneself and others in the same group on relevant dimensions” (Turner, 1984). Different lines of research (e.g. Lorenzi-Cioldi, 1995; Simon, 2004; Smith & Zarate, 1992) suggest that social status affects whether individuals engage in intragroup or intergroup processing. Membership in groups marked by low status is conducive to intergroup processing and therefore higher levels of self-stereotyping, while membership in groups marked by high status is conducive to intragroup processing and in turn less self-stereotyping. In two studies the effects of gender status on outgroup activation and self-stereotyping were examined. In both studies women tended to spontaneously mention men (intergroup processing) more often when describing what it means to be a woman than men spontaneously mentioned women. Women also rated themselves higher on warmth and lower on competitiveness than men did (self-stereotyping). In Study 2, a lexical decision task following activation of the ingroup (Gawronski et al., 2005) showed faster reaction times for masculine traits than feminine traits for women but no difference for men, further showing activation of the outgroup for the lower status gender. Direct manipulation of the comparative context in Study 2, did not influence outgroup activation and self-stereotyping measures. Implications, limitations and further directions are discussed.

**C142****DO CONSERVATIVES ABANDON THEIR OPPOSITION TO GOVERNMENT REPARATIONS WHEN REDRESS IS TARGETED AT MEMBERS OF THEIR OWN GROUP?** Jillian Banfield<sup>1</sup>, Craig Blatz<sup>2</sup>, Michael Ross<sup>1</sup>; <sup>1</sup>University of

Waterloo, <sup>2</sup>University of Massachusetts, Amherst – In many countries, members of previously victimized minorities are demanding government reparations for historical injustices. Majority group members often oppose such government redress, although their opposition is far from unanimous (Viles, 2002). The current studies explored when opposition to redress is fuelled by a conservative ideology. In previous research, conservatism was associated with increased opposition to government reparations, but the redress was always targeted at members of outgroups, and especially minorities (Dawson & Popoff, 2004). We examined whether or not conservatives abandon their opposition to government redress when injustices are committed against members of their own group. In Study 1, conservatism predicted the opposition of White but not African Canadians to government redress for earlier injustices against African Canadians. In Study 2, conservatism predicted the opposition of White and Native Americans to government redress for historical injustices committed against African Americans. Conservatism did not predict the response of Native and African Americans to government redress for historical injustices suffered by members of their own groups. Across both studies, higher conservatism predicted reduced support for redress, but mainly for members of an outgroup. There was one exception to this rule: conservative African Americans did not show increased opposition to redress for either members of their own group or Native Americans. We discuss the theoretical and practical significance of the findings.

**C143****PERCEPTUAL HARMONY IN JUDGMENTS OF GROUP PROTOTYPICALITY AND INTRAGROUP RESPECT** L. James Climenhage<sup>1</sup>, Michael T. Schmitt<sup>1</sup>;

<sup>1</sup>Simon Fraser University – We propose the existence of a folk psychology of social groups that leads people to assume that intragroup respect and ingroup prototypicality are positively correlated. In other words, people may infer a group member's level of prototypicality based on the respect that group member receives, or, conversely, infer a level of intragroup respect based on information about prototypicality. Four experiments

test predictions based on these assumptions. In Study 1, participants rated a group member as more prototypical if they read that the group member was highly respected rather than disrespected. Conversely, participants in Study 2 assumed a prototypical group member was more respected by the group than a non-prototypical group member. As a folk theory of groups, we reasoned that the perceived relationship between prototypicality and respect would be stronger for groups high in cohesiveness compared to groups low in cohesiveness. Indeed, we found that the effect of respect on perceptions of prototypicality (Study 3) and the effect of prototypicality on perceptions of respect (Study 4) were stronger for participants considering groups high in cohesiveness compared to those considering non-cohesive groups. Overall, the results suggest that people make inferences about respect and prototypicality within groups that maintain perceptual harmony. Discussion focuses on the implications of findings for research and theorizing on prototypicality and intragroup respect.

**C144****PERCEPTIONS OF EQUALITY AND "GOOD RELATIONS" BETWEEN AND WITHIN GROUPS** Hazel Wardrop<sup>1</sup>, Dominic Abrams<sup>1</sup>; <sup>1</sup>University of Kent –

This research, sponsored by the Equality and Human Rights Commission, is part of the UK Government's framework for evaluating equality and "good relations" across communities. We tested the predictions from a model of good relations which holds that positive intergroup and intragroup relations only promote social harmony in the absence of perceptions of inequality, and that positive intragroup relations can have a detrimental impact upon intergroup relations and vice versa (Abrams, 2008). In an experiment (N=150) participants evaluated two groups when intergroup equality was high or low, and intragroup and intergroup relations were positive or negative. On the basis of self-categorization theory and social identity theory it was predicted that positive intergroup and intragroup relations would be negatively related when the intergroup relationship was unequal. This hypothesis was confirmed. The research sheds light on ways of assessing good relations and also cautions against strategies that focus only on one level of analysis (i.e. either intra- or inter-group).

**C145****COMPASSIONATE LIBERALISM?: SOCIAL DOMINANCE ORIENTATION MEDIATES THE RELATIONSHIP BETWEEN POLITICAL ORIENTATION AND PROSOCIALITY** Laura Saslow<sup>1</sup>, Megan Neal<sup>1</sup>, Dacher Keltner<sup>1</sup>, Sarina M. Rodrigues<sup>2</sup>; <sup>1</sup>University of California, Berkeley, <sup>2</sup>Oregon State University –

Previous research has established that conservatives are less likely to use fairness, equality, nurturing, and empathy to reason about morality (Graham, Haidt, & Nosek, 2009). In the current study, we investigated if political orientation is related to prosociality: dispositional empathy, altruism, and affection; empathic accuracy; and feelings of compassion after a compassion induction. We also tested a mechanism to explain why political orientation might be related to prosocial correlates, by focusing specifically on the role of social dominance orientation, or the justification of inequality. We predicted that social dominance orientation would mediate the relationship between conservatism and prosociality. With multiple methods, we confirmed our predictions. This research contributes to a growing body of knowledge demonstrating the value of a simple one-item liberal to conservative political ideology self-rating in understanding a wide range of outcomes.

**C146****ADDING INJURY TO INSULT: UNEXPECTED REJECTION LEADS TO MORE AGGRESSIVE RESPONSES** Eric Wesselmann<sup>1</sup>, Fionnuala Butler<sup>2</sup>, Kipling

Williams<sup>1</sup>, Cynthia Pickett<sup>2</sup>; <sup>1</sup>Purdue University, <sup>2</sup>University of California – Davis – Social rejection is a painful event that many individuals experience. Research has demonstrated that those who experience the pain of rejection commonly aggress. Such aggression may play an important role in recovery from the pain of a rejection (Leary et al., 2006; Warburton et al., 2006). But are some rejection experiences more painful than others, and thus more likely to lead to aggressive responses? Sociometer

theory (Leary et al., 1995) suggests that people can detect rejection via others' reactions; a properly working sociometer affords a person predictive control over the outcome of an interaction. We hypothesized that individuals who are unexpectedly rejected should experience greater social pain and a loss of predictive control leading to more subsequent aggression compared to when rejection is predictable. Study 1 confirmed that a common rejection paradigm (i.e., get-acquainted paradigm; Twenge et al., 2001) leads to pain and threatens four fundamental needs (i.e., belonging, control, self-esteem, and meaningful existence). Results also indicate participants felt generally liked by their group members, suggesting rejected participants were blindsided by this feedback. Study 2 manipulated predictive control via confederate behavior towards participants before a rejection manipulation. Results replicated the general rejection-aggression link. More germane to our hypotheses, unpredictable rejection undermined participants' beliefs that they could predict other's behavior (i.e., led to the perception of a broken sociometer) and led to higher levels of aggression. Aggressive behavior appears to aid rejected individuals in refortifying threatened need levels.

#### C147

**THE EFFECTS OF ENTITATIVITY ON JUDGMENTS OF PARTICIPATION IN CORPORATE SOCIAL RESPONSIBILITY ACTIVITIES** Koichi Hioki<sup>1</sup>, Taku Konishi<sup>2</sup>, Rie Tanaka<sup>2</sup>, Satoko Itaya<sup>2</sup>, Shinichi Doi<sup>2</sup>, Kenji Yamada<sup>2</sup>; <sup>1</sup>Kobe University, Graduate School of Business Administration, <sup>2</sup>NEC Corporation, C&C Innovation Research Laboratories – Recently many companies encourage employees to participate in pro-social activities as Corporate Social Responsibility (CSR). However, the factors to motivate employees to participate in such activities are unclear. The present study aimed to investigate factors which facilitate participation in CSR activities. One of the most important factors we focused on was entitativity. The previous study of social conformity revealed that a member who highly depended on his/her group did greater conformity behavior than one who did not depend on their group (Jackson et al. 1958). Based on the previous study, we hypothesized that a high-entitative group member would feel debt in skipping CSR activity more than a low-entitative group member. Accordingly, a high-entitative group member would intend to participate in the activity more than a low-entitativity group member, particularly when other members were willing to participate. To test these hypotheses, we asked 156 undergraduate students to read a scenario describing CSR activity. Participants were asked to rate (1) the willingness to participate in it, (2) what extend they would feel debt if they were skipping it. The experimental design was 2 (group entitativity; high / low) x 2 (cost; high / low) x 3 (other's will; participate / skipping / no-information) between participant model. The results showed that feeling of debt in skipping the activity was greater in high-entitativity condition than low-entitativity condition. Additionally, participants had intentionality to participate voluntarily in CSR activity in high-entitativity condition more than low-entitativity condition. The relationship between entitativity and evaluated cost are also discussed.

#### C148

**TOLERATING DESTRUCTIVE LEADERS: THE INFLUENCE OF THE BUDGET POLICY AND WHO IS HARMED.** Stijn Decoster<sup>1</sup>, Jeroen Stouten<sup>1</sup>, Thomas M. Tripp<sup>2</sup>; <sup>1</sup>University of Leuven, <sup>2</sup>Washington State University at Vancouver – Although leaders are responsible for the organization's resources, they frequently act self-interested (e.g. stealing from the organization), and followers seem to tolerate this. What factors contribute to such tolerance? First, the organization's budget policy: if the organization pursues a "use-it-or-lose-it" policy, allocations not spent by the end of the year will be lost, this in contrast to carry-forward budget policies. Second, tolerance may be dependent on who is harmed. Our previous study pointed out that followers react if their group is harmed, but only in the carry-forward condition. The current study addressed the question of whether followers react because their group is harmed or because they themselves are harmed. This experimental study addressed how group members reacted with either a use-it-or-lose-it or a carry-forward policy,

when the leader used the budget either to benefit himself (at the expense of the group) or to benefit himself and the participant (at the expense of the other group members). Results showed that in the carry-forward condition group members' perceptions of fairness, justice, liking, and organizational commitment were lower when the leader harmed the participant in contrast to the other group members. In contrast, in the use-it-or-lose-it condition participants were tolerant even if the leader harmed the participant. These results suggest that people tolerate destructive leaders dependent on the groups' resource policy and whether they are harmed as an individual or not. In a carry-forward policy, group members are more deferential to leaders as long as they are not harmed themselves.

#### C149

**OVERPLAYING THE DIVERSITY CARD: WHEN A SUPERORDINATE GROUP OVERREPRESENTS THE PREVALENCE OF MINORITIES** Jennifer R. Spoor<sup>1</sup>, Jolanda Jetten<sup>1,2</sup>, Matthew J. Hornsey<sup>1</sup>; <sup>1</sup>University of Queensland, <sup>2</sup>University of Exeter – There is substantial payoff for organizations and groups to be perceived as demographically diverse (e.g., Crosby et al., 2003). Therefore, it is not surprising that promotional materials often focus on group diversity, to the point that the proportion of minorities is often exaggerated in both subtle (Matchett & Pippert, 2008) and overt ways (Conklin, 2001). Overrepresentation of minorities is often intended to convey the organization's commitment to diversity, but there may be psychological consequences for minorities when their group is blatantly overrepresented, especially if their everyday experiences in the group contradict the rosy picture of inclusion. Drawing on the role of perceived intragroup respect in group dynamics (Spears et al., 2006), we suggest that perceptions of the superordinate group's respect for minorities will mediate reactions to minority overrepresentation. Current students (50 White, 53 Asian) were presented with an ostensible flyer advertising their university. The flyer's photos were varied to have either low or high representation of Asian students. Participants indicated their perceptions of the university's respect for Asian students, evaluations of the flyer, and willingness to participate in majority and minority subgroup interactions. Compared to majority White participants, Asian participants perceived the high minority representation flyer as less respectful toward Asian students. Furthermore, perceived respect mediated Asian participants' less favorable evaluations of the flyer and lower willingness to engage in cross-subgroup interactions compared to White participants. Results are discussed in terms of the theoretical and practical importance of combining genuine respect for minorities with attempts to promote group diversity.

#### C150

**DO DIFFERENCES IN COLLECTIVISM MODERATE RESPONSES TO RELATIVE DEPRIVATION? A MULTI-NATIONAL META ANALYSIS.** Gina Pippin<sup>1</sup>, Silvana Bialosiewicz<sup>1</sup>, Heather Smith<sup>1</sup>; <sup>1</sup>Sonoma State University – As the current economic crisis continues to effect the socioeconomic status of people all over the world, predicting the response to relative deprivation (RD) becomes more important. But will responses to RD be the same across different countries? RD is a judgment that one is worse off compared to some standard leading to feelings of anger and resentment. One of the most important conceptual distinctions within RD theory is the distinction between individual and group RD. Individual RD is the product of interpersonal comparisons and should lead to individually oriented responses such as criminal or addictive behavior. Group RD is the product of intergroup comparisons and should lead to collectively oriented responses such as joining political organizations or rioting. However, people from different cultural backgrounds may be sensitive to different types of RD. Using Hofstede's (1981) classification of countries as more or less collective, we coded 108 effect sizes representing research projects from 29 countries including the U.S., China, Israel and Iraq. Intergroup comparisons predicted collective behavior more strongly in collectivistic countries than in individualistic countries. Interpersonal comparisons to outgroup members predicted collective behavior more strongly in individualistic countries than in collectivistic

countries. In contrast, temporal comparisons (between oneself and the past or an imagined future) predicted individual behavior, but only for samples collected in individualistic countries. If coding sample nationality can capture differences in people's relative sensitivity to different types of comparisons, it indicates how important cultural context can be for understanding how people will respond to perceived deprivation.

### C151

**GROUP IDENTITY BUFFERS THE ADVERSE CONSEQUENCES OF COLLECTIVE FAILURE: A SOCIAL DILEMMA EXPERIMENT** Jay W. Jackson<sup>1</sup>, Andrea Bangert<sup>1</sup>, Amanda Stryker<sup>1</sup>; <sup>1</sup>Indiana University - Purdue University Fort Wayne – In a social dilemma, each individual must choose a response that benefits the group as a whole (to cooperate) or one that maximizes personal benefits. If most people focus on personal gains, the group suffers a deficit. Studies of teamwork suggest that collective failure reduces team morale and increases selfish actions. Thus, members of failed groups should be less cooperative in response to a social dilemma than members of successful groups. However, from social identity theory, we predicted that a strong group identity would buffer the adverse consequences of group failure. To test this moderation hypothesis, we employed a 2 (group identity: low or high) x 2 (group performance: failure or success) experimental design with 304 participants (76 four-person groups). After the manipulations, group members were isolated to complete measures of group identity, mood, and other constructs. They then responded to a standard social dilemma involving the distribution of 100 chips, each worth 5¢, to a personal and group account. As predicted, there was a significant group identity x group performance interaction effect on amount contributed. Group identity had little effect on members of successful groups, but a large impact on those in failed groups. Collective failure reduced cooperation among members of low-identity groups, but not among high-identity groups. Additional analyses indicated that this effect was due primarily to group identity rather than mood or other potential mediators. In general, our findings support the social identity approach to social dilemmas and, more specifically, are consistent with the goal transformation hypothesis.

### C152

**WHAT'S IN A NAME?: CULTURAL UNDERSTANDING OF REACTIONS TO INSULTS AS EXPLAINED BY THE THEORY OF LOW STATUS COMPENSATION** Sarah Butler<sup>1</sup>, P. J. Henry<sup>2,1</sup>; <sup>1</sup>DePaul University, <sup>2</sup>New York University – The theory of low-status compensation (Henry, in press) holds that while everyone needs a minimal sense of social-worth to be a well-functioning person, culture sends messages to members of low-status groups that they have less social worth. In turn, members of low-status groups use a variety of strategies to compensate for their decreased sense of worth, such as defensiveness toward psychological threats. For example, members of low-status groups may be more likely to find slurs against their group offensive and respond strongly to such insults. Of course, members of low status groups do not live outside a cultural context and their especially negative responses may influence cultural norms such that all individuals understand that slurs can be more problematic for members of low-status groups. To test these ideas, participants rated the offensiveness of the most severe group-based slur they could think of for 15 social groups (including different ethnicities, genders, religions, and sexual orientations), and then indicated the relative status in society for those groups. As expected, a negative relationship was found between the perceived status of a group in society and the offensiveness of negative slurs against that group by members of both high- and low-status groups, while controlling for negative feelings towards the groups and the controllability of membership in the groups. Specifically, slurs against low-status groups were seen as most offensive, whereas slurs against high-status groups as less offensive. This research begins to explore the overall cultural recognition and understanding of low-status compensation strategies.

### C153

**CHARISMATIC LEADERSHIP AND LEADER FAVORITISM: THE MODERATING ROLE OF UNCERTAINTY AND IDENTIFICATION** David E. Rast, III<sup>1</sup>, Michael A. Hogg<sup>1</sup>, Steffen R. Giessner<sup>2</sup>; <sup>1</sup>Claremont Graduate University, <sup>2</sup>Erasmus University – The social identity theory of leadership (Hogg, 2001) posits that as people identify more strongly with a group, leader endorsement and perceived leadership effectiveness become more strongly influenced by how prototypical of the group follower perceive their leader. Prototypical leaders are trusted to act in the group's best interest and are paradoxically able to be innovative in defining the group's identity and in steering the group in new directions. However, from an uncertainty-identity theory perspective (Hogg, 2007), under times of uncertainty, people prefer groups that are ideologically orthodox, unchanging and stasis-oriented, and also have strong and influential leadership. The current study investigates these contradictory predictions. Participants (N = 207) read a short statement from an in-group leader in which we manipulated whether the leader was (un)charismatic and promoting (stasis) change. Participants were then primed to feel uncertain, with leader favoritism subsequently measured. Results indicate that leader favoritism is not influenced when a charismatic leader elevates or suppresses uncertainty, regardless of how strongly the followers identify with their group. Conversely, when the leader is uncharismatic, elevating uncertainty adversely affects leader favoritism only among followers who strongly identify with their group. This finding suggests that elevating uncertainty negatively affects the perception of non-charismatic leaders, but is potentially positive for charismatic leaders. In line with previous leadership research (e.g., Waldman et al., 2001), our results demonstrate that the relationship between charisma and uncertainty is key in leadership processes.

### C154

**COGNITIVE INDEPENDENCE AND COHESION IN DECISION MAKING GROUPS** Kelly Trindel<sup>1</sup>, Paul Paulus<sup>2</sup>; <sup>1</sup>Wingate University, <sup>2</sup>University of Texas at Arlington – Cognitive Independence (CI) can be defined as the tendency to form opinions and make decisions based on personal knowledge as well as additional information that appears to be valid and factual. CI implies a tendency away from normative influence and toward informational influence. In this project CI is investigated in multiple forms in terms of its effects on group decision-making. Over the course of four studies the construct is identified and defined, a scale is designed to measure it and its predictive power in state and trait variable forms are investigated on the Hidden Profile group-decision-making task (Stasser & Titus, 1985). General predictions throughout the project are that CI and group cohesion predict success on a Hidden Profile murder-mystery task. These predictions are supported by the results of the main study in which trait and state-level CI significantly predicted novel information exchange, and novel information exchange and group cohesion in turn significantly predicted decision-making success. Results are discussed in terms of their place in multiple literatures, including the study of group bias toward shared information, group personality research, the dissent and conflict literature, and the social influence literature.

### C155

**WHEN INGROUP TRANSGRESSIONS PROVOKE INTRAGROUP RETALIATION: DISTINGUISHING BETWEEN COLLECTIVE SHAME AND COLLECTIVE GUILT** Andres G. Martinez<sup>1</sup>, Paul K. Piff<sup>1</sup>, Dacher Keltner<sup>1</sup>; <sup>1</sup>University of California, Berkeley – Ingroup misdeeds can pose a direct threat to people's self-image. Individuals may seek to enact retribution to protect themselves against these threats. We investigated whether reminders of an ingroup transgression could motivate individuals to retaliate against their ingroup. We further tested whether collective shame or guilt—two emotions that arise in the face of ingroup transgressions—better explains this effect. American participants wrote about a time when either America (ingroup) or a foreign country (outgroup) was unnecessarily aggressive toward another group. We then assessed col-

lective shame, collective guilt, and desires to retaliate against the ingroup. Ingroup misdeed participants expressed significant elevations in collective shame, collective guilt, and intragroup retaliation, relative to outgroup misdeed participants. A multiple mediation analysis, with shame and guilt entered simultaneously, demonstrated that collective shame was a significant mediator of the ingroup misdeed-->intragroup retaliation link; collective guilt, however, was not. We argue that although shame and guilt can co-occur, intragroup retaliation is uniquely motivated by collective shame. Implications for intergroup emotion, social identity, and collective action are discussed.

### C156

#### EFFECTS OF SHARED COGNITIVE ORGANIZATIONS OF INFORMATION ON EVALUATIONS OF MEMBERS' TASK CAPABILITIES: MUTUAL ENHANCEMENT IN A NON-MULTIATTRIBUTE DECISION SETTING.

Masami Takada<sup>1</sup>, <sup>1</sup>Graduate School of Social Sciences, Hitotsubashi University, Tokyo, Japan – Groups tend to discuss and repeat information shared by all members before discussion instead of unique or unshared information only one member knows. One explanation of this common knowledge effect is the tendency of members to evaluate each others' task capabilities positively when shared information is mentioned. This mutual enhancement, the process whereby shared information is validated by other members and thus holders of shared information are evaluated as capable and knowledgeable, has been shown mainly in multi-attribute decision settings. This study explored mutual enhancement in a non-multiattribute setting where organizations or structures of information matters. As a non-multiattribute setting, a jury decision-making task was used with two types of cognitive organizations of trial testimony: Temporal organization by which testimony is categorized by each time-point that testimony refers to, or witness organization by which testimony is organized by each witness that testimony belongs to. Twenty-four students read 25 pieces of testimony (five witnesses referred to five time-points) in either temporal or witness organization presentations, and then exchanged their recall lists of that testimony with bogus partners, whose recall lists were organized either in temporal or witness way. Results indicated that when participants shared, with their partners, the same types of cognitive organizations of that testimony, they evaluated their partners as more knowledgeable and capable on that task than when they didn't share cognitive organizations, even though the testimony in list itself is the same. Implications are discussed in terms of social validation processes of shared cognition in group discussions.

### C157

#### THE DISRUPTIVE POWER OF DISRESPECT IN DYADIC INTERACTIONS

Sarai Blincoe<sup>1</sup>, Monica J. Harris<sup>1</sup>; <sup>1</sup>University of Kentucky – Existing research on respect and disrespect has revealed the importance of these interpersonal attitudes, but the nature of respect and disrespect (as distinct from attitudes such as liking and disliking), and their importance for everyday interactions, remains unexplored. In the present study, 260 undergraduates interacted in same-sex dyads on a problem-solving task and a getting-acquainted conversation. One person in the dyad, the goal person, was randomly assigned to convey respect, disrespect, liking or disliking to their partner over the course of the interaction. The second dyad member, the target, was instructed to "be yourself." Naïve judges coded the interaction videos on several subjective and objective scales. Participants completed measures of affect, nonverbal behavior and interaction quality. Results indicate that being disrespected significantly affects successful completion of a problem-solving task. Goal persons reported conveying disrespect by insulting their partner, rejecting or ignoring their partner's opinions and dominating the problem-solving task. Respect was conveyed more through agreement or acquiescence; whereas liking was demonstrated via compromise. Several gender differences were obtained. Women were more likely than men to convey respect and liking by talking more and smiling. In the disrespect condition, the goal person in the female interactions were rated as more hostile, less friendly and less involved than the male goal person. This study

serves as a first step in developing a behavioral profile for respect and disrespect, differentiating similar attitudes (i.e. respect vs. liking), and probing the impact of disrespect on successful interactions.

### C158

#### IS SIMILARITY IN BODY WEIGHT OR PHYSICAL ATTRACTIVENESS MORE IMPORTANT IN COLLEGE-AGED FEMALE FRIENDSHIP SELECTION?

Julia C. Fondren<sup>1</sup>, Sara Zachary<sup>1</sup>, Doris G. Bazzini<sup>1</sup>, Sara C. Smith<sup>1</sup>; <sup>1</sup>Appalachian State University – Previous research has shown that women prefer to be friends with other women who are similar in level of physical attractiveness to themselves. Given that contemporary views of physical attractiveness mandate "thinness" for women, it is unclear how much body weight influences women's friendship preferences. This study was designed to disentangle the constructs of physical attractiveness and weight with regard to determining which is most important in friendship selection and formation. In the experiment, female participants were shown a picture of either a moderately or highly attractive woman, whose photographs were morphed to be either average or over weight. Participants were then asked to imagine meeting this person and asked to assess the woman on her likeability, social attractiveness, and to anticipate whether they thought the person might be a social hindrance. Participants' own attractiveness and body mass index were measured. Median splits were performed on each variable as a means of assessing the participants' similarity to the target. Then within levels (low versus high) of participants' attractiveness and within levels (low versus high) of BMI, separate 2 (Target Attractiveness) X 2 (Target Weight) ANOVAs were conducted. Results demonstrated that attractiveness is more related to friendship decisions than weight, but strong support for the similarity-attraction hypothesis was not found with regard to weight.

### C159

#### WHEN INGROUPS AREN'T "IN": CHRISTIAN LIBERALS DON'T FAVOR THEIR RELIGIOUS INGROUPS

Carlee Beth Hawkins<sup>1</sup>, Brian A. Nosek<sup>1</sup>; <sup>1</sup>University of Virginia – Ingroup favoritism is pervasive and occurs in both preexisting groups and experimentally created minimal groups; however, it varies across group memberships. For example, conservatives are more likely to favor ingroups (Sidanius, Pratto, & Bobo, 1996) and higher-status groups (Nosek, Banaji, & Jost, 2008) than are liberals. One of the factors that may differentiate liberals and conservatives is liberals' greater tolerance of individual beliefs (e.g., Sniderman et al., 1989). Religious groups are unique because they serve functions as group identities and belief systems. We investigated whether Christian liberals were particularly likely to avoid ingroup favoritism in the context of religion. In two studies (N's = 1616, 1565), participants distributed \$1000 among 6 possible charities in a simulated donation task. The name of one of those charities was manipulated between participants to make reference to religion (e.g., Christian Community Service Center) or not (i.e., Community Service Center). A significant interaction between charity framing (as religious or not) and political ideology emerged in both studies ( $d = .22, p = .0005$ ;  $d = .30, p < .0001$ ), and this effect was not explained by differences in religiosity. Christian conservatives donated more money to the Community Service Center when it was described as religious compared to the control condition, but Christian liberals did not. In fact, Christian liberals demonstrated a pattern of giving more similar to agnostics and atheists than to Christian conservatives. Because freedom of individual beliefs is important to liberals, liberal Christians may be particularly resistant to favoring their religious ingroups.

### C160

#### TESTING THE BOUNDARIES OF OSTRACISM: WHEN DOES CONSTRUCTIVE INFORMATION EXCLUSION HURT?

Eric E. Jones<sup>1</sup>, Janice R. Kelly<sup>2</sup>; <sup>1</sup>Southern Illinois University Carbondale, <sup>2</sup>Purdue University – Being out of the loop, a form of partial ostracism (Williams et al., 2000) where one is included in group activities but excluded from certain information, leads people to experience deleterious effects (Jones et al., 2009). However, communicating a constructive motive beforehand for information exclusion mitigates these effects (Jones & Kelly, 2009). Two

studies examined the robustness of a constructive motive's buffering effect by delaying the feedback timing and changing the exclusion duration. **STUDY 1:** Participants completed a group task under one of four conditions: in-the-loop, destructively out-of-the-loop, constructively out-of-the-loop, or out-of-the-loop for no stated reason. In the destructive and constructive conditions, participants received reasons for their exclusion after learning of being uninformed. Compared to in-the-loop participants, out-of-the-loop participants reported less trust/liking of group members if left out for a destructive purpose or no reason. Nevertheless, participants who were constructively uninformed experienced no ill effects. **STUDY 2:** Participants imagined being uninformed for a destructive or constructive motive for a short (1 week) or long (9 months) period. An interaction occurred. When uninformed for 1 week, compared to participants left constructively uninformed, participants left out for destructive reasons liked/trusted group members less. Conversely, when uninformed for 9 months, out-of-the-loop participants disliked/distrusted group members equally, whether uninformed for a destructive or constructive reason, showing limits to a constructive motive's buffering effect. People infer their group standing from information exclusion (Jones & Kelly, 2009). While a constructive motive dampens these concerns for short-lived exclusion, extended exclusion heightens these concerns even for constructive reasons.

### C161

**FROM UNDERDOG TO TOP DOG: CHANGES IN EVALUATIONS OF COMPETITIVELY DISADVANTAGED INDIVIDUALS** Scott Allison<sup>1</sup>, James Beggan<sup>2</sup>, Melanie Waligura<sup>1</sup>; <sup>1</sup>University of Richmond, <sup>2</sup>University of Louisville – Does our liking for underdogs change as they begin to enjoy more success? Past research has shown people tend to like, root for, and sympathize with underdogs (Allison & Goethals, 2009; Vandello, Goldschmied, & Richards, 2007). Yet previous studies have also demonstrated that although we support underdogs, we don't respect underdogs (Allison & Burnette, 2009). Respect for underdogs appears to lag behind affective support for underdogs, and that consequently underdogs may have to enjoy considerable success over time before the stigma associated with underdog status is shed. In the present study, we asked 150 participants to evaluate an underdog mayoral candidate who sheds his underdog status over time by eventually surpassing the top dog mayoral candidate in the polls. Consistent with past research, we found that the underdog initially attracted significantly more liking, support, and sympathy than did the top dog. The underdog was also respected less than the top dog. As the underdog began to enjoy equal success with the top dog, liking and support increased, sympathy decreased, and respect remained just as low as before. When the underdog began to enjoy greater success than the top dog, liking, support, and sympathy significantly decreased, and respect continued to remain low. Only when the underdog enjoyed several years of success did participants' respect for him climb to levels originally associated with the top dog. We discuss these findings as they relate to theory and research on competition, momentum in group influence, and impression formation.

### C162

**CHILDREN'S SUSCEPTIBILITY TO THEIR MOTHERS' SELF-FULFILLING BELIEFS AND THE MODERATING INFLUENCE OF RELATIONSHIP AFFECTIVE QUALITY.** Jennifer Willard<sup>1</sup>, Stephanie Madon<sup>2</sup>, Kyle Scherr<sup>2</sup>, Max Guyll<sup>2</sup>; <sup>1</sup>Kennesaw State University, <sup>2</sup>Iowa State University – Researchers have proposed that individuals' beliefs can shape social reality through the self-fulfilling prophecy (i.e., a false belief that comes true through social interaction; Merton, 1948). Although there is support for the self-fulfilling prophecy, the modest effect sizes found raise questions concerning the extent to which this process could influence social reality (Jussim et al., 1996). However, researchers have noted that under certain circumstances the effect sizes can be larger. Experimental data seems to suggest that the relationship between perceivers and targets moderates perceivers' self-fulfilling influence on targets. We examined this possibility using long-term naturalistic data collected from mothers and their children (N = 429 dyads). We hypothesized that children's relationships

with their mothers would moderate their susceptibility to their mothers' self-fulfilling influence. Surveys assessed background predictors of children's alcohol use, mothers' beliefs about their children's alcohol use, children's perceptions relationship affective quality, and children's alcohol use. We identified the inaccuracy of mothers' beliefs by regressing mothers' beliefs on children's background predictors and saved the residuals. To test for moderation, we included the following variables in a regression model: children's background predictors, relationship affective quality, mother belief residuals, and relationship affective quality x mother belief residuals. Consistent with our hypothesis, relationship affective quality moderated the self-fulfilling influence of mothers' inaccurate beliefs. Mothers' inaccurate beliefs had a greater influence on their children's later alcohol use when children perceived the relationship as poor than when they perceived the relationship as good. Thus, under some situations individuals' beliefs can have meaningful effects.

### C163

**THE EFFECTS OF FLUCTUATING GROUP ACHIEVEMENT ON INDIVIDUAL MEMBER'S PERFORMANCE** Ako Agata<sup>1</sup>, Naoki Kugihara<sup>1</sup>; <sup>1</sup>Osaka University – Previous studies (e.g. Kerr, 1983) suggested that group success might lead to a perceived dispensability of effort. We hypothesized the following: 1) an individual would exert less effort (i.e., social loafing) when they received positive pseudo-feedback (PPF) that their group's achievement increased as time passed than when they received a negative pseudo-feedback (PNF) that the group's achievement decreased, 2) the perception of others effort would be higher in the PPF condition than in the PNF condition. The participants were required to press the "1" key on the PC key-board as much as they could. In the beginning, they individually performed the task for three minutes, followed by a three-minutes rest period, they performed the task as a group of three people for 15 minutes. In the group task, all the participants had to monitor a graph on a display, which showed the group achievement (PPF and PNF). The participants were also given a group goal where they had to work together to press the key 600 times per minute. The results showed that the participants in the PPF condition perceived their efforts as more dispensable when compared to those in the PNF condition, although there was no significant difference in the performances given by the two groups. The results also showed that those in the PPF condition perceived the effort of others to be higher than that those in the PNF condition.

## Norms and Social Influence

### C164

**ON ATTITUDES TOWARD FAT PEOPLE: LINKING LAY THEORIES OF SOCIAL NORMS TO EXPLICIT ATTITUDES TOWARD VIOLATORS OF NORMS** Raymond Y. M. Chun<sup>1</sup>, Connie S. K. Poon<sup>1</sup>, Grace W. M. Ip<sup>2</sup>, Charles W. K. Yip<sup>1</sup>; <sup>1</sup>The University of Hong Kong, <sup>2</sup>Hong Kong Shue Yan University – Individual differences in negative attitudes toward fat people have been linked to variations in beliefs about the controllability of fatness (Crandall, 1994). Although attitudes towards fat people may be influenced by societal standards, little is known with respect to how lay beliefs about social norms may affect attitudes toward fat people. We suggest that people who believe that social norms are fixed (entity norms theorists) differ from those who believe that social norms are malleable (incremental norms theorists) in their explicit attitudes towards violators of norms. To the extent that expressing opinions incongruent with social norms risks negative consequences, entity norms theorists, who believe that nothing can be done to change social norms, may tend to express a negative attitude toward norms violators. By contrast, incremental norms theorists, who tend to believe that social standards can be negotiated as the society evolves, may feel less pressed express a negative attitude toward norms violators (cf. Chiu et al., 1997). Thus, we hypothesized that entity (versus incremental) norms theorists would display more a negative explicit, though not necessarily implicit, attitude toward fat people, who violate societal standards of appearance. We developed a measure to assess uni-



versity students' beliefs about the malleability of social norms. We used the Dislike Subscale of Crandall's (1994) Antifat Questionnaire and an Implicit Association Test (cf. Greenwald et al., 1999) to measure their explicit and implicit attitudes toward fat people respectively. As expected, entity (versus incremental) norms theorists displayed more explicit, but not implicit, negative attitudes toward fat people.

**C165**

**REVISITING THE SELF-RELEVANCE OF ANTIFAT ATTITUDES** Kristin N. Dukes<sup>1</sup>, Keith B. Maddox<sup>1</sup>; <sup>1</sup>Tufts University – Previous research has revealed the pervasiveness of obesity stigma but a limited amount of this research has focused on how prejudice against overweight individuals may be related to body image. Contrary to conventional wisdom, Crandall (1994) suggests that prejudice against overweight individuals is not founded in self-relevant weight concerns. The current research investigated and extended this hypothesis by exploring the relationship between prejudice toward overweight individuals, self-relevant weight concerns, and body image. It was hypothesized that self-relevant weight concerns, and not prejudice, would be significantly related to measures of body image. Participants completed Crandall's (1994) Antifat Attitudes Questionnaire (AFA) as well as questionnaires that assessed body image (body dissatisfaction and body shape concerns) and attitudes about weight gain and loss. The AFA is composed of three subscales that map onto evaluations of overweight people (Dislike), beliefs about the controllability of weight (Willpower), and self-relevant concerns about being overweight (Fear of Fat). Consistent with predictions, analyses revealed significant positive correlations between body dissatisfaction, body shape concerns, unfavorable attitudes toward weight gain, and self-relevant concerns about being overweight (Fear of Fat). Also consistent with predictions, no relationship existed between these factors evaluations of overweight individuals (Dislike) and beliefs about controllability of weight (Willpower). In line with Crandall's previous research, these results suggest that prejudice against overweight individuals and beliefs about their ability to control weight are not based on self-relevant weight concerns.

**C166**

**UNDERSTANDING BEHAVIORAL COMMITMENT THROUGH VEGANISM** April McGrath<sup>1</sup>, Jakub Racek<sup>1</sup>, Rachele McGrath<sup>2</sup>; <sup>1</sup>Carleton University, <sup>2</sup>St. Thomas University – Some individuals partake in behavior consistent with their beliefs and values even when such behavior is challenging and requires high levels of persistence, whereas others are less willing to behaviorally commit to their principles. In an attempt to understand why people commit to challenging, but personally important, behavior, we examined narratives written by 30 individuals practicing veganism. Participants wrote narrative accounts about their motivations, challenges, and overall experiences in adopting and maintaining a vegan diet and completed several questionnaires. Narratives were coded by following the procedure of numerically aided phenomenology, which organizes participants' narratives based on similar shared meanings. Participants were then placed into one of three distinct groups based on a cluster analysis of the similarities of their narratives to the themes identified. Results indicated that vegan participants adopted their diets to either oppose animal cruelty and exploitation (Cluster I – ethical vegans), to improve their health (Cluster II – health vegans), or to positively influence the lives of animals and the environment (Cluster III – selfless vegans). Importantly, cognitive dissonance played a motivating role for participants in the adoption of their lifestyles, with one quarter of them writing explicitly about the discomfort experienced due to their discrepant values and actions. Lastly, statements made by participants suggest that the norm activation theory (Schwartz, 1977), or the value-belief-norm theory (Stern, Dietz, Abel, Guagnano, Kalof, 1999) may be helpful in understanding the adoption of veganism and other instances of behavioral commitment that appear challenging.

**C167**

**COMPLIANCE-ENHANCING MECHANISMS OF SCARCITY: THE ROLE OF ELABORATION** Naomi K. Grant<sup>1</sup>, Leandre R. Fabrigar<sup>2</sup>, Adelle Forzley<sup>3</sup>, Maia Kredentser<sup>2</sup>; <sup>1</sup>Mount Royal College, Calgary, Alberta, <sup>2</sup>Queen's University, Kingston, Ontario, <sup>3</sup>University of Calgary, Calgary, Alberta – The use of scarcity (i.e., that items are seen as more valuable to the extent that they are not widely available) is an effective compliance tactic, but there are competing views as to how it operates. One view is that scarcity is a cue (Cialdini, 1993). Another view is that scarcity acts as a signal that more thought is required (Brannon & Brock, 1992). The goal of the current research was to use the Elaboration Likelihood Model (Petty & Cacioppo, 1986) to reconcile these seemingly disparate points of view, as well as to suggest an additional mechanism by which scarcity might operate. Participants (N = 167) read about a study skills program that was either limited or widely available. Participants in the low elaboration condition retained a 7-digit number in memory as they read program information. Participants in the high elaboration condition retained 2 digits. Scarcity increased intentions to sign up for the program under low elaboration, but decreased intentions under high elaboration (ps < .05). Mediation analyses suggested that scarcity operated as a cue under low elaboration, and biased thoughts in a negative direction under high elaboration. This research is the first to demonstrate that scarcity can play multiple roles depending on elaboration levels, and that shifts in the role served by scarcity can sometimes reverse its effects.

**C168**

**THE EFFECTS OF IMPRESSION MANAGEMENT GOALS ON EATING BEHAVIOR** Abigail Remick<sup>1</sup>, Patricia Pliner<sup>1</sup>; <sup>1</sup>University of Toronto – Previous research suggests that women use eating as a means of impression management and eat less when they are motivated to make a good impression on their eating partner. However, past studies have assumed that certain kinds of people or specific traits in others (e.g. gender and attractiveness) will activate impression management concerns, but researchers did not directly manipulate impression management goals. The present study aimed to determine if women's eating behavior does in fact change as a result of self-presentation concerns by directly manipulating impression management goals. Participants were recruited under the guise of a "get-acquainted" experiment, ostensibly examining how people behave when meeting someone new. Participants were told that in order to make the situation more realistic, they would have a conversation over lunch with another participant. We then measured the amount of pizza taken by participants while they were under the assumption that they would be having lunch with a partner. Prior to taking their pizza, participants were given specific impression management instructions; they were told either to make a good impression, to avoid making a good impression, or were given no instructions. As hypothesized, participants in the good-impression and no-instructions conditions took less pizza than those in the avoid-good-impression condition. The results suggest that the impression management motive, which appears to be present naturally in social situations involving strangers, inhibits eating. Results are discussed in the context of the social facilitation literature, which suggests findings may differ when eating with friends or family.

**C169**

**REACTIONS TO EQUALITY NORM VIOLATIONS** Dana C. Leighton<sup>1</sup>, David A. Schroeder<sup>1</sup>, Katherine E. Banks<sup>1</sup>; <sup>1</sup>University of Arkansas – This research investigated reactions to, and consequences of, small versus large violations of the equality norm. Participants (N= 146) read scenarios describing a group of students who had worked together on a class project. Although everyone had objectively made equal contributions, one individual (the transgressor) did not give equal credit to others; therefore, a provision point that would have resulted in higher grades for everyone was missed. The transgressor was described as having deviated from equality by either a small or large amount. Furthermore, for half of the scenarios, other group members received lower class grades as a conse-

quence; in the other half, because of the instructor's actions, there was no negative consequence of the norm violation. Transgressors were judged to have shown greater respect and acted more fairly toward the group when there were no negative consequences following a minor equality norm violation compared to all other conditions. Participants thought group members would seek greater vengeance and want to impose harsher punishment for both large norm violations (regardless of the consequences), and when the group members suffered negative consequences for the equality norm violation. When a small equality norm violation did not result in negative consequences, the transgression was treated as "no harm, no foul;" no such discounting of equality norm violations was seen when significant negative consequences were suffered. Results demonstrate the need to unconfound the impact of norm violations per se from the consequences of those violations: all norm violations are not treated equally.

### C170

**COLLEGE STUDENTS' DATING PREFERENCES: "HOOKING UP" VERSUS DATING OR COMMITTED RELATIONSHIPS** Rebecca M. Warner<sup>1</sup>, Kristina Breton<sup>1</sup>, Heather D. Hussey<sup>1</sup>; <sup>1</sup>University of New Hampshire – Recent trends suggest that dating has become less common on college campuses and that "hooking up", uncommitted sexual activities with casual acquaintances, is on the rise. Hooking up is considered a risky sexual behavior usually involving alcohol and unprotected sex, and is often regretted by college students. One element contributing to this shift in behaviors is students' misperceptions regarding their peers' relationship preferences. The current study examined 339 undergraduate college students' (206 women and 133 men) perceptions of their peers' hooking up and dating behaviors, their own hooking up and dating behaviors and preferences as well as how they felt after such experiences. Consistent with social norms theory, students perceived that their peers hooked up more often than actual reported behaviors would suggest. Of those who did hook up, 33% did not enjoy the experience, 49% were not happy about the experience, and 71% did not feel emotionally fulfilled, with more women than men reporting emotional distress. Results suggest the majority of students (81%) would prefer dating relationships to hooking up and 82% find committed relationships as more rewarding. Furthermore, 73% of men and 93% of women would choose a date over a hookup. These results suggest that most students do not engage in uncommitted sex frequently although many perceive hooking up to be the norm, and that both male and female students would prefer to be involved in committed and/or dating relationships. Norm interventions should aim to correct these misperceptions and increase healthy dating behaviors.

### C171

**COMPARISON FOCUS IN INTERGROUP COMPARISONS: WHO WE COMPARE TO WHOM INFLUENCES WHO WE SEE AS POWERFUL AND AGENTIC** Susanne Bruckmüller<sup>1</sup>, Andrea Abele<sup>1</sup>; <sup>1</sup>University of Erlangen-Nuremberg – We can talk about differences between social groups in many different ways. Previous research has shown that who we compare to whom, i.e., which group becomes the norm and which group "the effect to be explained" (Miller, Taylor, & Buck, 1991) follows systematic principles. The present research investigates the consequences of these systematic biases in inter-group comparisons for the perception of the compared groups. In Experiment 1, participants read a text that either compared Law students to Economics students (Economics norm condition) or compared Economics students to Law students (Law norm condition). Participants attributed higher power and status, higher agency/ competence, and less communion/ warmth to the group that had represented the norm rather than the effect to be explained. Experiment 2 tested the same hypotheses with regard to two groups that participants had no prior knowledge about. Participants read a text comparing two fictitious cultures living on a South Pacific island. As in Experiment 1, participants perceived the norm group as more powerful, more agentic, and less communal than the comparison group. The ascription of agentic and communal traits was mediated by the attribution of power and status to the two groups. Overall, results show that the

comparison focus in inter-group comparisons implicitly carries information about power relations between social groups that perceivers are able to decode. An important implication is that systematic ways of explaining one group rather than another could serve as a subtle tool to perpetuate the status quo of power relations between social groups.

### C172

**THE ROLE OF TRANSPORTABILITY IN EXPLAINING RACIAL DIFFERENCES IN MEDIA INFLUENCE** John Kingsbury<sup>1</sup>, Rick Gibbons<sup>1</sup>, Meg Gerrard<sup>2</sup>; <sup>1</sup>Dartmouth College, <sup>2</sup>Dartmouth-Hitchcock Medical Center – Past research has shown that exposure to alcohol portrayals in movies is associated with escalation of drinking. One explanation proposed for this is that the media serve as "superpeers," providing adolescents with attractive, older models who engage in risk behavior that might not be acceptable among adolescents' peers. Research has also suggested a racial difference in this effect, such that Black adolescents are less receptive to media influence than White adolescents. The goal of the current study was to determine the factors that explain racial differences in media influence.

### C173

**GENDER DIFFERENCES IN THE PRESENCE AND CONSEQUENCES OF PERCEIVED DISCREPANCY FROM SOCIAL NORMS** Eliot Brockner<sup>1</sup>, Catherine A. Sanderson<sup>1</sup>; <sup>1</sup>Amherst College – This research examined whether college students feel discrepant from their peers regarding drinking and studying norms, the consequences associated with feeling discrepant, and how sex moderates both the nature and consequences of feeling discrepant. Men and women completed measures of their own attitudes and behaviors regarding drinking and studying norms, their perceptions of peers' attitudes and behaviors regarding those norms, and their feelings of connection to their college. Findings revealed that people do feel discrepant from both types of norms, and that men and women feel discrepant in different ways. In terms of drinking norms, men think that they drink more than other men, whereas women think that they drink less than other women. In contrast, men think that they study less and do less homework than other men, whereas women believe they study more and do more homework than other women. Feeling discrepant from such norms was also associated with distinct consequences, which again differed as a function of sex. Men who feel they drink less and study more than other men feel more connected to their college, whereas there was no effect of perceived discrepancy on drinking or studying norms on connection to their college for women. This research contributes to prior work by examining both the presence and consequences of feeling discrepant from two distinct types of social norms that are highly relevant to college students as well as the impact of sex on both the nature and consequences of feeling discrepant.

### C174

**POWER BY ASSOCIATION: THE VICARIOUS EXPERIENCE OF POWER** Nicholas Hays<sup>1</sup>, Noah Goldstein<sup>1</sup>; <sup>1</sup>UCLA – Previous research on power has focused on the firsthand experience of power (or powerlessness). This research, however, has overlooked how individuals are affected by their associations with powerful others. Based on evidence that those around us affect the way we see ourselves, we argue this oversight in the power literature is significant. The present research explores whether association with a powerful other elevates one's own sense of power, even when one cannot draw on the other's power. Empirically, we manipulated the power of an associate in a scenario and then measured the extent to which participants felt power over another peer described as equal in power. Compared to participants associated with a low-power other, those associated with a high-power other felt they had more power in their relationship with the equal-power peer. Furthermore, because power has been shown to increase optimism, we also measured participants' perceived likelihood of experiencing various positive and negative life events. Consistent with prior research, participants who were associated with a high-power other were more optimistic about the future than participants associated with a low-power other. This study demonstrates that power not only affects individuals directly, but also

indirectly and vicariously. Our conclusions suggest that even when individuals have no power of their own, they may behave as if they had power when associated with a powerful other, potentially leading to inappropriate behavior and irrational judgments.

**C175****THE INTERACTIVE EFFECTS OF MATERIALISM AND MONEY REMINDERS ON VALUES AND BELIEFS** Chad M. Danyluck<sup>1</sup>, Michael T. Schmitt<sup>1</sup>, Craig W. Blatz<sup>2</sup>, <sup>1</sup>Simon Fraser University, <sup>2</sup>University of Massachusetts, Amherst –

This study examined how money-reminders influence self-sufficiency values, as well as explored how individual differences in materialism moderate those effects. Participants viewed a screen-saver displaying either images of money or abstract graphics while completing measures to assess their endorsement of self-sufficiency values (e.g., endorsement of self-transcendent values, family and community involvement, and beliefs in symbolic racism). In line with our predictions, reminders of money affected participants' self-sufficiency values depending on their levels of materialism. Participants high in materialism when reminded of money evaluated the importance of family relationships, community ties and self-transcendent values more negatively than did participants low in materialism. A marginal interaction indicated that money-reminders led high materialists, but not low materialists, to increase their endorsement of symbolic racism. Our findings suggest that money steers people towards specific psychological outcomes, but the kinds of consequences brought forth depend on the values to which people ascribe. The results of the current study point to a new avenue of research looking into how money-reminders and material values influence intragroup and intergroup relationships. Implications are that interpersonal disharmony may be reduced when materialism is reduced and that minority groups might be disadvantaged in contexts where money and material values are salient. Future research on the effects of money-reminders could benefit from focusing on the processes that lead individuals to rank materialism high or low in their hierarchy of values.

**C176****SOCIAL AND PERSONAL POWER - PARALLEL AND OPPOSITE EFFECTS**

Joris Lammers<sup>1</sup>, Janka I. Stoker<sup>2</sup>, Diederik A. Stapel<sup>1</sup>; <sup>1</sup>Tilburg University, <sup>2</sup>Rijksuniversiteit Groningen – How does power affect behavior? We posit that this depends on the type of power. We distinguish between social power (power over other people) and personal power (freedom from other people). Social power is characterized by interdependence and responsibility over others. Personal power is characterized by independence and own goals. We propose that social and personal power have opposite effects if this distinction between independence and interdependence is relevant, but parallel effects if it is not relevant. We test in two studies the effect of social and personal power on two important variables associated with power: Stereotyping and Behavioral Approach tendencies. We do this because the distinction between independence and interdependence is relevant for stereotyping, but irrelevant for behavioral approach. We therefore expect social and personal power to have opposite effects on stereotyping, but parallel effects on approach. An experiment (N = 113) orthogonally manipulates social and personal power (together with a control condition). A large-scale field study (N = 3082) among real high- and low-power employees measures social and personal power. In both studies we find the predicted effect: social and personal power have opposite effects on stereotyping, but parallel effects on behavioral approach. That is, personal power increases but social power reduces stereotyping, but both personal and social power increase behavioral approach. This study advances our understanding of the concept of power itself. It shows that power should not be treated as a monolithic, but rather as a multifaceted construct.

**C177****THE IMPACT OF APPEARANCE-FOCUSED MEDIA IMAGES ON A STRESS BIOMARKER IN WOMEN** Lisa Mask<sup>1</sup>, Céline M. Blanchard<sup>1</sup>, Shiva Adel<sup>1</sup>,

Amanda Baker<sup>1</sup>, Zorana Tasovac<sup>1</sup>, Catherine Bielajew<sup>1</sup>; <sup>1</sup>School of Psychology, University of Ottawa – Research indicates that exposure to the media's "thin-body ideal" is related to women's preoccupations with their own appearance, negative affect, and dysfunctional eating behaviors (Grabe et al.2008). Few studies have investigated whether these cognitive, affective, and attitudinal outcomes are also linked to a physiological stress response in women. Grounded in the framework of Objectification Theory (Fredrickson & Roberts, 1997), we hypothesized that exposure to an appearance-focused video designed to induce a state of self-objectification would result in greater body shame, restrained eating, and physiological stress as indexed by a salivary cortisol increase. A sample of undergraduate women (N = 35) was randomly assigned to view one of three experimental videos: an appearance-focused video, an instrumentality-focused video, or a neutral video. Saliva samples were collected at four different time intervals: immediately upon waking in the morning, 30 minutes following waking, immediately prior to viewing the video, and 30 minutes following exposure to the video. Cortisol levels were measured using the enzyme-linked immunosorbent assay technique. Results indicated that women who viewed the appearance-focused video reported greater body shame compared to women who viewed the instrumentality-focused and neutral videos. Within-group analyses revealed a significant salivary cortisol increase for 30 % of the women who were exposed to the appearance-focused video. This subgroup of women scored lower on measures of general autonomy, competence, and relatedness. These findings suggest that the subtle objectification of women in the media can be a stressful experience for women who feel less fulfilled in their basic psychological needs.

**C178****COMING CLEAN ABOUT (NOT) BEING GREEN: VALUE ASSERTIONS INCREASE ADMISSIONS OF ENVIRONMENTALLY-UNFRIENDLY BEHAVIOR** Anna Merritt<sup>1</sup>, Benoît Monin<sup>2</sup>; <sup>1</sup>Stanford University – Three

experiments investigated how value assertion makes individuals feel more comfortable admitting to environmentally harmful behaviors. In Study 1, participants either wrote about their environmental values, their environmentally friendly behaviors, or a control topic, and later listed their personal behaviors that negatively impact the environment. Those who first wrote about their values admitted significantly more negative behaviors than people in the other two conditions. In Study 2, we controlled for fluency effects by manipulating the number of values or positive behaviors participants could list; regardless of survey length, people who wrote about their values again later admitted to significantly more negative behaviors than people who wrote about their positive behaviors. Study 3 showed that this effect is specific to admitting negative behaviors, even when the admission is preceded by other related questions. Overall, our results suggest that people are more likely to admit to undesirable behavior when they have had a chance to express values that contradict that behavior, but not when they have merely listed good behaviors that might make up for their bad deeds.

**C179****A GOOD STUDENT IS EASY TO MENTOR: A SOCIAL INFLUENCE PERSPECTIVE ON SCIENTIFIC INTEGRATION** Maria Aguilar<sup>1</sup>, Mica

Estrada-Hollenbeck<sup>1</sup>, Randie Chance<sup>1</sup>, Alix Sanchez<sup>1</sup>, Anna Woodcock<sup>2</sup>, Paul Hernandez<sup>3</sup>, P. Wesley Schultz<sup>1</sup>; <sup>1</sup>California State University San Marcos, <sup>2</sup>Purdue University, <sup>3</sup>University of Connecticut, Storrs – A social influence framework was utilized to test how mentors (agents of social influence) contribute towards the integration of science student mentees (targets of social influence). Data come from an ongoing longitudinal study of 1420 minority science students, recruited from 38 campuses nationwide. Our analyses were conducted as a cross-lagged panel design at two time points, a year apart, examining quality of mentorship and integration into the sciences. Results showed a significant relationship between

quality of mentorship (Time 1) and integration (Time 2),  $b = .24$ ,  $t = 4.37$ ,  $p < .05$ . Additionally, perceived quality of mentorship (Time 1) was predictive of scientific integration (Time 1;  $b = .27$ ,  $t = 6.31$ ,  $p < .05$ ). The relationship between mentorship (Time 1) and future integration (Time 2) diminished after controlling for initial feelings of integration,  $b = .08$ ,  $t = 1.79$ ,  $p = .07$ . The second set of cross-lagged analyses revealed a significant relationship between integration (Time 1) and mentorship (Time 2),  $b = .24$ ,  $t = 4.76$ ,  $p < .05$ . This effect persisted after controlling for initial perceptions of mentorship quality. Taken together, these results show that individuals who feel an initial sense of integration into the scientific community perceive mentors to be of quality and helps further mentees' integration. Traditional models of mentorship regard the mentors as integral to the socialization of mentees. These results demonstrate that the mere presence of an agent of social influence does not explain later scientific integration. The existing characteristics of the mentees better account for successful future integration into the sciences.

### C180

**PERCEIVED SIMILARITY AS A MODERATOR OF SOCIAL COMPARISON EFFECTS ON WOMEN'S BODY IMAGE** Rebekah Wanic<sup>1</sup>, James Kulik<sup>1</sup>, <sup>1</sup>University of California, San Diego – Recent body image research has generated evidence of an asymmetrical social comparison effect, whereby women who view a fit peer show a decrement in self-ratings while those who view an unfit peer do not differ from controls. Similarity between perceiver and target has been identified as a factor that may moderate social comparison outcomes. Therefore, we sought to determine whether perceived similarity would influence body image related comparisons. College women ( $N = 160$ ) viewed an image of a fit, control, or unfit-appearing peer before responding to questions about their body image, self-satisfaction, and perceived similarity. Controlling for participant BMI, results revealed the expected asymmetrical comparison effect, which was qualified by perceived similarity. Specifically, perceived similarity to the unfit target and dissimilarity to the fit target resulted in self-ratings that were significantly lower than control ( $ps < 0.007$ ), while perceived dissimilarity to the unfit target produced heightened self-ratings ( $p = 0.014$ ). Results support Mussweiler's (2003) selective accessibility model (SAM).

### C181

**IMPLICATIONS OF NORM-BASED REJECTION SENSITIVITY AND NORM-BASED SOCIAL REJECTION ON CONSUMPTION DECISION** Grace Ip<sup>1</sup>, Chris Yau<sup>1</sup>, Ka-ye Wong<sup>1</sup>, <sup>1</sup>Hong Kong Shue Yan University – As social norms and peer group are important factors influencing individuals' decision, so we postulate that individuals who anxiously expect rejection if they don't follow group norms (norm-based rejection sensitivity) would put more emphasis on peer's preference when making consumption decision (Study 1). Similarly, when individuals are rejected by new acquaintances because being labeled as deviants, they would put more emphasis on peer's preference in making immediate consumption decision (Study 2). In Study 1, 108 undergraduates filled in questionnaires on rejection sensitivity (RS), norm-based RS, self-esteem and consumption consideration (CC) consisting of four domains on peer preference, product prestige, product function and general consumption consideration. Regression analysis showed that only norm-based RS significantly predicted peer preference in CC but not RS nor self esteem. In study 2, modified on Baumeister et al. (2005)'s rejection paradigm, 40 undergraduates participated in small group (4 or 5 participants) discussion were randomly assigned to acceptance or rejection group (i.e. they were told as being rated by other participants as a cooperative or deviant member), then filled in CC questionnaire and participated in a consumption game with other participants or alone respectively. Results indicated that those in the rejection group have a significantly higher rating on peer preference than those in the acceptance group. To conclude, both studies supported the present predictions that individuals who are high in norm-based rejection sensitivity or are recently rejected by peers would put more emphasis on peer's preference when making consumption decision.

### C182

**WHEN BAD BEHAVIORS LEAD TO GOOD ONES: THE INFLUENCE OF NORM VIOLATION ON BEHAVIORAL REGULATION** Benjamin Giguère<sup>1</sup>, Richard N. Lalonde<sup>2</sup>, <sup>1</sup>McGill University, <sup>2</sup>York University – An idealized world of self-regulation is one where all behaviors are regulated. In that world, never would we indulge in that extra piece of cake. Unfortunately, in reality, blunders of behavioral regulation are relatively common occurrences. Social norms can act as signals of these regulatory failures and may thus contribute to the regulatory process. The current research aimed to explore how violation of social norms that result from regulation failure may influence future regulation. Two multi-time studies were conducted. Study 1 showed that when norms help signal a lapse in regulation of alcohol consumption, they may lead to enhanced regulation in the future. Specifically, the social emotional outcomes (e.g., guilt) from the perception that a failure to regulate one's drinking lead to violating social norms resulted in changes in the expected outcomes associated with this behavior. These changes then decreased the likelihood the same behavior would be repeated during the following week. Study 2 conceptually replicated these findings by demonstrating that the same social psychological processes observed in Study 1 operated to decrease procrastination. Findings from these two studies offer a novel perspective on behavioral regulation by proposing a psychological mechanism for normative influences.

### C183

**NORM-BASED REJECTION SENSITIVITY: ITS AFFECTIVE, BEHAVIORAL, AND COGNITIVE CONCOMITANTS WHEN PERSONAL PREFERENCES COLLIDE WITH SOCIAL NORMS** Connie S. K. Poon<sup>1</sup>, Charles W. K. Yip<sup>1</sup>, Grace W. M. Ip<sup>2</sup>, <sup>1</sup>University of Hong Kong, <sup>2</sup>Hong Kong Shue Yan University – When people's personal preferences collide with group norms, people may choose to follow the group norms or act on their true preferences. Past research has focused on situational forces that affect how people act in these situations. Although individual differences have been observed, the sources of such differences have yet to be identified. We suggest that some individuals have anxious expectations of rejection based on non-conformity to group norms (i.e., high norm-based rejection sensitivity or norm-based RS) (cf. Feldman & Downey, 1996). High (vs. low) norm-based RS individuals may be expected to feel more nervous as they consider the repercussions of not following group norms inconsistent with their preferences. We hypothesize that, motivated to avoid rejection, high (vs. low) norm-based RS individuals will have stronger intention to conform to group norms that violate their true preferences. As they intend to adhere to group norms, high (vs. low) norm-based RS individuals may be expected to more closely monitor how other group members act. Undergraduates completed the Norm-based Rejection Sensitivity Questionnaire developed by Yip and colleagues (2009). We measured participants' affective, behavioral, and cognitive reactions in six hypothetical scenarios in which their personal preferences collide with group norms. As expected, norm-based rejection sensitivity predicted their nervousness about the repercussions of non-conformity, intention to follow group norms, and monitoring of other group members' actions, even after controlling for the effects of self-esteem, neuroticism, and personal rejection sensitivity. Motivation to avoid rejection mediated the relation between norm-based RS and intention to follow group norms.

## Self/Identity

### C184

**THE IMPACT OF ROLE MODELS ON SCHOOL BELONGING FOR NATIVE AMERICAN MIDDLE-SCHOOL STUDENTS** Rebecca Covarrubias<sup>1</sup>, Stephanie A. Fryberg<sup>1</sup>, <sup>1</sup>The University of Arizona – Native American (NA) students encounter limited exposure to positive representations of their group in the academic domain. This underrepresentation may threaten students' identities in the classroom, subsequently decreasing feelings of school belonging and negatively impacting academic performance (Wal-

ton & Cohen, 2007). Two studies examined the impact of role models on school belonging for underrepresented NA students. In Study 1, 90 NA middle-school students read about a successful in-group (Native American), out-group (European American), ethnically ambiguous, or no role model, and then completed a belonging measure. Analyses revealed that NA students in the in-group role model condition reported higher belonging relative to students in the out-group, ambiguous, or no role model (control) conditions. No differences were found between the out-group, ambiguous, and control conditions. In Study 2, 71 NA and 46 European American (EA) middle-school students were randomly assigned to list many, a few, or no successful role models and then completed a belonging measure. Analyses revealed that NA students who listed many role models reported higher belonging than those who listed a few or no role models and reported similarly high levels of belonging as EA students across all conditions. NA students who listed a few role models also reported higher belonging than those who listed no role models. These findings suggest that positive, in-group representations help facilitate identity-safe contexts for underrepresented NA students, but have no effect on EA students who seemingly encounter a plethora of positive representations in the classroom.

### C185

#### **SOCIAL ATOMIZATION THEORY AND ITS IMPLICATIONS FOR PSYCHOLOGICAL AND PHYSICAL HEALTH**

Sara Konrath<sup>1</sup>, <sup>1</sup>University of Michigan – Social atomization theory highlights the importance of considering the orthogonality of agency and communion-related variables (e.g. self-construal, individualism/collectivism; see Konrath et al, 2009) rather than seeing them as unipolar dimensions. Examining the four quadrants of self and other-focus may allow for more predictive power by including cases which are high in both (Balanced), low in both (Detached), and unmitigated in self-focus (Atomized) or other-focus (Dependent). In this study I test whether those who are high in self-focus and other-focus (Balanced) will be the healthiest on a number of variables, while those who are low in self-focus and other-focus (Detached) will be the least healthy. Data from the 2006 Health and Retirement Study were used to test these predictions. Two proxy measures were created: self-focus reflected people's sense of independence from others, while other-focus reflected people's embeddedness within social groups. A median split was used to create four self-other groups: Balanced, Atomized, Dependent, and Detached. Preliminary analyses indicate that those are high in both self and other-focus (Balanced) generally scored the highest in psychological (e.g. life satisfaction, well-being, anxiety, depression), cognitive (e.g. memory performance), and physical health outcomes (e.g. self-ratings of health, presence of chronic health conditions), while those who were low in both self and other-focus (Detached) generally scored the lowest in psychological, cognitive, and physical health outcomes. As in any correlational study, direction of causality and third variables are potential interpretive problems and these will be addressed in my poster through more detailed analyses.

### C186

#### **PREDICTING PSYCHOLOGICAL WELL-BEING FROM SELVES AND SELF-DISCREPANCIES: EXAMINING THE DOMAINS OF MORALITY, INTELLIGENCE, AND PERSONALITY**

Brenda L. McDaniel<sup>1</sup>, James R. Daugherty<sup>1</sup>, <sup>1</sup>Kansas State University – Past research has used the actual and ideal selves (i.e., who we are and who we want to be, respectively) and discrepancies between selves to predict self-esteem, anxiety, and depression (McDaniel & Grice, 2008). The present study expands existing research by using ratings of morality, intelligence, and Big Five traits to predict psychological well-being. Participants completed a repertory grid (Grice, 2004) consisting of 15 bipolar traits for their actual and ideal selves. Participants also completed measures of shame and guilt (Tangney, 1990), self-esteem (Rosenberg, 1965), anxiety (Hamilton, 1959), depression (Radloff, 1977), and anger rumination (Sukhodolsky, Golub, & Cromwell, 2001). Our results suggest that when self and ideal self ratings, across morality, intelligence, and Big Five traits, are simultaneously allowed to predict variance in psychological well-being, self ratings

uniquely predict shame, self-esteem, anxiety, depression, and thoughts of revenge. Ideal self ratings uniquely predict guilt. Both self and ideal self ratings uniquely predict angry afterthoughts and angry memories. Actual-ideal self-discrepancies significantly improved predictions of self-esteem and depression above and beyond self and ideal self ratings. Further, when self and ideal self ratings were analyzed at the domain level (morality, intelligence, and Big Five separately), ratings of Big Five personality and morality were the strongest predictors of psychological well-being. Our findings suggest that psychological well-being is most strongly related to self ratings of personality, but ideal self ratings and discrepancies between selves also provide predictive knowledge within specific domains.

### C187

#### **IN THE NAME OF SELF-LOVE: INTERPERSONAL IMPLICATIONS OF PRIDE IN COMPETITIVE CONTEXTS**

Armand Munteanu<sup>1</sup>, Christopher Burris<sup>1</sup>, <sup>1</sup>St. Jerome's University – A conceptual distinction has been made between Alpha or "hubristic" pride, defined as a global sense of pride in the self, and Beta or "authentic" pride, defined as pride in specific actions (see Tracy & Robins, 2004, 2007). Alpha pride has been linked to a variety of maladaptive attitudes and behaviors, whereas Beta pride has been characterized as inherently more prosocial and productive of a stable sense of self-esteem. To our knowledge, research has yet to examine the interpersonal consequences of Beta versus Alpha pride in competitive contexts wherein the achievement focus of the former is most likely to be relevant, however. Thus, 99 undergraduates completed Alpha and Beta pride measures from the TOSCA-3 (Tangney & Dearing, 2002) on-line and subsequently engaged in a word-definition task with an ostensible competitor to earn tickets for a cash draw. Upon receiving bogus feedback that they either won or lost the competition, participants divided the allocated tickets between themselves and their ostensible competitor and indicated how they justified their allocation decision. As expected, Alpha pride predicted self-serving ticket allocation and self-focused justifications regardless of outcome; Beta pride also predicted self-focused justifications. Moreover, both Alpha and Beta pride predicted increased use of other-focused justifications following a loss (but decreased use following a win), and this pattern was primarily driven by Beta pride. Thus, when dealing with competitive failure, Beta pride in particular may motivate justifications for self-serving behavior that denigrate the other and/or deny the impact of one's harmful actions upon him/her.

### C188

#### **CONFLICTS OF INTEREST: RELATIONAL SELF-CONSTRUAL AND DECISION-MAKING IN INTERPERSONAL CONTEXTS**

Jonathan Gore<sup>1</sup>, Susan Cross<sup>2</sup>, <sup>1</sup>Eastern Kentucky University, <sup>2</sup>Iowa State University – Three studies investigated the moderating effect of relational self-construal on decision-making during interpersonal conflicts of interest. In Studies 1 (n = 161) and 2 (n = 294), participants completed a measure of relational self-construal, read hypothetical conflicts of interest then evaluated courses of action based on the degree to which doing so would benefit or harm to each person involved. Results indicated that zero-sum perceptions were stronger among people with a low relational self-construal than for high relationals. In Study 3, 173 participants described and evaluated their a past conflict of interest of their own with either a close or a distant other. Results revealed that high relationals evaluated the outcome positively when their decision was in favor of the close other. These results suggest that interpersonal conflicts of interests can be viewed as situations that can involve mutual gain, particularly if a person has a highly relational self-construal.

### C189

#### **VICARIOUS COLLECTIVE SELF-VERIFICATION**

Maya Kuehn<sup>1</sup>, Lindsay Shaw Taylor<sup>1</sup>, Serena Chen<sup>1</sup>, <sup>1</sup>University of California, Berkeley – The phenomenon of self-verification has been documented at both the individual and collective levels of identity (e.g., Chen, Shaw, & Jeung, 2004). At the collective level, people are motivated to seek verification from fellow ingroup members for the most certain and important components of

their collective identity. The present research investigated the vicarious experience of collective self-verification (CSV), and sought to examine how a fellow ingroup member's receipt of collective self-verification impacts an individual's own collective identity processes. Participants were highly and lowly gender-identified women who were recruited based on their self-views with respect to a prototypically female, somewhat negative characteristic, the need for approval. Participants saw this trait as descriptive and central to themselves as an individual, themselves as a woman, and women in general. After arousing all participants' CSV needs by providing inaccurate feedback regarding their need for approval from a supposed personality measure, participants were given a chance to satisfy their own CSV needs vicariously by sending further feedback to an ingroup member. This feedback included several dimensions of personality, including the need for approval; participants rated their likelihood of sending each dimension's feedback to the target. Although all participants were likely to send feedback for the need for approval, highly gender-identified women exhibited greater evidence of receiving vicarious collective self-verification following this experience than lowly gender-identified women, including feeling more understood as a woman. Results suggest that vicarious collective self-verification processes indeed have consequences for one's collective identity.

### C190

#### THE GROUP'S ROLE IN THE SELF-DETERMINATION OF NEGATIVE BEHAVIORS

Sophie Sansfaçon<sup>1</sup>, Catherine E. Amiot<sup>1</sup>, Simon Lapointe<sup>1</sup>; <sup>1</sup>Université du Québec à Montréal – Self-determination theory (SDT) is a motivational theory which usually applies to socially constructive behaviors, like volunteering (Deci & Ryan, 2000). However, SDT could also be applied to more destructive and negative behaviors. In fact, some people may freely choose to emit negative behaviors. These individuals appear to be self-determined with regards to the emission of these negative behaviors. Social groups may have an impact on the self-determination of the behaviors. Social identity theory (SIT) proposes that when individual identify with their social group, they endorse and internalise their group's norms and behaviors, regardless of whether these are positive or negative. We adapted a self-determination scale to test whether negative behaviors can be self-determined, and whether belonging to a group that endorses such behaviors can facilitate the internalization of negative behaviors. Participants (N=269) completed a questionnaire presenting a list of negative behaviors (i.e., aggression and addictions). The questionnaire assessed why participants engaged in such behaviors and whether these negative behaviors were endorsed by a social group participants belonged to. The psychometric properties of the self-determination scale were acceptable. Moreover, participants whose group endorsed the negative behavior were more self-determined in emitting this behavior than participants who did not belong to a group that endorsed this behavior. Also, among participants who belonged to a group that endorsed the negative behavior, the more these participants agreed with their ingroup's reasons for endorsing the behavior, the more they were self-determined for doing this behavior. Results are interpreted in light of SDT and SIT.

### C191

#### EXPERIENCE DOESN'T ALWAYS COUNT: THE ROLES OF SELF-INVESTMENT AND MARKET EXPERIENCE IN THE ENDOWMENT EFFECT

Michael Buhrmester<sup>1</sup>, William B. Swann<sup>1</sup>; <sup>1</sup>The University of Texas at Austin – Previous work on the endowment effect, the tendency for sellers to value an owned good more than potential buyers, has shown that market experience can reduce or eliminate the effect (List, 2003; 2004). Presumably, experts are able to learn through experience to no longer treat endowments as psychological losses. Implicit in this explanation is the importance of psychologically distancing one's personal self from the market good. We argue that feelings of self-investment in a good are central to explaining the moderating role of market experience on the endowment effect. To investigate this proposal, we created a hypothetical vignette about home selling experiences. 110 participants, consisting of both experienced real estate agents and less experienced non-agents,

were randomly assigned to complete one of two home selling scenarios. In one, participants acted as sellers for their own home. In the other, participants acted as selling agents for another person's home. Inconsistent with some previous research, market experts acted similarly to those who were inexperienced. However, consistent with our self-investment account, personal homeowners, compared to selling agents, were more likely to both resist dropping the price of their home following a lack of offers and to resist accepting a lowball offer. Furthermore, when forced to sell at a lower than initial price, homeowners, more so than agents, reported feeling as though selling the home was like losing a part of themselves. These results underscore the importance of considering the role of the self when making judgments about value.

### C192

#### IMPELLING ACTION AND QUELLING STRESS: MULTIPLE IDENTITIES AS A RESOURCE IN THE FACE OF CHALLENGES

Janelle M. Jones<sup>1</sup>, Jolanda Jetten<sup>2,1</sup>; <sup>1</sup>University of Exeter, <sup>2</sup>University of Queensland – Past research suggests that multiple identities may act as a resource (e.g., Correll & Park, 2005), conferring psychological benefits (i.e., well-being) on individuals by giving them the existential security (Thoits, 1983) and social capital (i.e., social, informational, and financial support; Putnam, 2000) needed to manage different challenges (e.g., life transitions; Iyer et al., 2009). The aim of the present research was to examine whether multiple identities might also confer behavioural benefits (i.e., persistence, resilience) on individuals when faced with challenges. Across three studies we hypothesized that access to a greater number of identities would predict increased persistence and resilience for individuals engaged in difficult mental and physical tasks. Results from two lab-based studies indicated that participants for whom a greater number (i.e., one, three, or five) of randomly presented social identities (i.e., gender, age, nationality, major, occupation) were activated, persisted for longer on an unsolvable anagram (Study One) and on keeping their hand submerged in an ice bath (Study Two). A subsequent field study found that novices who reported having many identities available to them demonstrated higher levels of resilience (i.e., faster heart rate recovery) after engaging in a dangerous sport (i.e., bobsleigh, luge, skeleton; Study Three). These findings suggest that multiple identities may impel action and quell stress in the face of mental and physical challenges. The psychological and behavioural benefits of multiple identities, and the implications of this resource for psychological health and well-being, are discussed.

### C193

#### SOCIAL IDENTITY AND GENDER: A SWEDISH VERSION OF THE GENDER COLLECTIVE SELF-ESTEEM SCALE

Hanna Li Kusterer<sup>1</sup>, Emma Bäck<sup>1</sup>, Torun Lindholm<sup>1</sup>; <sup>1</sup>Stockholm University – According to Social Identity Theory (Tajfel & Turner, 1986), people possess both personal and social identities. In order to measure aspects of social identity, Luhtanen and Crocker (1992) developed the Collective Self-Esteem Scale, consisting of four subscales: Membership, Identity, Public and Private. The present study was the first validating a Swedish translation of the Collective Self-Esteem Scale adapted to one's gender group, and one of few examining gender CSE in relation to feminist identity and attitudes toward women (c.f., Burn, Aboud, & Moyles, 2000; Carpenter & Johnson, 2001; Smith, 1999). In a student sample (n=295), as expected, men reported higher levels of Public CSE. Also, women had higher levels of Identity CSE. In a community sample (n=151), no significant differences between men and women were found on any of the subscales. For women in both samples, Membership CSE was negatively correlated with Classical and Modern Sexism, and Public CSE was positively correlated with Modern Sexism. For men in both samples, Public CSE was negatively correlated with Classical Sexism. Among students, women self-labeled as anti-feminists had lower Membership CSE than feminists and women in the middle, mixed category, and feminist women had lower Public CSE than the other two groups (c.f. Smith, 1999). In sum, although not extensively studied to date, the gender Collective Self-Esteem Scale appears as a use-

ful tool to investigate differences between women and men in how they shape and make use of their social identities, also in a Scandinavian context.

**C194****THE IMPACT OF A FAUX CONCEALABLE STIGMA: A NEW METHODOLOGICAL APPROACH FOR STUDYING CONCEALABLE STIGMATIZED IDENTITIES** Kimberly J. McClure<sup>1</sup>, Diane M. Quinn<sup>1</sup>;

<sup>1</sup>University of Connecticut – Examining the experience of people with concealed stigmatized identities (e.g., mental illness) in laboratory research presents many ethical challenges. The goal of the current study was to test a new methodological approach for studying processes involved with concealable stigmatized identities (CSIs) by demonstrating the utility of a temporary faux stigma. False personality feedback was given to participants (N = 102). To create a faux stigma, half of the participants received the type of negative personality feedback often associated with stigmatized identities (e.g., moral failings, instability); the other half received neutral feedback. Participants were then either told to specifically conceal their personality feedback in an interaction, or to more generally conceal anything personal about the self. After an interaction with a confederate, participants completed several questionnaires and were debriefed. Results demonstrated that those who were given the temporary faux stigma reported higher anticipated stigma prior to the interaction [ $F(1,98) = 28.47, p < .001$ ] and felt afterwards that their interactions had gone less smoothly [ $F(1,98) = 5.10, p = .03$ ]. Moreover, there was a stigma by concealment type interaction, such that within the faux-stigmatized group only, trying to conceal more generally led to worse mood compared to the more specific concealment of the new personality feedback. This research is an important first step in demonstrating the potential of creating a faux stigma in the laboratory to answer questions about the processes behind stigma and types of concealment.

**C195****DO SELF-COMPASSIONATE PEOPLE AGE MORE GRACEFULLY?** Ashley

Allen<sup>1</sup>, Mark Leary<sup>1</sup>; <sup>1</sup>Duke University – Americans have a life expectancy of over 80 years, but with increasing lifespan come physical problems, mental decline, and social loss. Despite the challenges associated with aging, people who are higher in self-compassion may experience the aging process more positively. If so, understanding how self-compassionate people think about aging may inform the development of interventions to help older individuals adopt a self-compassionate perspective. Because people who are high in self-compassion are less likely to be defensive about their personal shortcomings, older adults who score high in self-compassion should be more likely to admit when they are having difficulties, take better care of themselves, seek assistance for their problems, and be less resistant to receiving help when needed. In this study, 72 adults over the age of 60 completed a questionnaire assessing self-compassion, attitudes toward aging, depression, physical impairment, use of assistive devices, and how much using assistance bothered them. Results of multiple regression analyses showed that older adults who were higher in self-compassion were less depressed, had more positive attitudes toward aging, and reported being less physically impaired. High self-compassion participants were also less bothered when they needed physical or cognitive assistance. These findings show that self-compassion is related to a more positive experience of aging. In addition, the relationship between self-compassion and use of assistance suggests that encouraging older people to be more self-compassionate might lead them to take better care of themselves, thus slowing less physical and mental decline.

**C196****MAPPING THE SELF: A MULTIDIMENSIONAL SCALING ANALYSIS OF SELF-RELATED TERMS** Adrian F. Ward<sup>1</sup>, Daniel M. Wegner<sup>1</sup>; <sup>1</sup>Harvard

University – "Who am I?" This fundamental question of identity, repeated through the ages by everyone from Plato to oily-faced adolescents struggling to understand exactly what business hair has being there, seems to standing at a perpetual impasse. Myriad theories of "self" seem to be

talking about wildly disparate phenomena, and terms such as "mind," "will," and "consciousness" fly through the scientific atmosphere with little regard for agreement in cause or consequence. We explored how people think about the concept of "self" by using multidimensional scaling (MDS) techniques to produce a conceptual map of the domain of self-related terms. MDS relies on pair-wise similarity judgments rather than comparisons based on externally provided criteria; participants are therefore free to use their own intuitive criteria for comparing targets. Thus, latent dimensions are uncovered rather than imposed. In this study, 46 participants made similarity judgments between 15 terms selected by a prior sample as relevant to the concept of self: you, soul, essence, spirit, self, consciousness, will, mind, brain, body, heart, personality, conscience, feelings, and desires. Results indicate that people think of self-related terms on two major dimensions – a physical-metaphysical dimension, anchored by the terms "body" and "spirit," and a feeling-thinking dimension, anchored by the terms "heart" and "brain." "Self" lies at the center of both dimensions, indicating that people perceive the idea of self per se as equal parts physical and metaphysical, feeling and thinking.

**C197****IF ONLY YOU KNEW THE REAL ME: PREDICTED EVALUATIONS DIVERGE FROM SELF-VIEWS FOLLOWING NEGATIVE FEEDBACK** Gregory S.

Preuss<sup>1</sup>, Mark D. Alicke<sup>1</sup>; <sup>1</sup>Ohio University – The effect of negative social feedback on changes in self-views and metaprojections was studied. Metaprojections refer to people's predictions about how they will be evaluated by large samples of people in the future. After describing themselves in a video resume, participants received (or did not receive) negative feedback on a series of desirable traits. As hypothesized, negative feedback led to a significant decrease on the metaprojection composite, but not the self-view composite. In the no feedback control condition, scores on the self-view composite and metaprojection composite did not significantly differ from one another, suggesting that participants expected to be evaluated in a manner that was consistent with their stable and enduring self-views. In contrast, scores on the metaprojection composite were significantly lower than scores on the self-view composite in the negative feedback condition. A likely explanation for these findings is that in the absence of explicit and unambiguous evaluative feedback, people project their self-views onto others by "guesstimating" that others view them as they view themselves (Jussim et al., 1992). When people do receive explicit and unambiguous evaluative feedback, however, they have additional information (beyond their self-views) on which to base their predictions of how other people will evaluate their video presentation in the future. This additional information may propel some people to consider the possibility that other people do not see them as they see themselves.

**C198****MINDFULNESS REDUCES THE CENTRALITY OF THE SELF AND AIDS EXECUTIVE FUNCTIONING IN THE FACE OF THREATENING FEEDBACK.**

Robert J. Goodman<sup>1</sup>, Ernest S. Park<sup>1</sup>; <sup>1</sup>Cleveland State University –

Theorists suggest mindfulness, an open and receptive form of present-centered awareness, is beneficial because the centrality of the self is reduced and situations are experienced with fewer self-biases. While mindfulness has been shown to relate to many positive outcomes, several theoretical assumptions have not been tested. This study investigated whether a lab-induced mindful state reduces the salience of self-relevant concepts. Participants first completed a personality inventory, then performed a lexical-decision task (LDT) that included these items. This measure was designed to assess the accessibility of self-descriptors. Results show those induced with mindfulness were significantly slower than controls in identifying words that were self-rated as personally descriptive, suggesting the self is indeed less salient. If the self is less salient, then ego-threatening feedback should have less negative impact on subsequent attempts to self-regulate. So we hypothesized mindful participants would be better able to regulate after negative feedback. All participants received feedback indicating they would be lonely later in life, per-

formed a dichotic listening task to evaluate executive control, and completed a mood measure. Interestingly, mindful participants felt more negative affect, suggesting a greater willingness to confront rather than avoid the feedback. Furthermore, when integrating scores from the LDT, a significant interaction was found when analyzing self-control. Mindful participants whose self was less accessible performed significantly better at the dichotic listening task. For controls, self-salience had no impact on self-regulation. Our results demonstrate mindfulness can aid executive functioning, and highlights the importance of a decreased centrality of self.

### C199

#### COMPARING ASIAN AMERICAN ETHNIC AND RACIAL IDENTITIES

Jennifer Wang<sup>1</sup>, Sapna Cheryan<sup>1</sup>; <sup>1</sup>University of Washington – Psychologists often use race and ethnicity interchangeably when referring to distinctively meaningful categories for various groups. Markus (2008) proposed that race is associated with power dynamics whereas ethnicity is seen in terms of culture, practices, and conferring a sense of belonging and identity. In this study we examined how ethnic (e.g., Vietnamese American) and racial identities (e.g., Asian American) are understood. We hypothesized that racial identity is more associated with experiences of discrimination/prejudice while ethnic identity is more associated with culture and personal importance among Asian American college students. Two-hundred and five Asian Americans (50% US-born, 70% female) participated in the survey. Participants rated their agreement on 38 items generated from a pilot study (N = 161) examining identity factors framed within both ethnic and Asian American prompts (e.g., "To me, being Asian American means..."). These items focused on self-identification strength, practices, discrimination/prejudice, belonging, and other identity factors. Our findings suggest that when participants were prompted to think about their racial identity, they rated higher on items focusing on the experience of discrimination, prejudice, and exclusion compared to their ethnic identity. When prompted to think about their ethnic identity, they rated higher on the importance of self-identification with their ethnic group, respecting family, and pride compared to their racial identity. US-born Asian Americans reported that the Asian American identity was more important, unique, and was associated with greater pride compared to foreign-born Asian Americans. The conceptualization of these identities may have implications for group involvement and behavior among Asian Americans.

### C200

#### NEUROTICISM DETERMINES SUBJECTIVE SOCIAL STATUS THROUGH MULTIPLE MECHANISMS

Giuseppe Alfonsi<sup>1,2</sup>, Micheael Conway<sup>1,2</sup>; <sup>1</sup>Concordia University, <sup>2</sup>Centre for Research in Human Development – Subjective social status is an individual's self-perceived social rank, and accurately reflects objective status differences (i.e., in education, occupation, and income). Subjective status seems important in its own right as individuals with lower subjective status experience poorer health outcomes, above and beyond the contribution of objective status differences. The present hypothesis was that greater neuroticism may lead to lower subjective status, and may do so through multiple mechanisms, including lowered objective status, increased illness, and increased acute negative affect. In turn, lower subjective status was expected to lead to further increased illness. Participants (N = 354) in a longitudinal study completed measures of neuroticism, salary, subjective status, recent illness, and acute negative affect over 2 years. The hypothesis was tested as paths in structural equation modeling, and the proposed mechanisms for objective status and illness were observed, but no effect of negative affect was observed. As well, neuroticism directly led to lower subjective status. Furthermore, the findings indicate that illness and subjective status mutually influenced each other, with participants who experienced more illness going on to experience lower subjective status, which in turn predicted greater future illness. The model provided a good fit ( $S-B\chi^2(12) = 8.89, p = .71, CFI = 1.00, RMSEA = .001, CI = .00 - .04$ ). In sum, the results

suggest that neuroticism plays an important part in determining subjective status, and this determination may explain the association between subjective status and some of its observed correlates.

### C201

#### CAN THE BENEFITS OF SELF-DEFINING MEMORIES BE OBTAINED FROM A CLOSED MEMORY?

Travis Crone<sup>1</sup>, Denise Beike<sup>1</sup>; <sup>1</sup>University of Arkansas – Self-defining memories are key scenes that represent substantial markers in growth and understanding (Singer & Moffitt, 1991). Self-defining memories are marked not only by understanding, but also the high level of emotion associated with recall (Schwartz, Weinberger, & Singer, 1981). The pairing of emotionality with meaning across time appears to contradict that memories obtain more closure over time (Beike & Wirth-Beaumont, 2005). Open memories are associated with high emotionality and closed memories are associated with increased meaning. The current study's design was to determine if the positive outcomes of self-defining memories could be obtained from closed memories. Ninety-two students wrote about an unpleasant life event. Participants either wrote about a memory considered self-defining, closed, or open. Next, participants rated the memory on intensity, closure, insight, and other measures. Self-defining memories were not clearly closed or open, but continued to display a mixture of traits associated with both. Effects were seen for closure,  $p < .001$ ; intensity now  $p = .023$ ; and insight  $p = .019$ . Participants reported equal levels of insight for self-defining and closed memories, but less on open. Participants also reported less intensity at recall for closed memories than self-defining and open memories, which did not differ. Self-defining memories fell in the middle of the closure scale, different than both open and closed memories. The current research outlines how understanding, a major outcome of self-defining memories, can be obtained on equal levels from closed memories without the need for the emotionality associated with self-defining memories.

### C202

#### SELF-STRUCTURE AND PARENT-CHILD RELATIONSHIPS

Jenna Thomas<sup>1</sup>, Carolin Showers<sup>1</sup>; <sup>1</sup>University of Oklahoma – Explores the possible impact of parent-child relationships on self-structure, specifically whether evaluative integration of positive and negative self-beliefs may stem from poor parent-child relationships or the presence of significant positive or negative parental figures. In Showers's (2000) model of self-structure, evaluative integration occurs when both positive and negative attributes exist within a specific self-aspect category. Compartmentalization occurs when positive and negative attributes appear in different self-aspect categories. Participants completed a self-descriptive card sorting task to assess compartmentalization or integration and a set of parental relationship measures emphasizing attachment and satisfaction of needs: Emotional Reliance Questionnaire (Ryan et al., 2005), Need Satisfaction Scale (NSS; La Guardia et al., 2000), Adult Attachment Scale (cf. Cook, 2000). The strongest effects were found for NSS, with parent relationship types based on median splits of NSS ratings for mothers and fathers: two high NSS parents (N = 45); one low NSS parent and one high NSS parent (N = 59); or two low NSS parents (N = 60). ANOVA results showed a main effect,  $F(2, 148) = 3.06, p < .05$ , such that participants with two high NSS parents were relatively compartmentalized, whereas participants with two low NSS parents were relatively integrative. When gender of child and gender of parent were considered, the most integrative participants were males with two low NSS parents and females with high NSS mothers and low NSS fathers,  $F(3, 142) = 2.618, p < .053$ . Additional analyses examine the role of emotionally significant non-parental relationships as moderators of these effects.

### C203

#### EXPLORING THE BOUNDARIES OF THE EXTENDED SELF: DOES ATTACKING A BRAND THREATEN THE SELF?

Monika Lisjak<sup>1</sup>, Angela Y. Lee<sup>1</sup>, Wendi L. Gardner<sup>1</sup>; <sup>1</sup>Northwestern University – A wealth of research has found that close relationships can be included in the self. In this paper we explore the idea proposed by James (1890) that objects may



become part of the self such that individuals will be motivated to defend them when they are under attack. Drawing from extant literature in psychology and marketing, we posit that individuals who feel connected to a brand (e.g., Starbucks) will evaluate the brand more positively after being exposed to negative publicity about the brand. We predict that the defensive responses will be accentuated among those individuals with low implicit self-esteem when their self-concept is made salient. We tested this prediction in two studies by first measuring participants' implicit self-esteem (name-liking measure in Study 1; name-letter task in Study 2), the extent to which participants included the brand (Facebook in Study 1; Starbucks coffee in Study 2) in the self, and brand consumption. Then, participants were randomly assigned to write an essay that either activated or not the self. Finally, participants were presented with an unfavorable editorial about the brand and then asked to report how their attitude toward the brand might have changed. Across two studies, we found that after controlling for brand consumption, low implicit self-esteem individuals whose self-concept was activated and who included the brand in the self reported a positive attitude change. These results offer preliminary evidence that brands, when under attack, can elicit the same defensive processes as the self under attack.

### C204

**IN PURSUIT OF EXISTENTIAL LIBERTY: DIFFERENTIAL EFFECTS OF MORTALITY SALIENCE AND DEATH REFLECTION ON DESIRES FOR FREEDOM** Philip J. Cozzolino<sup>1</sup>, Panagiotis Rentzelas<sup>1</sup>, Nick R. Cooper<sup>1</sup>, Laura E. R. Blackie<sup>1</sup>, Nicolas Geeraert<sup>1</sup>, Lawrence S. Meyers<sup>2</sup>; <sup>1</sup>University of Essex, <sup>2</sup>California State University, Sacramento – Five studies explore the liberty-seeking consequences of considering death in a specific and individuated manner, as part of a new theoretical framework derived from the dual-existential systems model (Cozzolino, 2006). The model posits that unspecific reminders of death (mortality salience; MS) focus attention on external representations of the self, such as cultural worldviews, and thereby facilitate adherence to external control; alternatively, individuated mortality reminders (death reflection; DR) focus attention internally on self-specific structures such as personal values/goals, and thereby facilitate self-direction and desires for freedom. Study 1 examined the EEG alpha-band activity of MS, DR, and control participants as numerous studies link alpha to participants directing attention internally, as opposed to externally (Cooper et al., 2003); DR participants evidenced significantly greater alpha oscillations post-manipulation, compared to MS or control participants. Studies 2 and 3 demonstrated that DR participants, across multiple contexts, were significantly more likely to choose for themselves opportunities that promised self-direction, compared to MS or controls. Study 4 revealed that this liberty-seeking effect persists over time, as DR participants evidenced a greater willingness to determine their own path in a map-based game that offered numerous opportunities to be controlled by an external source. Finally, Study 5 participants read a news story about Governmental restrictions of civil liberties in the UK; results revealed the lowest levels of support for the Governmental policies among DR participants who also revealed high levels of attachment to the ideals of freedom and democracy. Theoretical and practical implications of the results will be discussed.

### C205

**HOME PERFORMANCE IN DECISIVE CHAMPIONSHIP GAMES: AN UPDATE** Kurt A. Boniecki<sup>1</sup>, Stephen T. Phillips<sup>2</sup>, Barry R. Schlenker<sup>3</sup>; <sup>1</sup>University of Central Arkansas, <sup>2</sup>Broward College, <sup>3</sup>University of Florida – Baumeister and Steinhilber (1984) reported that professional baseball and basketball teams performed poorly at home in the decisive games of championship series (World Series, NBA Finals and Semifinals) relative to their home performance in earlier games of the series, suggesting that home teams choked under the pressure of winning the championship before a supportive audience. Schlenker, Phillips, Boniecki, and Schlenker (1995) updated and reanalyzed the data, and concluded that there was no convincing evidence for the home-choke hypothesis. Baumeister

(1995) criticized Schlenker et al.'s conclusions on the basis that home teams still only won 47% of the decisive games of the World Series (though not significantly different from the teams' home performances in early games) and that the updated World Series results did not significantly differ from those reported by Baumeister and Steinhilber. To address the criticism, we updated Schlenker et al.'s analysis and found that home teams won 52% of all decisive games and 53% of seventh games in the World Series, and that this performance did not significantly differ from the home performance in the first two games,  $ps > .25$ . Furthermore, the differences between the current results and those reported by Baumeister and Steinhilber were marginally significant,  $ps < .09$ . Including updated data from the American and National League Championships, the NBA Finals, and the NBA Semifinals, our current analysis supports the conclusions of Schlenker et al. A quarter century after Baumeister and Steinhilber, we still find no convincing evidence of the home-choke hypothesis.

### C206

**THREATENED POLITICAL IDENTITY: PERCEIVED SIMILARITY TO THE "WRONG CANDIDATE" ELICITS COGNITIVE DISSONANCE** Deborah L. Hall<sup>1</sup>, Wendy Wood<sup>2</sup>; <sup>1</sup>Duke University, <sup>2</sup>University of Southern California – Classic research in social psychology suggests that perceived similarity to a political candidate will increase the likelihood that voters come to view the candidate in a positive light. Perceived similarity may, however, be problematic when voters identify with a candidate nominated by a different political party. That is, feeling similar to the "wrong candidate" may pose a threat to one's political identity. The present research investigated whether feeling similar to an opposition party's candidate elicits feelings of cognitive dissonance. Data were collected in the month prior to the 2008 U.S. Presidential election. Registered voters watched a film clip of Democratic Presidential nominee, Barack Obama, giving a speech. Participants' electrodermal activity was recorded while they watched the speech, and perceived similarity to Obama and self-reported affect were measured immediately after the speech. As predicted, perceived similarity to Obama was dissonance-provoking for self-identified opponents of the Democratic Party. Democratic opponents who felt similar to Obama reported significantly more dissonance-related affect and showed heightened electrodermal activity during the speech compared to those who felt dissimilar to Obama. No such effect emerged for voters with more favorable feelings towards the Democratic Party. These findings indicate that group identity can be a potent source of cognitive dissonance. The implications of identifying with members of an outgroup are discussed.

### C207

**"I THOUGHT YOU WERE JAPANESE:" THE EFFECTS OF ETHNIC MISATEGORIZATION ON IDENTITY ASSERTING BEHAVIOR** Matthew Trujillo<sup>1</sup>, J. Nicole Shelton<sup>1</sup>; <sup>1</sup>Princeton University – Three studies were conducted examining the effects of ethnic miscategorization. Ethnic miscategorization is defined as the process of having one's ethnicity incorrectly categorized by another. A sample of undergraduates and adults were surveyed about the frequency of which they experience ethnic miscategorization and their affective reactions to this experience. Individuals of Latin and Asian heritage reported the highest frequency of experience and reported feelings of negative affect associated with ethnic miscategorization. Study 2 was conducted online and involved priming participants to believe that ethnic miscategorization was either prevalent or rare in society. Participants then rated their liking for products that were associated with their ethnic in-group, a similar ethnic group, or ethnically neutral products. Participants who were primed to believe that ethnic miscategorization is prevalent expressed less liking for in-group products compared to participants in the control condition. This finding was replicated in Study 3. Participants in the experimental condition in Study 3 were led to believe that an interaction partner had ethnically miscategorized them. These participants expressed less liking for both ethnic in-group and a similar ethnic group products as compared participants in the control condition. Moreover, ethnic centrality was found to

moderate this effect, with participants who experienced ethnic miscategorization expressing lesser liking for in-group and similar out-group products as they increased in ethnic centrality. Findings from the three studies indicate that the experience of ethnic miscategorization may lead to distancing behaviors from one's ethnic group and ethnic groups similar to one's own.

### C208

**INFLUENCE OF INTERPERSONAL SKILL AND COMMITMENT TO A GROUP ON IDENTITY FORMATION** Yuri Seo<sup>1</sup>, Minoru Karasawa<sup>1</sup>; <sup>1</sup>Nagoya University – On the basis of view that interpersonal relationship plays a key role in identity formation (e.g., Erikson, 1959), the present study examined how interpersonal skills and commitment to a significant in-group contribute to identity formation. Guided by Allen & Meyer (1990), the present study distinguished three facets of commitment (i. e., affective, normative, continuance) and examined how these facets of commitment influenced the level of identity formation. A total of 120 Japanese undergraduates completed a questionnaire survey. The questionnaire consisted of 40 items assessing: (a) interpersonal skills, (b) commitment to their university, and (c) identity formation. A structural equation modeling analysis revealed that the level of perceived interpersonal skills elevated the affective and normative commitment, which contributed to forming positive and stable identity. In addition, perceived interpersonal skills did not influence identity formation directly. These findings illustrate the important role of interpersonal skills identity formation, although it was not the only factor influencing identity formation. Drawing from the findings, it was concluded that regardless of the level of interpersonal skills, it may be difficult to form a positive identity without having social roles or obligations in the group. Furthermore, the level of continuance commitment to the group, which was not predicted by interpersonal skills, contributed to identity formation. This finding highlights a possibility that one might develop a positive identity just by belonging to a group even when interpersonal skills is not learned well. Strategies for effective intervention and social training for adolescents suffering diverse problems of identity are discussed.

### C209

**AUTOBIOGRAPHICAL EVENT-RELATED SELF-EVALUATIONS MEDIATE THE FADING AFFECT BIAS** Timothy D. Ritchie<sup>1</sup>, John J. Skowronski<sup>2</sup>, Constantine Sedikides<sup>3</sup>; <sup>1</sup>University of Limerick, <sup>2</sup>Northern Illinois University, <sup>3</sup>University of Southampton – The intensity of emotions associated with memory of pleasant life events fades more slowly than the intensity of emotions associated with memory of unpleasant life events. This phenomenon has been termed the Fading Affect Bias (FAB). Over the past decade, autobiographical memory research has established the reliability and validity of the FAB and its moderators; however, its mediators are unknown. We addressed this issue in five studies. In Study 1, participants (N = 81) retrospectively recalled either positive or negative autobiographical events, and then rated how pleasant or unpleasant each event felt both at occurrence and at recall. Participants also rated the extent to which each event increased self-esteem. Self-esteem partially mediated the FAB. In Study 2 (N = 64), using a within-subjects design, the extent to which each event increased a sense of meaning in life partially mediated the FAB. This finding was replicated in Study 3 (N = 39), which used a between-subjects design. In Study 4 (N = 26), the self-importance of events at the time of recall fully mediated the FAB. Finally, in Study 5 (N = 56) which used a diary-keeping method, event self-importance partially mediated the FAB, thus ruling out the possibility that previous findings are attributable to retrospection biases. Collectively, these findings illuminate the importance of event-related self-evaluations to emotional judgments about autobiographical events.

### C210

**SOCIAL DISAGREEMENT AND THE SELF: ATTITUDINALLY DIVERGENT SOCIAL NETWORKS AND SELF-CONCEPT CLARITY** Alysson E. Light<sup>1</sup>, Penny S. Visser<sup>1</sup>, Jon A. Krosnick<sup>2</sup>, Sowmya Anand<sup>3</sup>; <sup>1</sup>University of Chicago, <sup>2</sup>Stanford University, <sup>3</sup>University of Illinois – Previous research has shown that experiencing disagreement with social network members on attitude issues results in individuals holding their attitudes more weakly. The present studies expand upon these findings to investigate the effects of such social exposure to divergent attitudes on the strength and coherence of one's self beliefs, or self-concept clarity. Given the centrality of attitudes to the self, we anticipated that disagreeing with social network members would not only decrease attitude strength, but also decrease the confidence and clarity of one's self-beliefs. In Study 1, students from the University of Chicago reported their attitudes on a target issue, and also the attitudes of up to five close others. Participants who reported greater divergence between their own attitude and the attitudes of their social network members reported experiencing lower self-concept clarity. These effects were fully mediated by individuals' general confidence in their judgments. In Study 2, a nationally-representative panel survey was conducted in which participants reported their attitudes and their network members' attitudes on a target issue, responding to items assessing self-concept clarity, subjective well-being, and perceived stress. Individuals whose attitudes differed more from their network members' reported lower subjective well-being and higher perceived stress. These effects were fully mediated by self-concept clarity. These results suggest that being embedded in social networks that reflect a diversity of attitudes has effects not only on attitude strength, but also on the structure of the self-concept and psychological well-being.

### C211

**EXPANDING BICULTURALISM: THE IMPACT OF CULTURAL IDENTITY AND EXPERIENCE ON SELF-COMPLEXITY** Kelly A. Hirsch<sup>1</sup>, Kristy K. Dean<sup>2</sup>; <sup>1</sup>California State University, San Bernardino, <sup>2</sup>Grand Valley State University – Greater self-complexity – the degree to which the self-concept is comprised of many, non-redundant self-aspects – has been associated with better social and physical functioning (e.g., Linville, 1985). Prior research (Hong, Morris, Chiu, & Benet-Martinez, 2000) evidences cognitive benefits (e.g., frame-switching) as a result of identification with two cultures (i.e., biculturalism), suggesting that biculturals may display greater self-complexity than monoculturals. Alternatively, individuals that identify with the ethnic group only (i.e. separation) or the dominant culture only (i.e., assimilation) may have developed more complex self-concepts due to the conflict of living in a society that does not encourage these acculturation strategies (Berry, 2001). The current study is the first to examine cultural differences in self-complexity and their underlying mechanisms. Ninety self-identified bicultural Hispanic-Americans and monocultural White participants completed a trait-sorting task (e.g., Linville, 1985) and a questionnaire assessing cultural identity and experience (Chung, Kim, & Abreu, 2004). The latter hypothesis was supported. Individuals, regardless of ethnicity, demonstrated greater self-complexity when they identified less with American culture and more with Hispanic culture (i.e., separation), or when they identified more with American culture and less with Hispanic culture (i.e., separation),  $\beta = -.23$ ,  $t(86) = -2.16$ ,  $p = .03$ . Similar findings emerged when cultural experience was examined,  $\beta = -.23$ ,  $t(86) = -2.22$ ,  $p = .03$ . Discussion will center on implications for social and physical functioning and future directions for experimental research on biculturalism.

### C212

**THE EMBODIED SELF: STEREOTYPIC MOVEMENTS CHANGE THE SELF** Nikki Harleen Mann<sup>1</sup>, Kyle Nash<sup>1</sup>, Kerry Kawakami<sup>1</sup>, Curtis Phillips<sup>1</sup>; <sup>1</sup>York University – A growing body of research has investigated effects related to the embodiment of cognitions (Niedenthal, 2007). Two studies tested the hypothesis that sensation and movement could also impact the way we perceive a particularly important concept: the Self. Participants were made to unobtrusively move in ways stereotypic of overweight people

or strong people. In Study 1, participants were randomly assigned to one of three conditions; i) an overweight-movement condition, ii) a no-movement control condition, iii) a free-movement condition. In Study 2, we replaced the third condition with a strong-movement condition. In both studies, participants then completed body silhouette questionnaires and self/other implicit association tests (IATs) related to weight and strength. Results demonstrated that overweight movements caused people to choose more overweight body silhouettes and to associate themselves with the concept of overweight, whereas strong movements caused people to choose stronger body silhouettes and to associate themselves with the concept of strong. We conclude that, consistent with theories of embodied cognition, there is a close relationship between bodily feedback and cognitions – including cognitions of the self.

### C213

#### THE ROLE OF PLACES IN SUBJECTIVE IDENTITY CONTINUITY Mhairi

**Bowe<sup>1</sup>, Fabio Sani<sup>1</sup>; <sup>1</sup>University of Dundee** – Subjective continuity is a critical feature of personal identity but recent research has shown that other identity elements, such as social groups, can be sources of perceived identity continuity (Sani et al., 2007, 2008). Environmental Psychology suggests places also provide a sense of self-continuity by offering a link to personal past and perceptions of self-congruency (Twigger-Ross & Uzzell, 1996). However, unlike the social psychological studies it neglects to acknowledge their role in providing a sense of connection with the future. In Study 1, twenty interviews were conducted to reveal the nature of place-related identity continuity (PIC) and explore its psychological functions. Thematic analyses suggested that most participants experience a strong attachment to at least one significant place and that these places do indeed fulfil a need for subjective self-continuity. Crucially, this is achieved through the provision of a link to personal and social past, and by allowing the projection of these identities into the future. Study 2 (N=274), provided quantitative evidence of this multi-dimensional nature of PIC and investigated the consequences of experiencing an ongoing relationship with significant places such as one's home, town or city. Results showed that PIC has a positive impact upon place attachment and that this relationship is mediated by place identity strength. These studies demonstrate the significance of a sense of continuity as a feature of relationships with places, suggesting the importance of maintaining stable place identifications under diverse social conditions such as immigration or urban redevelopment, and during periods of conflict or natural disaster.

### C214

#### EXAMINING THE RELATIONSHIP AMONG IDENTIFICATION, WORLD VIEWS, AND ACCEPTANCE IN A MINORITY SAMPLE Lucia Guillory<sup>1</sup>, Brian Lowery<sup>2</sup>; <sup>1</sup>Academy of Management, <sup>2</sup>Academy of Management, Society of Experimental Social Psychology, Society for the Psychological Study of Social Issues

– In the present study we use an African American sample to examine the relationship among prejudice, minority group identification and the endorsement of status legitimizing worldviews (SLWs e.g. the belief that American society is fair). Our study was geared toward discovering how identification and worldviews would influence the way minorities were perceived by members of their in-group. We showed African American participants the fabricated personal profile of an in-group member. We varied the person in the profile's identification level and degree of SLW endorsement and asked participants to evaluate the individual in the profile on various dimensions of liking and make predictions about how they might interact with the person if they were to meet him. We found an interaction between identification and worldviews such that the more minorities accepted the idea that American society is fair and identified with African American culture the more African American participants liked and accepted these individuals. The less the subject accepted the idea that American society is fair and identified with African American culture the less African American participants like and accepted the individual. We also found that the more

educated a minority participant is, the more positively he or she feels toward other minority group members who accept the idea that American society is fair.

### C215

#### PROTECTING THE SELF THROUGH CONSUMPTION: STATUS GOODS AS AFFIRMATIONAL COMMODITIES Nathan Pettit<sup>1</sup>, Niro Sivanathan<sup>2</sup>;

<sup>1</sup>Cornell University, <sup>2</sup>London Business School – Individuals conspicuously consume to signal their wealth. As a variant to this economic explanation, three experiments explored individual's psychological need for self-integrity as a potential motivating force for these consumption decisions. Employing multiple instantiations of high-status goods and self-threat, three studies demonstrated that individuals consume these status-infused products for their reparative effects on the ego. Individuals under self-threat sought ownership of high status goods to nurse their psychological wounds (Experiment 1), and when afforded an alternate route to repair their self-integrity, sought these products less (Experiment 2). Furthermore, high-status goods act as a shield to protect an individual's ego from future self-threats (Experiment 3). The compensatory role of high-status goods have important implications for consumer decision-making and public policies aimed at reducing consumer debt.

### C216

#### THE MULTICULTURAL IDENTITY INTEGRATION SCALE: A VALIDATION STUDY Maya A. Yampolsky<sup>1</sup>, Catherine E. Amiot<sup>1</sup>, Roxane De la Sablonniere<sup>2</sup>; <sup>1</sup>Universite de Quebec a Montreal (UQAM), <sup>2</sup>University of Montreal (UdeM)

– Having more than one cultural identity necessitates the cognitive management of these identities within one's general sense of self. According to the Multiple Social Identity Integration Model (MSIIM; Amiot et al., 2007), there are different stages of identity organization: categorization, where people identify with one cultural identity over all others; compartmentalization, where individuals maintain multiple, separate identities within the self; and integration, where people interconnect their multiple cultural identities. Study 1: Interviews were conducted to explore the identity configuration of multicultural individuals and to account for the antecedents of their identity organization. Participants (N=10) constructed cultural identity narratives, and questions were asked in relation to each strategy posited in the MSIIM. MSIIM strategies were reflected in participants' experiences, with 5 reporting compartmentalization strategies and 5 reporting integration strategies. Frequency analyses revealed that, in comparison to participants who compartmentalized their multiple cultural identities, participants who integrated their cultural identities experienced less discrimination and reported greater linguistic competence and social support within their cultural groups. Study 2: The reliability and validity of the Multicultural Identity Integration Scale (MIIS) was tested. Participants (N=73) were administered the MIIS, along with previously validated measures of cultural identity compatibility. EFA analyses provided preliminary partial support for the subfactorial structures of categorization, compartmentalization, and integration. Sufficient convergence and divergence from existing measures was found, with significant, moderate, positive correlations with bicultural identity integration (Benet-Martinez & Haritatos, 2005), and significant, negative, moderate correlations with cultural chameleonism (Downie & Koestner, 2005). Implications for future research will be discussed.

### C217

#### THREAT OR CRITICISM: WHAT MOTIVATES GROUP IDENTIFICATION Zachary Hohman<sup>1</sup>, Robert Blagg<sup>1</sup>, Michael Hogg<sup>1</sup>; <sup>1</sup>Claremont Graduate University

– Past research indicates that criticism evokes more defensive reactions when it comes from an outgroup member than when they it is attributed to an in-group member (Hornsey & Imani, 2004). However, few studies have focused on reactions to threats from an outgroup member or the relationship between threat and criticism. The current work seeks to elucidate the relationship between threat and criticism on group identification and support for the group's ideological beliefs. Participants were randomly assigned to a condition in which they read a pas-

sage of an Internet blog ostensibly written by a person from a country outside the United States. The blog either contained neutral language about America (control condition), a criticism of America (high criticism, no threat condition), a threat towards America (high threat, no criticism condition), or both a criticism and threat towards America (high criticism, high threat condition). Participants then answered questions measuring their strength of identification with America and support for militaristic foreign policies. As expected, participants identified stronger with America under high rather than low criticism. This effect was qualified by a significant interaction with threat – identification was strongest in the criticism and no threat condition. Further, participants had the strongest support for military policies under the high threat and high criticism condition. Overall, the findings suggest that when people's groups are threatened and criticized they not only identify stronger with their group but also demonstrate more support for group-based policies and ideologies.

### C218

**WHEN PRAISE FALLS ON DEAF EARS: IS THE HEDONIC IMPACT OF A COMPLIMENT MUTED WHEN IT MATTERS MOST?** Shana Cole<sup>1</sup>, Emily Balcetis<sup>1</sup>; <sup>1</sup>New York University – When do the nice things people say to us fall on deaf ears? In what may be an unfortunate paradox, compliments often feel least good when they come from those people most likely to offer them. In early studies, we found that compliments from loved ones were less emotionally impactful than compliments from strangers, but only in some domains. In other domains, compliments felt equally good no matter who they came from. In the present study, we proposed that source differences emerge when the praise is about something important to a person, but not when it refers to something unimportant. We chose two groups of people for whom a particular domain varied in importance: casual bowlers and league bowlers. The bowlers imagined being complimented on their bowling game by a friend, stranger, or their mom, and indicated what their mood and self-confidence would be like. League bowlers anticipated experiencing less positive emotional consequences when the compliment came from their mom than when it came from friends or strangers. For casual bowlers, however, compliments felt equally good coming from moms as they did from strangers. This research suggests that in important domains when we most care about how well we're doing, the people who are most likely to say things to make us feel good are the least likely to actually be effective at doing so. We discuss the results as evidence of a desire for accurate feedback and underscore their importance in understanding how people process positive social feedback.

### C219

**BE HERE NOW (AND THERE, AND THEN): SELF-CONTINUITY INDUCED BY OPTICAL-ACOUSTIC STIMULATION** Christopher Burris<sup>1</sup>, Mellissa Howard<sup>1</sup>; <sup>1</sup>St. Jerome's University – The phenomenological intransigence of consciousness (PI), as manifest by the inability to imagine one's non-existence as a conscious being, may be one source of motivation to secure a sense of self-continuity by identifying with entities, such as social groups, that transcend one's individual physical existence. The PI experience itself may be difficult to apprehend directly amidst the sensory capture of everyday life, however. Thus, in an on-line pretest session, 40 participants first completed an 11-item PI measure that included items referring to an experiential sense that one has always, and will always, exist. Then, in a separate lab session at least one day later, experimental condition participants completed a 25-minute "Deep Tranquility" session (predominant frequency from 4-8 Hz) with a Mindplace Sirius optical-acoustic brain wave stimulator, followed by a second administration of the PI scale and self-report ratings concerning their experience during the brain session. In the control condition, the order of the Mindplace session and the PI scale was reversed. In the experimental but not the control condition, increases in PI were associated with participants' self-reports of "floating," of "thoughts quieting down," and of being able to "hear themselves think," and with a greater reported desire to "anchor" oneself to one's social groups. Thus, at least for some, social identifica-

tion may be one manifestation of the motivation to seek "evidence" that is consonant with one's experience of the individual self as transcending the limits of life in a physical body.

## Self-Regulation

### C220

**EXPOSURE TO ALCOHOL CUES LEADS TO SUBSEQUENT SOCIAL DISINHIBITION** Nicholas Freeman<sup>1</sup>, Ron Friedman<sup>1</sup>, Bruce Bartholow<sup>2</sup>, Elga Wulfert<sup>1</sup>; <sup>1</sup>University at Albany, SUNY, <sup>2</sup>University of Missouri-Columbia – Previous research has illustrated that even in the absence of actual or placebo consumption, exposure to rudimentary alcohol cues (i.e., priming) can influence subsequent non-consumptive behavior. In the current investigation, we extended this line of research to the social disinhibition domain by examining whether mere exposure to alcohol-related cues can lead individuals to subsequently act in a disinhibited manner. In three similar experiments, after initial exposure to either alcohol or control stimuli, participants completed an ostensibly unrelated free-association task that required them to type the first word that came to their mind upon seeing a stimulus word. A subset of the words were provocative (e.g., feces, penis), which we reasoned would elicit slower (i.e., more inhibited) responses from participants concerned with saying something embarrassing, and/or faster responses from those who were relatively disinhibited. In all three studies, participants primed with alcohol responded significantly faster to the provocative words than control participants, an indication that they were less socially inhibited. Further, these effects were only found under conditions of evaluative pressure (i.e., with an experimenter present), suggesting that they can not be attributed to cognitive associations between alcohol concepts and the provocative words. These results may have important practical implications for understanding and predicting disinhibited behavior, particularly given the ubiquity of alcohol-related stimuli (e.g., advertisements) in our daily environment. Further, by using an implicit dependent measure as opposed to self-report, the current findings provide the strongest evidence to date that alcohol priming effects are not an artifact of experimental demand.

### C221

**TOO WEAK TO RESIST: THE INFLUENCE OF SELF-REGULATION ON INFIDELITY** Natalie Ciarocco<sup>1</sup>, Jessica Echevarria<sup>1</sup>, Gary Lewandowski<sup>1</sup>; <sup>1</sup>Monmouth University – Infidelity is a common part of romantic relationships. Relationship infidelity is the leading cause of marriage dissolution and 60-75% percent of college students in serious romantic relationships admit to engaging in infidelity during their relationships (Barta & Klein, 2005). Given the frequent occurrence of infidelity, the potential factors that impact the likelihood of infidelity are important to identify. One potential explanation for infidelity is weakened self-control. According to Baumeister and Heatherton (1996), self-control is a limited resource. When the environment demands self-regulation, self-control weakens like a fatigued muscle, hindering one's ability to regulate on subsequent activities requiring self-control. Based on this model, the current research investigates whether failures in self-control are a partial explanation for infidelity. Thirty-two college students in exclusive romantic relationships interacted through a private chat room with an opposite-sex confederate. The interaction was a "getting acquainted" type of activity where the confederate purposefully showed romantic interest toward the participant. Prior to this interaction, half the participants were depleted of self-control by resisting a tempting food (freshly baked chocolate chip cookies). As predicted, behavioral measures indicated that depleted levels of self-regulation increased the likelihood of infidelity. Specifically, depleted participants were significantly more likely to both accept a coffee date from and supply a personal telephone number to the confederate. While behavioral measures indicated intent to cheat, self-reports of infidelity likelihood did not differ by condition. This suggests that weakened self-control is one potential cause for the levels of infidelity occurring in romantic partnerships today.

**C222****THE INFLUENCE OF SELF-PRESENTATION AND ACCURACY GOALS ON THE RELATIONSHIP BETWEEN CAUSAL UNCERTAINTY AND SELF-REGULATION**

Jennifer Passey<sup>1</sup>, Jill A. Jacobson<sup>2</sup>; <sup>1</sup>University of Alberta, <sup>2</sup>Queen's University – Greater causal uncertainty (i.e., confidence about one's ability to understand social events; Weary & Edwards, 1994) is associated with enhanced self-regulation performance following a social interaction (Jacobson et al., 2006). The current set of studies investigated two potential explanations for this relationship. Perhaps high causally uncertain people, who also are more likely to be socially rejected (Passey, 2006), have come to believe that engaging in effortful self-presentation during social interactions is fruitless. Alternatively, high causally uncertain people, who engage in more vigilant processing of social information, may fail to self-regulate their own behavior during the social interaction because they are instead focused on creating an accurate impression of their interaction partner. If high causally uncertain people engage in less self-presentation and/or are more focused on accuracy during social interactions, they may be less depleted by such activities, leaving more resources available for a subsequent self-regulation assessment. To test these explanations, we manipulated participants' goals for self-presentation (Study 1; N = 88) or their goals for accuracy (Study 2; N = 112) before a social interaction. In Study 1, higher causal uncertainty was again associated with better self-regulation performance, but self-presentation goals did not moderate this relationship. In Study 2, high causally uncertain participants' self-regulation performance was consistent regardless of goals for accuracy; whereas for low causally uncertain participants, self-regulation performance improved with instructions to create accurate impressions of their partner. These results, however, were obtained only for participants with lower self-esteem; no self-regulation differences were observed for higher self-esteem participants.

**C223****EFFECTS OF EGO DEPLETION ON MOTIVATION AND ATTENTION**

Raymond N. Serra<sup>1</sup>, Brandon J. Schmeichel<sup>1</sup>; <sup>1</sup>Texas A&M University – Self-control appears to rely on a limited and depletable resource. The self-control resource has been linked to the performance of a variety of tasks requiring executive control, including tests of working memory and response inhibition. The present investigation examined the effects of a depleted resource for self-control (i.e., ego depletion) on more basic motivational states and attentional processes. Experiment 1 tested the hypothesis that ego depletion increases self-reported approach motivation. Experiment 2 hypothesized that ego depletion alters attentional breadth (local versus global). Both experiments used a writing task to manipulate depletion (borrowed from Schmeichel, 2007). In the no depletion condition, participants wrote about a recent trip they had taken. In the depletion condition, participants wrote about a recent trip but were prohibited from using two common letters while writing. Experiment 1 found that participants in the depletion condition reported higher approach motivation, as measured by the BAS subscale of Carver and White's (1994) behavioral inhibition and activation (BIS/BAS) scales. (BIS scores were unaffected.) In Experiment 2, participants in the depletion condition showed an increase in global attentional focus as measured by a standard local/global task developed by Kimchi and Palmer (1982). Moreover, individual differences in BAS interacted with the depletion manipulation such that higher BAS predicted more global attentional focus under depletion. Together, the results of these experiments link ego depletion to increased approach motivation and to a global attentional bias, suggesting that depleted individuals scan the environment in an approach-motivated mindset, as though they are seeking opportunity for reward.

**C224****INDIVIDUAL DIFFERENCES AND SELF-REGULATORY FATIGUE; THE CASE OF OPTIMISM AND CONSCIENTIOUSNESS**

Lise Solberg Nes<sup>1,2</sup>, Charles R. Carlson<sup>1</sup>, Leslie J. Crofford<sup>1</sup>, Reny De Leeuw<sup>1</sup>, John Wilson<sup>1</sup>, Suzanne C. Segerstrom<sup>1</sup>; <sup>1</sup>University of Kentucky, <sup>2</sup>Mayo Clinic – Ability to self-regulate is an essential component of the human self. Research indicates that capacity to self-regulate varies, however, and self-regulatory strength appears to be a limited source that can be depleted or fatigued. People vary in the way they approach and cope with situations, and individual differences could potentially impact ability to self-regulate. Dispositional optimism and conscientiousness have for example been associated with engagement and persistence aimed at achieving goals and overcoming challenges, potential indicators of self-regulatory strength. Research on the impact of individual differences on self-regulatory capacity is scarce at this point, and the current study sought to examine whether personality factors such as optimism and conscientiousness can buffer self-regulatory fatigue. Participants (N = 100) were randomly assigned to either a high or low self-regulation task, followed by a persistence (anagram) task. Supporting previous research, higher dispositional optimism predicted longer persistence (p = .04), and there was also a trend towards the same effect for conscientiousness (p = .08). The optimism by self-regulation interaction was significant (p = .01), but took on a different form than expected. Rather than persisting despite self-regulatory fatigue, optimists persisted longer only when they did not experience self-regulatory fatigue. There was also a trend towards a similar conscientiousness by self-regulation interaction (p = .06). These results suggest that the well-established positive impact of optimism and conscientiousness on engagement and persistence may be diminished or reversed in the presence of self-regulatory fatigue, adding an important new chapter to the self-regulation, and personality, literature.

**C225****THE COGNITIVE BENEFITS OF SHAKING ONE'S HEAD**

Severine Koch<sup>1</sup>, Rob W. Holland<sup>1</sup>, Ad van Knippenberg<sup>1</sup>; <sup>1</sup>Radboud University Nijmegen – The current research investigated the cognitive benefits of head shaking compared to nodding, based on the underlying assumption that head shaking is strongly associated with situations of disagreement that require greater cognitive effort. Research in the domain of embodiment has shown that performing an action may in itself activate the psychological states and processes associated with it. Clearly, disagreeing on an issue habitually requires further elaboration, whereas agreement renders further clarification superfluous. In two studies, we tested the hypothesis that head shaking mobilizes the extra cognitive resources that are generally required under conditions of disagreement. Overt head movements were induced unobtrusively beforehand, and cognitive functioning was gauged by means of two cognitive tasks tapping into different aspects of cognitive control. Study 1 examined the effects of head movements on a task switching paradigm that measures the cognitive ability to switch focused attention. In Study 2, a Stroop color naming task was administered. In both studies head shaking significantly enhanced performance compared to head nodding. These findings contribute to the embodiment literature by highlighting the regulatory function of motor actions that usually coincide with specific situational processing demands. Presumably due to its associative links with contexts that habitually require more cognitive resources, head shaking seems to enhance cognitive control relative to head nodding, even outside an actual disagreement context.

**C226****WHEN INTENTIONS FAIL: AMBIGUOUS EXCLUSION INCREASES STIGMA-REINFORCING EATING BEHAVIOURS AMONG WOMEN WITH WEIGHT CONCERNS**

Paula Brochu<sup>1</sup>, Donna Garcia<sup>2</sup>, Heather Smith<sup>1</sup>, Victoria Esses<sup>1</sup>; <sup>1</sup>University of Western Ontario, <sup>2</sup>University of Guelph – An emerging body of research suggests that the awareness of stigma can lead stigmatized individuals to engage in self-defeating, stigma-reinforcing behaviors. This study investigated whether ambiguous exclusion may,

ironically, increase self-defeating eating behaviors among highly weight-focused individuals. Participants were 44 women registered in an introductory psychology course at the University of Western Ontario who first completed the Dietary Restraint Scale in an online mass testing session. Upon arrival at the laboratory, participants engaged in a computerized game of catch (Cyberball) with two thin, female confederates. In the game, participants were randomly assigned to be blatantly excluded (receive 2 of 30 throws), ambiguously excluded (receive 6 of 30 throws), or included (receive 10 of 30 throws). After the game, participants completed a cookie taste and rate task, with the weight of cookies consumed serving as a measure of self-regulation. Results revealed a significant interaction between dietary restraint and exclusion condition. As dietary restraint increased, ambiguously excluded participants consumed a greater quantity of cookies. In contrast, dietary restraint was unrelated to cookie consumption in the blatant exclusion and inclusion conditions. These results demonstrate that not all forms of exclusion have the same consequences, as only ambiguous exclusion increased stigma-reinforcing eating behaviors among those with weight concerns. Implications for understanding the behavioral consequences of ambiguous weight discrimination are discussed.

### C227

#### MOOD AS A RESOURCE IN FEEDBACK-SEEKING: THE ROLE OF SELF-REGULATORY FUNCTIONS OF POSITIVE MOOD Tomoe Tanaka<sup>1</sup>, Masayuki Harashima<sup>2</sup>; <sup>1</sup>Showa Women's University, <sup>2</sup>Chiba University

Previous researches show that positive mood induced by personal experience may enable people to have interest in negative feedback (Trope & Neter, 1994), and process negative self-relevant information (Raghunathan & Trope, 2002). In the present research, we specifically examined the possibility that mood induced by a task irrelevant to personal experience can have same effects in feedback-seeking. For this purpose, mood (positive or negative) and the self-relevance of feedback (low or high) were independently manipulated. We hypothesized that positive mood participants would pay attention to negative feedback more than negative mood participants, but this effect would be weaker in low relevance condition. The experiment consisted of three parts. First, participants took a personality test on the Web which was introduced as the test for undergraduates (high relevance) or elderly (low relevance). Next, they watched either positive or negative mood inducing video clips as part of an unrelated experiment. Finally, participants received the results of the personality test. On the computer screen, there were 5 boxes labeled "Virtues" and 5 boxes labeled "Weaknesses", and participants could read each feedback by clicking these boxes. The number of times they clicked these boxes, the latency they read each feedback, and the value ratings of feedback were measured. Consistent with the predictions, only in the high relevance condition, positive mood participants clicked more negative boxes, read negative feedback longer, and rated negative feedback more valuable than negative mood participants. These findings demonstrate the self-regulatory functions of positive mood when people face self-relevant information.

### C228

#### MINDFULNESS FOSTERS STRESS RESISTANCE: EVIDENCE FROM THE TRIER SOCIAL STRESS TASK Melissa Holt<sup>1</sup>, Kirk W. Brown<sup>1</sup>; <sup>1</sup>Virginia Commonwealth University

Mindfulness – a receptive attentiveness to present events and experience – has been associated with numerous indicators of psychological well-being and preliminary evidence suggests that mindfulness promotes more adaptive emotion regulation (Brown, Ryan, & Creswell, 2007). To better understand the emotion regulatory potential of a mindful disposition, we examined whether it predicts stress resistance in a controlled laboratory context using a well-validated social evaluative threat paradigm, the Trier Social Stress Task (TSST; Kirschbaum et al., 1993). In the TSST, participants perform speech and arithmetic tasks before a panel of critical evaluators. Emotional responses to the TSST were measured at pre-TSST baseline and at 4 times post-TSST using both self-reported negative affect and endocrine (cortisol) indicators. In Study 1, 44 college students completed a trait

mindfulness measure and were randomly assigned to complete the TSST or a control task. TSST participants higher in mindfulness showed lower emotional responses (e.g., lower salivary cortisol levels) at 4 times post-task – soon after the tasks (reactivity) and at 3 recovery points. There was no relation of mindfulness to emotion responses in the control condition. In Study 2, 66 healthy adults completed two trait mindfulness measures and completed the TSST. Both mindfulness measures again predicted reduced emotional responses to the TSST. These findings provide evidence that more mindful individuals show reduced reactivity to, and quicker recovery from, social stress. Together with past research, the results support theory on the emotion regulatory potential of mindfulness, and suggest one means by which this quality conduces to higher psychological well-being.

### C229

#### SELF-CONCEALMENT AND SELF-CONTROL Ahmet Uysal<sup>1</sup>, Helen Lin<sup>1</sup>, C. Raymond Knee<sup>1</sup>; <sup>1</sup>University of Houston

Self-concealment is the tendency to conceal distressing or negative personal information from others (Larson & Chastain, 1990). Past research has shown that self-concealment is negatively associated with self-control. Researchers have suggested that keeping secrets depletes regulatory resources and results in low self-control. However, the associations among these three variables have not been tested yet. In the present study, we investigated the relationship between self-concealment, self-control, and a regulatory resource (operationalized as subjective vitality). Students from undergraduate psychology classes (N = 180) completed the self-concealment scale, self-control scale, and subjective vitality scale. Participants' ages ranged from 18 to 59 (M = 23.89, SD = 6.83). Self-concealment was negatively associated with both self-control (r = -.34, p < .001) and vitality (r = -.49, p < .001). Furthermore, we hypothesized that self-concealment would predict lower self-control only for individuals who do not have sufficient regulatory resources (i.e., low vitality). A significant interaction effect was found; however, the findings were in the opposite direction. Simple slope analyses indicated that self-concealment was negatively associated with self-control for high-vitality individuals ( $\beta = -.49, p < .001$ ), whereas it was not associated with self-control for low-vitality individuals ( $\beta = -.15, ns$ ).

### C230

#### REGULATORY FOCUS AND PREDICTIONS OF TASK COMPLETION TIMES: DIFFERENT SENSITIVITY TO A TIME LIMIT Yuka Ozaki<sup>1</sup>, Osamu Higuchi<sup>2</sup>; <sup>1</sup>Tokai University, <sup>2</sup>Hitotsubashi University

This study examined the effect of regulatory focus on people's predictions of task completion times. Participants estimated how long it would take them to complete an academic task (i.e., writing a mid-term report). In the near future condition, the deadline of the task was in two weeks, while in the far future condition it was thirteen weeks ahead. We hypothesized that people in prevention focus should perceive the deadline as a risk factor and change their achievement plan accordingly: (a) if the deadline is approaching, they plan to finish the task quickly so as not to exceed the time limit, (b) if the deadline is far ahead, they plan to spend much time to carefully complete the task without mistakes. Meanwhile, we hypothesized that when people are promotion-focused, they should be comparatively indifferent to the deadline as a potential risk factor, and predict their task completion time with little concern to the time limit. Results supported the hypotheses and the prevention-focused participants planned to spend less time on the task than the promotion-focused participants in the near future condition, and vice versa in the far future condition. Time resource management strategies concerning regulatory focus and perception of time limit is discussed.

### C231

#### ACADEMIC GOAL ATTAINMENT: THE INFLUENCES OF HOPE AND SELF-CONTROL Chloe A. Nicksic<sup>1</sup>, Kevin L. Rand<sup>1</sup>, Courtney B. Johnson<sup>1</sup>; <sup>1</sup>Indiana University-Purdue University Indianapolis

Although hope and optimism have been linked to adaptive self-regulation, their relative contributions and mechanisms of action in goal pursuits remain unclear.

The goal of this study was to examine these personality traits and two potential mechanisms of action (self-control and executive functioning) in the context of academic goal pursuits. A total of 69 undergraduate students participated in this laboratory study. Upon arrival to the lab, participants completed self-report measures of trait hope, optimism, neuroticism, and demographic information. Subsequently, an experimenter administered tests to measure verbal intelligence (i.e., WASI Vocabulary subtest) and executive functioning (i.e., Wisconsin Card Sorting Test; WCST). Finally, self-control was assessed by timing how long participants could squeeze a hand-grip. Semester GPAs for study participants were obtained from the registrar. A hierarchical multiple regression was conducted with end-of-semester GPA as the dependent variable. Participants' gender, high school GPA, and verbal intelligence scores were entered in the first step. Hand-grip time and number of categories completed on the WCST were entered in the second step. Hope, optimism, and neuroticism were entered in the third step. Greater self-control predicted higher end-of-semester GPA ( $\beta = .28$ ), but executive functioning did not. Additionally, higher hope predicted higher end-of-semester GPA ( $\beta = .28$ ), whereas optimism and neuroticism did not. These results suggest that hope, but not optimism or neuroticism, is an important personality trait in the context of academic goals. Although self-control does not mediate the relationship between hope and academic goal achievement, it is an important predictor in its own right.

### C232

#### **EGO DEPLETION IN TEST SITUATIONS: SELF-CONTROL STRENGTH AS MODERATOR OF THE RELATIONSHIP BETWEEN ANXIETY AND COGNITIVE PERFORMANCE**

Alex Bertrams<sup>1</sup>, Christoph Englert<sup>1</sup>, Oliver Dickhäuser<sup>1</sup>; <sup>1</sup>University of Mannheim, Mannheim, Germany – As meta-analyses show, the assumable inverse relationship between anxiety and cognitive performance is unexpectedly low. Moreover, the evidence is inconsistent: Some studies revealed either no or more puzzling, a positive relationship between anxiety and cognitive performance, indicating additional variables may be moderating this relationship. We examined whether the present level of self-control strength is such a moderator variable. We assumed that anxious people with depleted self-control strength are unable to deliberately direct their attention away from distracting worries about their achievement, resulting in weak cognitive performance. However, anxious people whose self-control strength is not depleted should be able to direct their attention actively to the cognitive task at hand and away from distracting worries. Therefore, the latter are supposed to not experience decrements in cognitive performance, and might even experience an increase in performance since motivational processes related to anxiety might have an impact. In a laboratory experiment, participants' ( $N = 96$ ) self-control strength was either depleted or not, using a writing task. Afterwards, participants' current anxiety level was assessed using the State-Trait Anxiety Inventory. Finally, we measured cognitive performance by the number of mentally solved math problems (e.g.,  $773 \times 2$ ). Multiple regression analysis revealed the expected interaction: For depleted participants, there was an inverse relation between anxiety and cognitive performance while for non-depleted participants, there was a positive relation between anxiety and cognitive performance. The results suggest that ways to overcome self-control depletion that have been identified by research may help to avoid anxiety-related performance decrements.

### C233

#### **INVESTIGATING SELF-REGULATORY FATIGUE USING THE FRAMEWORK OF THE BIOPSYCHOSOCIAL MODEL**

Debra P. Bunyan<sup>1</sup>, Jayne E. Hurst<sup>1</sup>, Jim J. Blascovich<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara – Study 1 investigates self-regulatory fatigue in the context of the biopsychosocial model. The biopsychosocial model posits that motivational states result from resource and demand evaluations. The motivational states of challenge and threat can be distinguished by patterns of cardiovascular reactivity. Because self-regulatory fatigue is said to occur when a person's resources have been depleted and, thus, can no longer meet the demands of the situation, we argue the biopsychosocial model is an important empirical

framework for furthering our understanding of self-regulatory fatigue. We hypothesized that individuals experiencing self-regulatory fatigue would exhibit a cardiovascular pattern consistent with threat, whereas, those individuals who did not experience self-regulatory fatigue would demonstrate a cardiovascular pattern consistent with challenge. Our hypothesis was supported, such that, participants who were asked to tell a story without using words that begin with the letters t or w demonstrate the physiological response associated with threat while persisting on a subsequent anagram task while those who were asked to tell a story without restrictions demonstrate the physiological pattern consistent with challenge. Implications for the mechanism of self-regulatory fatigue are discussed. Study 2 furthered this investigation by adding a second baseline between tasks. Results demonstrate the mechanism of self-regulatory fatigue, such that, the actual ratio of resources and demands can be observed during an initial depleting task versus the task in which participants fail to self-regulate. Preliminary analysis shows that participants do demonstrate a lack of resources during the initial task, as well as the subsequent activity. Theoretical implications are discussed.

### C234

#### **LITTLE COFFEE SHOP OF HORRORS: REMINDERS OF DEATH INCREASE PREFERENCE FOR RISKY OPTIONS**

Leah E. James<sup>1</sup>, Daphna Oyserman; <sup>1</sup>University of Michigan – Terror management theory suggests that reminders of one's own mortality ("mortality salience") invite efforts toward self preservation. Paradoxically, existing work shows that mortality salience primes in the laboratory can increase intention to take risks in some individuals, specifically those for whom risk-taking is central to self-esteem and those with an external locus of control (Ben-Ari, Florian, & Mikulincer, 1999; Miller & Mulligan, 2002). However, little is known about how reminders about the possibility of death affect momentary behavior urges in real world contexts. In the current study, college-age adults waiting in line at a coffee shop were exposed to a staged conversation about the death of another young person in a car accident. They were then approached by a confederate who administered a survey about what one desires in their coffee shop experience. Participants who overheard the death conversation reported less interest in coffee shops with quiet study space and organized social activities, and marginally more support for the sale of alcohol and cigarettes in coffee shops than control group participants who were not exposed to a conversation. Results suggest that reminders of death similar to those encountered on a daily basis can momentarily reduce interest in future-focused behaviors like studying and heighten interest in potentially self-destructive behaviors such as substance use. Further, these effects may apply to a broader population than that suggested by previous work.

### C235

#### **HOW DO WE TRULY FORGIVE OURSELVES?**

Kyli Hedrick<sup>1</sup>, Michael Wenzel<sup>1</sup>; <sup>1</sup>Flinders University, Adelaide, Australia – Recent attempts to study self-forgiveness have been unable to capture genuine self-forgiveness where offenders accept responsibility for their wrongdoing while they overcome self-punitive tendencies and restore a positive view of themselves. Research has typically measured self-forgiveness solely via the outcome of positive self-regard, which is commonly negatively related to acceptance of responsibility, remorse or guilt. Previous studies thus seem to confound self-forgiveness with a downplaying of the incident. Instead of a mere focus on the outcome, we need to consider the process through which offenders restore their self-regard. For genuine self-forgiveness this involves the severance of the negative link between responsibility acceptance and positive self-regard. Crucial in this process, we argue, is the reaffirmation of the violated values, which conciliatory behaviours such as confessions facilitate. In a role-play study ( $N = 90$ ) it was experimentally manipulated whether participants confessed their wrongdoing to the victim or not. While responsibility acceptance was strongly negatively related to reported self-forgiveness (i.e., self-regard), this relationship was tempered when participants confessed their wrongdoing to the victim. The offender's reaffirmation of values showed a parallel moderation that accounted for this effect: when

offenders reaffirmed the violated values the negative relationship between responsibility acceptance and self-reported forgiveness (i.e., positive self-regard) was mitigated. Value reaffirmation appeared to be the key ingredient of confession and essential to the process of genuine self-forgiveness, allowing offenders to accept responsibility without this having deleterious consequences for their own self-regard.

### C236

**CONTINGENCIES OF SELF-WORTH AND EGO-DEPLETION** Miranda Farley<sup>1</sup>, Salena Schapp, Amara Brook, Jennifer Crocker<sup>2</sup>; <sup>1</sup>Santa Clara University, <sup>2</sup>University of Michigan – Previous research has shown that people try harder to succeed in areas of life on which they base their self-esteem – contingencies of self-worth (CSW). Other studies have found that controlling behavior on one task can impair self-regulation on a subsequent task. This study sought to learn whether investing self-esteem in academic performance predicts increased persistence on an academic task, and whether this effect differs for people whose self-control has or has not been depleted by attempting a previous difficult task related to another CSW – appearance. More specifically, women who did or did not base their self-esteem on appearance and/or academics were given the opportunity to sample numerous fattening snack foods (challenging task for women who base self-esteem on appearance) or music (easy task). Then, they attempted to complete an impossible academic task, and we measured their persistence on this second task. Academic CSW predicted spending more time on the impossible academic task only for non-appearance contingent participants in the food condition. Academic CSW predicted spending significantly less time on the impossible task for appearance contingent participants in the food condition, predicted marginally less time for appearance contingent participants in the music condition, and did not predict time for non-appearance contingent participants in the music condition. These results suggest that contingent self-worth is a fragile source of motivation because it only helps self-regulation on the rare occasion when people are not already depleted from a previous task.

### C237

**HOPE AND OPTIMISM IN LAW STUDENTS: LONGITUDINAL ASSOCIATIONS WITH ACADEMIC PERFORMANCE AND LIFE SATISFACTION** Amanda Shea<sup>1</sup>, Kevin Rand<sup>1</sup>, Allison Martin<sup>2</sup>; <sup>1</sup>Indiana University-Purdue University Indianapolis, <sup>2</sup>Indiana University School of Law-Indianapolis – Attorneys and law students are notoriously distressed. Research has implicated the unique rigors of law school in the etiology of this distress (Sheldon & Krieger, 2004). Personality characteristics, such as trait hope (Snyder, 1994) and optimism (Scheier & Carver, 1985), have been shown to mitigate the deleterious effects of stress and to predict better performance and well-being under adverse conditions (Snyder & Lopez, 2007). The goal of this longitudinal study was to examine the differential relationships of trait hope and optimism with academic performance and life satisfaction among first-year law students. At the beginning of the academic year, 86 law students completed self-report measures of trait hope, trait optimism, LSAT scores, and undergraduate GPA. During the last week of the semester, students completed a self-report measure of life satisfaction. Additionally, participants' law school GPAs were obtained from the registrar at the end of the semester. In partial support of our hypotheses, measured-variable path analysis using structural equation modeling showed that higher hope ( $\beta = .25$ ), but not optimism ( $\beta = -.07$ , n.s.), predicted higher law school GPA, while controlling for LSAT score and undergraduate GPA. Both higher hope ( $\beta = .39$ ) and optimism ( $\beta = .38$ ) predicted greater end-of-semester life satisfaction, accounting for 44% of the variance. These results suggest that positive personality traits, such as hope and optimism, are important predictors of performance and psychological well-being during arduous undertakings such as law school.

### C238

**DISTRACTION AS A MEANS TO PRESERVE SELF-CONTROL** Jeremy Tost<sup>1</sup>, Ashley E. O'Hearn<sup>1</sup>; <sup>1</sup>New Mexico State University – The strength model of self-control (Muraven, 1998, Baumeister, 1999) proposes that our ability to control impulses and persist at tasks is like muscular strength in that it becomes depleted from use. The current study evaluates the extent to which self control performance is influenced by attentional control, defined as how and where we direct our attention during an activity. Ninety seven participants engaged in a commonly used self-control task (the hand-grip task) in which they were instructed to hold the pegs of the hand-grip together as long as they could. After obtaining a baseline measure, all participants were randomly assigned to one of three conditions at which point they performed the hand-grip task a second time. In the focus condition participants were instructed to direct their attention on the squeezing hand while doing the grip task. In the distraction condition participants were instructed to perform the Star Counting Task (De Jong, 1990) while doing the grip task. In the control condition participants received the same instructions as in the baseline measurement. While participants in the focus condition performed comparable to the control condition  $t(50) = .83$ ,  $p > .05$ , those in the distraction condition performed significantly better than controls  $t(67) = 2.66$ ,  $p < .05$ . Results are discussed in terms of practical application, that is, to what extent attentional control can be useful in dealing with daily self-control pressures.

### C239

**THE INTERACTIVE EFFECTS OF POTENTIAL REJECTION AND ATTACHMENT ANXIETY ON SELF-REGULATION** Sandra Marques<sup>1</sup>, Tara K. MacDonald<sup>1</sup>, Lorne Campbell<sup>2</sup>, John Lydon<sup>3</sup>; <sup>1</sup>Queen's University, <sup>2</sup>University of Western Ontario, <sup>3</sup>McGill University – Rejection can be an extremely painful experience affecting one's well-being and interpersonal functioning (Ayduk et al., 2001). Given the investment that goes into romantic relationships, they provide the ideal situation where rejection can be especially distressing. Baumeister and colleagues (2005) demonstrated that following rejection, individuals experience self-regulation failure and subsequently tend to make deleterious health choices. We hypothesized that the relationship between rejection by a romantic partner and self-regulation failure manifested would be moderated by attachment anxiety. Using the Secret Self manipulation devised by Murray and colleagues (2002), participants in the experimental condition were led to believe that their partners would eventually find out any information they try to keep secret, leading to conflict in the relationship. Participants in the control condition did not receive this feedback. Following this manipulation, in an ostensibly unrelated task, individuals were given a bowl of jelly beans and were asked to complete a taste-test sheet. The ability to self-regulate was operationalized by assessing the number of jelly beans consumed. Using multiple regression analyses, number of jelly beans eaten was predicted from condition, gender, attachment anxiety, and the interaction terms. Results indicated a significant condition x gender x anxiety interaction, such that in the rejection condition, females high in attachment anxiety ate significantly more jelly beans than those low in attachment anxiety. No significant effects were found in the control condition. These results suggest that for females, attachment anxiety might be an important moderator of the relationship between perceived rejection and self-regulation in romantic relationships.

### C240

**ANTICIPATED AND CURRENT EMOTIONS AS PREDICTORS OF BEHAVIORAL SELF-REGULATION** Christina M. Brown<sup>1</sup>, Allen R. McConnell<sup>2</sup>; <sup>1</sup>Saint Louis University, <sup>2</sup>Miami University – Discrepancies between one's current and desired states evoke negative emotions (Phillips & Silvia, 2005), and it is thought that these emotions guide self-regulation. However, rather than emotions motivating (Duval & Wicklund, 1972) or signaling the need for self-regulation (Carver, 2004), it is possible that people self-regulate based on how they expect to feel (i.e., anticipated emotions; e.g., Baumeister et al., 2007). Thus, the current work



tested the role of both current and anticipated emotions in self-regulation. A self-discrepancy was induced in participants ( $N=206$ ) via failure feedback about an important ability, after which they could self-regulate by practicing problems intended to improve that ability. Participants reported both their current emotions and how they expected to feel if their ability did not improve. After practicing, they again received false feedback and reported their emotions. Contrary to classic theories of self-regulation, negative emotions did not predict greater self-regulation (i.e., practice). If anything, self-regulation tended to increase as emotions became more positive,  $Beta=.23$ ,  $p=.11$ . Moreover, self-regulation was predicted by anticipated emotions, such that the worse participants expected to feel following failure, the more they self-regulated,  $Beta=-.30$ ,  $p<.05$ . Participants also demonstrated overestimation biases (e.g., Gilbert et al., 1998) such that they anticipated both failure experiences would make them feel worse than they actually did. However, the overestimation bias was smaller after the second, compared to the first, failure experience  $t(205)=4.07$ ,  $p<.001$ . These results suggest that anticipated emotions, not current emotions, guide behavioral self-regulation and that these affective forecasts become more accurate following experience.

#### C241

##### UNDERSTANDING SEEMINGLY FICKLE FORGIVENESS: HOW REGULATORY NONFIT CAN INFLUENCE DECISIONS TO FORGIVE

Alexander G. Santelli<sup>1</sup>, C. Ward Struthers<sup>2</sup>, Careen Khoury<sup>2</sup>; <sup>1</sup>Columbia University, <sup>2</sup>York University – Prior research has demonstrated that regulatory fit can influence the forgiveness process (Santelli, Struthers, & Eaton, 2009). According to regulatory focus theory (Higgins, 1997; 1998), individuals self-regulate using either a promotion or a prevention focus, and when individuals pursue a goal in a manner that sustains their regulatory focus, they experience regulatory fit (Higgins, 2000). Santelli et al. established that victims are more forgiving when they receive apologies that emphasize a regulatory focus that is congruent to their own; however, the effect of regulatory fit, independent of apology, was never explored. Given that the "feeling right" experience associated with regulatory fit is known to transfer to value judgments (Higgins, Freitas, Idson, Spiegel, & Molden, 2003), the current experiments sought to determine whether these feelings would also transfer to victims' forgiveness of transgressors. In three experiments, participants completed a regulatory fit manipulation (Freitas & Higgins, 2002), imagined being victims of a transgression, and completed items measuring forgiveness. Participants in the regulatory nonfit condition were less forgiving than participants in the fit condition and the control condition when transgression severity was mild. However, this result was reversed when severity was high. The moderating effect of severity was mediated by the extent to which participants felt right about their interaction with the transgressor. Finally, the effect of fit on forgiveness was shown to be the result of a misattribution process. Thus, experiencing regulatory nonfit in one situation may have unintended interpersonal consequences in another.

#### C242

##### THE EFFECT OF CONSTRUAL LEVELS AND DELIBERATIVE/IMPLEMENTAL MINDSETS ON SOCIAL SELF-REGULATION

Chika Harada<sup>1,2</sup>, Koji Tsuchiya<sup>1</sup>, Toshikazu Yoshida<sup>1</sup>; <sup>1</sup>Nagoya University, <sup>2</sup>Research Fellow of the Japan Society for the Promotion of Science – Past studies in construal level theory and deliberative/implemental mindsets indicated that the activation of high-level construals and implemental mindsets promote self-control and self-regulation behaviors (e.g., Fujita et al., 2006; Brandstätter & Frank, 2002). While they have uncovered particular cognitive states affecting subsequent behaviors and evaluations, they have not examined any similarities and differences in these effects. This study investigated the effect of construal levels and mindsets on self-regulation within social settings, and placing a focus on the similarities and differences in these effects. Participants were induced high- vs. low-level construals (study 1,  $N=97$ ) or deliberative vs. implemental mindsets (study 2,  $N=95$ ), using previously validated priming procedures. They were then

asked to complete measures about "value", "cost", "evaluation of temptations", and "intention" of the behavior in each conflict scenario that social self-regulation ability was required (self-assertiveness, patience, and emotion/desire inhibition scene in social settings). Results of study 1 showed that participants who were activated high-level construals had higher primary behavioral value ratings, lower evaluation of behavioral cost, and stronger intentions than their low-level construals counterparts. No difference in evaluations of temptations was found. In study 2, mindsets had no effect on the evaluation of behavior. These results indicated that the activation of high-level construals contributes to self-regulation in the context of social conflict, while mindsets had no effect on conflict behaviors within social settings. The differences between construal levels and mindsets, along with implications of these findings were discussed.

#### C243

##### IDENTITY VS. REGULATORY CAPACITY: EXAMINING TWO EXPLANATIONS

OF PERSEVERANCE Michael B. Kitchens<sup>1</sup>, Michael P. Fleming<sup>1</sup>, Ashley M. Omdorff<sup>1</sup>; <sup>1</sup>Lebanon Valley College – Perseverance is explained by at least two self-related processes. First, people persevere because they are motivated to behave in a way that is consistent with their self-image. For example, previous research showed that participants who were publically informed that they were expected to perform well on an upcoming anagram task spent more time trying to solve the anagrams than participants who were publically informed that they were expected to perform poorly on the task. Additionally, perseverance can be explained by self-control capacity. Research shows that engaging in self-control reduces the capacity to engage in further acts of self-control, such that participants who previously engaged in emotion regulation spent less time solving anagrams than participants who had not regulated their emotions. The purpose of this study was to begin examining whether these explanations are competing or interactive mechanisms of perseverance. To test this, participants completed either a regulatory-depleting task or a non-depleting task. Participants were then led to believe that they were either expected to perform well or poorly on an upcoming anagram task, or they were given no expectations about their performance. Results showed that participants persevered more when they completed the non-depleting task than when they completed the regulatory-depleting task. The feedback had no statistically significant effect. In short, these data indicate that self-regulation capacity explains perseverance better than self-consistency motives. However, these data in the context of the broader literature may suggest that self-control capacity accounts for private perseverance, but self-consistency motives account for public displays of perseverance.

#### C244

##### FOREWARNED IS FOREARMED: CONSERVING SELF-CONTROL STRENGTH TO RESIST SOCIAL INFLUENCE

Loes Janssen<sup>1</sup>, Bob M. Fennis<sup>2</sup>, Ad Th. H. Pruyn<sup>3</sup>; <sup>1</sup>Tilburg University, <sup>2</sup>Utrecht University, <sup>3</sup>University of Twente – Why is it often so difficult to resist (unsolicited) persuasion? Recent research has shown that resisting persuasion often involves active self-regulation. Resisting an influence attempt consumes self-regulatory resources, with the inevitable consequence that when these resources are low, one's attempts at resistance are more likely to fail (e.g., Fennis, Janssen, & Vohs 2009). Hence, a state of self-regulatory resource depletion (Baumeister et al., 1998) increases susceptibility to influence, but the present research shows that, under certain conditions, depleted individuals successfully conserve their resources to be put into action when subsequently confronted with an influence attempt. In three experiments we show that forewarning of an impending influence attempt promotes self-regulatory efficiency and prompts depleted individuals to conserve what is left of their regulatory resources. After performing a self-control task, depleted participants who were forewarned about an upcoming persuasive encounter performed worse on an intervening self-control task (conserving their resources), than participants who were either not depleted, or not forewarned (cf. Muraven et al., 2006). As a result, when these individuals were subsequently confronted with a persuasive request, they

complied less (Experiments 1 and 2), and generated more counterarguments (Experiment 3) than their depleted counterparts who were not forewarned and did not conserve their resources, and they were as able as non-depleted individuals to resist the influence attempt. The current research shows that self-regulatory efficiency may play an important role in resisting social influence. Moreover, it provides insight into the self-regulatory dynamics underlying 'classic' effects of forewarning on persuasion.

#### C245

**BEYOND GROUP IDENTITY: THE COGNITIVE COSTS OF STIGMA THREAT IN NON-IDENTIFYING INDIVIDUALS** Sarah A. Flores<sup>1</sup>, Heather C. Lench<sup>1</sup>, <sup>1</sup>Texas A&M University – Identifying with a stigmatized group has been shown to have a detrimental impact on cognitive processing in situations that threaten that group. This study investigated whether the regulation of impulses causes these cognitive deficits rather than group membership or social threats. LGB (lesbian, gay, bisexual) individuals often experience discrimination and hostility from others and identifying with this group is associated with stigma threat effects. The purpose of this study was to explore the consequences of overriding emotional impulses in people who do not necessarily identify as LGB but are attracted to same sex individuals. Participants who did not identify as LGB completed an IAT measure of same sex attraction and then wrote for five minutes about the attractive characteristics of a picture of a male, a female, or a neutral object. Participants then reported their current emotions and completed measures of cognitive processing. Greater implicit attraction to the same sex decreased performance on cognitive tasks when participants wrote about the attractive qualities of a person versus an object and self reported anxiety mediated this relationship. These results suggest that anxiety elicited by considering attraction to another person is sufficient to cause cognitive deficits in individuals attracted to same sex individuals. These findings have implications for understanding the potential cognitive and emotional costs of stereotypes even in those who do not self identify with the stigmatized group. Theories of stereotype and stigma threat can be broadened to understand when and why individuals will experience cognitive deficits in a potentially threatening environment.

#### C246

**MANAGING OTHERS LIKE YOU WERE MANAGED: HOW PREVENTION FOCUS MOTIVATES COPYING INTERPERSONAL NORMS** Shu Zhang<sup>1</sup>, E. Tory Higgins<sup>1</sup>, <sup>1</sup>Columbia University – Four studies investigated the relation between regulatory focus and the tendency to copy a role model's managing behaviors when later taking on the same role as the model. We predicted that the tendency to copy will be greater for individuals with a prevention focus on duties and obligations (oughts) than for individuals with a promotion focus on aspirations and advancements (ideals), because enacting role-related behaviors fulfills interpersonal norms that fit prevention concerns. We also predicted that prevention-focused individuals would even copy managing behaviors they disliked when they received them earlier. These predictions were first supported in two experimental studies, where prevention focus was measured as a chronic disposition (Study 1) and situationally induced as a temporary state (Study 2). We used a grader-student paradigm to examine people's tendency to copy, that is, whether they would choose a grading method they received earlier from a grader and use it to evaluate others' performance when later taking on the grader role. Further, it was normativeness of a managing behavior that underlay the tendency to copy among prevention-focused individuals (Study 3), which was based on how they were managed before rather than how effective the behavior was (Study 4). Taken together, these findings indicated an important role of prevention focus in perpetuation of interpersonal behaviors across similar relationships.

#### C247

**ACCEPTANCE AND ADJUSTMENT AS COMPONENTS OF SECONDARY CONTROL:** Raymond P. Perry<sup>1</sup>, Robert H. Stupnisky<sup>1</sup>, Tara L. Haynes<sup>1</sup>, Judy G. Chipperfield<sup>1</sup>, Reinhard H. Pekrun<sup>2</sup>, <sup>1</sup>University of Manitoba, <sup>2</sup>University of Munich – Following Rothbaum et al. (1982), secondary control has received intensive scrutiny concerning its functional role in the absence of primary control, most recently Morling and Evered's (2006) reconstrual of secondary control (SC) involving acceptance and adjustment. Absent from their analysis is whether acceptance and adjustment occur simultaneously in response to loss of primary control, or sequentially. If the latter, then in what order? We examined these issues in unpredictable learning conditions involving school-to university transitions in which heightened competition, frequent failure, poor instruction, unfair grading, etc., threaten primary control. First-year students (n=679), selected from a longitudinal database containing 13 one-year cohorts (N~10,500), were assessed two times in the academic year on psychosocial measures, including general-life and achievement-related SC acceptance and adjustment. Confirmatory factor analyses of the acceptance and adjustment measures in October (Time 1) and March (Time 2) produced adequate fit indices: CFIs>.95, RMSEAs<.05. Cross-lag structural equation models (covariates=age, ethnicity) indicated that, for general-life SC, acceptance positively predicted adjustment ( $\beta=.20$ , CFI=.93, RMSEA=.05). A multi-group model showed this linkage was stronger in students with lower rather than higher general primary control ( $\beta$  low = .29 vs.  $\beta$  high = .10, CFI=.92, RMSEA=.04). For achievement-related SC, adjustment negatively predicted acceptance ( $\beta= -.14$ , CFI=.93, RMSEA=.06). A multi-group model indicated this linkage was stronger for students with higher rather than lower achievement primary control ( $\beta$  high = -.28 vs.  $\beta$  low = -.03, CFI=.94, RMSEA=.04). Results supported Morling and Evered's perspective in unpredictable learning conditions, but qualified the nature of their analysis.

#### C248

**EXPLORING THE MECHANISM OF MINDFULNESS: FROM ATTENTION TO SELF-INTEGRATION** Jen Ho Chang<sup>1</sup>, Yi Cheng Lin<sup>1</sup>, Chin Lan Huang<sup>2</sup>, <sup>1</sup>National Taiwan University, <sup>2</sup>National Taiwan University of Science and Technology – Recently, mindfulness-based activities and psychotherapy have been widely adopted to improve medical and psychological treatments. However, on such a wide range of medical applications, the potential mechanism of mindfulness has not been clearly explained. Therefore, this study intends to explore the inner mechanisms of mindfulness through an attention experiment (emotional flanker task) and a self-integration task (card sorting in different self domains) which correspond to the two main characteristics of mindfulness: "action awareness" and "non-judgment". At first, we did a preliminary study to validate the mindfulness measurement (FFMQ; Baer et al, 2006, Assessment, 13:27-45, 2006) in an university sample (n=269). The factor analysis supported the same factor structure as the FFMQ and the most of mindfulness facets were positivity related to well-being and negativity related to psychological symptoms. For the main study, 60 undergraduates participated in exchange for extra credit in several general psychology courses. Participants completed FFMQ which contained action awareness and non-judgment scales, the emotional flanker task and the card sorting task individually in a single session. Result revealed that the person with higher action awareness was influenced less by emotional target (positivity and negativity) than the person with lower ones. At the same time, the degree of being non-judgmental positively correlated to the degree of self-integration which corresponded with the ability to accept both the positive and negative aspects of self domains. The present findings shows that the action awareness influenced the external attention process and non-judgment influenced internal self-integration, indicating both processes might be the key psychological mechanism of mindfulness.

**C249****PERFECTIONISM AND SELF-REGULATION: MOTIVES FOR PERFECTION INVOLVE DIFFERENT FACETS OF THE SELF'S RESOURCES** Matthew

Findley<sup>1</sup>, Kristine M. Kelly<sup>2</sup>, Andrew R. Hull<sup>2</sup>; <sup>1</sup>University of Oklahoma, <sup>2</sup>Western Illinois University – The Strength Model of self-regulation (Baumeister, Bratslavsky, Muraven, & Tice, 1998) states that the self is dependent on an internal energy reserve that becomes depleted with successive acts of self-regulation. Many factors have been found to contribute to the exhaustion of self-regulatory reserves. One factor that has not been examined is perfectionism which requires a great deal of cognitive effort, and therefore would likely deplete self-regulatory resources. Perfectionism consists of a positive, healthy type and a negative, unhealthy type (Terry-Short, Owens, Slade, & Dewey, 1995). This study attempted to examine the effects that the two types of perfectionism might have on self-regulatory resources. It was hypothesized that perfectionists would have greater self-regulatory depletion than would non-perfectionists. Further, we expected that negative perfectionists would experience greater self-regulatory depletion than would positive perfectionists. Participants were college students who were randomly assigned to a perfectionism condition (positive perfectionist, negative perfectionist, or non-perfectionist control group) by receiving different instructions to trace an unsolvable figure. Blood glucose and handgrip strength measurements were taken before and after the task to assess self-regulatory depletion. Results indicated that, as expected, non-perfectionists were the least depleted for both handgrip and blood glucose measures. However, negative perfectionists were the most depleted on the handgrip measure, and positive perfectionists were the most depleted on the glucose measure. The results suggest that perfectionism causes self-regulatory depletion, but positive and negative perfectionists may draw upon different aspects of the self's resources.

**C250****TWO TYPES OF VALUE-AFFIRMATION: IMPLICATIONS FOR SELF-REGULATION FOLLOWING SOCIAL EXCLUSION** Aleah Burson<sup>1</sup>, Jennifer

Crocker<sup>1</sup>; <sup>1</sup>University of Michigan – Past research shows that self-regulation typically decreases following social exclusion. Considering the findings that affirming important values reduces destructive responses to self-threatening experiences, we hypothesized that affirming an important value sustains self-regulation following social exclusion. Furthermore, we predicted that the benefits of value-affirmation depend on the type of value participants affirm. Affirming values related to supporting others (self-transcendent values) were expected to reduce the negative effects of exclusion on self-regulation more than affirming values related to maintaining one's self-image (self-enhancement values). After experiencing social exclusion or not, 92 undergraduate participants wrote about the personal importance of a self-transcendent value, a self-enhancement value, or their daily routine (control). Self-regulation was then measured. As hypothesized, we found a significant interaction ( $F(2, 86) = 5.45, p = .006$ ) between the type of value affirmed and social exclusion on self-regulatory effort. Excluded participants who were not value-affirmed showed less self-regulation than excluded participants who affirmed either a self-enhancement value ( $p = .016$ ) or a self-transcendent value ( $p < .001$ ). Additionally, excluded participants exerted more self-regulation if they affirmed a self-transcendent value than if they affirmed a self-enhancement value ( $p = .041$ ). Non-excluded participants did not show significantly different self-regulation as a function of which value they affirmed. Not only does this study's findings support the idea that value-affirmation prevents typical decreases in self-regulation following social exclusion, it also provides evidence that the type of affirmed value makes a difference in the extent of its diminishment.

**C251****SELF-AFFIRMATION IN CHINA: FAMILY-DEPENDENT BUT NOT FRIENDS-DEPENDENT SELF MATTERS** Lixin Jiang<sup>1</sup>, Chenjun Wang<sup>1</sup>, Huajian Cai<sup>1</sup>;

<sup>1</sup>Sun Yat-Sen University – Although numerous self-affirmation studies have been conducted in the West, little about it is known in the East. In three studies, we examined whether affirmations of the independent self, family-dependent self, or friends-dependent self function similarly in an East-Asian culture (China). Affirmation of the independent self produces null effects. However, affirmation of the family-dependent versus friend-dependent self produced different results. In particular, affirmation of the family-dependent (but not friends-dependent) self led to (a) more openness to threatening information about one's weakness following failure feedback (Study 1), (b) better performance in a stereotype-relevant domain following stigmatization as a member of a negatively stereotyped group (Study 2), and (c) less existential anxiety following mortality salience (Study 3). These studies provide converging evidence that, in an East-Asian culture, affirmation of the family-dependent self functions differently than affirmation of the friends-dependent (or independent- self).

**C252****THE RELATIONSHIP BETWEEN MINDFULNESS, SELF-REGULATION, AND REPETITIVE THOUGHT** Daniel Evans<sup>1</sup>, Suzanne Segerstrom<sup>1</sup>; <sup>1</sup>University of

Kentucky – Mindfulness, defined as non-judgmental and non-reactive attention to one's present experiences, has properties of a self-regulatory technique. The nature of this regulation, however, is less clear, particularly with regard to repetitive thought (RT), which encompasses constructs such as worry, rumination, reflection, and emotional processing. Some aspects of mindfulness (e.g., nonreactivity) suggest a decreased propensity for RT of all types, whereas others (e.g., nonjudging) suggest control over the quality of RT. In an undergraduate sample ( $N = 199$ ), multidimensional scaling of a battery of trait RT measures replicated the typical 2-dimensional solution with valence (positive versus negative) and purpose (searching versus solving) dimensions (Segerstrom et al., 2003). Total mindfulness was associated with more positively valenced RT ( $r = .52, p < .001$ ) and searching RT ( $r = .23, p = .001$ ), while the mindfulness facets of non-judging and acting with awareness were negatively related to total RT ( $r = -.42$  and  $-.32$ , respectively,  $p < .001$ ). In contrast, trait self-control measures were related to more positively valenced RT ( $r$ 's =  $.31$  to  $.42, p < .001$ ), but mixed in their relationships with total RT ( $r = -.01, ns$ ;  $r = -.22, p = .002$ ). Mindfulness appears to contribute to two qualities of regulation of RT: lower propensity to engage in RT of all types and higher propensity to engage in positively valenced, searching RT. Furthermore, trait mindfulness and trait self-regulation appear to be distinct constructs based on their different relationships to the dimensions and total amount of RT.

**C253****RETAIL THERAPY: CONTROL DEPRIVATION AND COMPENSATORY SPENDING** Charlene Y. Chen<sup>1</sup>, Leonard Lee<sup>1</sup>, Andy J. Yap<sup>1</sup>; <sup>1</sup>Columbia

University – Desiring control over the environment is a fundamental human motive. Perceived uncontrollability drives individuals to restore control via compensatory strategies. We propose that shopping is an avenue in which control-deprived individuals attempt to recover their sense of control. Specifically, we demonstrate in two studies that control deprivation can influence buying behavior. Study 1 was a field experiment conducted at a supermarket. In exchange for a discount coupon, shoppers before shopping were asked to recall an episode where they had felt either a sense of control (HC) or a loss of control (LC). Results indicated that LC shoppers spent more than HC shoppers. Study 2 was designed to conceptually replicate this main effect and investigate how it is moderated by individuals' chronic desire-for-control. Control was manipulated using the ease-of-retrieval paradigm (Schwarz et al., 1991): Lab participants had five minutes to describe either two (HC) or ten (LC) past scenarios whereby they had experienced a sense of control; they had also earlier completed the desire-for-control scale (Burger & Cooper,

1979). Finally, participants shopped with real cash at a store set up in the lab. Results showed a significant main effect of control manipulation on expenditure qualified by a significant interaction of control manipulation and desire-for-control scores. Specifically, LC participants with high desire-for-control spent the most at the store. These findings suggest that control-deprivation increases spending, especially among individuals who have high desire-for-control, and illuminate the psychological underpinnings of the popular notion of “retail therapy.”

#### C254

**SHEDDING LIGHT ON BEHAVIORAL PROCRASTINATION: DIFFERENT PREDICTORS FOR DIFFERENT OPERATIONS** Anthony Hermann<sup>1</sup>, Jill Schroeder<sup>1</sup>; <sup>1</sup>Bradley University – Research on procrastination is dominated by individual difference measures of the construct. Studies that do emphasize behavioral operationalizations (e.g., behavioral postponement) do not typically distinguish between procrastination on different types of tasks. Fifty-three college students who completed individual difference measures of the Big Five personality traits and self-doubt at an initial experimental session, were then required to 1) email the experimenter to receive another task, and 2) complete the task, a measure of verbal reasoning, and return it via email to the experimenter within 10 days. Although individual differences in procrastination were correlated with both behavioral measures of procrastination, the behavioral measures were unrelated to each other. Furthermore, longer times to email the experimenter were associated only with low conscientiousness and low neuroticism, while longer times to return the reasoning task were only associated with high self-doubt about one’s abilities. These findings suggest that procrastination on one task is not necessarily linked to procrastination on another, and that motives for procrastination can vary dramatically depending on the type of task.

#### C255

**CAN YOU RESIST THE TEMPTATION OF FACEBOOK: ASYMMETRICAL FACEBOOK-STUDY ASSOCIATION PREDICTS ACADEMIC PERFORMANCE** Lile Jia<sup>1</sup>, Edward Hirt<sup>1</sup>; <sup>1</sup>Indiana University Bloomington – Facebook has become a temptation college students need to resist in their pursuit of academic excellence. The current research combined the perspective of asymmetrical temptation-goal association (Fishbach, Friedman, & Kruglanski, 2003) and implicit attitude (Fazio et al., 1995) to investigate whether and how these two types of implicit cognition predict a consequence of one’s self-control success—academic performance. Using a sequential priming paradigm, we indexed the magnitude of the asymmetrical association between one’s mental representation of Facebook (the temptation) and that of study (the overarching goal), i.e. the former facilitates the activation of the latter while the latter inhibits the activation of the former, as well as one’s implicit attitudes toward Facebook. It was found that when college freshmen viewed Facebook as a temptation to study, the asymmetrical Facebook-study association and the implicit attitude toward Facebook interacted to predict their SAT/ACT score. Specifically, the more negative one’s implicit attitude toward Facebook was, the more Facebook-study facilitation and study-Facebook inhibition predicted better academic performance. Besides being the first evidence showing that measured asymmetrical temptation-goal association can predict self-control success, the present findings also suggest that one role implicit attitudes play in self-control process is to orient the recruitment of automatic self-control mechanisms (such as asymmetrical temptation-goal association) toward negative stimuli, as opposed to positive ones. In addition, the fact that one’s implicit cognition can predict a dependent variable as distal as one’s performance on standardized exams attests to the practical utility of researching implicit cognition in self-control processes.

#### C256

**SELF-REGULATORY FOCUS AND DEPRESSION: CORRELATIONAL AND EXPERIMENTAL EVIDENCE** Johannes Keller<sup>1</sup>, Ayse Uskul<sup>2</sup>, Susanne Pauls<sup>1</sup>; <sup>1</sup>University of Mannheim, <sup>2</sup>University of Essex – Depression has been argued to be a disorder closely connected to self-regulatory mechanisms (Straumann, 2002). Using a self-regulatory focus (SRF) framework (Higgins, 1997), we tested the relationship between SRF and depression in 5 studies. We observed that prevention SRF correlates positively and promotion SRF negatively with self-reported depression. We also examined the association between SRF and specific correlates of depression (sensitivity to positive/negative information, optimism/pessimism) and found that prevention correlates positively with sensitivity to negative information and pessimism whereas promotion SRF correlates positively with sensitivity to positive information and optimism. In a further study, we established that sensitivity to negative and positive information reliably mediates the SRF-depression link. These studies established that, although promotion is modestly negatively correlated with depression, the prevention SRF-depression link is more substantial. Focusing on this latter link, we examined causal pathways using retrospective data and by manipulating prevention SRF. These studies established that the current prevention-depression link cannot be accounted for by self-reported past depression. Also, past depression does not account for the relationship between past prevention SRF (as reported by parents) and current depression. We finally demonstrate that a prevention prime is associated with increased state depression scores compared to a control condition. In sum, findings from five studies converge to demonstrate that prevention SRF is reliably positively associated with depression and its psychological correlates. Findings suggest that depression is a functional disorder that is reliably related to the prevention self-regulatory system whereas the link to the promotion self-regulatory system is much less reliable.

Friday, January 29, 6:15 – 7:45 pm, Grande Ballroom

## Culture

### D1

**DUTIFUL CHOOSING: CULTURE AND THE SUBJECTIVE EXPERIENCE OF MEETING EXPECTATIONS** Emma Buchtel<sup>1</sup>, Steven J. Heine<sup>2</sup>, Ara Norenzayan<sup>2</sup>; <sup>1</sup>Hong Kong Polytechnic University, <sup>2</sup>University of British Columbia – Are there cultural differences in our sense of obligation? Past research has suggested that while Westerners prefer to have their actions motivated only by a sense of personal choice, East Asians do not need this sense of personal agency, instead being happily motivated by close others' expectations. The current research shows that rather than this either-or distinction, East Asians are more likely than Westerners to feel a sense of agency when they fulfill the expectations of others. In two studies using daily diary and situation sampling methods, we examine cultural differences in the congruency between one's sense of agency and obligation to help others. Comparing participants from East Asian and Western European cultural backgrounds, we find that a) East Asians are more likely than Westerners to feel a sense of congruency between agentic and obligated motivations to help others; b) these cultural differences are partially mediated by positive attitudes towards hierarchy and filial values; and c) East Asians are more likely to have positive emotional associations with both obligated and agentic motivations to help others. The studies suggest that East Asians, in comparison to Westerners, are more likely to feel that their obligations are self-endorsed and involve a positive emotional experience. While Confucian "virtue ethics" promote feeling unity between one's desires and social obligations, the autonomy-seeking philosophies of the post-enlightenment West may have encouraged a disassociation of duties from self-endorsement. Implications for theories of motivation, in particular Self-Determination Theory (Ryan & Deci, 2000), are discussed.

### D2

**CULTURAL IDENTITY CLARITY, SELF-CONCEPT CLARITY AND PSYCHOLOGICAL WELL-BEING AMONG CHINESE NORTH AMERICANS** Esther Osborne<sup>1</sup>, Donald M. Taylor<sup>1</sup>; <sup>1</sup>McGill University – Clarity of personal identity has been positively associated with psychological well-being (Baumgardner, 1990; Campbell, 1990; Stinson, Wood & Doxey, 2008). However, Taylor (1997, 2002) argues that without a clear cultural identity, a person has no normative template against which to even construct a clear personal identity, and by extension, to achieve positive self-esteem and well-being. Individuals negotiating Eastern and Western cultural identities simultaneously may face particularly poignant cultural identity challenges. Among Chinese North Americans, we predicted that a combined Chinese North American identity that is perceived by the individual as clearly defined could potentially act as a guiding normative framework and would thus be associated with a clear personal identity and personal self-esteem and well-being. One-hundred and thirty self-identified Chinese North Americans completed a questionnaire assessing the relationships among cultural identity clarity, self-concept clarity, self-esteem and life-satisfaction. Regression analyses revealed that the perceived clarity of participants' Chinese North American identities was positively related to self-concept clarity, self-esteem and life satisfaction. Furthermore, self-concept clarity significantly mediated the relationship between cultural identity clarity and self-esteem, and the relationship between cultural identity clarity and life-satisfaction. Having a clearly defined perception of one's combined Chinese North American identity was associated with the experience of a clear personal identity, which in turn was associated with increased self-esteem and

life-satisfaction. Exercises designed to clarify cultural identity might be effective for increasing psychological well-being among individuals negotiating two cultural identities.

### D3

**CULTURE, SOCIAL EXCLUSION AND STRESS: CROSS-CULTURAL DIFFERENCES IN THE PSYCHOLOGICAL AND PHYSIOLOGICAL RESPONSE TO BEING EXCLUDED BY ONE'S PEERS** Sasha Kimel<sup>1</sup>, Yukiko Uchida<sup>2</sup>, Shinobu Kitayama<sup>1</sup>; <sup>1</sup>University of Michigan, <sup>2</sup>Kyoto University – Theory and research in social psychology suggests that the desire for positive social relationships is one of the most fundamental of human needs. People who experience ostracism, rejection and other forms of social exclusion tend to suffer both psychologically and physically. Although this tendency to feel distressed when left behind may be a basic feature of human experience, we argue that the degree to which this experience is detrimental depends on one's culture. Here we provide the first direct evidence for how culture affects the experience of acute social rejection and acceptance by peers. European-Americans and Japanese participants played cyberball—a well-established laboratory exclusion task in which subjects tossing a virtual ball with two actual players who they do not know and do not expect to meet. Half of participants receive the ball an equal amount of time as the other players ("acceptance" condition) whereas the other half only received the ball only two times before the other players proceeded with the game ("exclusion" condition). After completing the ball-tossing game, participants rated their mood and their current satisfaction levels with their sense of belonging, self-esteem, meaningful existence, and control. They also provided salivary cortisol samples before and after the social rejection/acceptance manipulation. Japanese showed significantly less positive mood in the exclusion condition than European-Americans. Furthermore, salivary cortisol levels were consistent with the behavioral data. Implications for current understandings of culture and social rejection will be discussed.

### D4

**CULTURAL DIFFERENCES IN STRESSOR FREQUENCY AND INFLUENCES ON DISTRESS IN JAPAN AND THE U.S.** Takeshi Hashimoto<sup>1</sup>, Heejung Kim<sup>2</sup>; <sup>1</sup>Shizuoka University, <sup>2</sup>University of California, Santa Barbara – The purpose of this study was to examine cultural differences in interpersonal stress experiences in Japan and the U.S. Four hundred eighty-six undergraduates in Japan (120 males and 169 females) and the U.S. (72 males and 125 females) completed a questionnaire that included measures of interpersonal stressors, the value of expression, cultural self-construal (independent versus interdependent), the behavior inhibition/activation system (BIS/BAS), and psychological distress. The frequencies of the two stressors, interpersonal blunders (causing someone trouble because of one's own failure) and interpersonal friction (taking care to avoid conflict with others), were higher in Japan than in the U.S., whereas the frequencies of the stressor interpersonal conflict did not differ across cultures. Interdependent self and BIS correlated positively with interpersonal blunders and friction, whereas independent self correlated negatively with these stressors. The association between stressors and distress was slightly stronger in Japan than U.S., and this association was partially buffered by assertiveness only in Japan.

### D5

**ARE AFFECTIVE FORECASTING ERRORS CULTURE SPECIFIC?** Priyanka Joshi<sup>1</sup>, Vivek Belhekar<sup>2</sup>, Prabha Shete<sup>3</sup>; <sup>1</sup>University of Southern California, <sup>2</sup>University of Mumbai, India, <sup>3</sup>Tatwajna Vidyapeeth, India – Affective forecasting (Wilson & Gilbert, 2003) refers our ability to predict our emotions in future hypothetical situations. Our affective forecasts are usually

subject to error such that individuals overestimate the intensity and duration or 'impact' of events on their general sense of happiness and wellbeing which is referred to as impact bias and occurs for both positive and negative events. These forecasting errors occur partly due to 'focalism' or our tendency to focus on a single event and not take into account the possibility that other co-occurring events will influence our thoughts and feelings and sense of happiness. Previous research suggests that Asians who are holistic thinkers do not show these affective forecasting errors or impact bias (Lam et al., 2005). In the current research on a community sample in India, participants completed an affective forecasting measure which included an item about their levels of happiness on successfully solving and not being able to solve a difficult puzzle. Later the same participants completed a moderately difficult puzzle and were randomly given success or failure feedback and were then asked to rate their experienced feelings. There was a significant discrepancy between predicted and experienced emotions for both positive,  $t(48) = 1.79$ ,  $p < .05$ , and negative events,  $t(42) = 1.72$ ,  $p < .05$ , suggesting that affective forecasting errors seem to commonly occur even in an Asian sample. Age and gender related trends were similar in an Indian sample as compared to previous research in the Western nations.

#### D6

**DIFFERENCE IN SELF-FACE RECOGNITION BETWEEN CHRISTIAN AND NON-RELIGIOUS CHINESE** Shihui Han<sup>1</sup>, Yina Ma<sup>1</sup>; <sup>1</sup>Peking University, China – Our recent brain imaging studies suggest that Christian belief and practice affect self-referential processing by weakening encoding of self-relevance of trait words. The current work extended the previous research by assessing whether Christian belief and practice influence self-related processing during face recognition. Experiment 1 tested the hypothesis that Christian belief and practice weaken self advantage during face recognition. We showed that, while non-religious Chinese participants responded faster to self-face compared to a familiar face in both an implicit face recognition tasks that required identification of face orientations and an explicit face recognition task that required identification of face owners, reaction times did not differentiate between self-face and the familiar face in Christian participants. Using implicit association test, Experiment 2 showed evidence for an implicit positive association with self-face in non-religious participants who responded faster to self-face that was associated with positive than negative items. However, the implicit positive association with self-face was significantly decreased in Christian than non-religious participants. Our findings suggest that Christian belief that repudiates the distinctness of the self decreases the implicit positive association with the self and results in elimination of self-face advantage in the believers.

#### D7

**THE CULTURAL SELF AND MOTIVATION FOR COOPERATION AND COMPETITION** Asuka Komiya<sup>1</sup>, Yusuke Karoji<sup>1</sup>, Yuji Ogihara<sup>1</sup>, Takayuki Goto<sup>1</sup>; <sup>1</sup>Kyoto University – A recent survey by the Japan Productivity Center reported that cooperation among workers has decreased and competition has been gaining emphasis in the working environment. Yet by which tactic are Japanese actually motivated? Since Japan is an interdependent culture in which dominant emphasis is placed on social harmony, working through cooperation with others may be more motivating than competition. The present study investigated whether Japanese were more motivated by cooperation or competition. In this study, 35 pairs of Japanese students completed an Implicit Association Test (IAT) which measured their cultural identity (interdependent vs. independent). Then they performed two creativity tests. In the first test, participants worked individually, whereas in the second test, each pair worked in either a cooperative or a competitive condition. After each test, the participants rated the degree to which they would be willing to take the same test again. The results showed that individuals who were relatively interdependent were more motivated in the cooperative condition than in the competitive condition, whereas individuals who were relatively independent were equally motivated in both conditions. Moreover, individuals in the interdependent group were more motivated to

work in the cooperative condition but less motivated to work in the competitive condition, compared to working individually. We discuss the possibility that the current problems among Japanese workers, such as mental illness, are at least partially caused by recent radical changes of working environment.

#### D8

**A SENSITIVE WINDOW FOR ACCULTURATION: IDENTIFICATION WITH MAINSTREAM CULTURE DECREASES AS A FUNCTION OF AGE OF IMMIGRATION** Benjamin Y. Cheung<sup>1</sup>, Maciek Chudek<sup>1</sup>, Steven J. Heine<sup>1</sup>; <sup>1</sup>University of British Columbia – Acculturation is a process of adjustment in one's ways of thinking following exposure to a new culture. We hypothesize that acculturation is more easily accomplished while at younger ages due to greater brain plasticity. We tested this hypothesis with a large sample of Hong Kong immigrants to Canada who completed both the heritage and mainstream subscales of the Vancouver Index of Acculturation (Ryder, Alden, & Paulhus, 2000). Results indicated that the younger an immigrant was at the time of immigration, the greater was their identification with the mainstream culture. This effect was independent of the number of years spent in Canada. Curiously, age of immigration did not influence participants' identification with their heritage culture. It appears that, like the acquisition of language, learning a new culture is most effective when it occurs within a sensitive window.

#### D9

**FINDING PSYCHOLOGICAL CHANGE ON THE RADIO: LINGUISTIC MARKERS OF SELF-FOCUS AND MISERY INCREASE OVER TIME IN POPULAR US SONG LYRICS** Richard S. Pond, Jr.<sup>1</sup>, C. Nathan DeWall<sup>1</sup>, W. Keith Campbell<sup>2</sup>, Jean M. Twenge<sup>3</sup>; <sup>1</sup>University of Kentucky, <sup>2</sup>University of Georgia, <sup>3</sup>San Diego State University – U.S. culture is filled with many cultural products. Yet few studies have investigated how changes in cultural products correspond to changes in psychological traits, emotions, and goals. The current research filled this gap by testing the hypothesis that one cultural product—word use in popular song lyrics—changes over time in a manner similar to cultural changes in individualistic traits and emphasis on intrinsic goals. Linguistic analyses of the 10 most popular songs for each year between 1980 and 2007 ( $N = 280$ ) demonstrated changes in word use that mirror psychological change over the same time period. Over time, use of words related to self-focus and anti-social behavior increased, whereas words related to other-focus, social interactions, positive emotion, and leisurely activities decreased. These findings offer novel evidence regarding the need to investigate how changes in tangible artifacts of the sociocultural environment can provide a window into understanding cultural changes in psychological processes.

#### D10

**EFFECTS OF MESSAGE FRAMING, SELF-CONSTRUAL, AND DESIRABILITY FOR CONTROL ON RESPONSES TO GIVING MESSAGES** Paul M. Connell<sup>1</sup>, Wendy Attaya Boland<sup>2</sup>, Michael A. Kamins<sup>1</sup>; <sup>1</sup>Stony Brook University, <sup>2</sup>American University – Corporate social responsibility messages are often framed from the perspective that an individual is actively making a difference by purchasing. Because individuals with an independent self-construal are likely to be motivated by individual achievements, they ought to prefer messages framed such that they are given credit for giving. Interdependents, being more socially oriented, ought to be indifferent between message frames. In experiment 1, in a 2 (individual/company gives) X 2 (interdependent/independent) design, 67 participants read a scenario framed either as the company or the individual giving to a cause for every purchase. Participants appraised affect toward the company as the dependent measure, and completed a self-construal measure. We observed a significant two-way interaction, where independents preferred the individual-gives message and independents were indifferent between messages. In experiment 2, we explored the role of desire for control (DFC) on preference for message frames. High-DFC individuals can actually react negatively to increased control due to self-presentation concerns. Because interdependents are

less motivated to take credit for actions and are more socially motivated, we believe that individual-gives frames could backfire for high-DFC interdependents. In a 2 (individual/company gives) X 2 (interdependent/independent) X 2 (low/high DFC) between subjects design, 117 participants repeated the procedure used in experiment 1 and also completed a DFC measure. We observed a significant 3-way interaction between message frame, self-construal, and DFC. High-DFC independents preferred the individual-gives message frame, consistent with experiment 1. However, high-DFC interdependents preferred the company-gives message frame, indicating that a "you give" message can sometimes backfire.

#### D11

##### **ASSIMILATION VERSUS REACTANCE TO CULTURAL NORMS IN CREATIVE EXPRESSION: THE ROLE OF CULTURAL CUES AND BICULTURALS' IDENTITY CONFLICT** Aurelia Mok<sup>1</sup>; <sup>1</sup>Columbia University – Bicultural

individuals differ in the degree to which their cultural identities are integrated versus conflicting- Bicultural Identity Integration (BII). Past research finds that BII moderates the effect of cultural cues on self-expressions: whereas integrated biculturals assimilate to the cued cultural norm, conflicted biculturals contrast. We investigate whether this effect extends to creative expressions. Two priming experiments with Asian-American participants showed that cultural cues have different effects on creative generation depending on the level of BII. As hypothesized, cues to American (vs. Asian) culture enhanced novel idea generation (Experiment 1) and divergent thinking (Experiment 2) for integrated biculturals, yet repressed that for conflicted biculturals. Implications for research in bicultural identity, creativity, and organizational behavior are discussed.

#### D12

##### **WHEN YANG IS YIN AND YIN IS YIN: AN EXAMINATION OF THE ORGANIZATION OF POSITIVE AND NEGATIVE EMOTIONS IN MEMORY AMONG ASIANS** Christie Scollon<sup>1</sup>; <sup>1</sup>Singapore Management University –

A well-replicated finding in the subjective well-being literature is that Asians report lower levels of SWB than European Americans. Cultural differences are especially pronounced in global or retrospective reports of emotion and attenuated or non-existent in comparisons of experience sampling (Oishi, 2002; Scollon et al., 2004), leading researchers to believe that cultural differences in SWB are mainly due to differences in the way people recall their emotional experiences. Two studies examined the organization of positive and negative emotions in memory in a sample of Singaporeans. Study 1 examined autobiographical memories. 37 participants wrote about their "most significant positive event." Experts content coded the narratives. While all but one story was positive, 75% of the narratives were also infused with negative content. Over half spontaneously mentioned negative feelings. 1/3 mentioned the positive being the absence of the negative (e.g., not stressed or worried as usual). 1/4 included negative events such as failure or illness. By contrast, a separate sample (N = 37) wrote about their "most significant negative event" which contained little positive emotion. Study 2 (N = 83) used a reaction time paradigm to examine the organization of emotional knowledge (Robinson, 2007). Replicating American studies, Singaporeans showed a positive priming effect such that positive primes facilitated responses to positive stimuli (Robinson & Kirkeby, 2005). However, unlike Americans, Singaporeans also displayed a negativity priming effect such that negative primes facilitated responses to negative targets. The negative priming effect has previously only been found among neurotic Americans (Robinson et al., 2007).

#### D13

##### **THE MEAN(ING) OF LEARNING ACROSS CULTURES: A CROSS-CULTURAL STUDY OF STUDENTS' CONCEPTS OF LEARNING** Marieke van Egmond<sup>1</sup>,

Ulrich Kühnen<sup>2</sup>, Jin Li<sup>3</sup>; <sup>1</sup>Bremen International Graduate School of Social Sciences, <sup>2</sup>Jacobs University Bremen, <sup>3</sup>Brown University – Culture influences social cognitive processes involved in the learning process. Students from Asia and the West differ on achievement motivation (Ho &

Hau, 2008) self-concept (Markus & Kitayama, 1991) and cognition (Nisbett, Peng, Choi & Norenzayan, 2001). Lacking from the field so far is a theoretical framework about the meaning that is attached to the concept of learning in different cultures. A survey was conducted at an international university in Germany (N=294) to develop such a theory. The survey was based on the theory that due to different philosophical traditions, Western students have a 'mind oriented' approach to learning and Asian students have a 'virtue oriented' approach (Li, 2003). At the core of the 'mind orientation' is doubt towards pre-existing knowledge. Learning is seen as the perfection of critical thinking skills. In the 'virtue orientation' learning is seen as the pursuit of moral and social development, with respect and diligence as guiding principles. Results show a significant cultural difference between Western and East-Asian students. Asians score significantly higher on the virtue orientation ( $F(1,104) = 3.85$ ;  $p=.05$ ). Reliability of the developed scale was high ( $\alpha=.91$ ). Whereas mind orientation significantly correlates with academic satisfaction for Western-European students ( $r=.28$   $p=.023$ ), this correlation is absent for East-Asian students. Additionally, an intercultural change over time is observed for East-Asian students. Cross-sectional results indicate an increase in mind orientation over time ( $F(1,100) = 2.830$ ;  $p<.05$ ). This development towards the Western meaning system does however not occur at the expense of the virtue orientation, which remains equally highly endorsed.

#### D14

##### **CULTURAL GROUNDING OF EXPLICIT VS. IMPLICIT COMMUNICATION IN CLOSE RELATIONSHIPS** Amanda Eggen<sup>1</sup>, Yuri Miyamoto<sup>1</sup>, Yukiko Uchida<sup>2</sup>;

<sup>1</sup>University of Wisconsin - Madison, <sup>2</sup>Kyoto University – This study explores communication media across cultures and how they are related to relationship quality. Cross-cultural studies have shown that in independent cultures, people often use words to explicitly communicate thoughts and feelings (i.e., low-context; Hall, 1976), while in interdependent cultures, people often attend to implicit subtle, contextual cues in order to elude messages and to understand the other person's thoughts and feelings (i.e., high-context; Hall, 1976). Although cultural differences in ways of communication have been documented, how they are related to relationship quality is not well understood. We hypothesized that explicit communication should be more important for relationships in Western cultures than in Eastern cultures. Alternately, implicit communication should be more important for relationships in Eastern cultures than in Western cultures. In two studies, European American and Japanese undergraduates read vignettes that depict interactions between two communication pairs – one pair who primarily explicitly communicates, and one pair who primarily implicitly communicates. The communication pairs were married couples in study 1 and friends in study 2. Participants then indicated how satisfying they found the relationships. As hypothesized, Americans rated explicit communication pairs as having higher relationship quality than Japanese did, and Japanese rated implicit communication pairs as having higher relationship quality than Americans did. The results suggest that explicit communication is linked to higher perceived relationship quality for Americans than Japanese, while implicit communication is linked to higher perceived relationship quality for Japanese than Americans.

#### D15

##### **FREE WILL OR CULTURALLY CONSTRUCTED IDEAL? - COMPARING AMERICAN AND CHINESE SELF-PERCEIVED AUTONOMY IN DECISION MAKING PROCESS** Julie Chen<sup>1</sup>, Valerie Martin<sup>1</sup>, Rebecca Tarvin<sup>1</sup>;

<sup>1</sup>Gettysburg College – A cross-cultural study of perceived decision making autonomy was conducted between 172 American and 216 Chinese participants. Participants were asked to allocate the decision making accountability in six important life domains to members in their life (self, professors/advisors, romantic partner, friends, family, media). Then they repeated the process from a friend's perspective and a stranger's (from the opposite culture) perspective. Results showed that American participants had significantly higher perceived decision autonomy for themselves by allocating higher decision making accountability to self

when taking the self perspective, relative to the friend perspective. Chinese participants, on the contrary, perceived themselves to be equally autonomous as their friends. American participants perceived Chinese to be less autonomous than themselves and their friends. Chinese participants perceived Americans to be more autonomous than themselves and friends. Cultural priming manipulation, using American and Chinese cultural icons revealed marginally significant contrast effect from the American participants.

#### D16

**CULTURAL DIFFERENCES IN SELF-CRITICISM: DIFFERING REACTIONS TO THOSE WHO AGREE WITH OUR SELF-ASSESSMENTS** Quan Lam<sup>1</sup>, Jill A. Jacobson<sup>1</sup>; <sup>1</sup>Queen's University – In this research, we sought to investigate whether the self-critical behavior that East Asians typically display to others (cf. Heine et al., 1999) is genuine self-criticism or simply a self-presentational style. According to Goffman's (1955) facework hypothesis, individuals self-criticize to elicit support and reassurance from others. Furthermore, social norms dictate that when other people are down, we should not attack them, but instead we should attempt to make them feel better. In light of Goffman's work, we wondered if East Asians self-criticize for the purpose of pre-empting negative feedback from others. If so, they should react differently depending on how their self-criticisms are received by others. European-Canadian and East Asian-Canadian participants made the first attempt at completing a puzzle before transferring it to their partner (actually a confederate) to finish. Upon transferring the puzzle, participants also indicated to their partner how well they thought they did, to which the confederate partner responded either by giving the participants positive or negative feedback about their performance. No cross-cultural differences in liking were observed when participants self-criticized and were given positive feedback or when they self-enhanced and were given positive or negative feedback, although the partners in the latter condition were liked less than those in the other two conditions. The only cross-cultural difference was observed when participants' self-criticisms were met with negative (i.e., agreeing or counternormative) feedback. In this condition, Asian-Canadians rated their partner as more likable than did European-Canadians, which would seem more supportive of a genuine than a self-presentational explanation.

#### D17

**CULTURAL VARIATION IN THE EFFECTIVENESS OF SOLICITED AND UNSOLICITED SOCIAL SUPPORT** Taraneh Mojaverian<sup>1</sup>, Heejung S. Kim<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara – Research has shown that Asian/Asian Americans (AAs) are less likely to use social support to deal with stressful situations than European Americans (EAs). Concerns with maintaining group harmony and the possibility of disrupting social ties among AAs are considered as contributors to this cultural discrepancy. This research examined the effectiveness of two types of social support: support that is sought directly (solicited support) and support received without prompting from the recipient (unsolicited support). With emphasis on maintaining personal agency for EAs, unsolicited social support may negatively impact self-efficacy and self-esteem, while actively soliciting social support may not. Given the importance of interdependence in Asian cultures, receiving unsolicited social support may reinforce social belonging and relational ties for AAs, and soliciting social support may have the negative social ramifications discussed in previous studies. The current study examined the impact of culture (EA v. AA) and mode of social support (solicited v. unsolicited) on stress responses to a task. Participants performed a stressful task in an experimental setting with the option of seeking support from a confederate participant (solicited support) or were automatically given support from the confederate (unsolicited support). Results supported our hypothesis, with EAs benefiting more from solicited support, reporting lower levels of stress, more success with the task, and higher state self-esteem. Unsolicited support was more effective for AA participants, who reported

lower levels of stress, more success with the task and more liking for the confederate. Implications for cultural differences in coping styles and their effectiveness are discussed.

#### D18

**THROUGH TIME AND SPACE: VARIATION OF INDIVIDUALISM-COLLECTIVISM IN JAPAN** Hidehumi Hitokoto<sup>1</sup>, Toshiyuki Murabe<sup>1</sup>, Kenichi Narita<sup>2</sup>, Junko Tanaka-Matsumi<sup>2</sup>; <sup>1</sup>Kwansei Gakuin University, <sup>2</sup>School of Literatures, Kwansei Gakuin University – Cross-cultural studies of Individualism-Collectivism (IC) have expanded its focus into rich within culture variation (Vandello & Cohen, 1999) that may have resulted from the historical underpinnings of the region (Markus & Lachman, 2002). We measured regional variation of IC within Japan by using prefecture (N=47) level indicators collected from the Japanese census archive covering the period between 1960 and 2005. We derived the IC score by submitting the parameters of living such as the size of the family, type of residence, divorce rate, parameters of industry into ecological factor analysis (Hofstede, 2001). IC score showed convergent validity with the regional score of subjective culture (e.g. importance of privacy, number of friends and voluntary relationships, well-being explained by relationship satisfaction independent of self-esteem in the region) that we obtained in different studies. Using the IC score, we were able to map the whereabouts of IC, from high individualism (low collectivism) (Kitayama, Ishii, Imada, Takemura, & Ramaswamy, 2006) to low individualism (high collectivism) prefecture in Japan. We further searched for the antecedents that can explain this regional variation using regression analysis and cross-lagged effect model. We found that approximately 70% of the IC score variance in 2005 could be explained by 1) the amount of people's mobility (Oishi, Lun, & Sherman, 2007), 2) mortality rate by tuberculosis after the World War II (Fincher & Thornhill, 2008), 3) levels of humidity (Watsuji, 1931), and 4) some variable related to the economic growth period. Stability and changes of Japan are discussed.

#### D19

**STRENGTH OF WEAK TIES ACROSS CULTURES: CROSS-CULTURAL EXAMINATION OF ACQUAINTANCESHIP** Takeshi Hamamura<sup>1</sup>; <sup>1</sup>The Chinese University of Hong Kong – Individuals' social relations consist of strong ties (e.g., family, friends) and weak ties (e.g., acquaintances) (Granovetter, 1973). Although the importance of strong ties is obvious, weak ties are also important for well-being by ensuring variety and diversity in our social exchanges. For instance, through acquaintances people are able to access information they would not otherwise come across. Strength of weak ties, however, may differ across cultures. Prior research shows that cultures differ in the nature of social relations. In some societies such as North American societies, social relations tend to be relatively open, and individuals frequently and voluntarily enter into and terminate their social relations. In contrast, in other societies such as societies in East Asia, social relations tend to be less open, and individuals in these societies are embedded in relatively fixed and long-lasting social relations. This theorizing suggests cultural differences in acquaintanceship. Two studies were conducted to examine acquaintanceships across cultures. These studies found that although Chinese and Western participants were similarly approach-focused toward their friends, toward acquaintances Chinese were much less approach-focused compared to Westerners. The similar culture and relationship-type interaction was found on relationship satisfaction as well. Implications are discussed.

#### D20

**CULTURAL DIFFERENCES BETWEEN ASIAN AND WHITE AMERICANS: A STUDY ON FAMILY STRAIN AMONG COLLEGE STUDENTS** J. Mendiola<sup>1</sup>, K. A. Cotter<sup>1</sup>, H. Valdez<sup>1</sup>; <sup>1</sup>California State University, Sacramento – Culture can influence the experience of social interactions. A collectivistic versus an individualistic cultural background can influence the experience of social strain from family members. In a cross-sectional survey of 125 undergraduates (72% women), we compared Asian (n = 42) and White (n = 83) Americans on perceived and received family strain. Asian Americans (M = 2.50, SD = .70) reported more perceived family strain than



Whites ( $M = 2.10$ ,  $SD = .60$ ),  $F(1, 121) = 3.83$ ,  $p = .05$ ,  $\eta^2 = .03$ . However, gender moderated this effect such that Asian women ( $M = 2.57$ ,  $SD = .71$ ) reported more perceived family strain than Asian men ( $M = 2.28$ ,  $SD = .64$ ), whereas White men ( $M = 2.28$ ,  $SD = .61$ ) reported more family strain than White women ( $M = 2.03$ ,  $SD = .58$ ),  $F(1, 121) = 3.98$ ,  $p = .05$ ,  $\eta^2 = .03$ . The same main effect of race was found for received family strain: Asian Americans ( $M = 2.41$ ,  $SD = .85$ ) reported more received family strain than Whites ( $M = 1.99$ ,  $SD = .69$ ),  $F(1, 111) = 14.26$ ,  $p < .001$ ,  $\eta^2 = .11$ . Race interacted with cohabitation status, such that Asian Americans living with their romantic partner ( $M = 3.28$ ,  $SD = 1.16$ ) reported more received family strain than Asian Americans not cohabiting ( $M = 2.32$ ,  $SD = .78$ ) and Whites (not cohabiting  $M = 2.01$ ,  $SD = .71$ ; cohabiting  $M = 1.92$ ,  $SD = .64$ ). Implications for culturally sensitive relationship counseling are discussed.

### D21

**COMMITMENT TO ONE'S ETHNIC IDENTITY AND WELL-BEING: THE ROLE OF AUTONOMY SUPPORT FROM FRIENDS** Yuna Ferguson<sup>1</sup>, Neetu Abad<sup>1</sup>, Kennon M. Sheldon<sup>1</sup>; <sup>1</sup>University of Missouri-Columbia – Much research has examined ethnic identity, which refers to acceptance of and commitment to one's ethnic group and the exploration of one's heritage, as a predictor of various psychological outcomes, including lower depression and suicide and higher well-being. However, surprisingly few studies have examined factors that influence minority individuals' ability to form an ethnic identity. To address this gap, the current study investigated the role of autonomy support from friends, particularly when the friends are ethnically divergent from the target individuals. Past research on self-determination theory demonstrates that having one's autonomy supported within close relationships predicts well-being and positive identity formation, perhaps because such support fosters unconditional self-acceptance and self-expression. Based on this research, the current study hypothesized that ethnic minority individuals' experience of autonomy support within close peer relationships would be positively associated with their own ethnic identity, which would then positively predict their well-being. To test this model, 48 college students of minority or bicultural status completed self-report measures of well-being, Phinney's (1992) Multi-Group Ethnic Identity Measure, and the experience of autonomy support from ethnically divergent friends. Results showed that autonomy support positively predicted minority individuals' identification with their ethnic group, even after controlling for alternative explanatory variables such as relationship closeness and duration. Furthermore, ethnic identity commitment partially mediated the relationship between autonomy support and well-being. When close friends support minority individuals' right to make their own choices, they are more likely to embrace their heritage and experience well-being benefits as a result.

### D22

**CULTURAL DIFFERENCES IN ATTITUDINAL AMBIVALENCE** Andy Ng<sup>1</sup>, Michaela Hynie<sup>1,2</sup>, Tara MacDonald<sup>3</sup>; <sup>1</sup>York University, <sup>2</sup>York Institute for Health Research, <sup>3</sup>Queen's University – The antecedents and consequences of attitudinal ambivalence have been widely studied among North Americans (see Petty & Krosnick, 1995). However, attitudinal ambivalence has not received much cross-cultural study. We compared the amount of potential attitudinal ambivalence toward everyday objects among Canadian students of 3 cultural backgrounds: East Asian ( $N = 94$ ), South Asian ( $N = 170$ ), and European ( $N = 260$ ). Because East Asians exhibit naive dialecticism and thus tolerate contradictions (Peng & Nisbett, 1999), we hypothesized that East Asian Canadians (EAC) would exhibit more ambivalent attitudes than European Canadians (EC). South Asian culture does not endorse dialectical philosophy but is a highly collectivist society, so South Asian Canadians (SAC) are an interesting comparison group. EACs, SACs, and ECs rated their overall attitudes, attitude strength, and separate positive and negative attitudes toward 16 everyday objects (e.g., flowers, exams). An ambivalence score for each object was then calculated (Thompson, Zanna, & Griffin, 1995). ANOVAs indicated that EACs were significantly higher than ECs and SACs

on their average ambivalence level, collapsed across all objects. There was also no one object for which EACs exhibited lower levels of ambivalence than their EC and SAC counterparts. In contrast, SACs and ECs did not differ in ambivalence. In addition, positive attitudes were moderately correlated with attitude strength for ECs and SACs whereas negative attitudes were moderately correlated with attitude strength for EACs, suggesting positivity bias for ECs and SACs but negativity bias for EACs in their attitude strength. Implications of these findings are discussed.

### D23

**SOCIETAL DIFFERENCES IN THE IMPORTANCE OF BEING UNIQUE: INDIVIDUALISM AS AN ADAPTIVE TOOL FOR "OPEN" SOCIETIES** Kosuke Takemura<sup>1</sup>; <sup>1</sup>Kyoto University – The current research examined the hypothesis that a high Need for Uniqueness (NfU) is more positively associated with Subjective Well-Being (SWB) in "open" societies, where people have opportunities to form new social relationships, than in "closed" societies, where relationships are predetermined and stable. In open societies such as the US, one must be attractive to form social relationships with desirable individuals, since others also seek desirable partners. As a result, competitive interpersonal markets can emerge. However, it may sometimes be costly to participate in inflated competitions. Thus, being unique or creating one's own unique niche can be a good strategy for individuals to develop "selling points." On the other hand, in closed societies, being ostracized from current relationships can be fatal. Thus, conformity is important since it may lower the risk of being ostracized. This rationale suggests that having a high NfU may bring success in social life for individuals in particular societies, but not in others. Thus, NfU may be positively correlated with SWB in open societies, but not in closed societies. The current study tested this hypothesis by examining the regional differences within Japan. A secondary analysis of representative social survey data within Japan (the Japan Survey on Information Society, Naoi, 2004) was performed and found that, as predicted, the NfU-SWB association was greater in regions of Japan where people were more willing to expand their network of contacts. Implications for studies of individualism are discussed.

### D24

**THE CULTURE OF BACTERIAL AVOIDANCE IN THE U.S.** Ilan Shrira<sup>1</sup>; <sup>1</sup>University of Florida – Cultures with high pathogen levels exhibit norms, values, and behaviors that minimize the transmission of disease. In these cultures, a collectivistic approach to relationships should therefore be adaptive. People in collectivistic cultures tend to maintain strong ties to in-groups (e.g., family), hold a suspicion of out-groups, and exhibit greater discrimination between in-group and out-group members. Xenophobia (fear of out-groups) may function to reduce the risk of disease transmission, while ethnocentrism (favoring one's own group) creates a mutually supportive network should someone in the group fall ill. When parasite threat is low, however, there are fewer costs and more benefits to cultivating a larger social network and trusting out-groups. Without the threat of disease, fluid contact between strangers and acquaintances will lead to fitness-enhancing rewards such as broader coalitions, novel information, and innovations – all markers of individualistic cultures. These predictions are supported by recent cross-cultural research (Fincher et al., 2008). The present study examined whether these patterns would also exist in a modernized country, the United States, where mortality from infectious diseases is low. Specifically, this research tested whether the incidence of common infections (e.g., Chlamydia, hepatitis) was related to collectivistic behavior patterns – such as living with extended family, carpooling to work, fewer divorces – at the state level. The data revealed that infection rates strongly predicted collectivism, and these patterns held within regions of the country as well. The results suggest that even in relatively benign environments, pathogen levels influence how people approach relationships and structure their environment.

**D25****WHEN DO PEOPLE INTERNALIZE CULTURALLY DOMINANT WAYS OF SEEING THINGS? A DEVELOPMENTAL STUDY OF JAPANESE ELEMENTARY SCHOOL CHILDREN'S DRAWING STYLES** Sawa Senzaki<sup>1</sup>, Takahiko Masuda<sup>1</sup>; <sup>1</sup>University of Alberta – Findings of research into culture and attention indicate that traditional Japanese landscape paintings tend to have a horizon placed significantly higher, and to include a greater number of objects than traditional Western paintings. These findings suggest that the Japanese paintings present a more holistic view of the landscape.

Furthermore, the authentic preferences of contemporary college students in East Asian and Western cultures reflect the patterns found in traditional paintings in the students' respective cultures (Masuda, Gonzalez, Kwan, & Nisbett, 2008, PSPB), suggesting internalization of a culturally dominant way of seeing. The current study further examined the precise period during which this internalization processes took place, by investigating drawing styles of children in first through sixth grades in a public elementary school in Kamakura, Japan. Children were asked to either freely draw a landscape picture or make a collage of a landscape, and the placement of the horizon and the number of objects included were measured. The results indicated that Japanese elementary school children gradually developed an understanding of the concept of a horizon, and most of them showed a complete understanding by the fourth grade. More importantly, after children acquired the concept of a horizon, they placed the horizon within the top 25% of the frame. In addition, whereas the number of objects included by children in first through third grades was inconsistent, the fourth graders and their seniors consistently included a large number of objects.

**D26****INDIVIDUALISM/COLLECTIVISM AND THE PIONEER SPIRIT** Steven

Hoekstra<sup>1</sup>; <sup>1</sup>Kansas Wesleyan University – At SPSP in 2009, Kitayama presented Japanese data relating patterns of individualism and collectivism to historical voluntary settlement trends. His data endeavored to test the theory that "American individualism owes importantly to voluntary settlement by Europeans in the formative years of the United States" and that "the subsequent expansion of the territory to the west must have also fostered the ethos of independence." The present study revisited the latter portion of this hypothesis by reanalyzing data from two state-based studies (Vandello & Cohen, 1999; Allik & Realo, 2004) with the addition of the founding dates for each state. The resulting correlations and regressions showed that "pioneer states" showed greater levels of individualism, as operationalized by Vandello and Cohen's (1999) archival assessment of that construct. Interestingly, while the "pioneer spirit" appears to be associated with greater individualism, it simultaneously is also positively correlated with indicators of social capital (community engagement, group membership, interpersonal trust). In fact, it appears that these latter variables are substantial mediators of the predictive relationship of states' founding dates on individualism/collectivism. Future studies should replicate with broad-based cross-country sampling using individual self-report/trait assessments of individualism/collectivism. It would also be worthwhile to explore the apparent paradox between individualism and measures of community investments.

**D27****CULTURE AND ESCAPE: ALTERNATIVE WAYS OF DEALING WITH THE PROBLEM OF MORTALITY** Christine Ma-Kellams<sup>1</sup>, Jim Blascovich<sup>1</sup>;

<sup>1</sup>University of California, Santa Barbara – Four studies focused on terror management by exploring cultural differences in the use of escapism as an alternative way of dealing with the problem of death. Findings show that: 1) East-Asians do not demonstrate the same defensive responses post-mortality salience (MS) that European-Americans typically demonstrate; 2) East-Asians, when given the opportunity to use an alternative form of escapist (in our case, humor) responding to MS, prefer to use the escapist response more than European-Americans; 3) East-Asians, when given the opportunity to choose from a variety of possible responses (both escapist and defensive) post-MS, prefer the escapist responses

more so than European-Americans; and 4) East-Asians do not prefer escapist coping responses in general but specifically to mortality salience. Implications for terror management and the psychological functionality of escape are discussed.

**D28****FEELING GOOD OR FEELING BAD ABOUT THE RESULTS? MOOD ATTRIBUTION MATTERS IN SELF-REGULATION: CULTURAL PERSPECTIVE** Meng Zhang<sup>1</sup>, Susan Cross<sup>1</sup>; <sup>1</sup>Iowa State University – Americans and Chinese tend to behave differently in response to success or failure. The purpose of this study is to investigate whether mood attribution moderates these differences. American and Chinese participants were given critical thinking tasks in the lab and were given feedback (positive or negative) afterward. Half of the participants were led to misattribute their moods (positive or negative) to music rather than the task feedback (positive or negative). Participants' persistence on a second similar task was measured. Results revealed that there was a significant three-way interaction. American participants who received positive feedback from their previous task persisted more only if they attributed their positive moods to the successful performance. The pattern for Chinese participants was different. Chinese participants who received negative feedback will persist more only if they attribute their negative moods to their previous failure. In short, mood attribution moderated the relationship between the feedback valence and self-regulation among different cultural groups.

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**D29****CULTURE OF HONOR AND SUICIDE** Lindsey L. Osterman<sup>1</sup>, Ryan P.

Brown<sup>1</sup>; <sup>1</sup>University of Oklahoma – Joiner's (2004) theory of suicide posits that suicidality is characterized by three psychological factors: a sense of burdensomeness, feeling of isolation, and desensitization to hurting oneself. This theory has been empirically supported at the individual level, and we suggest that it can also be usefully applied at a cultural level. Although there exist individuals in all cultures who experience suicidality, we suggest that cultures of honor (Nisbett & Cohen, 1996) might foster values that put males at a particular risk for suicide. Namely, cultures of honor place a particularly high premium upon males' ability to protect and provide for family, promote the value of self-sufficiency, and sanction the use of retaliatory violence, all of which might heighten male risk for experiencing the psychological states that Joiner describes. We examined the hypothesis that both culture of honor and state-level variables conceptually analogous to Joiner's three factors uniquely predict male suicide rates. To do so, we obtained state-level data on economic factors (i.e., median income and an income inequality index), indices of social connectedness (i.e., divorce rates, transiency, collectivism, and proportion of population living in rural areas), gun ownership, culture of honor status, and suicide rates for males and females. A linear regression revealed that culture of honor status, economic factors, and social connectedness variables all uniquely predicted interstate variance in male suicide rates ( $R^2=.690$ ). Female suicide, though predicted strongly by some social connectedness variables, was only weakly related to economic factors and not at all related to culture of honor ( $R^2=.476$ ).

**D30****GLOCALIZATION AND CULTURAL REAFFIRMATION: FACTORIAL STRUCTURE OF CULTURAL VALUES FOR VIETNAMESE VS. VIETNAMESE AMERICANS** Angela-MinhTu D. Nguyen<sup>1</sup>, Que-Lam Huynh<sup>2</sup>, Veronica Benet-Martinez<sup>1</sup>;

<sup>1</sup>University of California, Riverside, <sup>2</sup>San Diego State University – Cultural reaffirmation occurs when bicultural individuals endorse their heritage values to a greater extent than do monocultural individuals in the native country (Kosmitski, 1996). A possible explanation is cultural encapsulation (Kim-Jo, Benet-Martinez, & Ozer, in press), which purports that the heritage culture brought by immigrants to their host country becomes crystallized and transmitted in an unaltered form. Meanwhile, the heritage culture in the native country remains dynamic (Matsumoto, 2000). To further test these propositions and understand the conception of "heritage culture" by bicultural and monocultural

samples, we collected data from 245 Vietnamese American undergraduate students in the US and 150 Vietnamese undergraduate students in Viet Nam regarding Vietnamese (16 items) and Western (specifically American; 17 items) cultural values. Items were written based on traditional Vietnamese values, such as the five cardinal values (Do, 1999), and traditional American values, such as the Horatio Alger myth (Weiss, 1969). Supporting the cultural reaffirmation effect, Vietnamese Americans (regardless of country of birth and age of migration) endorsed Vietnamese values to a significantly greater extent than Vietnamese in Viet Nam. Furthermore, factor analyses indicated that there were differences in the structure of Vietnamese and American values. Specifically, whereas Vietnamese and American values loaded on separate factors for Vietnamese Americans, they loaded together for Vietnamese participants. These findings support the glocalization phenomenon, or the integration of globally dominant Western cultures and local native cultures (Chiu & Hong, 2006). Furthermore, this study contributes to research on group-level acculturation (Berry, 2003) and cultural integration (Benet-Martinez & Haritatos, 2005).

### D31

#### BEYOND CULTURAL PREFERENCE: CULTURE-SPECIFIC BEHAVIOR AS A DEFAULT ADAPTIVE STRATEGY Hirofumi Hashimoto<sup>1,2</sup>, Yang Li<sup>1</sup>, Toshio Yamagishi<sup>1</sup>; <sup>1</sup>Hokkaido University, <sup>2</sup>The Japan Society for the Promotion of Science research fellow DC

— In an experiment with 61 Japanese participants, we successfully replicated Yamagishi, Hashimoto and Schug's (2008) finding in a vignette study that choosing a majority-colored pen (as observed in Kim and Markus' (1999) study) is a reflection of a default strategy (used in situations of which nature is not clearly defined) for avoiding negative reputation, rather than a reflection of their preference for conformity. The experiment was run in five-person groups, each consisting of two real participants and three confederates. One of the participants picked up a pen from a can containing five pens, one of which was a unique colored and the others were majority colored, and passed the can with the remaining pens to the other participants (first choice condition). All the five pens disappeared before the can reached the second participant (because one of the confederates secretly took two pens from the can), and a new can containing the same set of five pens was brought to the second participant (last choice condition). While very few initial choosers (7%) chose a unique pen, about half of the last choosers (48%) chose a unique pen. These results suggest: 1) Japanese participants preferred the unique pen to the majority pen when they were not concerned with other participants' reactions (last choice), and yet, 2) they avoided to choose a unique pen when it might incite negative responses from others. The choice of the majority pen was shown to be a means to avoid negative responses from others.

### D32

#### DOES THE PRESENCE OF SOCIAL OTHERS AFFECT THE FACIAL EMOTION EVALUATION?: CROSS-CULTURAL COMPARISON Kenichi Ito<sup>1</sup>, Takahiko Masuda<sup>1</sup>, Koichi Hioki<sup>2</sup>; <sup>1</sup>University of Alberta, <sup>2</sup>Kobe University

— Past research suggests that people commonly use contextual information to understand facial emotions (Carroll & Russell, 1996). However, few studies systematically tested whether or not people from different cultural backgrounds similarly use contextual information to understand facial emotions. To test the generalizability of the effect across cultures, in Study 1, we used the affective priming paradigm, in which Canadian and Japanese participants categorized happy or sad facial expressions (target) after a brief presentation of congruent or incongruent facial emotions (prime). In Study 2, Canadian and Japanese participants categorized happy or sad facial emotion while simultaneously presented with congruent or incongruent facial emotions. We superimposed the facial expressions used in Study 1 in the way that the faces used as targets were surrounded by the faces used as primes. In both studies, we recorded participants' response latency and their accuracy of categorization. The results indicate both similarity and difference between two cultural groups. Canadian participants and Japanese participants were similar to the extent that both groups categorized the facial emotions

congruent with prime/background faster than the ones incongruent with prime/background. In contrast, Canadian participants were different from Japanese participants that they evaluated facial emotions relatively slower than Japanese participants when contextual information succeeded facial emotions (Study 1). Furthermore, Canadian participants evaluated facial emotions relatively slower than their Japanese counterparts when facial emotions and contextual information were presented simultaneously (Study 2). Cultural differences in context sensitivity and its effect on the facial emotion evaluation are discussed.

### D33

#### EXAMINING THE CROSS-CULTURAL DIFFERENCES OF ATTACHMENT STYLES WITHIN MARRIAGE TYPES BETWEEN ASIAN INDIANS AND AMERICANS Melissa Chan<sup>1</sup>, Ashley K. Randall<sup>1</sup>, Deepti Duggi<sup>2</sup>, Shanmukh V. Kamble<sup>2</sup>, Emily A. Butler<sup>1</sup>; <sup>1</sup>University of Arizona, <sup>2</sup>Karnatak University, India

— Adult attachment styles describe the way in which individuals in romantic relationships relate to each other. Most research on attachment has been conducted in the context of Western style "love" marriages in which partners choose each other, but the majority of marriages in the world are arranged, in which the extended family plays a central role. To investigate whether culture and marriage type influence attachment style, we compared Asian Indian couples living in India (n = 100 couples) with American couples (n = 30). We hypothesized that the Indians would report more anxious and avoidant attachment than the Americans due to cultural values of social harmony and emotional restraint. Specifically, emphasis on social harmony may lead individuals to be more concerned with others' opinions and thus more prone to attachment anxiety. Emotional restraint, on the other hand, might discourage individuals from sharing their problems and thus make them more prone to attachment avoidance. In addition, we hypothesized that individuals in Indian arranged marriages would be more anxious and avoidant than both those in Indian "love" marriages and those in American marriages because arranged marriages hinge on familial approval and require emotional restraint. As predicted, Indian participants reported more avoidance as assessed by the Experiences in Close Relationships scale. Although there was no country difference in anxiety, as predicted, results revealed the highest anxiety levels among Indian arranged marriages. These results demonstrate the importance of cross-cultural research in understanding relationship functioning in our global society.

### D34

#### DOES MONKEY GO WITH PANDA OR BANANA? CULTURAL DIFFERENCES IN THE CATEGORIZATION OF OBJECTS Andrea Zo-Rong Wucherpfennig<sup>1</sup>, A. Timur Sevincer<sup>1</sup>, Hyekyung Park<sup>2</sup>, Shinobu Kitayama<sup>3</sup>; <sup>1</sup>University of Hamburg, <sup>2</sup>Hokkaido University, <sup>3</sup>University of Michigan

— The categorization of objects is a basic cognitive principle to mentally organize the world. Objects can be classified into categories either according to their causal, spatial, or temporal relationships (i.e., relationship-based classification), or according to the similarity of their attributes (i.e., category-based classification). For example, some people may classify a monkey within a category comprising things related to its environment (e.g., bananas, trees, and lianas), whereas other may classify a monkey within a category comprising other mammals (e.g., pandas, lions, and dolphins). Importantly, culture has an influence on people's cognitive structures. Interdependently-oriented people think holistically and focus on relationships between people or objects, whereas independently-oriented people think analytically and focus on the attributes of people or objects (Nisbett, Peng, Choi, & Norenzayan, 2001). Hence, we expected interdependently-oriented people (e.g., Asians) to classify objects based on relationships, while more independently-oriented people (e.g., Europeans) to classify based on categorical memberships. We compared style of categorization of Korean and German participants. Participants were presented with twenty word triads consisting of three objects (e.g., monkey-panda-banana) adopted from Ji, Zhang, and Nisbett (2004), and were asked to group two out of three together. Eight triads were critical

such that two items in each triad shared relational features (e.g., monkey-banana) and that another two shared categorical memberships (e.g., monkey-panda). As expected, results revealed that Koreans used more of relationship-based rule compared with Germans. Our study adds evidence to the cultural influence on basic cognitive principles.

### D35

#### WHY IS IT BAD IF PEOPLE KNOW I CHEATED ON MY SPOUSE? A CROSS-CULTURAL INVESTIGATION OF THE INFLUENCE OF NEGATIVE MORAL JUDGMENTS ON UNRELATED DOMAINS

Jennifer Stellar<sup>1</sup>, Kaiping Peng<sup>1</sup>, Wang Lei<sup>2</sup>; <sup>1</sup>University of California-Berkeley, <sup>2</sup>Peking University – Moral

transgressions have consequences beyond moral judgments. Learning that a person has committed an immoral act not only affects general evaluations about his/her moral character, but also influences judgments about seemingly unrelated domains. One's cultural upbringing may heighten or diminish the extent to which an individual allows moral judgments to cloud non-moral evaluations. We hypothesize that (1) moral transgressions contaminate non-moral evaluations in both collectivist and individualist cultures, but (2) that this phenomenon is stronger in collectivist cultures because, at its core, immoral behavior is a stronger affront to collectivist values. American and Chinese undergraduates read scenarios about three different characters and made evaluations about the characters' future job performance. These evaluations were made both before and after they learned that the characters had committed moral transgressions in their private lives. Immoral behavior negatively impacted evaluations of future job performance in all three scenarios in both cultures. However, evaluations of future job performance dropped significantly more for Chinese participants than for Americans. Potential mediators and moderators are examined. Overall, the results suggest that while immoral behavior universally contaminates judgments of an individual in other non-moral domains, it does so more strongly in collectivist cultures. This study provides indirect evidence for a stronger sensitivity in collectivist cultures to immoral behavior.

### D36

#### AN EXPERIMENTAL TEST OF THE IMPACT OF RELATIONAL MOBILITY ON CASUAL ATTRIBUTION

Masaki Yuki<sup>1</sup>, Kengo Kamaya<sup>1</sup>; <sup>1</sup>Hokkaido University – Research on culture and causal attribution has shown that

North Americans tend to make internal attributions, whereas East Asians tend to make external attributions. From the socio-ecological perspective, we propose that these culturally-bounded tendencies are in fact ecologically valid in the respective societies, varying in the level of relational mobility. In societies high in relational mobility, such as North America, people can choose one's relationships and groups more freely, and their behaviors should actually reflect their internal factors, such as attitudes and personality more strongly. Thus, internal attribution is mostly valid. On the contrary, in societies low in relational mobility, such as East Asia, people are confined within the current relationships and groups, so they must behave in accordance with the expectations from others. Thus, external attribution is, in most cases, accurate. The current study aimed at testing this hypothesis conceptually, using a situational priming method. Ninety-four Japanese undergraduates were asked to read an essay that maintained that the Japanese society was either still low in relational mobility, or had become dramatically high in relational mobility recently. Then they were asked to write down what kinds of behaviors are adaptive in such a society, followed by the distraction task. Then, they were asked to indicate how much they agreed with the statements that human behaviors are determined by internal attributes. As predicted, participants who read the high relational mobility essay endorsed the internal attribution statements more strongly than did those who worked on the low relational mobility essay.

### D37

#### UNPACKING CULTURAL DIFFERENCES IN ALEXITHYMIA: A CROSS-CULTURAL EXAMINATION OF THE ASSOCIATION BETWEEN CULTURAL VALUES AND EXTERNALLY ORIENTED THINKING

Jessica Dere<sup>1</sup>, Carl F. Falk<sup>2</sup>, Steven J. Heine<sup>2</sup>, Andrew G. Ryder<sup>1,3</sup>; <sup>1</sup>Concordia University, <sup>2</sup>University of British Columbia, <sup>3</sup>SMBD-Jewish General Hospital – Alexithymia,

a multi-faceted personality construct, refers to a general deficit in the ability to identify emotional states and to describe these states to others (Taylor, 2004). Three main components of this construct are difficulty identifying feelings (DIF), difficulty describing feelings (DDF), and externally oriented thinking (EOT). Ryder and colleagues (2008) found that higher overall levels of alexithymia among Chinese as compared to Euro-Canadian outpatients were explained by group differences in EOT. They proposed that EOT might be encouraged in a Chinese cultural context, which places greater focus on interpersonal relationships than on inner emotional experiences. The current study sought to test the hypothesis that EOT is more strongly shaped by culture than are DIF and DDF, by examining associations between the components of alexithymia and cultural values. Chinese-Canadian (n=159) and Euro-Canadian (n=290) undergraduates completed the Toronto Alexithymia Scale (Bagby et al., 1994), the Asian Values Scale-Revised (Kim & Hong, 2004) and the Euro-American Values Scale for Asian-Americans-Revised (Hong et al., 2005). Chinese-Canadian participants reported higher levels of alexithymia, attributable entirely to higher levels of EOT ( $p < .01$ ). EOT was significantly predicted by Asian values ( $\beta = .235$ ,  $p < .01$ ) and Euro-American values ( $\beta = -.297$ ,  $p < .01$ ) among Chinese-Canadians and by Euro-American values ( $\beta = -.215$ ,  $p < .01$ ) among Euro-Canadians, after controlling for DIF and DDF. Neither DIF nor DDF were significantly predicted by values. In addition, Asian and Euro-American values taken together fully mediate the relation between group membership and EOT. These results indicate that inclusion of EOT introduces a cultural bias to the measurement of alexithymia.

### D38

#### ABORIGINAL METIS IDENTITY: THE LINKS BETWEEN CULTURAL IDENTITY, SELF-ESTEEM AND COPING SKILLS

Christine Hole<sup>1</sup>, Jessica J. Cameron<sup>1</sup>; <sup>1</sup>University of Manitoba – Although members of minority

groups have experienced negative treatment and discrimination (Feagin, 1991; Landrine & Klonoff, 1996), identifying with one's minority group is beneficial (Phinney, et al., 1997; Zimmerman, et al., 1996). Group membership can provide a sense of belonging that reflects positively on how members of these groups view themselves (Abrams, 1992). The Canadian Aboriginal population may be particularly relevant for studying the influence of cultural identity due to the fact that this population has become inflicted with both hidden and observable barriers of personal, institutional and systemic bias, discrimination, racism and a general lack of socioeconomic equality (Canadian Council on Social Development, 2000; CERD Report, 2002). Although previous studies on other ethnic groups (Grossman & Davids, 1985; Martinez & Dukes, 1997) has demonstrated that cultural identity has positive effects, the historical and current climate of the Aboriginal population may make cultural identification problematic. The present study examined the extent to which cultural identity bolsters one's self-esteem level and in turn predicts increases in coping ability. Data was gathered through Statistics Canada on a weighted sample of 340,440 Canadian Aboriginal Adults from the Métis population. Overall, path-analytic results indicate that self-esteem partially mediates the link between cultural identity and coping for Métis adults. Participants who reported stronger identification with the Métis culture exhibited higher self-esteem which in turn was associated with better coping abilities. Reciprocal influences of coping and self-esteem will be discussed along with the potential implications of the present findings for counseling, prevention programs and policy change.

**D39**

**PROTOTYPES OF HONOR IN TURKEY AND THE UNITED STATES** Berna Gercek Swing<sup>1</sup>, Susan Cross<sup>1</sup>, Ayse Uskul<sup>2</sup>, Cansu Akozkan<sup>3</sup>, Zeynep Sunbay<sup>4</sup>, Bilge Ataca<sup>5</sup>, <sup>1</sup>Iowa State University, <sup>2</sup>University of Essex, <sup>3</sup>Istanbul Bilgi University, Turkey, <sup>4</sup>University of Southampton, UK, <sup>5</sup>Bogazici University, Turkey – What does it mean to be an "honorable person"? Three studies address that question using a prototype approach. American and Turkish participants responded to open ended questions pertaining to the meaning of honor. Turkish participants generated 70 concepts, 59% of which were simultaneously generated by 5% or more of the sample. The most common concepts were "honesty" (mentioned by 40% of the sample), and "chastity" (namus; mentioned by 20% of the sample). American participants generated 75 concepts, 45% of which were simultaneously generated by 5% or more of the sample. The most common concepts were "to be respected" and "doing the right thing" (mentioned by 19% of the sample). These results imply greater consensus in the definition of honor in Turkey than in America. In Study 2, a sample of Turkish participants rated the importance of the original 70 Turkish concepts. The most important concept was "not to be unjust", whereas the least important concept was "to fit into customs and traditions". Similarly, a sample of American participants rated the importance of the original 75 American concepts. The most important concept was "honesty", whereas the least important concept was "being smart". In Study 3 Turkish and American participants rated the importance of the combined words generated in Study 1. The concepts generated by Turks were considered equally important by Turks and Americans, whereas the concepts generated by Americans were considered more important by Americans. These findings are important first steps in explicating Turkish and American lay conceptions of honor.

**D40**

**PATHWAYS TO PATHOLOGIZING: DO PERCEPTIONS OF ABNORMALITY DIFFER ACROSS CULTURES?** Lauren Ban<sup>1</sup>, Nick Haslam, Yoshi Kashima; <sup>1</sup>Concordia University, <sup>2</sup>The University of Melbourne – Abnormal behavior seems common (Ahn, Novick & Kim, 2003) and morally acceptable (Meehl, 1973) to the extent it is understood. Evidence for cultural differences in cognitive style suggests there may be variations in this 'reasoning fallacy'. If East Asians think holistically and Western Europeans, analytically (Nisbett, 2005), the effect of understanding on perceptions of abnormality may differ according to culture. Moreover, Haslam's (2005) theory of 'folk psychiatry' suggests there are multiple criteria by which people judge abnormality. Two studies examined the differential bases on which people from East Asian and 'Western' cultural backgrounds judge abnormality. Fifty-one students from a 'Western' cultural background and 51 students from an East Asian cultural background read descriptions of abnormal behaviour featuring either causal or non-causal information. The results indicate that for 'Westerners', behavior is seen as common ( $p = 0.01$ ) and morally acceptable ( $p = 0.03$ ) to the extent it is understood. By contrast, understanding had no effect on the extent to which East Asians saw behavior as common ( $p = 0.22$ ) and morally acceptable ( $p = 0.79$ ). In a reversal of the 'reasoning fallacy', understanding made abnormal behavior seem more worthy of stigma in the East Asian context (social distance:  $p = 0.01$ , authoritarianism:  $p = 0.05$ , social restrictiveness:  $p = 0.06$ ). Attributions of moral responsibility were partially explainable through cultural differences in traditional social values ( $p = 0.02$ ). Cultural variations in pathologizing style were attributed to the differential salience of normative frameworks, which are grounded in culturally specific conceptions of the person.

**D41**

**DETECTING AND EVALUATING DIFFERENTIAL ITEM FUNCTIONING OF THE ROSENBERG SELF-ESTEEM SCALE IN THE U.S. AND CHINA** Huajian Cai<sup>1</sup>, Hairong Song<sup>2</sup>, Jonathon D. Brown<sup>3</sup>, Kevin J. Grimm<sup>2</sup>; <sup>1</sup>Henan University, <sup>2</sup>UC Davis, <sup>3</sup>University of Washington – Using an item response theory based approach (i.e., likelihood ratio test with an iterative procedure), we examined the equivalence of English- and Chinese-language versions

of the Rosenberg Self-Esteem Scale (RSES) in a sample of American ( $N = 551$ ) and Chinese college students ( $N = 380$ ). Results from differential item functioning analysis (DIF) showed that these two language versions of the RSES were not fully equivalent at the item level as well as at the scale level. The two cultural groups did not use the scale comparably, with American students showing more extreme responses than the Chinese students. Moreover, we evaluated the practical impact of DIF and found that cultural differences in average self-esteem scores disappeared after the DIF was controlled. We discuss the implications of our findings for cross-cultural research and provide suggestions for future studies using the RSES in China.

**Emotion****D42**

**EMOTIONAL VALUES AND EMOTIONAL RESPONSE: DOES IDEAL AFFECT INFLUENCE HOW PEOPLE EXPERIENCE EMOTIONAL EVENTS?** Louise Chim<sup>1</sup>, Alice Moon<sup>2</sup>, Jeanne L. Tsai<sup>1</sup>; <sup>1</sup>Stanford University, <sup>2</sup>University of California, Berkeley – Previous findings suggest that people's ideal affect (the affective states they value and ideally want to feel) predicts what types of activities people engage in to feel good. For example, people who value excitement states are more likely to participate in physically rigorous sports than people who value calm states. Does ideal affect influence how people actually experience emotional events? We hypothesize that the more people value the affective states that are elicited by an event, the more positively and less negatively they experience that event. In Study 1, 31 European Americans, 29 Asian Americans, and 30 Mainland Chinese participants watched calm film clips and reported their emotions after each clip. Across cultural groups, the more people valued calm states, the more relaxed they felt; conversely, the more people valued excitement states, the less happy and more bored they felt. Participants also watched exciting clips, but they were not effective in eliciting excitement. Therefore, in Study 2, 41 European Americans and 40 Asian Americans played an exciting (boxing) and calm (yoga) video game. Immediately after, participants described the game using one emotion word and reported their emotions. Across cultural groups, the more people valued calm states, the more likely they were to describe the yoga game as calm or pleasant, the less likely they were to describe the boxing game as exciting or pleasant, and the more they felt negative emotions during the boxing game. As predicted, these findings suggest that ideal affect shapes how people experience emotional events.

**D43**

**THE EFFECTS OF IDEAL BODY MEDIA ON RESTRAINED EATERS' IMPLICIT MOOD** Jessica Boyce<sup>1</sup>, Roeline Kuijer<sup>1</sup>, David Gleaves<sup>1</sup>; <sup>1</sup>The University of Canterbury, New Zealand – Idealized body media (IBM), such as thin images of women in advertising and the media, appears to negatively affect women's emotional state, including their mood. To our best knowledge, however, all experimental studies that have assessed their participants' mood following IBM exposure have used explicit measures (e.g., VAS; POMS). Some propose that explicit (conscious and controllable) and implicit measures tap into different parts of self-knowledge (e.g., Banaji, 2001). Moreover, if a participant links IBM exposure to the dependent variables the study may be more vulnerable to demand characteristics and produce inflated negative responses (Mills et al., 2002). Thus, we examined the effect of IBM on a subtle/implicit mood measure (developed by Hass et al., 1992). Also, because research suggests that IBM can more negatively affect restrained eaters (i.e., chronic dieters, Herman & Polivy, 1980), we assessed this individual difference as a potential moderator. Disguised as an investigation of 'Hunger and Memory', we measured restraint (embedded among filler items), and then in a follow-up session female participants ( $N = 118$ ) were exposed to IBM (vs. control) and completed the implicit mood test – disguised as a memory test – twice, pre and post exposure. We also assessed body-satisfaction in a "second, unrelated study." Among restrained eaters, exposure to IBM increased negative mood as measured implicitly, i.e., this occurred

without using explicit measures or prompting negative responses. Exposure to IBM also decreased their body-satisfaction. This is the first indication that IBM can affect implicit mood measures and is an important addition to this literature.

#### D44

**PATTERNS OF EMOTIONAL EXPERIENCE AS IMPLICIT MEASURES OF ACCULTURATION: MEXICAN AND KOREAN MIGRANTS IN THE US, AND TURKISH MIGRANTS IN BELGIUM** Jozefien De Leersnyder<sup>1</sup>, Batja Mesquita<sup>1</sup>, Heejung Kim<sup>2</sup>, Gabby Gomez<sup>2</sup>; <sup>1</sup>University of Leuven, Belgium, <sup>2</sup>UC Santa Barbara – A person's emotions tend to embody the central meanings and practices of the cultural contexts in which he/she engages. In most cases, emotions as socialized thus help a person to interact and relate to others in ways that are valued and effective. The question addressed by the studies here described is what happens if a person moves from one cultural context to another or between cultures, as is the case in immigrant groups. Two studies investigated the concordance of emotional experiences between immigrant and cultural mainstream community samples. Emotional patterns across eight types of self-described situations were obtained from Mexican (n=106) and Korean (n=74) minorities in the US (Study 1) and Turks (n=167) in Belgium (Study 2). These individual emotional patterns were compared to the average patterns of a cultural mainstream sample (Belgians n=99, European Americans n=78) for each type of situation. This method provided emotional concordance scores for each participant. Multiple hierarchical regressions were conducted in order to predict migrants' emotional concordance scores with other acculturation-indices. Whereas migrants' emotional concordance could not be predicted by explicit measures of acculturation (attitudes, self-reported behavior), implicit measures reflecting engagement in mainstream culture (language proficiency, social relationships with members of mainstream culture) predicted an individual's emotional concordance well. These findings support the existence of 'emotional acculturation,' and suggest that the changes in experienced emotion are implicit measures of acculturation that are not necessarily associated with the more consciously subscribed changes, such as those in values and identity.

#### D45

**REGULATION OF MEANING IN EVERYDAY LIFE: PRO-SOCIAL CONSEQUENCES OF BOREDOM** Wijnand A. P. van Tilburg<sup>1</sup>, Eric R. Igou<sup>1</sup>; <sup>1</sup>University of Limerick – Boredom is an experience that most people have experienced at one point or another. The literature suggests that boredom raises people's uncertainty with regard to the meaningfulness of their behaviors (e.g., Barbalet, 1999) and it often promotes anti-social behaviour (e.g., aggression, racism; e.g., Dahlen et al., 2006). We investigate how anti-social consequences of boredom can be turned into pro-social consequences. We argue that one of the goals that bored people have is to re-establish a sense of personal meaningfulness. As a result, bored people engage in responses that are instrumental for the pursuit of this goal. We tested the hypothesis that charity support increases after experiencing boredom, but that this effect of boredom is limited to situations in which pro-social behaviour is instrumental for re-establishing personal meaningfulness. A series of four experiments is presented that reveals the crucial role of people's need to feel meaningful in displaying pro-social responses when bored. In addition, we manipulated the usefulness of charity support for achieving a sense of meaningfulness. We found that boredom reduced a sense of personal meaningfulness. In addition, boredom promoted charity support when it was useful for establishing a sense of meaningfulness of one's behaviour, but this pro-social effect was not observed when charity support was not useful for meaning re-establishment. The results suggest that boredom promotes charity support as a way to re-establish meaningfulness. Our approach has implications for the effects of boredom and how people regulate behaviour in order to establish a sense of meaningfulness.

#### D46

**THE MISERY-IS-NOT MISERLY EFFECT IN INTERTEMPORAL CHOICE** Viral Gandhi<sup>1</sup>, Jennifer Lerner<sup>1</sup>, Elke Weber<sup>2</sup>; <sup>1</sup>Harvard University, <sup>2</sup>Columbia University – The Misery-is-not-Miserly effect refers to the tendency for incidentally sad people to pay higher buying prices in order to acquire a commodity (Lerner, Small & Loewenstein, 2004; Cryder, Lerner, Gross & Dahl, 2008). The question now becomes: Does incidental sadness also make decision makers willing to pay a premium for acquiring goods now versus later? We predicted that it would. Drawing on established methods (e.g., Lerner et al., 2004), subjects experienced a sadness, disgust, or neutral mood induction and then made a series of intertemporal choices, modelled on a paradigm by Kirby, Petrel and Bickel (1999). The experiment included disgust as an additional control condition, allowing us to test the alternative possibility that negatively valenced emotions might increase discount rates in general. Based on prior studies (e.g., Han, Lerner & Zeckhauser, 2009), we expected that disgust would not do so. Results revealed that sad subjects had a significantly higher discount rate than neutral subjects ( $t(39) = 2.21, p < .01$ ). Indeed, sad subjects' discount rate was 92% higher than that of neutral subjects, a large and costly difference of which decision makers were unaware. This effect was significant for all sizes of reward (small, medium and large). The sadness impatience effect was particularly acute for small rewards, resulting in a 111% increase in the discount rate, ( $t(39) = 2.45, p < .01$ ). As hypothesized, disgust did not increase discount rates.

#### D47

**DISGUST SENSITIVITY AS A PREDICTOR OF RELIGIOUS ORIENTATION** John Terrizzi Jr.<sup>1</sup>, Larry Ventis<sup>2</sup>, Natalie Shook<sup>1</sup>; <sup>1</sup>Virginia Commonwealth University, <sup>2</sup>The College of William & Mary – Disgust is a human emotion that has evolved to protect us against the ingestion of toxic substances. However, more recent evidence suggests that disgust can also inform our moral judgments and decision-making (Haidt, 2003). Along these lines, disgust sensitivity has been demonstrated to positively correlate with religious obsessions, particularly preoccupations with fear of sin (Olatunji, Tolin, Huppert, & Lohr, 2005), and with religious fundamentalism (Terrizzi, Ventis, & Shook, 2009). The purpose of the current research was to explore the relationship between disgust sensitivity and religious orientation. Psychologists have identified three distinct religious orientations: (1) extrinsic, which is using religion to achieve an end, (2) intrinsic, which is using religion as an end within itself, and (3) quest, which is characterized by open-mindedness and a willingness to confront existential questions (Allport & Ross, 1967; Batson, Schoenrade, & Ventis, 1993). For the current study, participants completed a battery of questionnaires including measures of disgust sensitivity, the religious life inventory, and the post critical belief scale. The results indicate that global disgust sensitivity, as well as sexual disgust and pathogen related disgust, were positively correlated with the intrinsic religious orientation. There was no relationship between disgust sensitivity and the extrinsic or quest orientations. Disgust sensitivity was also correlated with religious orthodoxy and the affirmation of a religious realm. These results suggest that intrinsically oriented people may be more concerned with moral contamination than extrinsic and quest oriented people because for them, religion provides a stable internal structure for interpreting their social worlds.

#### D48

**THE EFFECT OF POSITIVE EMOTIONS ON MORAL DECISION MAKING** Frederieke van Dongen<sup>1</sup>, Eric Igou<sup>1</sup>; <sup>1</sup>University of Limerick – We assume that specific positive emotions differ regarding their influence on moral decision making. More specifically, we argue that positive emotions with a greater impact on the self raise more self-interest than emotions with less impact on the self, leading to less moral behavior for the first than for the latter type of emotions. We examined situations with a moral conflict between self-interest and other-interest (e.g., distribution of money when sharing is morally normative, giving up personal benefits in order to protect the environment). Study 1 made a distinction between positive emotions based upon their relative impact (influence and duration) on a

person's life: high-impact (e.g., love, happiness) and low-impact emotions (e.g., optimism, euphoria). Study 2 tested the influence of positive emotions on moral decision making in two economical dilemmas. The first moral measure examined tendencies to illegitimately profit from a common good (e.g., evading taxes, illegitimately profiting from social welfare). The second dilemma consisted of a scenario on moral decision making in times of the financial crisis. Consistently, we found that high-impact emotions (e.g., love, happiness) led to less moral decisions (i.e., decisions only based on self-interest, ignoring other's interests) than low-impact emotions (e.g., optimism, euphoria). Study 3 tested our hypothesis in the context of pro-environmental behavior. Again, high-impact emotions led to less moral decisions, that is, damaging the environment to increase own benefits, than low-impact emotions. The implications for the influence of specific positive emotions on moral decision making will be discussed.

#### D49

##### **I'M EMBARRASSED FOR YOU: DIFFERENTIAL EFFECTS OF PERSPECTIVE TAKING ON VICARIOUS EMBARRASSMENT AND EMPATHIC CONCERN**

**Eric Stocks<sup>1</sup>, David Lishner<sup>2</sup>; <sup>1</sup>University of Texas at Tyler, <sup>2</sup>University of Wisconsin Oshkosh** – Much research has investigated the cognitive-perceptual factors that promote one form of empathy, empathic concern. However, little research has investigated such factors for a related empathic emotion, vicarious embarrassment. We tested the hypothesis that different forms of perspective taking elicit different emotional responses to a target in an embarrassment-eliciting situation. In our experiment, participants heard a target recount an embarrassing event while they adopted one of three perspective-taking sets (remain objective and detached vs. imagining how the target feels vs. imagining yourself in the target's situation) as well as an opportunity to either approach or avoid the target. Results revealed that, compared to those who remained objective and detached, those who imaged the target's thoughts and feelings experienced heightened empathic concern (but not heightened vicarious embarrassment and the desire for further exposure to the target, whereas those imagining themselves in the target's situation experienced heightened vicarious embarrassment (but not heightened empathic concern) and did not seek further exposure to the target. This suggests that different manifestations of vicarious emotions may be associated with different motivational orientations.

#### D50

##### **FORGIVENESS IN REAL-TIME: COGNITIVE AND CARDIOVASCULAR REACTIONS TO OFFENSE**

**Ryan S Darby<sup>1</sup>, Britta Larsen<sup>1</sup>, Nicholas Christenfeld<sup>1</sup>, Christine R Harris<sup>1</sup>; <sup>1</sup>University of California, San Diego** – Previous research has demonstrated that imagined forgiveness of an offense is associated with decreases in cardiovascular reactivity compared to holding grudges, though this has yet to be studied with actual real time offenses. The current study examined the effects of primed forgiveness on cardiovascular recovery from an offense, and also explored the potential relationship between a forgiving disposition, forgiving cognitions, and cardiovascular reactivity. Participants (N = 96) filled out dispositional measures of forgiveness and were then randomly assigned to list the benefits of either forgiveness or studying and write about a time when they received benefits from that activity. This forgiveness intervention was done to maximize the probability of forgiveness occurring naturally. In the second half of the experiment, participants did a brief math task with a confederate who rudely harassed the participant. Heart rate and blood pressure were monitored before, during, and after the offense. The data revealed a significant interaction between intervention type and dispositional forgiveness on systolic and diastolic blood pressure over time. Individuals high in trait forgiveness who underwent a forgiveness intervention, did show decreased blood pressure after 5 minutes, but not during the offense. Finally, self-report ratings of how much the participant liked the offender and how well the pair got along were positively correlated with dispositional forgiveness. This study suggests that previous findings relating forgiveness to decreased cardio-

vascular reactivity are generalizable. It also suggests there is a positive relationship between dispositional forgiveness, pro-social behavior, and, tentatively, faster cardiovascular recovery.

#### D51

##### **SOCIAL AND DEVELOPMENTAL FACTORS IN EMOTION REGULATION IN ADOLESCENCE**

**Jennifer A. Silvers<sup>1</sup>, Katherine A. Remy<sup>1</sup>, Kevin N. Ochsner<sup>1</sup>; <sup>1</sup>Columbia University** – Recent research suggests that adolescence is a "make or break" time for the development of effective emotion regulation skills. Yet, little empirical work has examined how emotion regulation capacity changes over the course of typical adolescent development. Moreover, although anecdotal evidence suggests that adolescents are more sensitive to negative social cues than adults, this hypothesis has not been formally tested. The present study investigated whether 1) emotion regulation success increases and 2) reactivity to negative social emotional stimuli decreases over the course of adolescence. Individuals at the beginning (10-13 years), middle (14-17 years) and end of adolescence (18-22 years) completed an emotion regulation task. On each trial, participants viewed a negative or neutral picture and were instructed to either draw themselves closer to the emotional details of the picture ("close") or to mentally distance themselves from such details ("far") and then rated their negative affect. Half of the pictures viewed contained social content. Across and within age groups participants reported less negative affect in response to negative stimuli on "far" trials than "close" trials. A significant interaction between age, strategy and valence was observed suggesting that older individuals were more effective at using the "far" strategy when viewing negative stimuli than younger individuals. An additional interaction between age, valence and social content revealed that younger participants reported more negative affect in response to negative social stimuli than older participants. These findings suggest that emotion regulation success improves over adolescence as emotional reactivity to negative social cues attenuates.

#### D52

##### **COVETING WHAT IS THY NEIGHBOR'S: WHEN ENVY BREEDS DESIRE**

**Jan Crusius<sup>1</sup>, Thomas Mussweiler<sup>1</sup>; <sup>1</sup>Universität zu Köln** – Envy is an unpleasant emotion that arises after an unfavorable social comparison, such as when we lack another person's superior good. A central component of envy seems to be the desire for this fortune. Despite its important implications, experimental evidence on the psychological underpinnings of envious desire is lacking and the conditions that foster its emergence are unclear. Assuming that people are motivated to control spontaneous envious reactions, we predicted that envy and envious desire are strongest when resources to exert self-control are taxed. To evoke envy, we invited participants to a taste test. Some of them completed this test in the presence of another person who tasted a more desirable food. In Experiment 1, participants were assigned to taste a chewy candy and deprived of a box of chocolate. Those who were in the presence of a better-off neighbor experienced more envious discontent the more intoxicated they were. In Experiment 2, participants who were deprived of a desirable ice cream having to taste an inferior biscuit envied their better-off neighbor most intensely under high cognitive load. Furthermore, they reported the highest willingness to pay for the ice cream. In Experiment 3, participants were most likely to spontaneously purchase the better food under these circumstances. In Experiment 4, under high cognitive load, automatic approach behavior towards the more desirable food of the neighbor was highest. These findings help to unravel the complexities of envy and contribute to a more complete understanding of emotional determinants of economic judgments and behavior.

#### D53

##### **THE IMPACT OF ANTICIPATED VERSUS EXPERIENCED FEELINGS OF REGRET AND RELIEF ON BARGAINING DECISIONS**

**Elizabeth Dyczewski<sup>1</sup>, Keith Markman<sup>1</sup>; <sup>1</sup>Ohio University** – In light of recent theorizing that anticipated, but not experienced, emotions should directly influence behavior (Baumeister, et al., 2007), and that upward counterfactuals should promote riskier behavior than should downward counterfactuals

(Markman et al., 2006), we hypothesized: a) that anticipated regret and relief would be felt more strongly than experienced regret and relief; and b) that anticipated regret would promote riskier decision-making whereas anticipated relief would elicit more conservative decision-making. To test these predictions, participants played two rounds of the Ultimatum Game, in which the "proposer" must offer some proportion of drawing tickets to the "responder." If accepted, the tickets are divided accordingly, but if rejected, neither player receives any tickets. In essence, then, the proposer must offer as little as possible to maximize gains, while not offering so little that the offer is rejected. All participants were ostensibly randomly assigned to the role of the proposer. Those in the "experience" condition learned that an even lower offer would have been accepted than what they offered, whereas those in the "anticipate" condition were simply asked to imagine that a lower offer would have been accepted than what they offered. As predicted, anticipated reactions were stronger than experienced reactions. Moreover, and as hypothesized, anticipated regret predicted riskier decisions (i.e., lower second offers), whereas anticipated relief predicted more conservative decisions (i.e., higher second offers). Experienced regret and relief, on the other hand, did not predict subsequent behavior.

#### D54

##### WHAT LOOKING PROUD SAYS ABOUT YOU: EFFECTS OF THE NONVERBAL PRIDE EXPRESSION ON PERCEPTIONS OF MORAL VALUES E. J.

Horberg<sup>1</sup>, Dacher Keltner<sup>1</sup>, Serena Chen<sup>1</sup>; <sup>1</sup>University of California, Berkeley – Interest in the emotion of pride is flourishing, with research now confirming a universal nonverbal pride expression (Tracy & Robins, 2004), and demonstrating that the expression of pride communicates information about one's social status (Tiedens, Ellsworth, & Mesquita, 2000). The present experiment extends this literature by investigating whether the nonverbal pride expression communicates the possession of certain moral values. Specifically, because pride conveys the belief that the self deserves high social status, we predicted that people would infer that a person who expresses pride will value status hierarchies, and will not value egalitarianism. In an experiment, 195 participants viewed a photograph of a target stranger who wore either an expression of pride or joy. Participants then estimated how much the target values social hierarchy and egalitarianism, and how much pride the target experiences during everyday life. As expected, participants who saw the target express pride believed the target values hierarchy more, egalitarianism less, and experiences more pride during everyday life, compared to participants who saw the same target express joy. Finally, estimates of the target's tendency to experience pride mediated the effect of expression on both hierarchy and egalitarianism values. Effects held across target gender. These findings suggest that the nonverbal pride expression communicates hierarchy-based moral values, and more broadly, that people use an individual's positive emotions as information about his or her values. Implications regarding the function of pride, and the emotion-morality link are discussed.

#### D55

##### EXERCISING THE BODY FOR A HAPPY MIND: ASSOCIATIONS BETWEEN PHYSICAL ACTIVITY, AFFECT, AND PERSONAL RESOURCES Candice

Lowdermilk<sup>1</sup>, Susanne Scheibe<sup>1</sup>, Jutta Mata<sup>1</sup>, Barbara Fredrickson<sup>2</sup>; <sup>1</sup>Stanford University, <sup>2</sup>University of North Carolina at Chapel Hill – Physical activity has been shown to improve affect, increase psychological resources such as wellbeing and optimism, and reduce symptoms of depression. One possible mechanism underlying this relation is that physical activity increases physiological reactivity and flexibility essential to the experience and regulation of emotions. So far, most studies have focused on reduction of negative emotions. In this study we investigate whether these improvements result not only from reduced experience of negative emotions, but also from increased positive emotions, linking physical activity, positive emotions, and personal resources. We also tested whether positive emotions mediate the relation between physical activity and psychological resources. A community sample of 477 participants aged 19 to 65 completed self-report measures of physical

activity, emotional experience, and psychological resources such as resilience, optimism, and flourishing. More active participants reported more positive and less negative emotions in everyday life, fewer symptoms of depression and anxiety, as well as more psychological resources. Engagement in vigorous exercise was most strongly related to higher positive and lower negative affect followed by moderate and light activity. Additionally, the relations between physical activity and personal resources and between physical activity and symptoms of depression and anxiety were mediated by positive emotions. These findings suggest that physical activity affects both positive and negative emotions and lays the groundwork for laboratory and intervention studies aimed at establishing causal links between physical activity and positive emotions.

#### D56

##### THERE IS A FIRE BURNING IN MY HEART: THE ROLE OF ATTRIBUTION IN AFFECTIVE PRIMING EFFECTS Masanori Oikawa<sup>1</sup>, Henk Aarts<sup>2</sup>, Haruka

Oikawa<sup>3</sup>; <sup>1</sup>Research Fellow of the Japan Society for the Promotion of Science, <sup>2</sup>Utrecht University, <sup>3</sup>Teikyo University – The role of attribution process in affective priming effects was addressed by examining the consequences of expressing one's emotions towards the primes within the framework of the affect misattribution procedure (AMP: Payne, Cheng, Govorun & Stewart, 2005). Eighty-six undergraduate students performed an adapted AMP which varied the expression of their responses towards the primes. Consistent with the previous findings in the affective priming literature, pleasant or unpleasant picture primes influenced subsequent evaluations of unrelated neutral targets, despite blatant warning to ignore the primes. Affective priming effects occur we argue because primed affect is unexpressed and not bound to an object and hence capable of coloring subsequent evaluative judgments of ambiguous stimuli. Thus we predicted that when people express their feelings towards the primes, the affect is bound to an object, and becomes less capable of coloring subsequent judgments. Supporting this notion, the affective priming effects disappeared when participants expressed their affective responses towards the primes. These findings suggest that affective priming effects ensue when activated affect is kept unexpressed and sustained active. Implications of relationship between attribution and affect that lingers on and colors subsequent evaluative judgments are discussed.

#### D57

##### HAPPY EXPRESSION IMPROVES MEMORY FOR FACIAL IDENTITY, WHEREAS DISGUST EXPRESSION IMPROVES MEMORY FOR FACIAL EXPRESSION Kristen VonWaldner<sup>1</sup>, Marilyn Mendolia<sup>1</sup>; <sup>1</sup>University of

Mississippi – A recent model of facial decoding posited that recognition of particular persons and recognition of particular emotional expressions involve similar visual analysis pathways (Calder & Young, 2005), suggesting that cues extracted for facial identity recognition may influence facial expression recognition and vice versa. D'Argembeau and Van der Linden (2007) found that identity recognition was better when actors were initially seen displaying happy rather than angry expressions; however, expression recognition was the same for happy and angry expressions. The latter finding may point to a further complexity in facial decoding processes for particular emotions—specifically, whether decoding is based on all features of an expression (holistic), as has been demonstrated for both happy and angry expressions, or on individual features (part-based), as has been demonstrated for disgust expressions (Mendolia, 2007). The present study explores memory for facial identity and facial expression by using emotions associated with each decoding process. After viewing photos of actors displaying happy or disgusted expressions, participants completed a recognition task containing neutral expressions, half from actors previously seen. After each photo, participants indicated whether they recognized the person and, if so, what expression the person had displayed. Participants were better at and more confident in recognizing actors initially seen displaying happy rather than disgusted expressions, but were better at and more confident in recognizing disgusted rather than happy expressions. This investiga-



tion has implications for understanding cognitive and perceptual mechanisms underlying facial identity and facial expression recognition, as well as practical applications in psychology, law, and criminal justice.

#### D58

**IMPLICIT THEORIES OF EMOTION: BELIEFS ABOUT EMOTION PREDICT AFFECT REGULATION AND EXPERIENCE** Kimberly Angelo<sup>1</sup>, Sanjay Srivastava<sup>1</sup>; <sup>1</sup>University of Oregon – Past research has demonstrated the importance of implicit theories of intelligence and personality in predicting personal development, mastery, and well-being (Dweck, 1999). Recent research has shown that people also differ in their implicit theories of emotion (Tamir et al., 2007), such that some believe emotion is fixed (entity theory) and others believe that emotions may be changed (incremental theory). The goal of the current research was to investigate the relationships between implicit theories of emotion, emotion regulation, and trait- and state-level affect. Study 1 (N = 276) used questionnaires to examine trait-level correlations between implicit theories, emotion regulation, and well-being variables. We found that incremental (vs. entity) theorists showed greater use of mood repair and cognitive reappraisal. Incremental theorists also experienced greater positive and less negative trait affect, a relationship partially mediated by emotion regulation. These effects held when controlling for extraversion, neuroticism, and emotional intensity. Study 2 (N = 177) replicated these findings, and used the Day Reconstruction Method (Kahneman et al., 2004) to examine concurrent emotion regulation and affect. Though implicit theory did not predict use of emotion regulation at the state level, it moderated the effects of attentional deployment on positive and negative affect: This emotion regulation strategy predicted more positive and less negative state affect when a person held an incremental theory. Together, this research suggests that those who believe that emotions are malleable (vs. fixed) are more likely to attempt to regulate their emotions and to be more successful when they do so.

#### D59

**CHILDREN LABEL FACIAL AND POSTURAL CUES TO EMOTION BETTER THAN VOCAL CUES** Nicole Nelson<sup>1</sup>, James Russell<sup>1</sup>; <sup>1</sup>Boston College – In everyday life, emotional expressions are multi-faceted, although the majority of literature examining children's understanding of emotion focuses on facial expressions, meaning our understanding of how children interpret emotional expressions is incomplete. This study addresses this knowledge gap by examining preschoolers' knowledge of facial, postural and vocal emotion cues. Preschoolers (3-5 years, N=114) were presented with three sets of audiovisual clips in which an actress displayed one emotion cue (Facial, Postural or Vocal) and a fourth Complete set (always presented last) in which all three cues were present. For each set of audiovisual clips, children freely labeled the emotion presented (happiness, sadness, anger and fear). Children's performance was high for Complete(.83), Facial(.82) and Postural(.73) presentations, but low for Vocal(.45) presentations. For all emotions, children labeled the Facial and Complete audiovisual clips equally well, indicating children received no additional benefit from viewing all cues over only facial cues. In addition, the Postural and Facial clips were labeled at similar levels for sadness and fear ( $p > .08$ ). For the Vocal clips, children's labeling of sadness was high (.74), while labeling of happiness(.35), anger(.51) and fear(.18) was moderate to low. Adults labeling of the Vocal clips, however, was high for all emotions presented (.84-.98), suggesting that preschoolers are still learning to interpret vocal emotion cues. The current study expands the literature by suggesting a potential developmental pattern in children's understanding of cues to four basic emotions: children understand facial expressions and complete displays early, followed by postural displays, with vocalizations lagging behind.

#### D60

**WHERE'S THE TERROR? EXPLORING THE ROLE OF ANXIETY IN TERROR MANAGEMENT THEORY WITH A MORTALITY SALIENCE MANIPULATION DESIGNED TO FACILITATE "SELF-AWARENESS"** Guy Leboeuf<sup>1</sup>, Gaëtan F. Losier<sup>1</sup>; <sup>1</sup>Université de Moncton – Terror management theory (TMT) stipulates that humans face terrifying anxiety from their combined innate propensity toward self-preservation and awareness of mortality. Culture serves to protect us by providing meaning and the promise of symbolic or literal immortality. Research based on TMT have typically used a mortality salience manipulation that initiates a culture (or worldview) defense without apparent conscious anxiety or negative affect. The present study aims to examine the role of anxiety in TMT by using a mortality salience manipulation that will facilitate access to self-experience (i.e., by asking participants to be attentive to "here and now self-experience") and potentially creates more conscious anxiety. Undergraduate students (n=184) were randomly assigned to either the experimental condition (i.e. looking at five images related to death) or the control condition (i.e. looking at five images related to visiting the dentist). All participants completed questionnaires prior to and following each condition. Results confirmed that the manipulation produced the intended effect (i.e. making anxiety explicit or conscious). Results also supported the typical TMT main effects with self-esteem serving as a buffer to anxiety. However there was not evidence of worldview defense. Affect and cognitive processes associated with mortality salience effects are discussed.

#### D61

**HOT OR NOT: HOT COGNITION AND POLITICAL PARTY IDENTIFICATION** Shea Robison<sup>1</sup>, Kathleen McCulloch<sup>1</sup>; <sup>1</sup>Idaho State University – In political psychology, recent research using implicit attitude priming demonstrates that affect is activated automatically by mere exposure to political concepts. However, this research focuses exclusively on reports of feelings towards political figures and concepts without addressing their relation to political party identification. In surveys conducted as part of our experiment we found that while feelings towards political figures were significantly correlated with party identification, this correlation is 'only' .52, which suggested the need to consider both feeling reports and party identifications in assessing the effects of affect on political decisions. Hence, our experiment is the first to use party identification with an implicit attitude priming paradigm. In our experiment, participants were primed with pictures of Presidents Bush and Obama, as well as other normed black and white faces, followed by positive, negative and neutral target words. The participants' task was to indicate as quickly and accurately as possible whether the target words were good or bad. We found significant differences between Democrats and Republicans in their patterns of automatic responses following the critical primes: Bush primes elicited unequivocal positive and negative reactions along party lines, while Obama primes evoked significant reactions among Republicans, but ambiguous affective responses among Democrats. Other research in social psychology suggests fundamental differences between liberals and conservatives, with conservatives demonstrating more motivated social cognition than liberals. Using party identifications in our study we are able to extend this research by demonstrating that Democrat support for Obama is less affective than is Republican support for Bush.

#### D62

**YOU WON'T GET AWAY WITH IT... THE PROMISE AND PERIL OF DIMINISHING NEGATIVE EMOTIONS IN ECONOMIC EXCHANGE** Cynthia Wang<sup>1</sup>, Jayanth Narayanan<sup>1</sup>, Niro Sivanathan<sup>2</sup>, Deshani Ganegoda<sup>3</sup>, Keith Mumighan<sup>4</sup>; <sup>1</sup>National University of Singapore, <sup>2</sup>London Business School, <sup>3</sup>University of Central Florida, <sup>4</sup>Kellogg School of Management – The precursory role that negative emotions play in punishment is well-established in the negotiations literature. In six experiments, we examined factors that diminish and exacerbate negative emotions. Specifically, we investigated (1) how a time delay between a monetary offer and a pun-

ishment decision is mediated by negative emotions, and (2) how this mediation is moderated by the ruminative thought patterns of responders. Our results showed a time delay between an offer and a decision reduced punishments, but this effect depended on how responders ruminated during the delay. This pattern occurred both in the form of ultimatum rejections ('A' experiments) and third-party punishments ('B' experiments). Following a time delay, responders reported less negative emotions and were more likely to punish actors perceived to have acted unfairly (Experiments 1A and 1B). Rumination increased negative emotions and punishments (Experiments 2A and 2B); however, responders who ruminated about their feelings about the offer during a time delay punished negative actors more than those who ruminated about their thoughts of the offer and those who ruminated about an incident unrelated to the task. Ultimatum rejections are often described as having a limited impact on reinforcing cooperative norms; third-party punishment are often described as a mechanism that reinforce social norms and helped maintain cooperation. Thus, negative emotions within the ultimatum game context produced detrimental effects, but in a third-party context, they could potentially produce beneficial outcomes. This suggests that negative emotions can play a positive role, even in contentious, seemingly negative interactions.

### D63

**THE ROLE OF EMOTION REGULATION IN FORGIVENESS** Kai-Yun Luo<sup>1</sup>, Ruey-Ling Chu<sup>1</sup>; <sup>1</sup>National Taiwan University – Literature shows that emotional management associates with the ability to forgive. In addition, forgiveness is considered as an important approach in physical and psychological health. This study investigated the effect of emotional regulation strategies on forgiveness and well-being, as well as examined the mediation effect of social skills between emotional regulation strategies and forgiveness. There were 162 fifth-grade elementary school students who participated in the study. The result showed that "reappraisal" might influence children's attitude of forgiveness. Nevertheless, there were no correlation between "suppression" and forgiveness. Forgiveness could predict well-being of the children. Consequently, students who used "reappraisal" to regulate their emotions might forgive their offenders more easily, and feel happier. However, forgiveness did not mediate the relationship between emotional regulation strategies and well-being. Furthermore, the relationship between emotional regulation strategies and forgiveness was mediated by social skills.

### D64

**BOYS DON'T CRY, BUT WHY? THE ROLE OF NON-CONSCIOUS GOAL PURSUIT IN EMOTION REGULATION** Daniella Shidlovski<sup>1</sup>, Ran R. Hassin<sup>1</sup>; <sup>1</sup>The Hebrew University, Jerusalem, Israel – Is it possible that dirty diapers are less unpleasant for those of us who want to become parents? Similarly, is it possible that the mere desire to be masculine reduces men's emotional reactions (because men are supposed to be tough)? Our research suggests not only a positive answer to the above questions, but also a mechanism: Non-conscious goal pursuit, we show, regulates emotions in goal-compatible ways. In two experiments, we examined the influence of goal priming on emotion regulation. In the first experiment, male participants were either primed or not with a masculinity goal, and then rated their negative emotional response to unpleasant pictures. We hypothesized that participants primed with a masculinity goal will express decreased emotional response to the unpleasant stimuli, which is exactly what happened. This effect was moderated by participant's explicit goal to be masculine. In our second experiment, female participants rated unpleasant pictures of various types, including babies' pictures, after either being primed (or not) with a motherhood goal. Results show that goal-primed participants expressed reduced emotional response only to the goal relevant stimuli (babies' pictures) but not to other, goal-irrelevant stimuli. Interestingly, females that were during their period days (and therefore were biologically incapable of pursuing the goal with which they were primed) showed the opposite pattern. Results from these two studies suggest that automatic goals can affect

emotions and emotion regulation. The strength and direction of the effect depends not only on the desirability but also on the applicability of the primed goal.

### D65

**BEING MOVED: VALENCE FACILITATES APPROACH-AVOIDANCE BEHAVIOR INDEPENDENT OF EVALUATION AND APPROACH-AVOIDANCE INTENTIONS** Regina Krieglmeyer<sup>1</sup>, Roland Deutsch<sup>1</sup>, Jan De Houwer<sup>2</sup>, Rudi De Raedt<sup>2</sup>; <sup>1</sup>University of Wuerzburg, <sup>2</sup>Ghent University – Theories from diverse areas of psychology postulate that affective stimuli facilitate approach or avoidance behavior, because they elicit motivational orientations that prepare the organism for appropriate responses. Recent evidence casts serious doubt on this assumption. Instead of motivational orientations, evaluative coding mechanisms may be responsible for the effect of stimulus valence on approach-avoidance responses. Two studies tested contrasting predictions derived from the two accounts. In support of the motivational orientation view, stimulus valence facilitated compatible approach-avoidance responses even though participants had no intention to approach or to avoid and the valence of the response labels was dissociated from the approach-avoidance movement (Study 1). This was also true when participants were not required to process the valence of the stimuli (Study 2). These findings are at odds with the evaluative coding account and support the notion of a unique automatic link between the perception of valence and approach-avoidance behavior.

### D66

**NEUTRAL AFFECT: MANIPULATION, MEASUREMENT, AND PERSONALITY CORRELATES** Cinnamon Danube<sup>1</sup>, Karen Gasper<sup>1</sup>; <sup>1</sup>The Pennsylvania State University – Affectively neutral states are commonly used as control conditions in research; however, it is problematic both methodologically and theoretically that researchers have not established defining criteria for such states. To address these issues, we had several goals: (1) establish criteria that characterize the state of neutrality, (2) establish that neutrality exists as a distinct affective state, and then (3) make recommendations for both the manipulation and measurement of neutral affect. In Study 1, baseline ratings of 67 affect adjectives were collected along with ratings following several commonly used methods for manipulating affect (Velten Statements, film clips, Life Event Inventory). The adjectives included commonly rated affective states (e.g., happy, sad, glad, tired) and adjectives that assess more neutral states (e.g., neutral, indifference, emotionless). We also assessed typicality, boredom, and calmness, as they are sometimes equated with neutrality. Results revealed that neutrality was best represented as indifference; differentiable from positive and negative affect; experienced at relatively high levels by participants; differentiable from typicality, boredom, and calmness; and created as a result of neutral mood manipulations. In Study 2, we validated our measure of neutral affect by examining how neutrality was related to several individual difference measures (e.g., affect intensity, emotional expression/experience, affect repair, approach/avoidance). Results indicated that neutrality reflected less affect intensity, expressivity, and repair, and was not associated with approach/avoidance. Lastly, we make recommendations for the manipulation and measurement of neutral states in research and stress the importance of using set criteria for these states to eliminate theoretical murkiness.

### D67

**SOCIABILITY AND MOOD: DO POSITIVE MOODS MAKE YOU SOCIAL OR DO NEGATIVE MOODS MAKE YOU UNSOCIAL?** Deanna C. Whelan<sup>1</sup>, John M. Zelenski<sup>1</sup>; <sup>1</sup>Carleton University – The broaden-and-build theory (Fredrickson, 1998) suggests that positive emotions help build social resources. Prior studies support this notion by linking positive (compared to negative) moods and preferences for social behavior. Because social situations are generally more pleasant than non-social situations (Lucas & Diener, 2001), it is difficult to ascertain if these situational preferences are due to the social or pleasant features of situations (c.f., a mood-congruity explanation). To address this, we developed a ques-

tionnaire that carefully balanced the pleasantness of social and non-social situations. This study also included a neutral condition to clarify whether sociability preferences depend on the presence of positive emotions or the absence of negative emotions. Participants ( $N = 99$ ) were randomly assigned to watch an emotional film clip (positive, negative, or neutral), and then rated current sociability (adjectives) and desire to participate in a series of situations. Results indicated that participants in the positive mood condition reported feeling more sociable compared to both negative and neutral conditions (which did not differ). Furthermore, participants in the positive condition preferred social over non-social situations whereas those in the negative condition preferred non-social over social situations. Interestingly, this pattern held for both pleasant and unpleasant situations. Therefore, although negative moods seem to bias participants towards non-social situations, positive moods also seem to increase preferences for social situations, when compared to neutral moods. Thus, the broaden-and-build model is supported in highlighting a distinct role for positive emotions in making people more social.

#### D68

**VALENCE FROM CONFLICT: ITS INFLUENCE ON LIKEABILITY OF PERCEPTIBLE AND SUBLIMINAL STIMULI** Tanaz Molapour<sup>1</sup>, Margaret T. Lynn<sup>1</sup>, Pareezad Zarolia<sup>1</sup>, Travis A. Riddle<sup>2</sup>, Ezequiel Morsella<sup>1,3</sup>; <sup>1</sup>San Francisco State University, <sup>2</sup>Columbia University, <sup>3</sup>University of California, San Francisco – It has been hypothesized that it is adaptive for organisms to avoid situations associated with cognitive conflict by generating a negative valence toward such 'inefficient' situations (Lewin, 1935). Consistent with the law of least work and recent theorizing, Study 1 revealed that, in a variation of the Stroop paradigm, urges to quit were greater following incongruent than congruent trials,  $F(1, 18) = 5.078$ ,  $p < .05$  ( $\eta^2 = .22$ ), but only during early/novice phases of performance, when responding is inefficient. Study 1 is thus the first demonstration of an avoidance response toward cognitive conflict. To assess whether the effect stemmed from negative valence, in Study 2 ( $n = 24$ ) we evaluated whether the Stroop conflict condition could influence the valence (likeability) toward incidental, neutral (non-biologically-significant) figures that were presented subliminally. Subliminal presentation was used to diminish the influence of explicit knowledge of the figure-Stroop condition pairings on judgments. Stroop stimuli were presented 3,500 ms following presentation of the subliminal figures. Following the block of Stroop trials, participants rated how much they liked the figures that had been presented subliminally. Stroop condition had no effect on likeability judgments,  $p > .05$ . In Study 3 ( $n = 24$ ), Stroop stimuli followed the subliminal figure by only 200 ms (an interval critical for classical conditioning), leading to a different pattern of results. Inspired by Lewin (1935), these findings begin to illuminate the relationship between a processing dynamic (cognitive conflict) and the emergence of valence.

#### D69

**DIADIC SOCIAL COORDINATION: CAN POSITIVE EMOTIONS DIFFERENTIALLY IMPACT HOW TWO PEOPLE WORK TOGETHER?** Tanya Vacharkulksemsuk<sup>1</sup>, Barbara L. Fredrickson<sup>1</sup>; <sup>1</sup>University of North Carolina, Chapel Hill – Social coordination is a phenomenon that plays out in a host of everyday instances (e.g., flight crew, sports teams), characterized by multiple actors working toward one goal. This study examines the role of emotions in facilitating social coordination among dyads. We hypothesize that the experience of positive emotions within a social interaction can facilitate social coordination and effective teamwork, particularly by way of broadened thinking and increased interpersonal connectedness. Eighty participant pairs of same-sex strangers were recruited for the study. Prior to the study, each pair was randomly assigned to an interaction task condition: pairs assigned to the positive social interaction task asked each other provided self-disclosing question prompts (e.g., "What is the greatest accomplishment of your life?", "Given the choice of anyone in the world, whom would you want as a dinner guest?"; adapted from Aron, et al., 1997), and control pairs proofread an article of emo-

tionally-neutral text together. Following the interaction task, the pair played a cooperative card game developed as an experimental-laboratory measure of social coordination (Cohen & Bacdayan, 1994). Results are consistent with the hypothesis described above. Findings underscore the functionality and role of positive emotions, particularly in a setting of interdependent relationships. Also, the present research examines emotions at the individual and dyadic level, and encourages avenues for new research in larger interpersonal contexts, such as business teams and sports teams.

#### D70

**THE EFFECT OF EMBODIED EMOTIVE STATES ON COGNITIVE CATEGORIZATION** Thomas F. Price V<sup>1</sup>, Eddie Harmon-Jones<sup>1</sup>; <sup>1</sup>Texas A&M University – Research has uncovered that positive affect broadens cognitive categorization. The motivational dimensional model, however, posits that positive affects vary in approach motivational intensity and that positive affects lower in motivational intensity should broaden cognitive processes, whereas positive affects higher in motivational intensity should narrow cognitive processes. Consistent with these predictions, high approach positive affect has been shown to narrow attention, whereas low approach positive affect has been shown to broaden it (Gable & Harmon-Jones, 2008, Psychological Science). High approach positive affect, therefore, might narrow categorization. Two experiments investigated this possibility by having participants respond to cognitive categorization tasks in three body postures designed to elicit different levels of approach motivation: (1) reclining backward, which should evoke low approach motivation; (2) sitting upright, which should evoke moderate approach motivation; and (3) leaning forward, which should evoke high approach motivation. Participants smiled while in each posture in order to experience positive affect. Experiment 1 provided initial support for the idea that high approach positive affect narrows categorization and low approach positive affect broadens categorization. Experiment 2 replicated these findings with improved smiling instructions. These results extend previous work by showing that the motivational model's predictions hold for basic attentional processes as well as higher level cognitive processes such as categorization.

#### D71

**INFANT DETECTION OF INAUTHENTIC EMOTION: IT'S FUNNY WHEN MOMMY IS HURT** Eric A. Walle<sup>1</sup>, Joseph J. Campos<sup>1</sup>; <sup>1</sup>University of California, Berkeley – Detection of authentic vs. inauthentic displays of emotion is an important skill that adults use in everyday social interactions. This skill is crucial for the development of trust in human interactions, yet the ontogeny of this skill has not been investigated empirically. We recently initiated research on this topic with infants 18-20 months of age who were presented with either authentic or inauthentic emotion displays. The study was a variant of work by Zahn-Waxler and colleagues, wherein infants witness their caregivers apparently hurting themselves. We used this paradigm to manipulate whether the caregiver's expressed emotion was appropriate to the context (i.e., authentic) or not. Forty infants witnessed either (a) the authentic emotion event, wherein the parent actually hits his/her hand with a toy hammer and reacts with pain, or (b) the inauthentic emotion event, wherein the parent, perceptibly to the infant, misses his/her hand with the toy hammer and reacts similarly with pain. The child's behavioral responses to the parent's pain display were then observed for 30 seconds and results analyzed by MANOVA. The inauthentic emotion display led to more positive affect and aggressive behaviors and fewer pro-social and empathetic concern behaviors than was observed in the authentic condition. Findings suggest infants may detect inauthentic emotion – an emotion inappropriate to the circumstance – at a surprisingly early age and behaviorally respond to the perceived authenticity of an emotion accordingly.

**D72**

**THE EFFECTS OF PERCEIVED DEMOGRAPHIC CHANGES ON INTERGROUP EMOTIONS AND RACIAL IDENTIFICATION AMONG WHITES IN NORTH AMERICA** H. Robert Outten<sup>1</sup>, Michael T. Schmitt<sup>1</sup>, Daniel A. Miller<sup>2</sup>, Amber L. Garcia<sup>3</sup>; <sup>1</sup>Simon Fraser University, <sup>2</sup>Indiana University-Purdue University Fort Wayne, <sup>3</sup>The College of Wooster – Growing racial minority populations are a social reality in North America, particularly in urban areas. We conducted two studies to examine how the anticipation of such demographic changes affect Whites' feelings toward minorities and their racial group. In Study 1, White American participants either viewed: 1) current racial demographic figures for the U.S. or 2) they saw current figures and projections for 2060. Participants who saw the projections for 2060 reported feeling more anger and fear towards racial minorities as well as more sympathy towards Whites compared to those who only saw the current figures. In Study 2 White Canadians either viewed: 1) bogus projections for Vancouver, BC in 2058 where Whites remain the racial majority or 2) accurate projections for 2058 where Whites become a numerical minority. Based on Intergroup Emotions Theory (Mackie, Smith, & Ray, 2008) we predicted a replication of Study 1, especially for those highly identified with their racial group. We expected that emotional responses to anticipated racial demographic changes would be strongest among highly identified Whites. Group identification significantly moderated the effects of condition, such that highly identified Whites felt more anger toward and fear of minorities in the future white minority condition than in the future white majority condition. Whites low in group identification did not show these effects. These results suggest that for Whites in North America considerations of racial demographic changes can affect intergroup emotional responses and racial group identification can heighten the impact. The implications of these findings are discussed.

**D73**

**THE ENDEARING PAIN: OSTRACISM ELICITS LIKING** Michael C. Philipp<sup>1</sup>, Eric J. Vanman<sup>1</sup>, Ottmar V. Lipp<sup>1</sup>; <sup>1</sup>The University of Queensland – This study investigates whether the aversiveness of ostracism, which has been likened to physical pain, conditions negative reactions towards those who ostracize. Thirty-three participants first played 3 successive games of a computerized ball-tossing exercise in which the participant and two other players threw a ball between one another. A unique avatar picture was displayed next to each of the other two players in each game. The first two games were always inclusive (the participant receiving 33% of the throws) and the final game was always ostracizing (the participant receiving only one throw at the game's beginning). An affective priming task measured implicit evaluations of both the inclusive and ostracizing players' avatars. 200ms picture primes (avatar pictures) preceded either a positive or negative target word. Participants were instructed to categorize each target word as pleasant or unpleasant within 1000ms of its appearance. An ostracizing avatar prime resulted in faster categorizing of pleasant words than did an inclusive avatar prime. Responses to unpleasant words were not affected by either avatar prime. Thus participants showed more implicit positivity towards those who ostracized them in the ball-tossing game than those who were inclusive. These findings imply that the social cognitive effects of ostracism are more complex than are those of other forms of pain—the aversiveness of ostracism does not condition negative responses towards ostracizers. Future studies will investigate whether similarities between ostracizers and those who are ostracized moderate this ostracizer-positivity effect.

**D74**

**EMOTION ADJUDICATION: THE DIFFERING EFFECTS OF POSITIVE EMOTIONS ON THE USE OF STEREOTYPE INFORMATION IN JUDGING GUILT** Samantha Neufeld<sup>1</sup>, Michelle N. Shiota<sup>1</sup>; <sup>1</sup>Arizona State University – The effects of global positive and negative affect on social cognition are well known: Positive mood increases heuristic-based processing, whereas negative mood boosts systematic processing. However, an approach defining emotions as functional responses to distinct, fit-

ness-relevant opportunities and threats suggests that different emotions should have different cognitive effects. Although researchers have begun to differentiate the effects of specific negative emotions, little work has been done on differentiating the positive emotions. The present study examined the effects of several positive emotions on one social cognition process: stereotyping. Participants (N = 602) first completed an emotion task designed to elicit Awe, Nurturant Love, Pride, "Happiness" or Neutral affect. They then completed a social judgment task, rating the likelihood of guilt of a target who had been accused of a crime. Half of the participants rated a target representing a group stereotypically associated with the crime; the other half did not. A significant Emotion x Stereotype interaction indicated that different positive emotions led to different responses to the stereotype information  $F(4, 582) = 4.40, p < .01$ . Compared with the effects of stereotype information in the Neutral condition, including stereotype information led to higher guilt ratings in the Happiness and Awe conditions, lower guilt ratings in the Nurturant Love condition, and had no effect in the Pride condition. These effects are interpreted in terms of the theorized functions of each emotion, and implications for positive emotion research are discussed.

**D75**

**EFFECTS OF SELF-RELEVANCE OF A NEGATIVE EVENT ON TWO HINDSIGHT COMPONENTS** Ema Kuwayama<sup>1</sup>, Koji Murata<sup>1</sup>; <sup>1</sup>Hitotsubashi University – Hindsight bias is the tendency to believe falsely that "I knew it all along" after an event has occurred. Blank, Nestler, von Collani, & Fischer (2008) recently proposed that hindsight bias consisted of three separable components; memory distortions, impression of foreseeability, and impression of necessity. Blank & Nestler (2006) has indicated that people who perceived an event as negative overestimated the necessity, but not the foreseeability. On the basis of this research, we examined if level of self-relevance would moderate impression of necessity but not impression of foreseeability even when the negativity of experience was controlled. In a questionnaire, 126 participants (59 males and 67 females) ranked five areas in order of effort they had exerted in last half year, then they remembered the most negative experience in the area ranked the first (high self-relevance condition) or third (low self-relevance condition). To measure negativity of the experience, they evaluated the intensity of negative feelings at the time. Then, they evaluated necessity and foreseeability of the experience. As predicted, even when the negativity of experience was statistically controlled, participants in high self-relevance condition evaluated greater necessity than those in low self-relevance condition did. On the other hand, no significant difference was observed in evaluation of foreseeability. These results indicated that self-relevance increased impression of necessity but not impression of foreseeability. In line with previous researches, our findings suggested that two separable hindsight components could lead to different hindsight effects.

**D76**

**AFFECTIVE FORECASTING AND MOTIVATION FOR DISASTER PREPAREDNESS** Masayo Noda<sup>1</sup>; <sup>1</sup>Tokai Gakuin University – The present study aimed to examine how affective forecasting influences motivation for disaster preparedness among people at risk. In the experiments, participants (N=256) reported on their actual disaster preparedness, and their motivation for it. One week later, participants were asked to predict what they would think and how they would feel if a major earthquake occurred within a month, and then respond to the motivation measure one more time at the end of the experiment. Those participants who scored below the mean plus one standard deviation on their preparedness scores were selected, and analyses were performed on affective forecasting (prediction / control) x time (Before (B) / After(A)) on motivation. A significant two way interaction was revealed. While there was no substantial difference Before (B) vs. After (A) in the control group, higher motivation scores were seen for After (A) in the prediction group. People often overestimate the intensity of their emotional reaction to future events, which is defined as impact bias (Wilson & Gilbert, 2003). The results demonstrated that strong predicted emotional reactions have

an impact on motivation for disaster preparedness. It was presumed that people at risk of a disaster become more prepared by their affective forecasting. In other words, people become motivated to protect themselves against disaster once they are able to foresee their affective states in a situation where a major earthquake has occurred.

**D77**

**EMOTIONS AS A BASIS FOR THE STRUCTURE OF CONTRASTIVE VALUES** William Montgomery<sup>1</sup>, Henry Montgomery<sup>2</sup>, Tommy Gärling<sup>1</sup>; <sup>1</sup>Goteborg University, <sup>2</sup>Stockholm University – In previous research we have shown that a set of eight contrastive basic values (prioritize others - prioritize self, adaptation - own will, get help - management by your own, security - courage) form a circumplex structure (Montgomery, Montgomery, & Gärling, 2008) both in between and within subjects data. In the present investigation we examine whether the circumplex follows from how the values are related to emotions. It was assumed that contrastive values are organized such that any pair of contrasting values (e. g., security - courage) is related to corresponding pairs of contrasting positive and negative emotions (e. g., feel safe - feel anxious, feel bored - feel excited). Two studies showed that multidimensional scaling of ratings of positive and negative emotions related to specific values yielded basically the same circumplex of the values as was obtained with other types of value ratings in our previous research. In Study 1 specific emotions were rated in relation to each of the eight values. In Study 2 participants rated how non-specific positive and negative emotions were related to all possible pairs of the eight values. It was concluded that the circumplex structure of contrastive values may be closely related to emotional reactions.

**D78**

**GENDER DIFFERENCES IN THE RELATIONSHIP BETWEEN PARENTS' DISTRESS AND REACTIONS TOWARDS CHILDREN'S DOMINANT AND SUBMISSIVE NEGATIVE EMOTIONS** Ashley Craig<sup>1</sup>, Rebecca Stelter<sup>1</sup>, Amy Halberstadt<sup>1</sup>; <sup>1</sup>North Carolina State University – Emotion socialization is a multifaceted process through which children learn about emotions, primarily during interactions with their parents. A number of factors can influence the socialization messages parents communicate to their children including parent gender, child gender, emotion type, as well as more complex variables such as parents' beliefs and cognitions. For example, Cassano and colleagues (2007) examined the reactions mothers and fathers have towards their children's sadness and found that parents' responses were contingent upon parent and child gender and parents' perceptions of children's ability to regulate sadness. The present study examined the influence that mothers' and fathers' distress about children's negative emotions had on their reactions towards these emotions. The study examined an ethnically diverse sample of parents with children ages 4 to 12 years old. Moderation analyses tested the hypothesis that the parents' distress about their children's negative emotions, both submissive and dominant, would be related to their reactions towards these emotions and that the influence of distress would differ based on parent gender. In general, mothers reported a greater use of supportive reactions towards children's negative emotions when they were experiencing low distress, but as mothers' distress increased, their supportive reactions declined to levels more similar to that of fathers. This pattern was only true of submissive negative emotions, highlighting the need to consider negative emotions in a more nuanced way. In sum, these findings highlight the importance of considering not only emotion type but also parent gender and their cognitions about emotion socialization.

**D79**

**MORAL ELEVATION ELIMINATES THE "MORAL LICENSING" EFFECT** Jean Roper<sup>1</sup>, Simone Schnall<sup>1</sup>; <sup>1</sup>University of Plymouth, United Kingdom – In the domain of positive moral emotions elevation is the emotional response to observing acts of moral goodness (Haidt, 2003). This emotion has been shown to motivate individuals to behave prosocially (Schnall, Roper & Fessler, in press). The current study examined the

effect of prior self affirmation. Self affirmation has been shown to reduce helping behaviour, possibly as a result of "moral licensing," namely the feeling that it is acceptable to refrain from moral behaviour or even to behave immorally (Sachdeva, Ilic & Medin, 2009). In this study participants were given the opportunity to complete a self affirmation writing task or a control writing task before watching an elevation eliciting or a control film clip. They were then free to leave or to help the experimenter on a boring maths task. Replicating our initial findings (Schnall et al., in press) participants in the elevation condition helped more than participants in a neutral control condition. Further, participants who first self affirmed and then watched an elevation eliciting clip spent longer helping the experimenter on a boring task than those who self affirmed but watched a control clip. Helping was especially pronounced when participants in the elevation condition had affirmed a personal quality related to being a person who does good things for others. These findings suggest that elevation may provide a buffer against the negative effect of "moral licensing" involved in self affirmation on helping behaviour.

**D80**

**ARE HAPPY PEOPLE MORE SOCIABLE?: BEHAVIORAL EVIDENCE OF THE SOCIAL BENEFITS OF POSITIVE EMOTION** Portia S. Dyrenforth<sup>1</sup>, Michael J. Doane<sup>1</sup>, Richard E. Lucas<sup>2</sup>, Marjorie Maxwell<sup>1</sup>; <sup>1</sup>Hobart & William Smith Colleges, <sup>2</sup>Michigan State University – Theories of positive emotion suggest that people who feel good are more likely to engage in and be successful in social interactions (e.g., Lyubomirsky, King, & Diener, 2005). This is supported by trait-level evidence showing that happy people experience a variety of positive social outcomes. However, the exact mechanisms by which positive emotion influences specific social behaviors are still unclear. To investigate these mechanisms, we used an experimental design to test for behavioral indicators of sociability after a laboratory mood induction. Participants (n=94) were randomly assigned to complete either a positive or a neutral mood induction and assigned an interaction partner. These previously unacquainted dyads worked together for ten minutes on a semi-structured computer task. Videotapes of the interactions were coded for behavioral indicators of sociability at both the individual (e.g., initiating conversation) and dyad level (e.g. friendliness, social inhibition). Results indicated that individuals induced to feel positive emotion were rated as significantly less socially inhibited and less socially awkward than participants in a neutral mood condition. The effects of positive mood also extended to interaction partners such that dyads with one positive mood participant were rated as having significantly friendlier and more enjoyable interactions than dyads with two neutral partners, even when controlling for trait Extraversion. This study provides new behavioral evidence of increased sociability during positive emotion and suggests that many of the social benefits of positive emotion may result from reducing socially undesirable tendencies (e.g., awkwardness) rather than from increasing desirable social behaviors (e.g., initiating conversation).

**D81**

**EMOTIONS AND COUPLE CONFLICTS: MEN'S AGGRESSIVE BEHAVIOR IN CONFLICTIVE SITUATIONS AGAINST THEIR PARTNERS** Inmaculada Valor-Segura<sup>1</sup>, M. Carmen Herrera<sup>1</sup>, Francisca Expósito<sup>1</sup>, Miguel Moya<sup>1</sup>; <sup>1</sup>University of Granada – Emotions play an important role in intimate relationship and couple conflicts. Some negative emotions can serve to enhance the risk of couple violence. In the study 1 we explored the emotions generated by some intimate relationships conflicts. Using a mixed factorial design with type of interpersonal conflicts as within subject variable (10 different conflicts were presented) and sex as a between group variable, a total of 253 undergraduated participants rated the emotions felt on each conflictive situation. Results showed that emotions such contempt, anger and disappointment predicted the intention to be physically aggressive in conflictive situations. According to these results, the main goal of our study 2 was to analyze men's behavior against women when they were involved in a couple conflicts. A total of 83 undergraduates students (only men) must work with a woman virtual (simulated) partner, and answered a decision-making task about family

relationships. Independent variable was manipulated: conflict (woman disagreement of man's decision) / no conflict (woman agreement). Dependent variables included different measures related to how men participants reacted to woman's behaviour (emotions, evaluation of woman, etc.). Results showed a main effect of conflict / no conflict: reactions were more negative in almost all the dependent measures when there was conflict.

#### D82

**LESS NEGATIVE OR MORE POSITIVE? EXPLORING THE POSITIVITY EFFECT IN AGING** Kristin Wood<sup>1</sup>, Catherine Norris<sup>1</sup>; <sup>1</sup>Dartmouth College – Previous research has shown that people exhibit both a positivity offset (responding more positively than negatively to emotionally neutral stimuli) and a negativity bias (responding more negatively than positively to very emotional stimuli) in emotional responses. Furthermore, other research has demonstrated emotional benefits in aging, such that older adults report more emotional control and more pleasant emotional experiences than younger adults. This study sought to determine if this positivity effect results from decreased negativity, increased positivity, or both. Older (ages 65-80) and younger (ages 18-25) females viewed and made ratings of their emotional responses to IAPS images that ranged in valence from very negative to very positive. Although there was no difference in the negativity bias between age groups, older adults demonstrated a greater positivity offset to mild stimuli, such that older adults rated mildly pleasant pictures more positively than younger adults. Moreover, older adults were slower to rate unpleasant pictures than younger adults, whereas younger adults were slower to rate pleasant pictures. In addition, longer response times for mildly unpleasant pictures were associated with more positive ratings; longer response times for mildly pleasant pictures were associated with more negative ratings. Together, these results suggest that older adults attempt to find the positive rather than avoid the negative in life, while younger adults can not find the positive as easily. Thus, the positivity effect in aging may be due to increased positivity toward mildly emotional stimuli, suggesting that older adults more fully appreciate life's simple pleasures.

#### D83

**AGE AND CULTURE DIFFERENCES IN THE BENEFIT OF CONGRUENT FACIAL EXPRESSIONS ON EMOTION RECOGNITION ACCURACY** Jennifer Stanley<sup>1</sup>, Xin Zhang<sup>2</sup>, Helene Fung<sup>2</sup>, Derek Isaacowitz<sup>1</sup>; <sup>1</sup>Brandeis University, <sup>2</sup>Chinese University of Hong Kong – Past research suggests that older adults are less accurate at recognizing facial expressions than young adults. However, most of these studies used facial expressions devoid of context. In the present study, we sought to investigate the influence of contextual facial expressions on the accuracy of young (aged 18-30 years) and older (aged 60-86 years) adults from two different cultures: Americans (n = 42 young adults; n = 44 older adults) and Hong Kong Chinese (n = 40 young adults; n = 44 older adults). Participants identified the emotion expressed (anger, disgust, fear, happy, sad, or surprise; 36 randomly ordered trials of each) by a target face either surrounded by different faces expressing the same emotion (congruent trials) or different faces expressing a different emotion (incongruent trials). We expected that members of a more collectivist culture, such as Hong Kong, would be more influenced by contextual information than a more individualistic culture, such as America. We also expected older adults to be influenced by contextual information more than young adults. Consistent with our hypothesis, Chinese participants benefited more than Americans from congruent information for happy and surprised faces. Conversely, however, for fear recognition it was American participants who gained the most from congruent contextual information. Interestingly, older adults, more than young, recognized angry faces better on incongruent trials (vs. congruent trials). Overall, these results suggest that all groups can benefit from contextual information, although whether congruent or incongruent information is more helpful depends upon the group and the specific emotion.

#### D84

**EMOTIONAL EXPRESSION AND CONTROL WITH FRIENDS AND STRANGERS** Jeffrey Kahn<sup>1</sup>, Renee Tobin<sup>1</sup>, Daniel Fienup<sup>1</sup>, Julie Herbstrith<sup>1</sup>; <sup>1</sup>Illinois State University – Efforts to control emotions generally translate to diminished observable emotion displays. Although emotional control is more likely for negative than for positive emotions, audience effects in emotional communication are less clear (Tobin, Graziano, Vanman, & Tassinari, 2000). We examined the intraindividual relation between efforts to control emotions and observable displays to friends versus strangers. Participants (N = 210) were pairs of friends who were partnered with either their friend or a stranger participant. Participants viewed nine IAPS slides (Center for the Study of Emotion and Attention, 1995) selected to elicit positive, negative, and neutral emotions (3 each, order counterbalanced) for 30 sec each. After each slide, participants completed the Affect Grid (Russell, Weiss, & Mendelsohn, 1989) and Slide Reaction Questionnaire (Tobin et al., 2000) to measure emotional reactions and regulation. Participants also verbalized their reactions to the slides to their partners via video cameras (verbalization-questionnaire order counterbalanced). Although the video camera was not connected to their partner, participants were videotaped, and their emotion displays were coded using the Emotional Expressive Behavior Coding System (Gross, 1996). Results revealed that participants reported greater efforts at controlling emotions in response to negative slides than to positive ones. Random coefficients regressions using HLM (Raudenbush & Bryk, 2002) revealed significant intraindividual relations between control and expression, such that emotional control was associated with lower expressed pleasure and higher expressed intensity, yet this was not moderated by partner condition. Additional results from this multimodal experiment will be presented and discussed in the context of emotion-regulation theories.

#### D85

**THE VISUAL IMPACT OF GOSSIP** Eric Anderson<sup>1</sup>, Eliza Bliss-Moreau<sup>2</sup>, Lisa, F Barrett<sup>1,3</sup>; <sup>1</sup>Boston College, <sup>2</sup>California National Primate Research Center, University of California, Davis, <sup>3</sup>Massachusetts General Hospital / Harvard Medical School – Gossip can be thought of a form of affective information about who is friend or foe. Recent evidence indicates that, as a way of learning about the "value" of a person, gossip influences how human beings evaluate each other. In the current paper, we show that gossip does not just impact how a face is evaluated – it impacts whether or not a face is seen in the first place. Structurally neutral faces were paired with negative, positive, or neutral gossip. When viewed later, faces previously paired with negative (but not positive or neutral) gossip were prioritized in consciousness using a binocular rivalry procedure. These findings demonstrate gossip as a form of affective information can influence vision in a completely top-down manner, independent of the basic visual features of a face.

#### D86

**POSITIVE AFFECT BIASES PERCEPTIONS OF PROCESSING FLUENCY** Scott Ode<sup>1</sup>, Michael Robinson<sup>1</sup>; <sup>1</sup>North Dakota State University – The mere exposure effect is such that repeated stimuli are judged more pleasant. A prominent explanation for this relationship is that stimulus repetition facilitates processing fluency and indeed several recent studies have shown that manipulations of processing fluency (e.g., figure-ground contrast) lead to greater liking for stimuli. Given that many mental associations have a bidirectional element, we hypothesized that positive stimuli would prime perceptions of fluent processing related to early sensory experience. In three studies, participants were primed with positive, neutral, or negative words, after which they completed a perceptual fluency judgment. In Study 1, positive primes led individuals to judge subsequently presented boxes as larger, relative to neutral or negative primes. In Study 2, participants were asked to estimate the size of one of two subliminal boxes, neither of which was actually presented. Following positive affective primes, individuals were more likely to think that a larger box had presented. To insure that the findings were related to pro-

cessing fluency in general rather than size estimations in particular, Study 3 examined fluency in a duration judgment paradigm. Positive words were thought to occur for a longer duration than were neutral or negative words, though this was not actually the case. Our results establish the bidirectional nature of the fluency-liking relationship and specifically show that positive affect primes perceptions of greater fluency at low levels of sensory processing.

**D87****EMOTION REGULATION STRATEGIES AND THE PROCESSING OF EMOTIONAL IMAGES: AN ERP INVESTIGATION** Erika Henry<sup>1</sup>, Theresa Becker<sup>1</sup>, John Kerns<sup>1</sup>, Bruce Bartholow<sup>1</sup>; <sup>1</sup>University of Missouri – Past

research has shown that experimentally manipulating emotion regulation strategies such as suppression or reappraisal leads to differences in the processing of emotional stimuli, as indicated by the amplitude of the P300 component of the event-related brain potential (ERP). However, little is known regarding whether stable individual differences in the use of these emotion regulation strategies also results in differences in the spontaneous processing of emotional stimuli. In the present study, 50 undergraduates were shown a series of emotional images within the context of a cognitive control task while ERPs were recorded. Individual differences in emotion regulation strategies were assessed via the emotion regulation questionnaire (ERQ; Gross & John, 2003). A frontal negative deflection in the ERP waveform, occurring approximately 260 ms after picture onset, largest for negative images and maximal at FCz, differentiated individuals who typically use reappraisal strategies from those who typically use suppression. Implications for the effects of individual differences in emotion regulation on spontaneous emotional processing are discussed.

**D88****NEURAL CORRELATES OF THE RELATIONSHIP BETWEEN MENTALIZING, SOCIAL COMPLEXITY AND FACE MEMORY** Robert G. Franklin Jr.<sup>1</sup>, Reginald B. Adams Jr.<sup>1</sup>; <sup>1</sup>The Pennsylvania State University – The ability to

decode others' mental states based on facial cues is remarkable. Based on cues within the structure of a face, we are able to read what others are thinking with great consistency. Group process research shows that people vary in the degree to which they attribute either basic mental states or complex, human, mental states to an outgroup or ingroup member, respectively. Extending this, we propose that ostensibly neutral faces vary in the degree to which they others attribute basic versus complex mental states, a construct we term social complexity. In this experiment, we first show that neutral faces do systematically vary in the degree to which others attribute either basic or complex mental states to them and that faces that have more complex mental states are better remembered. Second, we examined the neural correlates of this relationship. In an fMRI encoding task, faces related as more socially complex versus those rated as less socially complex evoked greater activation of brain regions involved with face memory, such as the hippocampus and dorsolateral prefrontal cortex. However, areas involved with mental state decoding that are not usually involved in face memory tasks were also more active to socially complex faces. These included the temporoparietal junction and ventromedial prefrontal cortex. This suggests that activity in areas involved in decoding others' mental states may moderate memory for faces in memory tasks, potentially by evoking deeper processing of those faces that are more socially complex.

**D89****SPATIAL METAPHOR VIOLATIONS ENHANCE RECOGNITION AND FREE RECALL OF VALENCE WORDS** Stephanie M. Cohn<sup>1</sup>, Shannon Henry<sup>2</sup>, Skye M. Margolies<sup>3</sup>, L. Elizabeth Crawford<sup>2</sup>; <sup>1</sup>Yeshiva University, <sup>2</sup>University of

Richmond, <sup>3</sup>Virginia Commonwealth University – Recent work on spatial representation of affect has established an association between valence and verticality. This appears in metaphoric language, which describes negative feelings as DOWN and positive ones as UP, but also in the metaphor congruency effects found in other cognitive tasks. For example, shifts of attention upward or downward are facilitated after viewing a

positive or negative stimulus, respectively (Meyer & Robinson, 2004), and positive images are remembered as having appeared higher in space than did comparably located negative images (Crawford, Margolies, Drake & Murphy, 2006). We extend this work by examining the impact of metaphor congruence on memory for stimulus content, rather than location. Three experiments examined memory for valenced words studied or tested in higher or lower vertical space. All three showed a memory advantage for negative over positive words. In both free recall and recognition memory tasks, there was an advantage for words that originally had been studied in metaphor incongruent locations (positive low on the screen and negative high), relative congruent locations. There was no such incongruency advantage when location was varied at the testing phase of a recognition task, suggesting that the effect is due to encoding rather than retrieval processes. The findings suggest that, even when incidental to the task, spatial location provides an encoding context for valenced words, strengthening the memory trace for those that violate the GOOD is UP metaphor.

**D90****MOTIVATED TO LOVE: A DAILY DIARY STUDY OF COMMUNAL STRENGTH, SACRIFICE, AND RELATIONSHIP SATISFACTION IN ROMANTIC COUPLES** Aleksandr Kogan<sup>1</sup>, Emily Impett<sup>2</sup>, Christopher Oveis<sup>3</sup>, Dacher Keltner<sup>2</sup>; <sup>1</sup>University of Hong Kong, <sup>2</sup>University of California, Berkeley,

<sup>3</sup>Harvard University – Recent research has begun to explore whether communal strength, defined as the extent to which people are motivated to respond to a partner's needs, predicts helping behavior in friendships and relationship satisfaction in romantic couples. However, no research has investigated whether communal strength is related to the experience of positive emotions while responding to the needs of others; additionally, the mechanism by which communal strength is related to relationship satisfaction is unexplored. The present study examined both of these questions within the context of romantic relationships. We conducted a 14-day online daily experience study of both members of 69 dating couples. Participants completed a background measure of communal strength (Mills et al., 2004), and then reported on their daily relationship quality as well as the emotions that they experienced when they made a sacrifice for their partner and when they were the recipient of a daily sacrifice. Multilevel modeling analyses revealed that participants with high communal strength experienced more positive emotions when they made sacrifices for their partner, in turn contributing to enhanced feelings of satisfaction in the relationship. In addition, people with high communal strength had partners who experienced more positive emotions when they were the recipient of sacrifices, in turn contributing to increased feelings of appreciation for the sacrifices. Our results suggest that communal strength is related not only to whether an individual will respond to their partner's needs, but also to the emotional experience of giving for both the giver and recipient.

Our results suggest that communal strength is related not only to whether an individual will respond to their partner's needs, but also to the emotional experience of giving for both the giver and recipient.

**D91****THE POWER OF POSTURE AND EXTERNAL SITUATION OVER FACIAL EXPRESSION ON ATTRIBUTIONS OF EMOTION** Sherri C. Widen<sup>1</sup>, Jennifer Gallucci<sup>1</sup>, James A. Russell<sup>1</sup>; <sup>1</sup>Boston College – Traditionally, it has been

assumed that people read emotion from facial expressions irrespective of context (e.g., Ekman, 1994). Aviezer et al. (2008) showed that people's interpretation of the "disgust face" is influenced by its context, but in their study, context sometimes meant both posture and external situation: The disgust and sadness contexts included both, whereas the fear and anger contexts were limited to posture. In the current study, the effects of external situation and posture were separated. Participants (N=48) each labeled two sets of stimuli (counterbalanced order): In one set (posture-only), a "disgust face" was paired with postures conveying anger, sadness, fear, or disgust. In the second set (posture-with-situation), a disgust face was paired with both posture and external situation both conveying anger, sadness, fear, or disgust. When labeling the emotion, more people relied on the emotion of the context than the "disgust" face. This effect increased when postures were paired with external situation: more people relied on context than on the posture-only stimuli

(male stimuli,  $F[1, 46]=9.44$ ,  $p=.004$ ; female stimuli,  $F[1, 46]=16.46$ ,  $p<.001$ ). This effect held for every face/posture pairing; the interaction was not significant. This study extends Aviezer's finding by showing that external situation increases the likelihood that emotion attribution will agree with the context rather than the face. This study thus joins the growing number of studies that raise questions about what exactly facial expressions of "basic" emotions communicate.

#### D92

**SOCIAL IDENTITY SALIENCE AFFECTS GROUP-BASED EMOTIONS THROUGH GROUP-BASED APPRAISALS** Toon Kuppens<sup>1</sup>, Vincent Y. Yzerbyt<sup>1</sup>; <sup>1</sup>Université catholique de Louvain at Louvain-la-Neuve, Belgium – Group-based emotions have been conceptualized as rooted in the social identity of the perceiver. Consistent with that idea, research has shown that social identity salience affects group-based emotions. Here we show that group-based emotions affected by social identity salience are linked to group-based appraisals (which we measured with an open response format). Two ways in which social identity salience can be achieved are (1) explicitly reminding people of their group identity and (2) letting group members interact with each other; both have been shown to lead to stronger group-based emotions. In two studies we replicate these effects of social identity salience on group-based emotions and assess the content of people's thoughts with a thought-listing procedure. In the first study, explicitly reminding people of their group identity leads to the predicted change in group-based anger, an effect that is mediated by group-based (and not individual) appraisals of goal incongruence. In a second study participants either discussed a group-relevant scenario in small groups, or a related topic irrelevant to the scenario. The first condition led to stronger indignation (in response to the group-relevant scenario) and in this condition the perceived presence of group-based (and not individual) appraisals of goal incongruence during the discussion was related to participants' reports of indignation. These results provide further evidence for the group-based nature of group-based emotions.

## Lifespan Development

#### D93

**RELATIONS BETWEEN CHANGES IN PERSONALITY AND CHANGES IN HEALTH** Tera D. Letzring<sup>1</sup>, Clifford C. Rone<sup>1</sup>, Sarah E. Hampson<sup>2,3</sup>; <sup>1</sup>Idaho State University, <sup>2</sup>Oregon Research Institute, Eugene, Oregon, <sup>3</sup>University of Surrey, Guildford, UK – Relationships between personality and self-rated health were examined, including the relationship between changes in personality and changes in health, using data from the Hawaii Personality and Health cohort. As adults, over 1000 participants completed questionnaires at four time-points (T1-T4) over about a ten-year period from mean age 40-50. The Big Five were assessed at T1 and T2, current health was assessed at T1-T4, and health compared to 5 years ago was assessed at T1. Conscientiousness, emotional stability, and openness accounted for unique variance in current health and agreeableness accounted for unique variance in comparative health. People with better or the same comparative health increased in extraversion from T1 to T2 and people with somewhat worse comparative health decreased in extraversion. Furthermore, when controlling for T1 health, emotional stability and openness at T1 predicted better health at T2 and T3; agreeableness predicted worse health at T3; and extraversion predicted better health at T4. Relationships between personality change and health change were examined with regression by entering T1 traits in step one and health change from T1 to T2 in step two to predict T2 traits. People with better or the same health increased in emotional stability and stayed about the same in openness, while people with worse health decreased in emotional stability and openness. These findings suggest that there is a link between personality and self-rated health and that changes in some of these variables are also related.

#### D94

**PARENTAL ALLOWANCE OF ADOLESCENT DRINKING IN THE HOME AS A PREDICTOR OF PROBLEMATIC ALCOHOL USE IN YOUNG ADULTHOOD** Ash Levitt<sup>1</sup>, M. Lynne Cooper<sup>1</sup>; <sup>1</sup>University of Missouri – Many parents believe that allowing their children to drink in a controlled home environment is beneficial, whereas other parents believe that this practice is harmful both in the short and long term. Previous research provides mixed results, and is limited in terms of its sole reliance on the child's report and on cross-sectional or short-term longitudinal designs. The present study sought to address these issues by examining trajectories of drinking and related problems in a racially mixed, community sample of 818 adolescents (mean age = 15.1 years; response rate = 94%) and their parents across five assessments spanning 15 years. Results of growth curve analyses using hierarchical linear modeling showed that drinking in the home was unrelated to both initial levels and change over time in typical amounts consumed as well as in the frequency of heavy consumption. However, individuals who drank at home had significantly lower initial levels of drinking problems, but had faster growing trajectories that indeed remained elevated into young adulthood compared with their counterparts who were not allowed to drink in the home. These effects remained after controlling for other demographic variables (e.g., gender, race) as well as differences in maternal drinking problems, maternal family history of alcoholism, and parenting practices. Results suggest that adolescent drinking in the home might be developmentally risky for problems related to drinking in young adulthood, but does not affect later amounts of consumption.

#### D95

**LOW INCOME WOMEN'S TRANSITION TO PARENTHOOD: THE EFFECTS OF RELATIONSHIP STATUS ON THE EXPERIENCE OF MOTHERHOOD** Rudabeh Nazarinia<sup>1</sup>, Farrell Webb<sup>1</sup>, Walter Schumm<sup>1</sup>; <sup>1</sup>Kansas State University – The transition to parenthood is a well explore phenomenon with middle class, married Caucasian couples. There remains a gap in our knowledge on the experiences of couples from different racial/ethnic and social economic classes. As more couples experience the transition to parenthood outside of marriage it is important to explore how their relationship status relates to this transition. This study evaluates the experiences of 1,195 racially/ethnically diverse population of low income women's transition to parenthood. Utilizing data from the Fragile Families and Child Wellbeing Study we explore women's experience of motherhood one year after the birth of their child. The sample in this study consist of White, Black Non-Hispanic and Mexican mothers ranging in age from late teens to early forties. Through ANOVA and multiple regression analyzes we examine between and within group differences with regards to relationship statuses and how these statuses impact mothers' experiences. Findings indicate differences in the experiences of mothers from different relationship statuses across the transition to parenthood. Relationship status is an important variable when evaluating new mothers' parenting experiences from different racial/ethnic groups. As more couples have children outside of marriage it is important to recognize how relationship status can impact a mother experience of motherhood

#### D96

**PERSONALITY TRAITS, CHRONIC STRESS, AND CHANGES IN SELF-REPORTED SMOKING BEHAVIOR** Andrew Pfeiffer<sup>1</sup>; <sup>1</sup>Institute for Social Research – Prior research regarding smoking resumption and cessation has focused largely on young adult and adolescent populations. This research neglects the importance of studying the phenomena in older populations who are more likely to experience imminent deleterious effects of smoking on their health and mortality. Personality traits and stress are known to be key factors in smoking behavior, however, their relationship to changes in smoking behavior in late life remains unclear. The present research examined the relationship between "Big Five" personality traits (openness, extraversion, neuroticism, conscientiousness, and agreeableness), chronic stress, and change in self-reported smoking



behavior in older populations, controlling for socioeconomic status and demographics. Health and Retirement Study (HRS) data were used for respondents between ages 43 - 89 reporting either a cessation of smoking, or resumption of smoking between the years 2004 and 2006. Personality traits were measured in 2006 using a self-administered questionnaire containing the Midlife Development Inventory (MIDI) personality scale. In addition, the aforementioned questionnaire included items assessing exposure to chronic stressors and stressful events. Results showed that high scores on the personality trait "Openness to New Experience" was associated with smoking cessation in this population. However, no "Big Five" personality traits were significant in predicting smoking resumption, which was largely predicted by chronic stress. This suggests that programs and policy promoting smoking cessation in older populations should assess personality and consider traits like "Openness to New Experience" in their design. Programmatic attempts to decrease incidence of smoking resumption should address tactics for coping with chronic stress.

**D97****INTRA-INDIVIDUAL CHANGE IN STABILITY AND AGE** Antonio

Terracciano<sup>1</sup>, Paul Costa<sup>1</sup>, Robert McCrae<sup>1</sup>; <sup>1</sup>National Institute on Aging, NIH – The stability of individual differences in personality traits is typically examined at the group level. We computed individual coefficients from sequential assessments to evaluate intra-individual (i.e., within-person) change in stability over time. The analyses address the question of the age at which personality stability reaches a plateau, a question not addressed before from an intra-individual perspective. Participants (N = 684; age range 17 to 76) completed the Guilford-Zimmerman Temperament Survey (GZTS) three times, with an average interval between assessments of about ten years. Results indicate that individual stability coefficients increased over time only among those younger than age 30 at baseline. An increase up to age 30 and then a plateau was also found for a measure of profile (ipsative) stability. The results were confirmed when the analyses accounted for differences in retest interval, sex, ethnicity, education, and secular trends. Neither demographic variables, nor the standing on the five major dimensions of personality, were predictors of change in trait stability. These findings provide new support for the notion that personality stability plateaus early in adulthood.

**D98****SUCCESSFULLY NAVIGATING SOCIAL ROLE LIFE TRANSITIONS**

Caroline A. Lemoine<sup>1</sup>, Elizabeth A. Majka<sup>1</sup>, Alysso E. Light<sup>1</sup>, Elizabeth Shockley<sup>1</sup>, Penny S. Visser<sup>1</sup>; <sup>1</sup>University of Chicago – Social roles provide individuals with structure and meaning by establishing traits and behaviors that are expected given the positions we hold in society. In addition, these roles help us meet fundamental needs by providing us with a sense of purpose, helping us to decipher a clear sense of self, enabling us to feel connected and valued, and enhancing our sense of control (e.g., Ashford & Taylor, 1990). While some individuals flourish through role transitions, others are met with distress as they abandon their old, stable social roles or take on newer, less structured roles. In this work, we examined what factors serve as buffers against the deleterious consequences of social role transitions. In a nationally representative survey (N = 1,624 adults), participants indicated how many role entries (e.g., becoming a parent) and role exits (e.g., retiring) they had endured during the last five years. In addition, they completed measures of successful functioning (e.g., perceived stress level, subjective well-being, etc.). Finally, participants indicated their memberships in a variety of groups (e.g., religious group) and whether or not they volunteer. Analyses revealed that social role transitions were indeed associated with a variety of psychological outcomes. Interestingly, while role exits were associated with lower well being, role entries were actually associated with greater well-being. In addition, certain types of involvement (e.g., volunteering) buffered individuals against some of the negative outcomes associated with role transitions.

**D99****THE AGE-RELATED POSITIVITY EFFECT IN AUTOBIOGRAPHICAL MEMORY: A DIARY STUDY** Emily Schryer<sup>1</sup>, Mike Ross<sup>1</sup>; <sup>1</sup>University of

Waterloo – Healthy aging is associated with improved emotional self-regulation and the pursuit of goals that enhance well-being. Researchers have found that relative to younger adults, older adults show better recall of positive than negative stimuli such as pictures and words. Presumably, autobiographical memories could have a stronger influence on well-being than memories for pictures or words. The present research examined older (67-83) and younger (17-26) adults' recall of emotional autobiographical events in daily life. For five consecutive days, participants described one pleasant and one unpleasant event in an online diary questionnaire and rated the vividness, frequency, and valence of each memory. A week later participants were asked to recall the same events they had reported during the diary week. During the diary week, older adults were able to report a pleasant event each day but could not produce an unpleasant event on 40% of the daily diary questionnaires. A week later, however, older adults were equally likely to recall the pleasant and unpleasant events that they had reported in the diary week. Younger adults were able to report one pleasant and one unpleasant event on every diary questionnaire and were equally likely to recall both types of events in Session 2. Older adults rated all of their memories as more vivid and their pleasant events as occurring more frequently than did younger adults. We suggest that the motivation to self-regulate emotion may affect older adults' experience and interpretation of emotional events but not their long-term recall of autobiographical memories.

**D100****FORGIVINGNESS ACROSS ADULTHOOD: DIFFERENT BIG FIVE DETERMINANTS AT DIFFERENT AGES?** Mathias Allemand<sup>1</sup>; <sup>1</sup>University of

Zurich – Cross-sectional age differences in forgivingness, defined as an enduring tendency to forgive others, were investigated in a representative sample (N = 450). The study aimed at clarifying the role of the Big Five personality traits (Neuroticism and Agreeableness) as determinants of forgivingness across adulthood. Participants, who ranged in age from 20 to 83 years, completed the Tendency to Forgive Scale (Brown, 2003) and the Big Five Inventory (John & Srivastava, 1999). Results from structural equation modeling indicate that older adults were, on average, more willing to forgive others than younger adults. Consistent with previous research, Neuroticism was negatively related to forgivingness and age, whereas Agreeableness showed positive associations with forgivingness and age. Moreover, the influence of Neuroticism on forgivingness decreases with age, whereas the association between Agreeableness and forgivingness increases with age. Future directions concerning the meaning and possible implications of the differential effect of personality traits on forgivingness are discussed.

**Methods/Statistics****D101****DO THIN SLICES PREDICT BEHAVIOR ACROSS LONGER BEHAVIORAL STREAMS? RELIABILITY AND VALIDITY OF THIN SLICES OF NONVERBAL BEHAVIOR** Judith A. Hall<sup>1</sup>, Nora A. Murphy<sup>2</sup>; <sup>1</sup>Northeastern University,

<sup>2</sup>Loyola Marymount University – More and more, it is shown that perceivers can glean accurate information about target persons' states, traits, and personal characteristics from very short excerpts—thin slices—of their behavior or appearance. However, when investigating nonverbal behavior and when designing judgment studies, researchers rely on guesswork more than empirical evidence when deciding on how much behavior to code, and they are often challenged by journal reviewers and editors to defend their use of short excerpts. In this research, the goal was to provide some guidance for researchers facing methodological decisions with respect to measuring nonverbal behavior. We investigated the reliability and validity of rating nonverbal behavior on the basis of 30-s excerpts of silent video. Smiling, gazing, nodding, gestur-

ing, and self-touching were rated by naïve raters every 30 s during a 4-min interaction task for 145 targets. Based on four raters per target, interrater reliability for a single 30-s excerpt was good (median  $r = .72$ ), and the 30-s excerpts had good validity defined as the correlation between a single excerpt and the sum of the remaining seven excerpts (median item-total correlation = .69). Temporal location of the excerpt within the 4-min interaction did not affect validity. Overall reliability, defined as Cronbach's alpha across all eight excerpts (i.e., all four min), was excellent (median alpha = .90). Estimation of reliability using different numbers of raters and excerpts is discussed. The research provides useful information for researchers as they consider the tradeoffs involved in using excerpts of different durations.

#### D102

**BRINGING CONCORDANCE TO PSYCHOLOGY: SCORE CHANGE PROBABILITIES, STANDARD CHANGE, AND THE CONCORDANCE CORRELATION COEFFICIENT** Kimberly Barchard<sup>1</sup>; <sup>1</sup>University of Nevada, Las Vegas – This paper demonstrates new statistics for evaluating score consistency. In psychology, we usually use reliability coefficients to measure the degree of linear relationship between two sets of scores, ignoring differences in means and standard deviations. In medicine, a more stringent criterion is often used: the extent to which the scores are identically equal. This paper introduces two new statistics, Score Change Probabilities and the Standard Change, and shows their relationship to a statistic used in medical research, the Concordance Correlation Coefficient (Lin, 1989). For each test taker, the Score Change value is the difference between the scores obtained under two measurement conditions (such as the first and second rating). These are arranged into a Score Change Probability Table or Graph to show the probability a score would change by any given amount. The Standard Change is the square root of the average squared Score Change, and represents the average change from one set of scores to the other. Finally, the Concordance Correlation Coefficient ranges from -1 to 1: a value of 1 indicates the two scores are identically equal for every test taker. These three statistics are used to evaluate the consistency of ratings of Emotional Awareness (Lane, 1991). Eighteen raters scored 48 participants on 20 items. Two pairs of raters are described in detail. The first pair was very consistent: Standard Change was 1.53. The second pair was less consistent: Standard Change was 6.25. These calculations demonstrate that these three statistics extend the information given by traditional reliability analyses.

#### D103

**CREATING SHORTER PERSONALITY MEASURES: INCORPORATING ITEM-LEVEL VALIDITY DIAGNOSTICS** Fred Oswald<sup>1</sup>, Richard Lucas<sup>2</sup>, Brent Donnellan<sup>2</sup>; <sup>1</sup>Rice University, <sup>2</sup>Michigan State University – There is great interest in developing shorter versions of existing measures that have both reliability and validity. Reliability is typically judged by a minimum alpha coefficient of .70 whereas validity is judged by the degree of theory-consistent patterns of convergent and discriminant association with other measures. The goal of this research is to exploit the power of computational resources to examine the reliability and validity of short form. First, we identified all possible composites of personality items of the 10-item Big Five personality scales from the IPIP-NEO (i.e., all 1-item scales, all 2-item scales, up to all possible 9-item scales). We then identified which items helped to maximize predictive validity. Interestingly, some items always added validity to a composite, no matter how many items were in the composite (i.e., these items "drove" the criterion-related validity); other items were always redundant with items already in the composite and never incremented validity. We believe that these redundant items are the ones which should be pruned from existing scales to create short forms. Consistent with modern psychometric theory (Little, Lindenberger, Nesselroade, 1999), it was often the case that items that maximized validity had non-overlapping content with other items in the score and therefore lowered the alpha reliabilities of the scales. The present study therefore illustrates the tension between internal consistency and validity and identifies the practical considerations that are relevant when creating short forms.

#### D104

**TO BE OR NOT TO BE? MAKING SENSE OF ITEMS POSED AS NEGATIONS** Lynne Steinberg<sup>1</sup>, Robert E. Wickham<sup>1</sup>; <sup>1</sup>University of Houston – Psychological scales often include reversed-scored items as a way of neutralizing response sets. Typically, such items are phrased as negations (e.g., "I do not feel calm"). People respond differently to assertion statements (e.g., "I feel anxious") than they do to negations, even when the two statements refer to the same trait (e.g., Chang, 1995, Miller & Cleary, 1993, Sinclair & Tetrick, 2000). Previously, we (Steinberg & Knowles, 2005) investigated whether the use of negations changes the meaning of an item and found that negation items have a different meaning compared to assertion items that is not simply a reverse in meaning. The current research investigates the possibility that items posed as negations have limited meaning without the context provided by items presented earlier in the questionnaire. The idea is that items posed as negations lack specificity; in other words, describing oneself as not "something" does not imply a specific referent to being "something." Two studies were conducted that presented assertion or negation questions either earlier or later in an anxiety questionnaire. IRT methods for detecting differential item functioning were used to evaluate differences in item responses between assertions and negations. When negation items were presented early in the questionnaire, significantly less relation of the item response to the underlying construct was observed compared to when the same negation items appeared later. These differences were not found for the assertion items. The findings are discussed in terms of meaning changes for reverse-scored items and implications for item writing and scale development.

#### D105

**PSYCHOLOGICAL RESEARCH AND THE INTERNET: A COMPARISON OF ONLINE AND IN-LAB MILLISECOND-PRECISE TASKS** Brittany Travers<sup>1</sup>, Mark Klinger<sup>1</sup>, Carson Sandy<sup>2</sup>; <sup>1</sup>University of Alabama, <sup>2</sup>University of Texas at Austin – The internet is an increasingly popular tool for data collection in psychological research (e.g., Gosling et al., 2004). However, researchers collecting timing-dependent (both presentation timing and response timing) experiments have been reluctant to use internet data collection due to increased distractions in internet conditions. The purpose of this study was to explore the validity of internet results in non-survey research using a variety of basic cognitive and social psychological phenomena. In-lab and online groups of participants completed six different tasks, including the implicit association task (IAT), a Deese, Roediger, and McDermott false memory task (DRM), an exogenous attention task (EAT), an artificial grammar task (AGT), a working memory capacity task (WMC), and a serial response task (SRT). A between-subjects design was employed to compare the results of the in-lab and online groups on each of the tasks. Variability between the groups was examined in terms of differences in overall task performance and in statistical variance. On all but one task (the AGT), the online and in-lab groups showed similar sized effects on the primary dependent measure (accuracy or reaction time). However, more statistical variability was observed for the online group than the in-lab group in five of the six tasks. The results suggest that timing-dependent online experiments can easily reproduce a wide variety of basic cognitive and social psychological effects. However, because the data showed more variability in responding, larger sample sizes are recommended to increase power that is lost due to the increase in variability.

#### D106

**STATISTICAL MODELS OF STUDYING CULTURE AND ATTRIBUTION** Kaiping Peng<sup>1,2</sup>, Saiwing Yeung<sup>1,2</sup>; <sup>1</sup>University of California, Berkeley, <sup>2</sup>Tsinghua University, China – We investigated causal attribution using two recently developed statistical learning techniques and demonstrated that complex human causal attribution patterns could be computationally decomposed into separate theories and that the individual degree of subjective belief in each theory could be estimated. We hypothesize that underneath human causal attribution for any specific phenomenon are a

shared set of implicit theories that could potentially explain the phenomenon. For each individual the degree of subjective belief for each theory can vary depending on personal knowledge or experience. Different theories are associated with a different set of actors and actors could be shared among theories. In the experiment the subjective belief for each actor that they are responsible for said phenomenon are recorded. The response for each actor from each subject reflects the aggregate of beliefs resulted from all theories. In 2 studies, we collected data from 150 subjects in the US and China using tasks with cover stories of animal behavior and chemical reaction. Subjects were asked to assign strength (Study 1: Likert scale; Study 2: 100-point allocation) according to their subjective probability of each actor being a causal factor. Results were analyzed using Probabilistic Topic Models, which provides inference for the mixture of responses, and Chinese Restaurant Process, a nonparametric discrete-time stochastic process which models the partition of the theoretical human theory space. Analyzing data using the above schemes led to discovery of the causal structures for each human subject. Additional implication for cultural psychology are also discussed.

### D107

#### **BETTER TO COUNT YOUR PRONOUNS THAN TO COUNT YOUR CALORIES: TEXT ANALYSIS OF DIET BLOGS** Cindy K. Chung<sup>1</sup>, James W. Pennebaker<sup>1</sup>;

<sup>1</sup>The University of Texas at Austin – Diet blog communities provide a way for dieters to post records of their weight, and accounts of their struggles, challenges, and progress with each entry. Three research questions aimed to uncover processes underlying self-change: What features of blogs predict weight loss? What changes in blogging predict weight loss? Can we predict dropping out or successful weight loss based on the first two entries? A sample of blogs in a diet community by females that had blogged at least 15 entries within the first 15 weeks of blogging resulted in a total of 186 blogs, representing over 9,200 entries for analysis. We applied computerized text analysis to assess self-focus, emotionality, cognitive processing, keeping food diaries, and perceived social support. Rates of blogging were assessed by entries per week. Social support was assessed through the size of the social network, along with the positivity and negativity of the comments. The results suggested that blogging about personal events was a more effective weight loss strategy than keeping an online food intake diary. The degree to which bloggers had moved past the contemplation phase of self-change, and were actively seeking social support in the blog community were potent predictors of weight loss. Online components of behavioral treatment programs could encourage dieters to browse and comment on other dieters' progress, and to share personal narratives rather than simply focusing on the benefits of food intake diaries, nutrition, and exercise. We discuss what can be learned about online self-help through word counts.

### D108

#### **MANAGING TERROR ONLINE: EVIDENCE THAT EFFECTS OF MORTALITY SALIENCE CAN BE OBTAINED IN AN ONLINE STUDY** Kristopher I. Bradley<sup>1</sup>, Shelia M. Kennison<sup>1</sup>;

<sup>1</sup>Oklahoma State University – Prior research has shown that when participants are reminded of their mortality, they are more likely to complete word fragments with death related words rather than neutral words. Most, if not all, of these studies have been conducted in laboratory settings. The present research investigated the possibility of conducting a Terror Management Theory (TMT) experiment online. In the present research, participants were recruited from a large mid-western university and randomly assigned to either the mortality salience condition (MS) or a control condition. Participants received by email an invitation to participate in a study. The study was available for participation from 10 a.m. to 7 p.m. They were free to complete the experiment at a time and location of their choosing. Participants in the MS condition responded to two essay questions regarding their mortality while participants in the control condition completed two essays regarding dental pain. All participants then completed the word fragment completion task. The results in this online experiment were congruent with previous TMT experiments. Participants in the MS condition were more likely to complete the word fragments with death

related words than the participants in the control condition. The results indicate that the effect of MS can be observed in an online format. The implications and the limitations as well as the future directions are discussed.

## Person Perception/Impression Formation

### D109

#### **PROFESSORS' SELF-PRESENTATIONAL TACTICS IN LECTURES: NAME-DROPPING VERSUS REFERENCING** Tobias Heilmann<sup>1</sup>, Isabelle Ehlers<sup>1</sup>, Michèle Nägeli<sup>1</sup>;

<sup>1</sup>University of Zurich – The goal of the present experiment was to examine the effects of indirect and direct self-presentational tactics (Cialdini & Richardson, 1980) in lectures on perceptions of competence and sympathy. Similar to related research (Cialdini & de Nicholas, 1989; Gurevitch, 1985), we assumed that both, positive and negative effects occur for the indirect, but not for the direct tactic. Name-dropping (Lebherz, Jonas, & Tomljenovic, 2009) is an indirect self-presentational tactic that primarily asserts social closeness between a person who employs the tactic and the individual who is mentioned. In contrast, we define referencing as a direct self-presentational tactic that demonstrates competency and expert knowledge without asserting social closeness. In our name-dropping condition, an alleged professor mentioned research of a colleague during a lecture while highlighting the good acquaintance with this person. In the referencing condition, an alleged professor only referenced research of a colleague during a lecture without highlighting the good acquaintance with this person. In the control condition, the alleged professor did not use any self-presentational tactic, i.e., research was presented without mentioning authors. Results of this study (N = 120) revealed that name-dropping and referencing significantly positively influence students' perceptions of professors' competencies. However, name-dropping led to significantly lower perceptions of sympathy than referencing or without any tactic. These results are in line with some studies that show that indirect self-presentation can lead to both, positive and negative effects. Indirect self-presentational tactics such as name-dropping seem to backfire when they are being perceived too manipulative.

### D110

#### **INCREMENTAL VALIDITY OF META-PERCEPTION: DO PEOPLE KNOW WHEN OTHERS SEE THEM DIFFERENTLY THAN THEY VIEW THEMSELVES?** Jordan Livingston<sup>1</sup>, Katrina Jongman-Sereno<sup>1</sup>, Erika Carlson<sup>1</sup>, Simine Vazire<sup>1</sup>;

<sup>1</sup>Washington University in St. Louis – Researchers have argued that often times, people are not aware of the impressions they make (i.e., meta-accuracy is poor) and that when people achieve meta-accuracy for personality impressions, they do so by simply by assuming that others view them as they view themselves (Kenny & DePaulo, 1993). However, Oltmanns et al. (2005) found that on pathological characteristics, people are aware of the ways in which others view them, as distinct from their own self-views, showing that meta-perceptions (i.e., beliefs about others' impressions) have incremental validity over self-perceptions. The current research extends this finding by examining whether people are aware of the impressions they make on others, as unique from their self-perceptions, on core personality traits (e.g., the Big Five). In three studies, we assessed the incremental validity of meta-perceptions (controlling for self-perceptions) on the Big Five for different types of relationships (e.g., new acquaintances, friends, and family). Results revealed that meta-perceptions have incremental validity over self-perception in predicting others' impressions which suggests that people are aware of the discrepancies between their own self-views and others' perceptions of them on core personality traits. These results have important practical implications for researchers interested in personality or self-knowledge. Specifically, to obtain a clear picture of what a person is like or their level of self-knowledge, researchers should ask people to describe both how they view and how others might describe them.

**D111**

**SOCIAL CATEGORIZATION AND STIGMA: PERCEPTIONS OF RACE AND CRIMINALITY** Julia Scott<sup>1</sup>, Doug Evans<sup>1</sup>; <sup>1</sup>Indiana University, Bloomington – Since Goffman's (1963) groundbreaking work, social stigma has become a crucial component in the social construction of the criminal identity. The pejorative effects of criminal convictions are extensive. Extending past the debilitating nature of the criminal justice process, individuals convicted of a felony often experience a crippling of their social status and identity. Racial and ethnic minorities convicted of criminal offenses struggle with the added social burden of prejudice, discrimination, and stereotyping resulting from the color of their skin. The purpose of this study is to examine how a community sample not stigmatized by criminality perceives convicted individuals. Information was gathered through a survey instrument that measured the feelings, attitudes, and attributional judgments of university students. This research sought to identify which aspects of social interaction with convicted offenders evoke significant emotive response in individuals with little or no experience with the criminal justice process. Findings from this study serve to strengthen the literature which informs offender reintegration policy and programs, and builds upon the dearth of emergent empirical work which addresses the development of successful offender redemption strategies. Analysis of variance (ANOVA) reveals that people who knew someone that had been incarcerated were less likely to stigmatize ex-offenders than those without a connection to an incarcerated person. Furthermore, Asians were most likely to stigmatize ex-offenders, while ex-offenders were least stigmatized by African-Americans. Findings indicate that variables of race (race of respondent and race of the fictional ex-offender) and personally knowing an ex-offender mediated the perceived stigma of ex-offenders.

**D112**

**THE OPEN BOOK QUESTIONNAIRE: ASSESSMENT OF PEOPLE WHO ARE EASY AND HARD TO JUDGE** Sun Park<sup>1</sup>, Krista Hill<sup>1</sup>, Randall Colvin<sup>1</sup>; <sup>1</sup>Northeastern University – Research shows that some people are like an open book; their personalities are easily and accurately judged (i.e., highly judgable) whereas other people are enigmatic and difficult to judge. Accurately judged people tend to score high on self and other rated measures of psychological adjustment (Colvin, 1993a, 1993b). Although this line of research is informative about mental health, the labor-intensive multi-method requirements are so daunting that few researchers have attempted to study judgability. To overcome this limitation, we developed the Open Book Questionnaire, a 20-item self-report measure of judgability (e.g., The person I am is the person others see, My friends all know my life story). The purpose of the current research was to assess the validity of the Open Book. MBA students (N = 125) were rated by (a) self, (b) 4 student peers, and (c) 4 work colleagues on several personality questionnaires. After a five-person group decision task all students rated the performance of self and others. In addition, students completed the Open Book, several performance tasks, and testosterone and cortisol levels were assayed. Cronbach's alpha reliability was .75. Preliminary results revealed a positive correlation between students who were most accurately judged (via self-student, and self-work peer agreement on personality) and their Open Book scores. These and additional results provide evidence for the reliability and validity of the Open Book questionnaire.

**D113**

**ACHIEVING EMPATHIC ACCURACY: DO SCHEMAS HELP?** Karyn Lewis<sup>1</sup>, Blake Locher<sup>1</sup>, Sara Hodges<sup>1</sup>; <sup>1</sup>University of Oregon – Empathic accuracy is the ability to correctly infer another's thoughts and feelings (Ickes, 2001). Myers and Hodges (2009) recently proposed that people may draw upon cognitive schemas in order to determine the thoughts and feelings of others. The current study tested whether general schemas about a salient target group – in this case, new mothers – can boost accuracy in inferring a specific target's thoughts and feelings. A total of 145 participants (49 men, M age=19.2) watched a videotape of one of six targets discussing

her experience as a new mother. Following procedures established by Ickes et al. (1990), participants attempted to infer the thoughts and feelings originally reported by the target. In order to determine the schema consistency of these thoughts and feelings, each of the targets' reported thoughts and feelings were coded for the extent to which they were consistent with those of the "typical" new mother. We used hierarchical linear modeling to account for the nested structure of the data and to explore the variability at the thought/feeling level. Participants were more accurate at inferring schema-consistent thoughts and feelings even when controlling for how easy an inference was to guess generally. Analyses also revealed that individuals low in emotional stability (Big 5 neuroticism) received less of a boost in accuracy when inferring schema-consistent thoughts and feelings. Thus, individuals appear to effectively use schemas to guess other people's thoughts and feelings, but their success at doing so is moderated by individual differences.

**D114**

**THIN SLICING IN GROUPS** Paul Stillman<sup>1</sup>; <sup>1</sup>Ohio State University – Judgments of other people are remarkably accurate even when judges are provided with thin slices of others' behavior. The present research extends thin slice research from a focus on individual targets to examine the accuracy of judgments made about groups, based on thin slices of their behavior. A first study found that non-expert judgments of rock band synchronization and cohesion based on thin slices of their performances were highly correlated with the judgments of experts given longer exposure. A second study examined accuracy of predictions for groups' future behavior. Participants estimated the win percentages of ultimate Frisbee teams based on three ten-second video clips of their practice sessions. Ratings were highly correlated with actual win percentage. Together, the results suggest that when given brief exposure to a group, people are able to both infer traits of the group and their future performance. Furthermore, as participants were able to accurately predict traits pertaining to the rapport of the group in addition to traits pertaining to people, participants appeared to do more than judge and average across individuals to generate their ratings.

**D115**

**THE CASE OF BLACK ENGINEERS & ASIAN ATHLETES: PREFERENCE FOR STEREOTYPE CONFORMERS AND BIAS AGAINST STEREOTYPE VIOLATORS** Melissa A. McManus<sup>1</sup>, Nilanjana Dasgupta<sup>1</sup>; <sup>1</sup>University of Massachusetts, Amherst – The current study measured people's evaluations of individuals who were either stereotypical or counterstereotypical of their racial group. Participants listened to audio clips of Asian, Black, and White individuals making statements about their hobbies and interests. All statements were positively valenced and either conformed to stereotypes of the target's racial group (e.g., an Asian American engineering student), violated stereotypes of the target's racial group (e.g., an Asian American athlete), or were neutral in stereotype content. Each speaker's race was subtly implied by their voice intonation and name. After listening to each statement, participants evaluated the speaker in terms of how much they (a) liked or disliked the individual and (b) wanted to approach or avoid the individual. Results indicated that participants liked Asian Americans who conformed to Asian stereotypes significantly more than those who deviated from Asian stereotypes ( $p < .05$ ) and those who were stereotype neutral ( $p < .01$ ). Similarly, participants liked Black Americans who conformed to Black stereotypes over those who deviated from Black stereotypes ( $p = .07$ ). Participants also indicated more willingness to approach and befriend Asian American targets who conformed to Asian stereotypes compared to those who violated the same stereotypes. However, for Black American targets, participants' behavioral intentions did not vary significantly as a function of the stereotypicality of the statement. Together these findings suggest that individuals who conform to positive stereotypes of their racial group tend to be better liked, approached, and befriended than stereotype violators, thus reinforcing the racial status quo.

**D116****ATTITUDES TOWARDS FATHERS AS PRIMARY AND SECONDARY CARE**

**GIVERS** Katharine Wilson<sup>1</sup>, Kareem Johnson<sup>1</sup>, <sup>1</sup>Temple University – Very little research has examined perceptions of fathers in the non-traditional role of primary care giver. Using an online survey, we examined attitudes towards traditional fathers, stay-at-home fathers, single fathers, and fathers with secondary custody. Survey respondents were given brief vignettes depicting the four types of fathers in parental, social, and workplace situations. In a free response section, participants were asked to list adjectives describing traditional fathers, stay-at-home fathers, single fathers, or fathers with secondary custody of their children. Free response adjectives were coded with respect to the Stereotype Content Model (SCM; Fiske et al, 2002). Results showed that traditional fathers were rated the most positively for competence and warmth, corresponding with the SCM's concept of inducing pride. Single fathers and stay-at-home fathers were also rated high in warmth and competence. Fathers with secondary custody of their children were rated most negatively, eliciting significantly lower levels of pride and significantly higher levels of contempt relative to other types of fathers. Analysis of the vignettes found that people high in social dominance orientation (SDO) rated stay-at-home fathers as less competent parents and as less likeable. SDO did not predict lower ratings for other types of fathers in terms of parenting or likeability. No differences were found for evaluations of potential workplace effectiveness across the different types of fathers. Results suggest that attitudes towards fathers who choose to stay at home to care for children are primarily favorable except amongst people who hold strong beliefs about traditional social roles.

**D117****SEEING FRIENDLINESS IN NEGATIVE FEEDBACK**

David S. Lee<sup>1</sup>, Scott J. Moeller<sup>1</sup>, Oscar Ybarra<sup>1</sup>, <sup>1</sup>University of Michigan – When encountering unfamiliar others, humans need to distinguish friend from foe, as connecting with the wrong person can be disastrous. In the present laboratory study, we examined the idea of informativeness as a cue people use to assess others' friendliness. College undergraduates (N=83) were led to believe they would be interacting with another research participant in a "getting acquainted" session. Prior to the presumed interaction, they heard their partner answer various ice-breaker questions (the partner was fictitious; partner responses were prerecorded). In one condition, the partner provided elaborate answers to the ice-breakers; in another condition, the partner provided short responses. Also as part of the procedure (and experimentally independent of the extent of partner informativeness), participants were led to believe that their partner, after listening to the participant's own recorded answers to the same ice-breakers, provided either a positive or negative evaluation of the participant. Although we expected such feedback to influence judged friendliness ratings, our central hypothesis was that people would rate as more friendly a partner who provided more elaborate responses. Results indeed showed that in the more elaborated responses condition, participants rated their partner as friendlier,  $F(1,79)=43.85$ ,  $p<.001$ , and indicated that they wanted to spend more time with him/her,  $F(1,79)=6.48$ ,  $p<.05$ ; these main effects emerged independent of the experimental feedback (positive or negative). Thus, these findings suggest that informativeness emerged as a cue for friendliness of a potential interaction partner even if that partner evaluated the participant negatively.

**D118****PERCEPTIONS OF MOTHERS AND CHILDREN IN VARIOUS WORK-FAMILY**

**SITUATIONS** Jennifer Livengood<sup>1</sup>, Mark Barnett<sup>1</sup>, Tammy Sonnentag<sup>1</sup>, <sup>1</sup>Kansas State University – Stay-at-home mothers tend to be rated as more family-oriented and nurturing than working mothers. However, relatively little is known concerning attitudes toward mothers whose employment status represents a compromise between these two extremes. Prior research has also failed to adequately address whether individuals' attitudes toward mothers with different employment statuses extend to attitudes toward their children and their relationships with their children. The present study addressed these issues. Under-

graduate participants (N = 96) listened to an audiotape of one of three interviews in which a woman described herself as (a) a stay-at-home mother, (b) a working mother who was employed full-time outside the home, or (c) a "middle mother" who chose to take a maternity leave during her child's infancy and then gradually increased her involvement in work outside the home. After listening to an interview, all of the participants watched the same videotape in which the mother interacted with her 4-year-old son during various activities (e.g., completing a puzzle). After watching the videotape, participants completed a series of questionnaires that assessed their attitudes toward the mother, her child, and the mother-child relationship. Participants were found to rate the stay-at-home mother and middle mother more positively than the working mother. This pattern was also found for ratings of the child and the mother-child relationship. Ratings associated with the favored stay-at-home and middle mothers did not differ, suggesting that individuals may value mothers who choose to gradually return to part-time employment after the birth of a child.

**D119****WHO IS WHERE?: SOCIOESPATIAL IDENTITY-LOCATION LINKS ARE STRONGER FOR HIGH-STATUS TARGETS**

Nathaniel J. Ratcliff<sup>1</sup>, Shriver Edwin<sup>1</sup>, Hugenberg Kurt<sup>1</sup>, <sup>1</sup>Miami University – Remembering who-is-where, or sociospatial memory, is an important challenge in effectively navigating the social environment. Past research has found that sociospatial memory, or the binding of a target identity with an episodic memory for location, is better for attractive female targets (Becker, Kenrick, Guerin, & Maner, 2005). The current research investigates whether the perceived power of a target also affects sociospatial memory. Participants completed a Concentration-style matching game, in which they saw 8 pairs of faces arrayed on face-up cards in a 4 × 4 grid. After briefly viewing the faces, the cards were turned face-down. Participants then flipped pairs of cards face-up, attempting to match all of the identities in the array with as few flips as possible (Becker et al., 2005). Some of the targets were depicted in high-status roles (doctor), whereas others were depicted in low-status roles (farmer). Because participants had to remember both the identity and location to successfully make a match, the efficiency with which the targets were matched indicates the strength of sociospatial memory. Supporting the hypothesis that sociospatial memory is better for high-status targets, high-status targets were matched more efficiently (fewer errors) than low-status targets. High-status targets were also more likely to be matched first, indicating that high-status targets attracted initial attention (DeWall & Maner, 2008). This demonstrates that stronger sociospatial (i.e., target-location) links are formed when a target is functionally relevant to the perceiver, such as when that target is high in status or wields power.

**D120****ERROR MANAGEMENT AND THE ATTRIBUTION OF NEGATIVE EMOTIONS: ANGER IS ATTRIBUTED TO PERSONALITY MORE THAN DISGUST**

Andrew Galperin<sup>1</sup>, Martie Haselton<sup>1</sup>, <sup>1</sup>UCLA – The Correspondence Bias (CB), one of the most studied phenomena in social psychology, occurs when observers attribute targets' behaviors to their personality (enduring disposition) more strongly than is logically warranted, usually by underestimating the importance of situational forces acting on the target. The current study is one of the first direct demonstrations that the magnitude of the CB can vary systematically across different domains. An Error Management Theory perspective (Haselton & Buss, 2000) predicts that the CB can be adaptive when the fitness costs of mistakenly ascribing particular personality traits to targets (a false positive) have been lower throughout evolutionary history than the costs of mistakenly failing to detect those traits (a false negative). We tested this hypothesis by comparing the degree to which expressions of anger versus disgust are attributed to personality. We predicted that angry behaviors would be attributed to personality more so than disgusted behaviors, because a failure to detect high dispositional anger in individuals is more costly for future interactions than a failure to detect high dispositional disgust. Undergraduate participants (N=158) read vignettes that showed a ficti-

tious individual reacting to a range of anger- and disgust-inducing situations with an appropriate amount of each respective emotion, and then rated this individual's dispositional anger and disgust. Despite the fact that the individual's actions portrayed him as displaying a moderate and equal amount of both emotions, results showed that participants still rated the individual higher on dispositional anger than on disgust.

#### D121

##### WHEN MORE IS LESS: PREDICTING PSYCHOLOGICAL ADJUSTMENT FOLLOWING MARITAL SEPARATION FROM THIN SLICES OF INFORMATION

Ashley E. Mason<sup>1</sup>, David A. Sbarra<sup>1</sup>; <sup>1</sup>The University of Arizona – Person-perception investigations have revealed that people with whom we are unacquainted (unacquainted judges) are able to accurately infer our personalities and other characteristics. This study applied a person-perception paradigm to the investigation of psychological adjustment (PA) following divorce. Specifically, we examined the degree to which judges and recently divorced individuals (targets) agreed about targets' PA (concurrent validity) and the degree to which judges' perceptions of targets' PA were predictive of targets' subsequent PA (predictive utility). We also examined how the amount of information provided to judges affected these two outcomes. Participants were one hundred and nine (38 men) recently divorced adults who completed two self-report indices of PA. During a laboratory visit, participants completed a stream-of-consciousness (SOC) digital voice recording during which their speech was recorded for four minutes. Eight undergraduates served as judges who listened to either 30-second or 3-minute auditory clips made from these recordings. Ratings made by both the 30-second and the 3-minute judges were significantly related to targets' self-reported PA (self-other agreement). After accounting for PA at T1 and other covariates, the 3-minute ratings of targets' depressive symptoms, and the 30-second judges' ratings of targets' emotional reactivity were predictive of targets' self-reported PA at T2. Increases in information were associated with greater self-other agreement among targets and judges. Increases in information were associated with greater predictive utility of judges' ratings of targets' depression, but were negatively associated with judges' ratings of targets' emotional reactivity, suggesting that more information does not always lead to increased accuracy.

#### D122

##### HALF A MIND: CONSIDERING OTHERS' INTENTIONS DECREASES SENSITIVITY TO THEIR EMOTIONS

Adrianna C. Jenkins<sup>1</sup>, Daniel M. Wegner<sup>1</sup>; <sup>1</sup>Harvard University – People often perceive other minds along two dimensions: agency, the capacity for intention and planning, and experience, the capacity for emotion and sensation (Gray, Gray, & Wegner, 2007). The ability to infer someone's experience facilitates predictions about what that person will do. If a person is afraid, she may run away; if hungry, she may try to steal your sandwich. However, if one already knows what a person intends to do, preoccupation with his or her experiential state may be less useful and potentially distracting. This study tested whether inferring a person's plans and intentions interferes with one's ability to infer his or her emotions. Participants made a series of paired judgments about photographed individuals' intentions and emotions in a 2 (Prime content: Intention, Emotion) x 2 (Target content: Intention, Emotion) response facilitation design. A two-way ANOVA on response times revealed the predicted interaction between Prime and Target content. First considering a person's intention reduced the speed with which participants responded to questions about the person's emotion, whereas first considering a person's emotion had no such effect on participants' consideration of intentions. Results underscore the dissociability of agency and experience as dimensions of mind perception and suggest an asymmetry in their relationship. Focusing on others' emotions is compatible with thinking about their intentions, but focusing on their plans, intentions, and goals may temporarily blind perceivers to their emotions. Gray, H., Gray, K., & Wegner, D. M. (2007). Dimensions of mind perception. *Science*, 315, 619.

#### D123

##### TO APE, OR NOT TO APE? AUTOMATIC COMPLEMENTARITY RESPONSES IN REACTION TO DOMINANT AND SUBMISSIVE MOVEMENTS

Barbara C.N. Müller<sup>1</sup>, Ron Dotsch<sup>1</sup>, Matthijs L. van Leeuwen<sup>1</sup>, Ap Dijksterhuis<sup>1</sup>, Rick B. van Baaren<sup>1</sup>; <sup>1</sup>Behavioural Science Institute, Radboud University Nijmegen, The Netherlands – The mimicry literature suggests that mimicry is almost always the default reaction in human interaction; humans are 'wired' to imitate. (Iacoboni, Woods, Brass, Bekkering, Mazziotta, & Rizzolatti, 2001; Rizzolatti, Fadiga, Gallese, & Fogassi, 1996). In contrast, research on interpersonal circumplex theory has classified interpersonal behaviour along two independent axes (Kiesler, 1983). First, behaviours on the 'affiliation' axis associated with agreeable-quarrelsome behaviours are supposed to be imitated. In contrast, the 'control' axis is associated with dominant-submissive behaviours which are thought to be complemented, i.e., engaging in the opposite type of behaviour of one's interaction partner. Recent studies on both animal and human behaviour suggests that complementarity might be a contextually activated default reaction (de Waal, 1982; Tiedens & Fragale, 2003). The present study examined whether complementarity rather than imitation is an automatic motor response to dominance-related movements in human beings. Participants saw a two-framed sequence of photographs of male or female confederates who were making either a dominant or submissive movement, and were instructed to either make a dominant or a submissive movement themselves, resulting in imitative or complementary movements. Interestingly, results showed that participants showed faster complementarity reactions in response to male confederates, while mimicry reactions were faster in response to female confederates. The current study provides further insights into the underlying processes of automatic nonverbal behaviour. Correlated experiences of observing one set of dominance-related behaviours and executing another set of complementary behaviours could seemingly overrule automatic mimicry responses under certain circumstances.

#### D124

##### PERSONALITY JUDGMENTS FROM A LINEUP

Andrew Beer<sup>1</sup>; <sup>1</sup>University of South Carolina Upstate – The scientific study of accuracy in personality judgment typically involves the utilization of rating scales to make decisions about a target individual. While this method has its merits, it is at times restrictive and is further removed from full ecological validity than one would desire. These studies represent an attempt to develop an alternative methodology for the study of personality judgment. The objective is simple: create a choice task for personality judgment. There are two primary benefits to this endeavor. First, such a method would facilitate previously difficult lines of inquiry in the field of personality judgment, such as mood and cognitive load effects. Second, one could argue that in our daily lives, we make simple comparative choices between people (e.g., in a job interview setting) rather than exhaustive numerical ratings about people whom we encounter, thus a choice task more closely approximates the naturally occurring psychological process. To accomplish these goals, I created a series of photo sets containing pictures of three individuals, each representing a different level (based on self reports) of a specific personality trait. The participant's task was to select high and low scorers on a dimension from the photos. Study 1 demonstrates that people can select targets with extreme scores from a photo lineup better than chance across several personality dimensions. Study 2 shows that this ability has some degree of temporal consistency. Study 3 represents an improvement on the general method via enhanced criteria for stimulus (target) selection, incorporating both self and peer reports.

#### D125

##### RESPECT YOUR (PERFECT) ELDERS!: THE CONTINGENT NATURE OF ELDER RESPECT

Monica J. Harris<sup>1</sup>, Candice Tucker Groves<sup>2</sup>, Sarai Blincoe<sup>1</sup>; <sup>1</sup>University of Kentucky, <sup>2</sup>Western Kentucky University – Past cross-cultural research shows that elderly individuals overwhelmingly view disrespect as the most painful form of mistreatment. Psychological

research on respect suggests that it is vital to relationship satisfaction and group commitment; therefore, elderly individuals who feel disrespected may disengage from society. The present study investigated college undergraduates' reports of the extent and nature of respect they would give in interactions with different elderly prototypes. 173 participants read a brief vignette describing an interaction with a hypothetical Mrs. Brown, whose behavior characterized one of four elder stereotypes (perfect grandparent; self-centered old person; cognitively impaired; physically frail). Participants then rated their likelihood of performing 20 respectful behaviors on Mrs. Brown's behalf and provided an overall rating of their respect for her. The 20 behaviors were combined into five composites (i.e., care, gift, courtesy, advice and linguistic). The perfect grandparent was deemed most respect-worthy overall, and was the most likely to receive care, gift and courtesy respect. When Mrs. Brown was portrayed as physically frail or cognitively impaired she received less respect, but was still significantly more respected than when described as self-centered. No significant differences were found for the likelihood of giving linguistic respect, raising the intriguing issue of whether linguistic respect reflects cultural norms rather than a truly respectful attitude. The present research reveals that in the case of the elderly, respect is contingent on the behaviors of the target as opposed to being socially obligatory.

#### D126

##### **SAVING THE SAVINGS MEASURE: A SIMPLIFIED METHOD FOR ASSESSING STRENGTH OF ASSOCIATIONS** Erica D. Schneid<sup>1</sup>, Donal E. Carlston<sup>1</sup>; <sup>1</sup>Purdue University

This study sought to create a new, simpler self-report method of assessing associative strength as well as further investigate the role of memory in the formation of Spontaneous Trait Inference (STIs) and Spontaneous Trait Transference (STT). After receiving one of three instructional sets, participants (N = 316) were presented with 16 trait-implicative behavior descriptions that were either self-or other-referent, as well as eight neutral items. Approximately half of the participants were given a delay/decay task immediately after presentation. Strength of association was later measured using a novel, single-item, self-report scale. Participants were also asked to report any information they could recall about the incident originally paired with each photo. Results replicated the pattern of results seen in previous research. The self-reported strength of association between a given photo and a trait was significantly stronger for self-referent items (reflecting STIs), followed by other-referent statements (reflecting STTs), with neutral statements showing the least strength of association (reflecting base-lines). These results were impervious to different processing goals and to the delay manipulation. The recall data also suggests that the effect is not memory dependent-- Neither STIs nor STTs depend on participants' ability to recall the original stimulus behaviors. It appears that this new measure obtains the same results as past research with considerable savings of time and effort.

#### D127

##### **PERSON PERCEPTION BY ACTIVE VERSUS PASSIVE PERCEIVERS**

Ashley Waggoner<sup>1</sup>, Eliot Smith<sup>1</sup>, Elizabeth Collins<sup>2</sup>; <sup>1</sup>Indiana University, Bloomington, <sup>2</sup>CIS/ISCTE, Lisbon, Portugal – Person perception research is dominated by studies of passive perceivers who exert no control over the information they receive. In contrast, perceivers in everyday life can often actively choose the type and quantity of information they receive (Smith & Collins, 2009). In this study, active and yoked passive perceivers formed impressions of individuals based on information from their Facebook profiles. Active participants chose which components of a targets' Facebook profile to view, and decided when to stop viewing information and provide their impression. Passive participants were shown the same items chosen by their yoked active perceiver before providing their impression. Perceivers judged the targets on several dimensions: the Big Five personality dimensions, political ideology, and degree of religiosity. They also indicated how confident they were in their judgments, how easy these were to form, and how much they liked the target. Compared to active perceivers, passive perceivers reported greater

confidence ( $p < .02$ ) and ease ( $p < .001$ ) in their judgments. Passive perceivers exhibited greater confidence (though not greater accuracy) with increased information. Active perceivers did not show this effect, placing a boundary condition on past research. Passive perceivers also liked targets more than active perceivers ( $p < .02$ ), a finding that is not explained by valence-dependant sampling by active participants, or by misattribution of fluency or greater sensitivity among passive participants. These provocative findings highlight the need to account for active and interactive processes in person perception rather than continuing to focus on passive perceivers.

#### D128

##### **MENTAL STATE ATTRIBUTION IN MEDICINE: DIFFERENTIAL EFFECTS OF FOCUS ON EXPERIENCE VS. AGENCY** Andrea S. Heberlein<sup>1</sup>, Jordan Ford<sup>1</sup>, Daniel M. Wegner<sup>1</sup>; <sup>1</sup>Harvard University

More empathic doctors are obviously desirable from a patient standpoint. However, the proliferation of "empathy training" curricula in medical schools, numerous anecdotes of declining empathy among physicians, and published reports of empathy decreasing even across clinical training years suggest that there are constraints on physician empathy. The present study explored this apparent tension between how empathic doctors ought to be, and how empathic they are able to be, using attention to the mind of another as a proxy for empathy. We focused on a distinction between two qualities that people attribute to other minds: experience (the capacity to feel sensations and emotions) and agency (the capacity to plan and control one's behavior). Participants read a doctor-patient conversation vignette and were instructed to generate two additional questions the doctor could have asked to get more information about the patient's goals, feelings, or medical history (between subjects). These questions were rated, independently, for agentic and experiential content. After a delay, participants listed 10 things they remembered about the patient. Level of agentic content in participants' questions was correlated with the number of medical details participants spontaneously recalled, whereas experiential content was correlated with the number of biographical details recalled. A second study in which participants played the role of the doctor in a scripted interaction replicated these findings. These results suggest that attending to a patient's feelings and emotions distracts physicians from medically-relevant information, whereas attending to other mental features-- her treatment goals-- does not have the same effect.

#### D129

##### **SEXUAL ACTIVITY REDUCES MEN'S PERCEIVED FACIAL ATTRACTIVENESS AND FRIENDLINESS OF UNKNOWN WOMEN** Annie

Simard<sup>1</sup>, Pascal Thibault<sup>2</sup>, Nancy Smith<sup>1</sup>, Michel Cossette<sup>1</sup>, Marie Lasalle<sup>1</sup>, Ursula Hess<sup>1</sup>, Stuart Brody<sup>3</sup>; <sup>1</sup>University of Quebec at Montreal, <sup>2</sup>McGill University, <sup>3</sup>University of the West of Scotland – People pay great attention to physical attractiveness when it is time to choose a sexual partner, especially for short-term relationships. Hess et al. (2007) found that this propensity is significantly reduced for women if they engaged more frequently in sexual behaviors with their current partner. In order to replicate with men this original study of Hess et al. (2007) on sexual activity and attractiveness, thirty-eight men reported the frequency of five sexual behaviors (oral sex, masturbation, masturbation with a partner, penile-vaginal intercourse and penile-anal intercourse) and rated the facial attractiveness and friendliness of 20 women (10 Gabonese, 10 Quebecois). As regards attractiveness, we found that the frequency of orgasm experienced during all the partnered activities excluding penile-vaginal intercourse correlated negatively and significantly with perceptions of attractiveness. Also, a significant and marginally negative correlation emerged between the perceptions of attractiveness and the frequencies of penile-anal intercourse and of masturbation with a partner. The results also revealed that the frequency of masturbation, of orgasm from masturbation and of penile-anal intercourse correlated significantly and negatively with the perception of friendliness. Thus, men who experienced more frequently orgasm from partnered sexual activities excluding penile-vaginal intercourse and who engaged more frequently in penile-anal intercourse during the last 30 days perceived unknown

women as less facially attractive. Moreover, men who masturbated more frequently and experienced orgasm from it more frequently perceived unknown women as less friendly. Overall, these results from men largely replicated Hess et al (2007) findings with women.

### D130

**SELF-PRESENTATION IN THE MULTIPLE AUDIENCE SITUATION DEPLETES REGULATORY RESOURCE** Yuu Kasagi<sup>1,2</sup>, Ikuo Daibo<sup>1</sup>; <sup>1</sup>Graduate School of Human Sciences of Osaka University, <sup>2</sup>JSPS – Multiple audience problem (e.g., Fleming, 1994) is the difficult self-presentation situation in which someone is faced with two or more “audiences”, simultaneously wanting each audience to form or preserve a different impression of him/her. Generally, people often confront with this problem, but they can't resolve it effectively. According to Vohs et al. (2005), self-presentation under challenging condition or according to counter-normative patterns led to impaired self-regulation later, suggesting that those self-presentations depleted self-regulatory resources. While when self-presentation conformed to familiar, normative, or dispositional patterns, self-regulation was less implicated. So, we hypothesized that participants in multiple audience condition should therefore experience self-regulatory resource depletion. Participants were randomly assigned to the multiple audience condition or the control condition. Then, they spoke in front of the video camera to impress others who would watch this video. After the participants spoke in front of the video camera for 3 sessions, participants engaged in a self-control task of completing 3-digit × 3-digit multiplication problems by hand. Previous studies showed that this task is quite tedious and the desire to stop arises quickly: hence, persistence requires that one override the urge to quit and exert extra effort to continue. As we predicted, the results revealed that participants in multiple audience condition gave up faster than participants in the other conditions. The self-presenting style in the multiple audience situation would have required more self-regulatory resources than in the control condition. So, they might have fewer resources to help them continue working on the multiplication problems.

### D131

**IMPRESSIONS OF OLDER ADULTS** DeAnn R. Collins<sup>1</sup>, Shannon Whitten<sup>1</sup>, Erin Murdoch<sup>1</sup>, Karen Mottarella<sup>1</sup>; <sup>1</sup>University of Central Florida – The purpose of this study was to investigate the factors associated with impressions of older adults. Participants were asked to rate 169 images of older adults based on their initial impression of each image on a six point Likert scale ranging from 1 (highly negative) to 6 (highly positive). The images depicted older adults in various everyday settings. Patterns were explored by identifying the 25 most positively and 25 most negatively rated images. Average ratings for negative images ranged from 1.61 to 2.42, whereas ratings for positive images ranged from 4.95 to 5.64. The resulting data identified two significant patterns: positive images included more than one person and more outdoor settings. The data are summarized as follows: positive images including more than one person 64%, image is outdoors 84%; compared to negative images including more than one person 4%, image is outdoors 40%. A chi-square analysis was conducted on both of the dependent variables to test whether the differences between the positive and negative images were statistically reliable and the results are significant at the  $p < .01$  level. This supports the idea that older adults who appear socially engaged and/or are more physically active are perceived more positively whereas older adults depicted in a more sedentary setting by themselves were more often perceived negatively. The implications of these findings are that in order to be perceived positively, older adults should be portrayed in more physically active and socially engaged roles.

### D132

**PHYSICAL SIMILARITY AND ATTRACTIVENESS SIMILARITY PREDICT SEATING DISTANCE** Sean P. Mackinnon<sup>1</sup>, Christian H. Jordan<sup>1</sup>, Anne E. Wilson<sup>1</sup>; <sup>1</sup>Wilfrid Laurier University – Research has shown a general trend for people to choose friends and romantic partners who are similar in race, socioeconomic status, attractiveness, and physical appearance. The

current study is interested in micro-level behaviors between strangers that might lay the groundwork for this tendency in more established relationships. Prior observational research in our lab revealed a general tendency for students to sit beside physically similar others within a naturalistic classroom setting. The current study expands on these naturalistic studies by examining the phenomenon within a laboratory setting. Specifically, we propose that participants will sit closer to a confederate who physically resembles them. In this study, participants came into the lab one at a time to join a female confederate posing as another participant. Photos of participants were coded for physical similarity to a confederate by independent coders. Attractiveness was also coded. Before a short social interaction with the confederate, participants placed their chair relative to the confederate. The distance between the chairs was measured once the participant left. Results showed that participants sat closer to the confederate as physical similarity to the confederate increased. This finding remained significant even when controlling for sex and race. Interestingly, participants also tended to sit closer to the confederate when they matched her level of attractiveness. Physical similarity and attractiveness similarity each accounted for unique portions of the variance when predicting seating distance in a multiple regression analysis. The implications of these findings for early relationship formation are discussed in the context of prior research.

### D133

**CATEGORY CONTRAST CREATES CONTEXTUALLY-DEPENDENT SHIFTS IN ATTRACTIVENESS** Tyler Davis<sup>1</sup>, Bradley Love<sup>1</sup>; <sup>1</sup>University of Texas at Austin – The beauty-in-averageness (BIA) effect describes the finding whereby faces that are average, in a statistical sense, are judged as more attractive in comparison to less average faces. There are two widely held perspectives on BIA. One perspective derives from evolutionary theory, and suggests that average faces are held as more attractive because averageness provides a cue for mate-value. Another perspective holds that BIA arises because averages are more fluent or ‘easy on the mind.’ In the present study, we dissociate fluency and evolutionary accounts by systematically manipulating how novel artificial categories are contrasted with each other as subjects acquire them. Previous research (Davis & Love, in press) has shown that these manipulations can distort people's perceptions of category averages such that, in certain contexts, statistical averages are processed more fluently, and in other cases extreme (/caricatured) stimuli are processed more fluently. Consistent with our predictions, across subjects, the same stimuli were rated as either more or less attractive depending on how the subjects acquired the categories. Specifically, when a stimulus dimension was contrasted during learning, stimuli that were extreme along this dimension were rated as most attractive, not the averages. Non-contrasted dimensions were not found to influence attractiveness ratings. Our results support a fluency-based perspective of attractiveness, and suggest that perceptions of attractiveness can be shaped by something as culturally sensitive as one's learning history.

### D134

**FAMILY MATTERS: WHO YOU'RE BORN WITH AFFECTS WHO YOU'LL END UP WITH** Elizabeth Osborne<sup>1</sup>, Yexin Jessica Li<sup>1</sup>, Adam Cohen<sup>1</sup>; <sup>1</sup>Arizona State University – People should use every available cue to determine a potential partner's genetic fitness. Existing attractiveness research examines only cues directly from a prospective partner, like waist to hip ratio, or symmetry versus fluctuating asymmetry. In a new theory we call the Kin Inferred Selection Theory we propose that people also evaluate a potential mate's genetic fitness by evaluating the fitness of their relatives. A person does not express all genes. Some may be recessive while others may be expressed later in life. These genes may be expressed in family members. In a first experimental test of our theory, we exposed women to photos of an average male target who was surrounded by attractive, unattractive, or no family members (control). Participants made judgments on various traits of the target now and twenty years from now. We found there was little effect between conditions for all traits for the target now, but twenty years from now targets were expected to be significantly more attractive, healthy, desirable, nicer and



more intelligent if they were surrounded by attractive family members. The difference in attractiveness and health ratings were particularly high between all three conditions, suggesting that these effects are due to evaluations of genetic fitness. This first experiment provides evidence that we base long term mating decisions not only on the characteristics of a mate but also their family members.

### D135

**I'M NOT A SEXIST, BUT... THE IRONIC EFFECT OF DISCLAIMERS ON IMPRESSION FORMATION.** Corey Columb<sup>1</sup>, Joyce Ehrlinger<sup>1</sup>; <sup>1</sup>Florida State University – People sometimes offer disclaimers for potentially problematic statements. For example, before making critical comments about a co-worker who happens to be a minority, one might first say "I'm not a racist, but..." We propose that disclaimers are used to diffuse the possibility of a negative reaction but, instead, lead people to more often assume the very characteristic that the disclaimer disavows. We argue further that the effect of a disclaimer on impression formation depends upon the personal relevance for the perceiver. Participants were asked to read a vignette portraying a conversation in which a man told a potentially sexist joke to a woman. Half of participants read that the man said "First, I should tell you that I am not sexist, but..." before telling the joke while the other half read a version including no disclaimer. The vignettes were identical outside of this manipulation. An ANOVA revealed a main effect whereby participants who read the disclaimer version were more likely to rate the man as sexist than were those who read the control vignette. Further, this main effect was qualified by an interaction between disclaimer condition and gender. Men were unaffected by the presence of a disclaimer when evaluating the target, while women were much more likely to rate the target as sexist when he offered a disclaimer denying sexism. Instead of preventing a negative reaction as intended, disclaimers actually increase the possibility of a negative reaction, but only if the disclaimer is relevant to the person making the perception.

### D136

**DO OUR SELF-VIEWS INFLUENCE THE WAY WE THINK OTHERS SEE US? INFLUENCE OF PRIVATE KNOWLEDGE ON INTERPRETING OTHERS' IMPRESSIONS** Corinne Novell<sup>1</sup>, John Chambers<sup>1</sup>; <sup>1</sup>University of Florida – People fail to understand the impressions they make on others. We suggest that such failures occur in part because people utilize information known only to them when interpreting others' feedback and impressions of them. To examine this question, participants in this study performed a task and some learned how other participants in their session had performed. They then received a neutrally-worded evaluation from a judge—who supposedly viewed their performance and no one else's—and rated the positivity of that evaluation. Participants who were led to believe they had performed better than their fellow co-participants interpreted the judge's evaluation more positively than those who were led to believe they had performed worse (with those provided no information about their fellow co-participants rating the evaluation more neutrally). These effects were limited to impressions of personal traits relevant to the task domain and were mediated by participants' perceptions of their own performance on the task. Overall, these findings suggest that when people construe others' impressions of them, they may not weigh others' actual opinions as much as their own—that is, people may use their self-perceptions to process incoming information more.

### D137

**STARING RIGHT AT YOU: "HEAD ON" DEPICTIONS OF AUTOMOBILES PRIME POWER** Jonathon Schuldt<sup>1</sup>, Sara Konrath<sup>1</sup>, Norbert Schwarz<sup>1</sup>; <sup>1</sup>University of Michigan – Multiple features of the human face, including direct eye gaze, signal power. Research shows that humans readily perceive faces in non-living objects, including the fronts of automobiles, suggesting that merely depicting automobiles as "head on" may be sufficient to prime power. Data from three studies were consistent this conjecture. Content analysis of images appearing on manufacturers' websites (Study 1) revealed that automobiles depicted head on placed

higher on a number of objective power variables (e.g., retail cost, fuel-inefficiency) than non-head on vehicles. Web experiments featuring eight automobiles and over 400 participants (Study 2) revealed that SUVs, but not sedans, were rated as more powerful when depicted head on versus in side profile, suggesting that power primes may be more applicable to targets with additional dominance attributes (e.g., size). A lab experiment employing a person perception task (Study 3) revealed that a businessperson, "Adam", was rated higher on highly context-relevant power traits (e.g., hardworking in the business-professional context), but not domain-general power traits (e.g., dominant), when his SUV was depicted as head on versus in side profile. These findings suggest that head on depictions covary with power attributes in the real world and facilitate the perception of automobiles and their owners as more powerful, although only in applicable contexts.

### D138

**SOCIAL EXPLANATORY STYLE AS AN (UNDER-EXAMINED) ASPECT OF ORDINARY PSYCHOLOGY** Michael Andreychik<sup>1</sup>, Michael Gill<sup>2</sup>; <sup>1</sup>Fairfield University, <sup>2</sup>Lehigh University – The present work is focused on the fundamental lay theories that structure social understanding in everyday encounters as people strive to "make sense of" the social propensities (e.g., patterns of actions and outcomes) of others. We argue that whereas existing approaches have focused primarily on the idea that people's lay theories of social action contain explanatory principles relating human action to unobservable mental states (i.e., work stemming from a Theory of Mind approach), there exist additional, under-examined aspects of lay theories of social action. In particular, we advance the idea that lay theories of social action also contain causal-explanatory principles relating to the nature of person characteristics and the mental states associated with them. The results of three studies provide evidence consistent with the idea that individuals possess Social Explanatory Styles—broad and characteristic tendencies to explain the social propensities of others in terms of terms of either self-existent (e.g., "That's just the way she is! She's always doing that!") or interconnected (e.g., "Anyone who grew up in an environment like that would behave just like her!") person characteristics. Further, our results are also consistent with the idea that these Social Explanatory Styles function as lay theories in the sense that they exert theory-like effects on the processing of social information.

### D139

**CONSIDERING SINGLE PARENTS AS POTENTIAL PARTNERS: THE INFLUENCE OF ATTRACTIVENESS, SEX, AND BODY MASS INDEX** Shane Moulton<sup>1</sup>, Markus Kimmelmeier<sup>1</sup>, Lorie Sicafuse<sup>1</sup>, Valerie Lykes<sup>1</sup>; <sup>1</sup>University of Nevada – The U.S. has one of the highest divorce rates worldwide with almost one in two marriages ending in divorce. More than ever there are single parents, men and women with children, who are looking for new romance. And just like never-married mothers and fathers have experienced all along, previously married mothers and fathers are discovering that other singles would rather not get involved with someone who already has some kids in tow. This research project investigates how "parent status" affects college students' partner selection choices; and how the effect is moderated by target and perceiver factors. Using online-dating-style profiles, we manipulated the parent status and physical attractiveness of male and female targets, and asked heterosexual participants (n = 196) to rate their hypothetical interests in various forms of short- and long-term relationships with the targets. Results showed that target factors (attractiveness and parent status), as well as participant factors (sex and body mass index [BMI]), affect individuals' romantic interests in the opposite sex. Participants desired highly attractive targets over those of average-attractiveness, but this effect was qualified by sex and parent status in that women were more likely than men to express interest in the high-attractiveness targets with children. Moreover, there was strong evidence that high-BMI participants desired average-attractiveness targets with no children more than did those of low-to-average BMI. These results suggest females are more tolerant of parent status than men; and that individuals with high BMI are more lenient regarding attractiveness of a person with no children.

**D140****PHYSICAL ATTRACTIVENESS: FROM INITIAL JUDGMENTS TO KNOWLEDGE OF DYNAMIC PERSONALITY CHARACTERISTICS** Kinsey

Pell<sup>1</sup>, Derrick Wirtz<sup>2</sup>, Steven Barger<sup>1</sup>, Steven Funk<sup>1</sup>; <sup>1</sup>Northern Arizona University, <sup>2</sup>East Carolina University – Judgments of physical attractiveness inherently emphasize physical characteristics such as facial features. However, can knowledge of a target individual's inner attributes – such as personality – affect how physically attractive that target appears? Early research examining this question demonstrated that the same photographed individual was judged more physically attractive when the photograph was accompanied by a positive (versus negative) personality description (Gross & Crofton, 1977). The present study examined how judgments of physical attractiveness were affected by a dynamic representation of a target individual, similar to a brief, everyday encounter. Sixty-three heterosexual female participants were randomly assigned to view a scripted video interview in which a moderately attractive male target's personality was portrayed as either pleasant or unpleasant. Participants rated the target's physical attractiveness before and after the interview, along with a series of distraction measures. Prior to the interview, target physical attractiveness did not differ across conditions. After viewing the interview, participants in the pleasant personality condition rated the target as more physically attractive (compared with their initial rating), while those who viewed the unpleasant personality condition rated the target as less physically attractive (compared with their initial rating). These findings confirm that nonphysical attributes can affect perceived physical attractiveness, consistent with both social cognitive (e.g., Berscheid & Walster, 1974; Nisbett & Wilson, 1977) and evolutionary perspectives (e.g., Kniffin & Wilson, 2004; Langlois, Kalakanis, Rubenstein, Larson, Hallam, & Smoot, 2000).

**D141****THE EFFECT OF AGE UPON ESTIMATION OF AGE** Manuel Voelkle<sup>1</sup>,

Michaela Riediger<sup>1</sup>, Natalie C. Ebner<sup>2</sup>, Ulman Lindenberger<sup>1</sup>; <sup>1</sup>Max Planck Institute for Human Development, <sup>2</sup>Yale University – Perceived age is one of the most prominent characteristics to describe a person (e.g., a suspect) and influences how we interact with somebody. The present study addresses a) the effect of perceiver's age upon the precision of age estimation, b) the role of the target persons' age, and c) the impact of displayed emotions. Pictures from the recently created FACES database (Ebner, Riediger, & Lindenberger, in press) were used as stimuli. The database contains 2052 standardized photographs of 171 men and women aged 20 to 81 years, each displaying angry, fearful, disgusted, happy, sad, and neutral facial expressions. One hundred fifty-four women and men of the same age range rated the age of each of the depicted persons. Across all raters, the age of young faces was slightly overestimated, whereas the age of older faces was considerably underestimated. However, while young individuals were quite accurate in estimating the age of members of their own age group, they tended to largely underestimate older faces. In contrast, older persons significantly overestimated the age of young faces. They also underestimated the age of members of their own age group, however to a lesser degree than did young raters. Furthermore, accuracy of age estimation was affected by posed emotions: Happy (and to a lesser degree neutral) faces tended to make a face look younger, resulting in more accurate estimates of young faces and less accurate estimates of older faces. Results are discussed in the context of own-age-biases and their practical implications.

**D142****DRM AND PERSONALITY: USING FALSE MEMORIES TO STUDY THE IMPLICIT THEORY OF PERSONALITY** Ludmila Nunes<sup>1</sup>, Leonel Garcia-

Marques<sup>1</sup>, Mário Ferreira<sup>1</sup>, Margarida Garrido<sup>2</sup>, Teresa Garcia-Marques<sup>3</sup>; <sup>1</sup>University of Lisbon, Portugal, <sup>2</sup>CIS/ISCTE – Lisbon University Institute, Portugal, <sup>3</sup>ISPA, Portugal – We extended the Deese-Roediger-McDermott paradigm (Roediger & McDermott, 1995) to study impression formation. Our main goal was to explore special characteristics of the associative memory structure underlying impression formation. Traits most com-

monly used in describing person-targets were used to identify four clusters underlying the implicit theory of personality structure (intellectual positive/negative; social positive/negative). Then, we developed lists including semantic neighbours of the traits closest to the clusters' centroid and a-thematic (non-trait) words. Participants were presented with these lists and instructed to form an impression of personality or to simply memorize them. Impression formation relatively to memory participants produced higher levels of true recognition and of false memories of lures corresponding to the same cluster of the list traits. In a following gist test, in which participants were asked to identify both presented words and related ones, we also found a similar pattern of results. In a subsequent study, we manipulated the dimension, valence and presentation order of presented traits. The pattern of results obtained in the first study was replicated; and in the impression formation condition, we obtained a primacy effect moderated by valence, with more false memories from the dimension of the first presented traits when these were positive. Taken together, results suggest that forming impressions imply the activation of a specialized associative memory structure underlying the referred implicit theory of personality (Rosenberg, Nelson, & Vivekanathan, 1968); and that many factors may have different effects depending on the associative memory structure activated by the encoding goal.

**D143****EXPOSURE TO MATING CUES ENHANCES MEMORY RETRIEVAL**

Michael Baker<sup>1</sup>, Jon Maner<sup>1</sup>; <sup>1</sup>Florida State University – Two studies test the relationship between exposure to mating cues and memory processes. In Study 1, men who viewed attractive female faces while listening to a story remembered more details of the story than men who viewed female faces of average attractiveness. Study 2 was designed to establish whether the memory enhancement found in Study 1 was due to a boost in encoding or retrieval (or both). Participants were presented with attractive opposite sex faces prior to encoding or prior to retrieval, while participants in a control condition viewed average faces. Results suggest an enhancement of retrieval but not encoding for both men and women, though the effect is stronger in men. Potential mechanisms and future directions are discussed.

**D144****MOTIVATING THE UNMOTIVATED: IMPROVING THE INTERPERSONAL SENSITIVITY OF PREJUDICED PEOPLE WHEN JUDGING BLACK TARGETS** Susan Andrzejewski<sup>1</sup>, Judith Hall<sup>2</sup>; <sup>1</sup>Franklin & Marshall College,

<sup>2</sup>Northeastern University – Previous research has found an inverse relation between prejudice and decoding such that the more prejudiced individual does worse on decoding interpersonal sensitivity tests involving Black targets. The present study suggests that low motivation may be one factor contributing to this decoding deficit. If high prejudiced persons are withdrawing effort when they are asked to decode a Black target test, then motivating them to want to perform well might improve their performance. Participants were randomly assigned to either a motivated or control condition and to one of two interpersonal sensitivity tests (Black or White targets). For the Black targets test, in a motivation condition (motivated vs. control) X implicit attitudes (low prejudice vs. high prejudice, by median split) ANOVA, there was a significant interaction showing that external motivation increased the accuracy scores of the high prejudiced individuals. On the White targets test, motivation had no effect on accuracy. While previous literature has shown that motivation has no significant effect on accuracy in judging nonverbal cues, the results suggest that when motivation is relatively low to begin with (as hypothesized to be the case for high prejudiced participants when taking the Black targets test), and external motivation is provided, motivation does increase accuracy. This suggests that nonverbal decoding of Black targets by high prejudiced participants is a specific context where external motivation can increase nonverbal accuracy due to the prejudiced participants' withdrawal of effort unless an external motivator is present.

## Personality Processes

### D145

#### ONLY HUMAN: SEEING NEGATIVE TRAITS AS 'HUMAN NATURE' MAKES THEM EASIER TO ACKNOWLEDGE.

Peter Koval<sup>1</sup>, Nick Haslam<sup>1</sup>; <sup>1</sup>The University of Melbourne – People employ an assortment of self-protective mechanisms to defend themselves against negative self-views (Alicke & Sedikides, 2009). Recent research on biases in the attribution of humanness (Haslam, Loughnan, Kashima & Bain, 2008) suggests that believing personal flaws to be part of 'human nature' also serves a self-protective function. We present correlational and experimental evidence supporting this hypothesis. In Study 1, participants (N=80) selected 15 negative traits (flaws) from a set of 60 to describe either themselves or an ingroup. All participants subsequently rated all 60 flaws on self-descriptiveness, desirability, 'human nature' (HN), and several other dimensions. Flaws selected to describe the self were rated higher in HN than those selected to describe the ingroup. HN ratings were the strongest predictor of participants' self-descriptiveness ratings across the 60 flaws. Finally, a multi-level analysis examining the relationship between participants' self-descriptiveness ratings and their idiosyncratic HN ratings of the flaws (controlling for all other participants' mean HN ratings), indicated that people project their personal flaws onto their conception of HN. In Study 2, HN beliefs about flaws were experimentally manipulated and the effect on self-descriptiveness ratings observed. Participants (N=180) were randomly assigned to read a bogus scientific article designed to manipulate their beliefs about a set of flaws. Participants rated flaws as more self-descriptive when told that these flaws were part of HN, compared to non-HN and control conditions. Results of these two studies support the hypothesis that HN beliefs may serve a self-protective function by helping to mitigate personal flaws.

### D146

#### THE NOSTALGIC RECOLLECTIONS OF HIGH AND LOW NARCISSISTS

Claire Hart<sup>1</sup>, Constantine Sedikides<sup>2</sup>, Tim Wildschut<sup>2</sup>, Clay Routledge<sup>3</sup>, Jamie Arndt<sup>4</sup>; <sup>1</sup>Southampton Solent University, <sup>2</sup>University of Southampton, <sup>3</sup>North Dakota State University, <sup>4</sup>University of Missouri – Research on nostalgia has revealed that the content of nostalgic recollections is generally positive and often features close others (friends, family) (Wildschut, Sedikides, Arndt, Routledge, 2006). Is this also true of sub-clinical or normal narcissists who are characteristically self-centred and show little concern for others (Campbell & Foster, 2007)? Two studies have sought to identify whether differences exist in the content of high versus low narcissists' nostalgic and ordinary recollections (Study 1), and, whether nostalgia serves different functions for high versus low narcissists (Study 2). In Study 1, participants' narratives were coded for themes of agency and communion, using the Linguistic Inquiry Word Count (LIWC; Pennebaker, Francis, & Booth, 2001). Significant differences in the content of nostalgic self-descriptions were revealed, which were in line with the high narcissists' basic personality structure (high agency, low communion). Furthermore, in Study 2, when asked to reflect on how a self-selected nostalgic event made them feel, significant differences emerged, such that high narcissists rated the functions of self-regard, optimism, and wisdom significantly higher than low narcissists. No significant differences were found in the function of social bonding between high and low narcissists. Thus, such findings suggest that high narcissists recall more agentic nostalgic recollections than low narcissists and use nostalgia in a different manner. Implications of this will be considered.

### D147

#### ARE AMERICANS VIEWED AS NARCISSISTIC? EVIDENCE FROM AN EXAMINATION OF NATIONAL CHARACTER

Laura E. Buffardi<sup>1</sup>, W. Keith Campbell<sup>1</sup>, Joshua D. Miller<sup>1</sup>; <sup>1</sup>University of Georgia – Previous research using national samples has shown that Americans score somewhat higher on narcissism than those from other nations (Foster, Campbell, & Twenge, 2003). Perceptions of national character, however, might better predict objective cultural measures of personality than mean levels of

self-reported personality (Heine, Buchtel, & Norenzayan, 2008). We thus asked if American perceptions of national character are consistent with the profile of Narcissistic Personality Disorder (NPD) and trait narcissism. In Study 1, we correlated reports of American national character and perceptions of an acquaintance's personality on the Five Factor Model (FFM; McRae & Terracciano, 2006) with FFM profiles of DSM-IV personality disorders from both experts (Lynam & Widiger, 2001) and a meta-analysis (Samuel & Widiger, 2008). In Study 2, we compared within-subject self-reports, acquaintance reports, and perceived American national character reports of narcissism measured using a modified version of the Narcissistic Personality Inventory. Results of Study 1 showed that American perceived national character was strongly correlated with the expert FFM profile of NPD,  $r = .78$ ,  $p < .001$  and the meta-analytic NPD profile,  $r = .82$ ,  $p < .001$ , but acquaintance reports were non-significantly correlated with NPD,  $r_s = .22$ , ns. Results of Study 2 showed that reports of American national character on narcissism ( $M = 29.40$ ) were greater than the acquaintance reports ( $M = 21.07$ ) and self-reports ( $M = 15.74$ ),  $\&\text{circ}\delta = .479$ ,  $F(2, 80) = 43.50$ ,  $p < .001$ . Overall, results suggest that Americans view their culture's character as more narcissistic than individual Americans' personalities.

### D148

#### WHAT MAKES PEOPLE CREATIVE? COGNITIVE CONTROL PERSPECTIVE.

Darya Zabelina<sup>1</sup>, Michael D. Robinson<sup>1</sup>; <sup>1</sup>North Dakota State University – Creative individuals have been described in terms suggestive of greater automatic processing (e.g., defocused attention, looser associations) and greater controlled processing (e.g., greater abilities to focus while working on a creative task). Both views cannot be correct from a static ability-related perspective. On the other hand, both views could be correct if creative individuals are better able to modulate the functioning of their cognitive control system in a context-sensitive manner. The present study ( $N = 50$ ) assessed individual differences in creativity in terms of original responses on the Torrance Test of Creative Thinking (TTCT) and also in terms of creative performance by the Creative Achievement Questionnaire (CAQ). The same participants performed a color-word Stroop task. Creative individuals were neither more nor less capable of overriding cognitive conflicts on incongruent (relative to congruent) Stroop trials. On the other hand, creative individuals displayed more flexible cognitive control, as defined by greater cognitive control modulation from trial to trial. Implications for theories of creativity and its underlying processing basis are discussed.

### D149

#### TRAIT SOCIAL ANXIETY AND SPEECH PERFORMANCE RATING IN SELF AND OBSERVATION SCENES

Takashi Hosokawa<sup>1</sup>; <sup>1</sup>Toyo University, Graduate School of Sociology – The purpose of this study was to examine the interpretive bias of speech performance ratings among high and low social anxious students. The Fear of Negative Evaluation Scale (FNE) was administered to 75 vocational school students, and 18 high and 20 low socially anxious students were selected on the basis of FNE scores. They were asked to recall the scene which he/she gave a speech in public and the scene which they observed others giving a speech. Then they were asked to rate their own and the other's performance of speech on three 7-point scales. The results were as follows: (1) In self-scene recall, high socially anxious students rated their performance lower than did low socially anxious students, but the mean ratings of others' performance was not different between two groups. Thus it seems that a distortion of the self-rating was seen in high socially anxious students in the recall scene. (2) Each of the rating of scene recall was compared with a theoretical midpoint. For high socially anxious students, the rating of the self-scene recall was lower than the midpoint and the rating of the observation scene recall was higher than it. For low socially anxious students, the rating of the observation scene recall was lower than it. Though they might recall any kind of scene, high socially anxious students recalled such a scene. This may be regarded as being influenced by the negative rumination, which was one of the characteristics of the interpretation bias.

**D150****AFRICAN AMERICANS EXHIBIT HIGHER HEALTH OPTIMISTIC BIAS THAN EUROPEAN AMERICANS**

Ross E. O'Hara<sup>1</sup>, Marissa D. Alert<sup>1</sup>, Frederick X. Gibbons<sup>1</sup>; <sup>1</sup>Dartmouth College – Previous research has found that African American adolescents report lower perceived vulnerability than European American adolescents for most health risks, despite being at higher risk for 9 of the 15 leading causes of death. The goal of the current study was to measure racial differences in health optimistic bias and health-risk behavior among a college-aged sample. Participants completed an online questionnaire in which they estimated their own and others' (same age and gender) vulnerability to 13 medical conditions. Health optimistic bias was calculated by subtracting perceived personal vulnerability from perceived others' vulnerability. Participants also reported their health-risk behaviors related to these conditions. African Americans showed stronger optimistic bias than European Americans, who showed no optimistic bias. No gender difference or Race x Gender interaction was detected. A MANOVA that included each medical condition and controlled for health-risk behavior revealed that African Americans were more optimistic than European Americans about their risk for skin cancer, alcohol abuse, and drug abuse. European Americans, however, were more optimistic than African Americans about their risk for diabetes. College-aged African Americans were more optimistic than European Americans about their health, controlling for health-risk behavior. Although African Americans were accurately optimistic about their risk for skin cancer, their optimism about their risk for substance abuse may have been unrealistic, as prevalence rates are roughly equal among races. African Americans did engage in significantly less health-risk behavior than European Americans, justifying some of their optimism; future research should measure health optimistic bias among an at-risk sample.

**D151**

**PERSONALITY AND LONGEVITY ACROSS SEVEN DECADES** Margaret L. Kern<sup>1</sup>, Leslie R. Martin<sup>2</sup>, Howard S. Friedman<sup>1</sup>; <sup>1</sup>University of California, Riverside, <sup>2</sup>La Sierra University – Personality impacts every aspect of life, including its length. The present study examined individual and synergistic personality trait predictors of longevity across seven decades in the Terman Life Cycle Study (begun in 1922). Reliable and valid measures of conscientiousness, agreeableness, and neuroticism were derived based on self-rated traits in young adulthood (1940). We collected death certificates from state agencies to determine longevity, now known for 90% of the original sample. Cox proportional regressions were used to predict all-cause mortality risk from 1940 through 2008 for each trait – individually, simultaneously, and in interaction models – separately for men (N = 692) and women (N = 541). In addition, we conducted tertile comparisons for each trait. Women significantly outlived men. For women, high conscientiousness was protective (rh = .77, 95% CI = .67, .87), and high neuroticism was a risk for earlier mortality (rh = 1.18, CI = 1.03, 1.35). There was a significant interaction between conscientiousness (C) and neuroticism (N), such that women with high-N/low-C were at especially great risk, whereas women with low-N/high-C faced the lowest risk. For men, conscientiousness was protective earlier in life but of diminished relevance late in life. Paradoxically, the men who were conscientious and neurotic (high-C/high-N) were at lower risk. Agreeableness was protective. The findings shed new light on the associations between neuroticism, conscientiousness, and health across the long-term.

**D152****EVIDENCE THAT WEAK SENSE-OF-SELF INDIVIDUALS "BORROW"**

Ronen Cuperman<sup>1</sup>, William Ickes<sup>1</sup>; <sup>1</sup>The University of Texas at Arlington – For over four decades, clinical psychologists have claimed that individuals with a weak sense of self temporarily take on aspects of the personalities of interaction partners who have a stronger sense of self. The present study provided the first empirical test of this claim. After rating themselves on the Big Five dimensions in a departmental pretest at the start of the semester, the participants later interacted for six minutes as strangers

in initial, unstructured dyadic interactions. One member of each dyad had a weak sense of self; the other member had a strong sense of self. Immediately afterward, the participants completed the same Big Five measure, but this time with the instruction to rate themselves as they felt at that exact moment. Consistent with clinical observations, the "weak" dyad members changed their post-interaction personality ratings in the direction of the "strong" members' pre-interaction personality, but not vice versa. A follow-up analysis ruled out the possibility that this difference could be attributed to differential regression to the mean (average) personality profile.

**D153****THE IMPACT OF PERSONALITY, FIT, AND SATISFACTION ON COLLEGE STUDENT WITHDRAWAL: AN SEM APPROACH**

Mark Zorzie<sup>1</sup>, Abigail Billington<sup>1</sup>, Michael Braun<sup>1</sup>; <sup>1</sup>Michigan State University – Despite decades of research on college student attrition, persistence rates have remained relatively consistent. Existing models have found support for the effects of student background characteristics, a student's fit with his or her university, and satisfaction on both withdrawal intentions and decisions to withdraw or persist. The entry characteristic of personality is an oft-neglected element in the discussion of causes of withdrawal. Personality has been theorized to affect student withdrawal, but empirical investigation of this relationship has been limited. The emergence of the Big 5 personality factors provided a framework for such investigation. Drawing on literature from the area of student persistence, we hypothesized that 3 of the Big 5 personality factors (Conscientiousness, Agreeableness, and Emotional Stability) would affect student withdrawal. An individual's personality affects interactions with the collegiate environment and how much one fits with the university. Greater fit should lead to greater satisfaction with the academic environment. The current study uses structural equation modeling to empirically test the role of personality, fit and satisfaction in the withdrawal process in a cohort of undergraduates from ten institutions over four years. Personality is thought to affect fit, which in turn affects satisfaction, ultimately leading to decisions to persist or withdraw. Results demonstrate that these personality factors significantly affect the proposed withdrawal process. Specific factors differentially impact the process depending on the cohort's year in school. Therefore, it is important to recognize the importance of personality characteristics in student withdrawal to help universities identify at-risk students and increase persistence rates.

**D154****THE USUAL SUSPECTS IN THE MIRROR: EFFECTS OF JUST WORLD BELIEFS ARE MODERATED BY GENDER MATCH.**

Miho Shirai<sup>1</sup>; <sup>1</sup>Toyo University – Previous researches in to the just world beliefs suggest that people more or less believe that the world is essentially fair, thus only good people are rewarded and bad people are punished. Accordingly, an innocent victim might be held accountable for their bad fate. However, it is unclear whether the victim would still be held accountable for the incident when the perpetrator comes into play. The present study sought to extend the previous findings by examining the effects of Just World Scale (JWS) scores on the assessments of appropriate punishment for a crime. Two hundred and seventy undergraduate students completed the JWS and read a description of a homicide case which varied the gender of the perpetrator and the victim. Hierarchical multiple regression analysis was run to test a Participant gender x Perpetrator gender x Victim gender x JWS score effects. The analysis revealed a reliable Participant gender x Perpetrator gender interaction. Post hoc tests indicated that when the gender of the participants and the perpetrator matched, higher JWS scores predicted lower punishment (p<.05). However, the exact reverse pattern was observed when the gender of the participants and the perpetrator mismatched; higher JWS scores predicted higher punishment (p<.05). The important role of the gender of the participant, perpetrator, and victim as a moderator of the effects of just world beliefs in the context of punishment for a crime is discussed.

**D155****IMPLICIT PRIMING OF ATTACHMENT REPRESENTATIONS REVISITED: A COMPARISON OF METHODOLOGIES** Dylan Selterman<sup>1</sup>, Markus Maier<sup>1</sup>;

<sup>1</sup>Stony Brook University – Social cognitions occur consciously and outside of conscious awareness. Previous work (e.g. Mikulincer, Birnbaum, Woddis, Nachmias, 2000; Mikulincer, Gillath, Shaver, 2002) has demonstrated a link between conscious reports of attachment style and implicit mental representations assessed by automatic responses to attachment-laden prime words. The purpose of the present study was to replicate this work and further examine the implicit nature of attachment representations. Participants in our design were exposed to threatening or neutral prime words (as presented on a computer screen), which were followed by presentations of target words signifying a primary caregiver (mother/mom) or a neutral person (painter; chef). A lexical decision choice task (word vs. non-word) and pronunciation task (oral response) were used to assess reaction times to the target words. Subjects completed the Experiences in Close Relationships questionnaire (ECR) as a measure of attachment avoidance and anxiety. ANCOVA and regression analyses both indicated a 3-way interaction between (a) type of prime word (threat or neutral), (b) type of target word (mom or neutral person), and (c) attachment insecurity dimensions on the ECR. Replicating previous work, participants who reported high avoidance were slower to react to caregiver targets after the presentation of threat primes using the lexical decision task methodology. However, the pattern of responses found using the word-pronunciation task was in the opposite direction (higher avoidance yielded faster responses), indicating a much more complex picture than previously thought. Implications for theory and research are discussed, with particular focus on associations of mental schemas and "spreading activation."

**D156****PARTNER PERSONALITY AND LONG-TERM HEALTH: COMPENSATORY AND COMPLEMENTARY RELATIONS** Loryana L. Vie<sup>1</sup>, Chandra A. Reynolds<sup>1</sup>, Margaret L. Kern<sup>1</sup>, Howard S. Friedman<sup>1</sup>;

<sup>1</sup>University of California, Riverside – Personality ratings of participants and spouses were derived from 626 couples in the Terman Life Cycle Study in 1940 (mean age = 30 years). We created a composite assessment of physical health in 1986 for those Terman participants who lived to reach old age (N = 341). We here extend the findings of Roberts, Smith, Jackson, and Edmonds (2009) on spouses' compensatory conscientiousness in three important ways. First, we examined self and partner personality ratings in relation to physical health 46 years later to test whether the patterns found by Roberts and colleagues could be replicated for health outcomes measured across the lifespan. We found comparable support for compensatory conscientiousness, i.e., partner's level of conscientiousness above and beyond self-ratings of conscientiousness, as predictive of Terman women's later health (partial  $r = .08$ ) but not of Terman men. Second, we explored cross-partner cross-trait predictions of health. The interaction of self and partner's conscientiousness and neuroticism was related to 1986 health for Terman women (partial  $r = -.13$ ), such that complementary patterns (e.g. high conscientiousness coupled with low neuroticism or vice versa) were predictive of better 1986 physical health. Finally, we considered the role of compensatory extraversion in relation to health. Wives' extraversion predicted better 1986 physical health for Terman men (partial  $r = .11$ ), above and beyond self-ratings of extraversion. Across more than four decades, partners' personality ratings were important predictors of participants' later health.

**D157****LET'S AGREE TO BE FUNNY: AGREEABLENESS, SOCIAL INFLUENCE, AND PERCEPTIONS OF HUMOR** Meara M. Habashi<sup>1</sup>, Thomas D. Mulderink<sup>2</sup>,

William G. Graziano<sup>3</sup>; <sup>1</sup>Iowa Wesleyan College, <sup>2</sup>Illinois State University, <sup>3</sup>Purdue University – Sense of humor is extremely influential in perceptions of others. In fact, people with a sense of humor are rated as more agreeable and extraverted and less neurotic than their peers. Overall, it seems that individuals with a sense of humor are seen in a more positive

light than those without. Research has identified how humorists are perceived, but little research has identified how personality relates to perceptions of humor. The current research examined the relations among personality, social influence, and perceptions of humor. In two studies participants were asked to rate 24 jokes that were both aggressive (i.e., jokes intended to harm) and affiliative (i.e., jokes not intended to harm) and paired with either positive or negative feedback (i.e., rated as funny or not funny by peers). A pilot study (N=160) found that regardless of joke type, participants rated the jokes funnier when paired with positive feedback. These results were qualified by an Agreeableness X Joke Type X Feedback interaction in Study 1 (N=137),  $F(1, 140) = 3.71$ ,  $p = .05$ ,  $\eta^2 = .16$ . Participants were most influenced by peer feedback when the joke format was inconsistent with their personality. For aggressive jokes participants high in Agreeableness were more influenced by feedback,  $F(1, 67) = 5.47$ ,  $p = .02$ , than participants low in Agreeableness. For affiliative jokes, participants low in Agreeableness were more influenced by feedback,  $F(1, 73) = 10.57$ ,  $p < .01$ , than participants high in Agreeableness. Results indicate personality plays an important role in social influence and humor.

**D158****RELIGION AND LOCUS OF CONTROL** Jennifer Jones<sup>1</sup>, Jared B. Kenworthy<sup>1</sup>;

<sup>1</sup>The University of Texas at Arlington – I examined the relationship between one's religiosity and locus of control. I predicted that individuals who were highly religious would exhibit an external locus of control. For study 1, the meta-analysis, I found an average correlation coefficient,  $r = .09$ ,  $p < .05$ , between religiosity and one's locus of control, indicating that as intrinsic religiosity increased so did their level of internal locus of control. Gender was found to be a moderator, such that the relationship between being intrinsically religious and having an internal locus of control was stronger for females than for males. Publication year also moderated the relationship between religiosity and locus of control. The more recent publications showed the reverse relationship, such that intrinsic religiosity was more associated with an external locus of control. This finding is consistent with Twenge, Zhang, and Im's (2004) meta-analysis regarding the increasing rates of individuals who exhibit an external locus of control over time. A follow-up study investigated this relationship while controlling for personality (i.e., The Big Five). Controlling for the Big Five personality traits, intrinsic religiosity predicted an external locus of control, whereas extrinsic religiosity predicted an internal locus of control. Theoretical and practical implications are discussed.

**D159****USING MYSPACE INCREASES THE ENDORSEMENT OF NARCISSISTIC PERSONALITY TRAITS** Elise Freeman<sup>1</sup>, Jean Twenge<sup>1</sup>;

<sup>1</sup>San Diego State University – Millions of people use social networking sites (SNS), but it is not clear how these sites shape personality traits and identity. Undergraduates were randomly assigned to either spend time on their MySpace page or to complete another online task as a control (looking at Google Maps). Those who edited and wrote about their MySpace page subsequently scored significantly higher on the Narcissistic Personality Inventory (NPI) than the control group. The effect was significant for women but not for men. Thus spending time on MySpace caused young women to endorse more narcissistic traits. Consistent with previous research, those with higher NPI scores also reported having more friends and page views and agreed that their pages reflected the image they wished to present. Previous research has shown that narcissism has been rising over the generations, particularly among college women. Thus narcissism may be increasing among women partially due to time spent on SNS, and SNS may play a significant role in shaping identity in a more narcissistic direction.

**D160****THE BIG FIVE PERSONALITY FACTORS AND CHOICE OF NEWS OUTLET**

Shannon Whitten<sup>1</sup>, Jeffery Bedwell<sup>1</sup>, Karen Mottarella<sup>1</sup>, DeAnn Collins<sup>1</sup>, Ashley Harper<sup>1</sup>, Lauren Maleski<sup>1</sup>, Brooke LaJoie<sup>1</sup>, Jeffery Gilliard<sup>1</sup>; <sup>1</sup>University of Central Florida – Programs like The Daily Show and The Colbert Report have gained popularity resulting in debates about the kind of audience this programming attracts as well as the potential social consequences of presenting news in this way. The purpose of the present study was to explore what personality characteristics are correlated with watching or reading categories of news media such as comedy, internet, argumentative discussion, and traditional news. Participants were asked to construct an argument taking a stance on one of three issues. Following this, they were asked to rate how frequently they watched or read 32 different news sources. Immediately afterward, they were administered the Five-Factor Personality Inventory. Results indicate positive correlations between the Openness to Experience scale and frequency of watching a variety of comedy news programs, but no correlations were found with any other category of news media. Pearson Correlations were conducted between Comedy Programs and the Openness Subscale of the Five-Factor Personality Inventory and are listed below and are significant at .01 level. Saturday Night Live: +.124\* The Colbert Report: +.243\*\* The Daily Show: +.246\*\* The Onion: +.158\*\*. The data is correlational, thus it is not possible to determine whether watching comedy facilitates an open attitude or whether those with a high degree of openness seek out and enjoy receiving news from a comedic perspective. However, as the big five personality factors have been shown to have trait-like enduring qualities, it is more likely that the openness to experience personality trait preceded the choice of news outlet.

**D161****A 5-YEAR LONGITUDINAL STUDY OF THE RELATION BETWEEN SECRECY AND SUBJECTIVE WELL-BEING: THE DIFFERENTIAL ROLES OF PROCESS AND TRAIT**

Andreas Wismeijer<sup>1</sup>, Marcel van Assen<sup>1</sup>, Klaas Sijtsma<sup>1</sup>, Ad Vingerhoets<sup>1</sup>; <sup>1</sup>Tilburg University – Secrecy has long been thought to have negative effects on subjective well-being. However, some studies have challenged this view and found a positive relation between keeping a major secret and subjective well-being when the stable tendency (personality trait) to self-conceal was controlled for. Our aim was to replicate this finding using a 5-year longitudinal prospective study, including 1,011 subjects that were assessed at four different points in time. We indeed replicated this finding and conclude that secrecy as a process has a positive influence on subjective well-being when controlling for the personality trait of self-concealment. Further, self-concealment was found to be negatively associated with subjective well-being over time. Finally, we found that keeping a major secret inconsistently mediated the relation between self-concealment and subjective well-being. We discuss implications for clinical practice and future research.

**D162****YOU NEVER THINK ABOUT MY FEELINGS: INTERPERSONAL DOMINANCE AND EMOTION PERCEPTION ABILITIES**

Sara K. Moeller<sup>1</sup>, Michael D. Robinson<sup>1</sup>, Benjamin M. Wilkowski<sup>2</sup>; <sup>1</sup>North Dakota State University, <sup>2</sup>University of Wyoming – Theories related to power have sought to understand how dominance might influence cognitive, emotional, and behavioral processes. Importantly, research has found that individuals high in interpersonal dominance pay less attention to interaction partners and stereotype to a greater extent when forming impressions of others (Operario & Fiske, 2001). However, somewhat surprisingly, no research has focused on understanding dominance as it relates to emotion decoding and labeling abilities. We conducted two studies, one using a facial emotion labeling task (Study 1) and the other using audio and video clips of actors expressing different emotions (Study 2). We hypothesized that individuals high in interpersonal dominance (Wiggins, Trapnell, & Phillips, 1988) would be less accurate at labeling emotion in both tasks. This hypothesis was confirmed in Study 1, particularly when more emotional information was present. Study 2 found additional support for the

hypothesis, as dominant individuals were less accurate in labeling emotions for both the audio and video clips. In both studies, relations between dominance and decoding accuracy were independent of which particular emotion was involved. The findings extend our knowledge of the interpersonal circumplex dimension of dominance-submission to abilities that define the construct of emotional intelligence. The findings also extend our knowledge of the social cognitive correlates of dominance and power, which had previously involved stereotyping but not decoding abilities of the present type. Finally, our findings are suggestive of why one's own feelings often seem ignored when interacting with dominant individuals.

**D163****SHORT-TERM TRAJECTORY OF DEPRESSIVE SYMPTOMS AND THE ROLE OF TEMPERAMENTS AS PREDICTORS**

Yusuke Takahashi<sup>1,2</sup>, Kensuke Okada<sup>1,3</sup>, Takahiro Hoshino<sup>4</sup>; <sup>1</sup>Japan Society for the Promotion of Science, <sup>2</sup>Keio University, <sup>3</sup>Tokyo Institute of Technology, <sup>4</sup>Nagoya University – The main goals of the present study were (a) to establish the different short-term developmental trajectories of depressive symptoms on the basis of self-rating scale and (b) to examine how Gray's temperamental traits: Behavioral Inhibition and Activation Systems (BIS and BAS) contributes to the developmental trajectory courses of depressive symptoms by using a growth mixture modeling (semiparametric group-based approach; Najin, 1999, Jones et al., 2001). Japanese Female students (N = 90, mean age = 19.82, S.D. = 3.44) completed the questionnaire booklet including temperament and depressive symptom items from Times 1 to 4 at weekly intervals. Short-term developmental trajectories of female undergraduates' depressive symptoms were modeled, and by model comparisons, three latent classes were identified: a relatively high level group (20.5%), a mean level group (60.0%), and a relatively low group (19.5%). Follow-up analysis with predictor variables revealed that BIS and BAS predicted class membership probability fairly consistently. Female students with high BIS and low BAS tended to exhibit a relatively high trajectory class of depressive symptoms. Although previous studies have only reported that depressive symptoms was positively correlated with BIS and negatively correlated with BAS, the results in this study additionally showed that depressive symptoms described three different trajectory courses during four weeks, and that BIS and BAS could predict the membership probability for these trajectory courses. These findings may have implications for the effectiveness to identify female students at risk for further evaluation, and for the selection of intervention targets and strategies.

**D164****NARCISSISM, CAUSAL ATTRIBUTION AND AFFECTION TO PAST EVENTS**

Emi Miura<sup>1</sup>, Fujio Yoshida<sup>1</sup>; <sup>1</sup>University of Tsukuba – Narcissism can be classified into oblivious narcissism and hypervigilant narcissism (Gabbard, 1994). Rhodewalt (2001) showed that oblivious narcissists employ social and cognitive strategies to maintain their ideal self-image. One of these strategies involves self-serving bias using causal attribution (Rhodewalt & Morf, 1995, 1998). Targeting both oblivious narcissism and hypervigilant narcissism, the present study examines the relation between causal attribution and affection on positive (and negative) experiences and discusses a strategy for self-evaluation maintenance. In study 1, a measurement of narcissistic personality was developed on the basis of two types of narcissism. A factor analysis of the measurement of narcissistic personality revealed the following six significant factors: "self-glorification", "sensitiveness to evaluation", "the need for attention and admiration", "jealousy", "self-absorption", and "the tendency to experience fantasies about the ideal self". In study 2, the subjects recalled positive and negative experiences, and then completed causal attribution and affection about each event. We conducted a multiple regression analysis for prediction the narcissism factors with attribution and affection. The results showed that for positive experiences "self-glorification" and "the need for attention and admiration" promote inner attribution and positive affection in the form of oblivious narcissism. For negative experiences, "self-glorification", "jealousy" and "the tendency to experi-

ence fantasies about the ideal self" promote external attribution and negative affection. As a form of hypervigilant narcissism, "sensitiveness to evaluation" promotes inner attribution and negative affection and feeling of inferiority and jealousy. Hypervigilant narcissists do not employ aggressive strategies for maintaining their ideal self-image. However they exhibit jealousy toward others.

## Self-Esteem

### D165

#### **DETERMINING SELF-APPRAISAL FOR CURRENT AND PAST SELVES AND IN RELATION TO PEERS FOR CLINICAL ADOLESCENT POPULATIONS**

Alex Peters<sup>1</sup>, Adam Brown<sup>2</sup>, <sup>1</sup>Sarah Lawrence College, <sup>2</sup>Weill Medical College of Cornell University – Previous work on temporal self theory has demonstrated that individuals in western culture are motivated to maintain positive self-regard, and do so by either enhancing or disparaging past-selves, as well as viewing their current self as more favorable to their peers (Wilson & Ross, 2001). However, the extant research on temporal self theory has focused on healthy adults; less is known about the generalizability of this phenomenon to other contexts and populations. Would an enhanced present self emerge among individuals whose current emotional functioning and physical surroundings are such that they serve as cues that the present self is functioning at lower levels than a previous self? Thirty adolescents hospitalized on a psychiatric inpatient unit were assessed on their appraisal of present and past self, as well as their current functioning in relation to their peers. This study hypothesized that psychiatric inpatient adolescents, given their current emotional difficulties and physical surroundings, would view their past self as better than their current self, and worse than their peers. Interestingly, findings revealed that the current self was perceived more positively than their past self. However, individuals viewed their current self as significantly worse than their peers. Critically, this pattern was enhanced for females. Findings suggest that although adolescents suffering from a psychiatric disorder, and in particular females, are more likely to view themselves unfavorably relative to peers, their ability to view the current self as better than the former self may reveal a way in which clinicians can foster resilience in treatment.

### D166

#### **DOES SELF-BOOSTING THOUGHT MAKE THE WORLD SEEM LESS RISKY? AN EXAMINATION OF THE IMPACT OF SELF-AFFIRMATIONS ON RISK PERCEPTION**

Sean E Moore<sup>1</sup>, Shungu-Elaine Mushayandebvu<sup>1</sup>, Crystal L Butler<sup>1</sup>, <sup>1</sup>University of Alberta-Augustana Campus – Prior research has demonstrated that participants who experience a boost in self-affirming thoughts are more open and accepting of threatening information concerning personal health risks (Sherman, Cohen, & Steele, 2000). While this research demonstrates that self-affirmations help reduce defensiveness in response to more proximal, immediate threats, little research has examined how self-affirmations impact people's perceptions of more distal, long-term perceptions of risk. It may be the case that while self-affirmations lower perceptions of threat in the short-term, they may also inadvertently lower people's perceptions of their long-term susceptibility to less salient personal risks. As a result, self-boosting thought may be a cause of optimistic biases in risk perception. To investigate this possibility, we conducted two studies to examine how self-affirmations impact the perception of various lifetime health risks. In both studies, participants completed a commonly used self-affirmation manipulation that involved writing about either important, self-relevant values (affirmed condition) or non self-relevant values (non-affirmed condition). Next, in a presumably unrelated task, participants read over a list of health risks (adapted from Johnson & Tversky, 1983) and rated their subjective worry about the harms (Study 1) or their perceived risk of experiencing the harm relative to the average person (Study 2). Results indicated that self-affirmed participants felt less worry as well as less comparative risk about rare and controllable harms compared to non-

affirmed participants. Implications of these results for self-affirmation theory and the understanding of how ego-boosting thought impacts people's risk perceptions and health coping behaviors are discussed.

### D167

#### **COMPETENCE AND ACCEPTANCE: EXPLORING CONTRIBUTORS TO DAILY SELF-ESTEEM**

Erika Koch<sup>1</sup>, <sup>1</sup>St. Francis Xavier University – According to sociometer theory, self-esteem serves as a gauge of perceived inclusion or exclusion. Empirical support for sociometer theory demonstrates that state self-esteem correlates positively with perceived inclusion, and that state self-esteem drops in response to perceived exclusion. Subsequent laboratory experiments, hypothetical responses, and retrospective accounts all showed that while feelings of competence contributed to state self-esteem, the contribution of feelings of acceptance was stronger. The present research sought to extend this finding by examining daily reports of self-esteem in a naturalistic setting. Over two weeks, participants (N = 97) provided end-of-day reports (N = 683) of the events that most affected their self-esteem. Reports presented via a web site contained single items assessing the importance of the event and ratings of how competent and accepted the event made participants feel. Participants also completed a state version of the Rosenberg Self-Esteem Scale. HLM analyses revealed that contrary to predictions, although both perceived competence and acceptance significantly predicted state self-esteem, the contribution of competence was significantly stronger. Results held when controlling perceived importance of the events and when examining positive versus negative events separately. Between-participant analyses examined several possible moderators: gender, contingencies of self-worth, rejection sensitivity, trait self-esteem, and the need to belong. Gender and the God's love contingency of self-worth emerged as significant moderators. Specifically, women and individuals basing their self-worth on God's love demonstrated a particularly strong acceptance/self-esteem relationship. Results suggest an exception to previous findings indicating a stronger contribution of acceptance (versus competence) to state self-esteem.

### D168

#### **FRAGILE SELF-ESTEEM AS A PREDICTOR OF THOUGHT SUPPRESSION**

Jennifer Borton<sup>1</sup>, Rebecca Ashby<sup>1</sup>, Abigail Crimmins<sup>1</sup>, Jessica Ruddiman<sup>1</sup>; <sup>1</sup>Hamilton College – Previous research has shown that suppressing negative self-referent thoughts makes them hyperaccessible and negatively affects mood and self-esteem (Borton & Casey, 2006). Who might be particularly likely to suppress such thoughts? In the current study, we examined whether individuals with fragile high self-esteem (i.e., those with defensive, unstable, or contingent self-esteem) would be more prone than those with secure high self-esteem to suppress intrusive thoughts following an ego threat. Participants completed an explicit measure of self-esteem, the self-esteem IAT, and a measure of contingent self-esteem. In addition, they completed a modified version of the Rosenberg Self-Esteem Scale twice daily for the five days prior to the study as an assessment of self-esteem stability (higher standard deviations represented lower stability). In the lab, they received false negative feedback on an intelligence test and spoke into a tape recorder about whatever came to mind for five minutes. Finally, they indicated the extent to which they had attempted to suppress test-related thoughts during the speaking task. Results indicated that participants with defensive self-esteem (defined as high explicit paired with low implicit self-esteem), high unstable self-esteem, and contingent self-esteem were more likely to report suppressing test-related thoughts than were those with more secure self-esteem. In sum, the results suggest that individuals with fragile self-esteem are more prone to suppressing negative thoughts about the self than are those with secure self-esteem, and may therefore be more vulnerable to suppression-related anxiety and depression.

**D169****FAMILY BACKGROUND AND SELF-EFFICACY: WHICH BETTER PREDICTS ACADEMIC OUTCOMES?**

Dana A. Weiser<sup>1</sup>, Daniel J. Weigel<sup>1</sup>, Alexandra E. Sigillo<sup>1</sup>; <sup>1</sup>University of Nevada, Reno – A variety of family and personal features have been found to predict students' academic achievement. Self-efficacy is a powerful predictor of grades and school persistence, even more than ability and intelligence. Researchers have also determined family characteristics and practices predict students' academic outcomes. The purpose of the current project is to explore which self-efficacy and family background variables better predict academic achievement. 133 university students in Northern Nevada completed questionnaires assessing academic and general self-efficacy, parental marital status, socioeconomic status, parental education attainment, parental school involvement, parental relationship quality, and parental school aspirations, GPA, and expectations of academic success; Cronbach's alphas ranged from .68 to .95. Two multiple regression analyses were conducted with no evidence of multicollinearity ( $VIF \leq 4.29$ ). Self-efficacy and family variables were first regressed to predict GPA [ $R^2 = .19$ ,  $F(10, 107) = 2.47$ ,  $p < .05$ ] and only academic self-efficacy was found to uniquely contribute variance [ $\beta = .42$ ,  $t(107) = 2.34$ ,  $p < .05$ ]. Self-efficacy and family variables were then used to predict expectations of academic success [ $R^2 = .32$ ,  $F(10, 107) = 5.17$ ,  $p < .001$ ]. Both academic self-efficacy [ $\beta = .30$ ,  $t(107) = 1.84$ ,  $p = .07$ ] and parental involvement [ $\beta = .16$ ,  $t(107) = 1.76$ ,  $p = .08$ ] were found to marginally contribute unique variance. These findings indicate self-efficacy may be a better predictor of academic outcomes compared to family background. This finding is encouraging because efficacy beliefs are more malleable compared to family demographics. Researchers and educators should focus on testing methods to increase efficacy beliefs in order to enhance academic achievement. It may also be important to develop methods to increase parental school involvement.

**D170****SELF-ESTEEM DEVELOPMENT FROM YOUNG ADULTHOOD TO OLD AGE: A COHORT-SEQUENTIAL LONGITUDINAL STUDY**

Ulrich Orth<sup>1</sup>, Kali H. Trzesniewski<sup>2</sup>, Richard W. Robins<sup>3</sup>; <sup>1</sup>University of Basel, <sup>2</sup>University of Western Ontario, <sup>3</sup>University of California, Davis – The authors examined the development of self-esteem from young adulthood to old age. Data came from the Americans' Changing Lives study, which includes four assessments across a 16-year period of a nationally representative sample of 3,617 individuals aged 25 to 104. Latent growth curve analyses indicated that self-esteem follows a quadratic trajectory across the adult life span, increasing during young and middle adulthood, reaching a peak at about age 60, and then declining in old age. No cohort differences in the self-esteem trajectory were found. Women had lower self-esteem than men in young adulthood, but their trajectories converged in old age. Whites and Blacks had similar trajectories in young and middle adulthood, but the self-esteem of Blacks declined more sharply in old age than the self-esteem of Whites. More educated individuals had higher self-esteem than less educated individuals, but their trajectories were similar. Moreover, the results suggested that declines in socioeconomic status (SES) and physical health account for the decline in self-esteem that occurs in old age. Given that SES and physical health might be reciprocally related to self-esteem, an important task for future research is to better understand the dynamic interplay between self-esteem development and important life outcomes across the life span.

**D171****THE EFFECT OF SOCIAL ACCEPT AND SOCIAL INCLUSION ON SELF-ESTEEM**

Inge Brechan<sup>1</sup>; <sup>1</sup>University of Oslo – According to the Sociometer theory the main function of self-esteem is as a meter of social accept (Leary & Baumeister, 2000), thus social accept should be the major and most proximal factor of self-esteem. According to social reward theory (Buss, 1983) people are motivated by two distinct sets of social rewards: Content rewards (e.g., social accept) and process rewards (e.g., social inclusion). Social inclusion may be an antecedent of social accept, as peo-

ple infer others' attitude toward them from others' behavior toward them (Jones & Davis, 1965). In three surveys with student samples ( $n_1 = 185$ ,  $n_2 = 234$ ,  $n_3 = 190$ ) we found from regression analyses that both social accept and social inclusion had a unique contribution to self-esteem, and that the effect of social inclusion was partly mediated through social accept. A Sobel-test indicated that the indirect effect of social inclusion on self-esteem was significant. A t-test showed that women reported lower self-esteem and higher social accept than men. A chi-square test revealed no gender differences in effect sizes. In the second study we added instrumental and emotional social support as explanatory factors and in the third study we included also social attention, but these factors did not contribute to the explanation of self-esteem beyond what could be attributed to social accept and social inclusion. The results support social reward theory, as social inclusion is not merely a more distal factor of self-esteem, but has also a direct contribution beyond what is mediated through social accept.

**D172****WHY NARCISSISTS DON'T DESERVE OUR ADMIRATION: A STUDY OF NARCISSISM AND INTEGRITY IN A COLLEGE SAMPLE**

Amy B. Brunell<sup>1</sup>, Sara Staats<sup>1</sup>, Julie Hupp<sup>1</sup>; <sup>1</sup>The Ohio State University at Newark – Narcissism has been linked to lower morality in the workplace. For example, narcissists make less ethical decisions in hypothetical situations (Antes et al., 2007) and tend to be rated by their supervisors as lacking integrity (Blair et al., 2008). Surprisingly, research has not investigated narcissism in academic contexts. We hypothesized that narcissists would self-report less moral behaviors, more cheating behaviors, and a greater intention to cheat on future academic work. We hypothesized that self-esteem, however, would be positively associated with moral behaviors, including fewer cheating behaviors and less intention to cheat in the future. 114 female and 93 male college students completed a questionnaire packet to assess narcissism and integrity. Participants completed measures of narcissism and self-esteem in addition to measures of immoral behavior and academic cheating behaviors. Regression analyses revealed that narcissists reported a) fewer moral behaviors, b) more classroom cheating behaviors, and c) a greater intention to cheat on academic work in the future. Self-esteem, by contrast, was positively associated with more moral behaviors and less academic cheating behaviors. Self-esteem was not associated with the intention to cheat on academic work in the future. Additional analyses revealed no significant link between narcissism and self-reported GPA. Self-esteem, however, was positively associated with GPA. Taken together, it appears that narcissists are more likely to cheat but not necessarily perform better on their academic work. By contrast, individuals with self-esteem are less likely to cheat but more likely to perform better on their academic work.

**D173****COMMUNAL NARCISSISM**

Jochen Gebauer<sup>1</sup>, Constantine Sedikides<sup>1</sup>, Bas Verplanken<sup>2</sup>, Gregory Maio<sup>3</sup>; <sup>1</sup>University of Southampton, <sup>2</sup>University of Bath, <sup>3</sup>Cardiff University – Normal narcissism is a personality variable that may be best described by a pervasive pattern of grandiosity. Consequentially, normal narcissism has been traditionally assessed by measures of grandiose self-beliefs. Of importance, current measures of narcissism, such as the Narcissistic Personality Inventory (NPI), focus solely on grandiose self-beliefs in the agentic domain. Indeed, narcissists – as assessed by the NPI – score especially high in the agentic domain. For example, narcissists rate themselves as better than average on agentic but not on communal traits. Minimally, then, narcissism is considered an extreme form of agency. Our research, in contrast, demonstrates that people not only report grandiose self-beliefs in the agentic domain ("I am the most capable person") but also in the communal domain ("I am the most understanding person"). Based on this finding, we constructed and validated the Communal Narcissism Inventory (CNI). We showed that agentic narcissists (as assessed by the NPI) and communal narcissists (as assessed by the CNI) employ different strategies in order to satisfy their common narcissistic needs for self-enhancement, grandiosity, admiration, and power. For example, (a) agentic and communal narcissists both



scored high on power motivation, power and achievement values, and individualism, (b) only agentic narcissists perceived themselves as better-than-average on agentic traits, and (c) only communal narcissists perceived themselves as better-than-average on communal traits. Furthermore, we provided additional validation of the CNI by examining relations between communal narcissism and various well-documented correlates of agentic narcissism such as self-construal, aggression, empathy, psychological health, love styles, modesty, and the big 5.

#### D174

##### **PERCEPTIONS OF PARTNER COMMITMENT MODERATES THE RELATION BETWEEN IMPLICIT SELF-ESTEEM AND POSITIVE RESPONSES TO RELATIONSHIP THREAT** Julie Longua<sup>1</sup>, Tracy DeHart<sup>1</sup>; <sup>1</sup>Loyola University Chicago

The current study explores how implicit self-esteem influences reports of verbal and nonverbal behavior during a threatening romantic relationship interaction, and whether these effects are moderated by perceptions of a romantic partner's commitment. The risk regulation model suggests that differences in self-esteem influence how people respond to the risk of rejection (Murray, Derrick, Leder, & Holmes, 2008). This regulation process can happen at an implicit (unconscious) level (DeHart, Pelham, & Murray, 2004), suggesting implicit self-esteem may influence behaviors during relationship threat. In the current study, participants were randomly assigned to either a relationship-threat or control condition. Analyses revealed that, in the relationship-threat condition, perceptions of partner commitment moderated the relation between implicit self-esteem and verbal and nonverbal behaviors. Specifically, participants high (vs. low) in implicit self-esteem reported engaging in more positive verbal and nonverbal behaviors when they perceived their partner as more committed. Participants high and low in implicit self-esteem did not differ in reported positive behaviors when partner commitment was low. Perceptions of partner commitment did not moderate the relation between implicit self-esteem and behavior in the control condition. The findings suggest that implicit self-esteem influences reports of verbal and nonverbal behavior during a threatening relationship interaction. The findings are also consistent with the idea that risk regulation dynamics are specific to relationships where the possibility of rejection is painful enough to activate the risk regulation system. That is, when perceptions of partner commitment are low, relationship threats may not elicit feelings of rejection or activate relationship regulation processes.

#### D175

##### **SOME THINGS ARE BETTER LEFT UNSAID: SELF-ESTEEM DIFFERENCES IN POSITIVE AND NEGATIVE EXPRESSIVITY AND THEIR EFFECTS ON INTERPERSONAL RELATIONSHIPS** Amanda L. Hogle<sup>1</sup>, Joanne V. Wood<sup>1</sup>; <sup>1</sup>University of Waterloo

Self-disclosure and emotional expressivity are good for close relationships. In fact, expressivity is viewed as the key to relationship success, promoting satisfaction (Berscheid & Regan, 2005) and stability (Sprecher, 1987). But is expressivity always good? Having a partner who is expressive but always focuses on the negative could be draining. Individuals with low self-esteem (LSEs) experience higher levels of nearly all negative emotions and suffer more depression and anxiety than do individuals with high self-esteem (HSEs; Leary & MacDonald, 2003). Would LSEs' expressivity be good for their relationships? Evidence suggests that LSEs have less satisfying and stable relationships than HSEs (e.g., Leary & MacDonald, 2003). We tested the hypotheses that LSEs engage in more negative expressivity and less positive expressivity than HSEs, and that this negative expressivity contributes to LSEs' less favorable relationship outcomes. Participants were asked to provide their 10 most recent status updates from the popular social networking website, Facebook. Two independent sets of raters coded each status update for a) the degree of positivity and negativity expressed, and b) the social appeal of the update's author (e.g., interest in spending time with the author, anticipated enjoyment of interacting with the author, etc...). Relative to HSEs, LSEs expressed less positivity and more negativity in their updates and were rated as less socially

appealing. These findings suggest that LSEs express themselves more negatively than HSEs, and that such negativity may alienate their friends.

#### D176

##### **FRAGILE HIGH SELF-ESTEEM AND ROMANTIC RELATIONSHIPS** Jessica

Fulton<sup>1</sup>, Virgil Zeigler-Hill<sup>1</sup>; <sup>1</sup>University of Southern Mississippi – Discrepant high self-esteem is a form of fragile self-esteem characterized by high levels of explicit self-esteem but low levels of implicit self-esteem. Individuals with discrepant high self-esteem are believed to possess positive, yet vulnerable, attitudes toward the self that lead them to exhibit overt grandiosity in an effort to conceal unacknowledged negative attitudes toward the self. This is a pattern consistent with classic views of narcissism (see Bosson et al., 2008, for a review). The present study examined the association between discrepant high self-esteem and romantic relationship processes. We expected that individuals with discrepant high self-esteem would report less investment in their romantic relationships than those with secure high self-esteem (i.e., high levels of both explicit and implicit self-esteem). Data were collected from 432 undergraduate students (140 men and 292 women) concerning their explicit self-esteem, implicit self-esteem, susceptibility to infidelity, and mate retention strategies. Individuals with discrepant high self-esteem reported a higher probability that their partners would cheat on them than individuals with congruent high self-esteem ( $\beta = -.15, p < .01$ ). Despite their suspicions concerning the fidelity of their partners, individuals with discrepant high self-esteem reported using lower levels of all mate retention strategies ( $\beta$ 's  $> .11, p$ 's  $< .05$ ). These results may suggest that individuals with discrepant high self-esteem exhibit an overall disinterest in maintaining their romantic relationships. Discussion will focus on the potential implications of fragile self-esteem for romantic relationships.

#### D177

##### **STRESS AND COPING MEDIATE RELATIONSHIPS BETWEEN TYPES OF SELF-ESTEEM AND ALCOHOL-RELATED PROBLEMS** Angelee G.

Shamaley-Kornatz<sup>1</sup>, Stormy Morales-Monks<sup>1</sup>, Rebecca L. Palacios<sup>2</sup>, Joe Tomaka<sup>1</sup>, Sharon E. Thompson<sup>1</sup>; <sup>1</sup>University of Texas at El Paso, <sup>2</sup>New Mexico State University

Although high global self-esteem conveys personal benefits, a contingent sense of self-esteem can result in negative affect and behavioral outcomes, including alcohol consumption (Luhtanen & Crocker, 2005). Increased stress and maladaptive coping are hypothesized links between contingent self-esteem and negative outcomes (Crocker, 2002), however, these associations have not been examined to date. Accordingly, the present study: (1) Assessed relations between types of self-esteem (global and contingent) and alcohol consumption and related problems, (2) examined associations between self-esteem and stress and coping behaviors, and (3) examined stress and coping as mediators of associations between types of self-esteem and alcohol-related outcomes. Participants completed measures of self-esteem; alcohol consumption and related problems; and stress and coping in a single testing session. Global self-esteem correlated negatively with alcohol-related problems ( $r = -.21^{**}$ ), whereas contingent self-esteem correlated positively with such problems ( $r = .19^{**}$ ). Neither type of self-esteem related to drinking consumption. Global self-esteem correlated negatively with stress ( $r = -.51^{**}$ ), and avoidant forms of coping ( $r = -.11^*$  to  $-.33^{**}$ ), but positively with engaged forms of coping ( $r$ 's =  $.11^*$  to  $.28^{**}$ ). In contrast, contingent self-esteem correlated positively with stress ( $r = .23^{**}$ ), and several forms of avoidant coping ( $r$ 's =  $.14^{**}$  to  $.25^{**}$ ). Stress and coping variables related predictably to alcohol-related problems ( $\beta$ 's =  $.11^*$  to  $.40^{**}$ ) and completely mediated both the negative association between global self-esteem and alcohol-related problems, and the positive association between contingent self-esteem and alcohol-related problems (both NS in hierarchical regression). The results illuminate mechanisms linking the forms of self-esteem to alcohol-related outcomes.

**D178****MINDFUL ACCEPTANCE INCREASES CONGRUENCE BETWEEN IMPLICIT AND EXPLICIT SELF-ESTEEM** Joshua L. Clark<sup>1</sup>, Clara Michelle Cheng<sup>1</sup>,

<sup>1</sup>American University – Implicit and explicit forms of self-esteem are weakly correlated at best (Bosson et al., 2000). Research has further demonstrated that discrepant self-esteem (high explicit/low implicit or high implicit/low explicit self-esteem) tends to be associated with maladaptive traits and behaviors (e.g., Jordan et al., 2003; Zeigler-Hill & Terry, 2007). As an attempt to gain further insight into the relationship between implicit and explicit self-esteem, recent research has begun to identify moderating variables that enhance the correspondence between the two forms of self-esteem. The current study sought to examine mindfulness – defined as being aware of the present moment without judgment of one's experiences – as one such moderator. Mindfulness encourages acceptance of one's thoughts and feelings, including those relevant to positive or negative self-evaluations. We thus expected mindful individuals to exhibit stronger congruence between implicit and explicit self-esteem due to a lower need to consciously censor or modify their explicit self-evaluations. In this study, 86 participants completed the name-letter preference task (an implicit self-esteem measure), the Rosenberg self-esteem scale (an explicit self-esteem measure), and the Five Facet Mindfulness Questionnaire (FFMQ; a measure of mindfulness). Results based on multiple hierarchical regression analyses revealed a significant positive relationship between implicit and explicit self-esteem among participants who scored high on the mindfulness facet of "acceptance without judgment," but not for those who scored low.

**D179****REACTIONS TO INJUSTICE: THE ROLE OF EXPLICIT AND IMPLICIT SELF-ESTEEM** Irene Cheung<sup>1</sup>, Glen Gorman<sup>2</sup>, James M. Olson<sup>1</sup>; <sup>1</sup>University of Western Ontario, <sup>2</sup>Wilfrid Laurier University – Research has shown that individuals' overall self-worth can be evaluated at an explicit and implicit level (e.g., Greenwald & Banaji, 1995), and that different combinations of explicit and implicit self-esteem can lead to different response tendencies: individuals with high explicit and high implicit self-esteem tend to be relatively secure, whereas those with high explicit and low implicit self-esteem tend to be relatively defensive (Jordan et al., 2003). The present research examined whether individuals with varying combinations of explicit and implicit self-esteem respond differently when their just-world beliefs are threatened. Participants read a newspaper article about an 18-year-old Canadian who was assaulted and robbed while traveling. The perpetrators were either caught and punished for the harm (low threat to just-world beliefs) or were never apprehended (high threat). Results revealed a three-way interaction between threat, explicit and implicit self-esteem for recommended punishment of the perpetrators and willingness to help the victim. Specifically, when there was high threat, among participants high in explicit self-esteem, those with high implicit self-esteem recommended harsher punishment for the perpetrators and reported more willingness to help the victim relative to those with low implicit self-esteem. When there was retribution, however, among participants high in explicit self-esteem, those with high implicit self-esteem recommended less severe punishment and reported less willingness to help the victim than those with low implicit self-esteem. This pattern was not observed among participants low in explicit self-esteem. Thus, individuals with varying combinations of explicit and implicit self-esteem seem to have different reactions to justice threats.

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**D180****SWEETS, SEX, OR SELF-ESTEEM? COMPARING THE VALUE OF SELF-ESTEEM BOOSTS WITH OTHER PLEASURABLE REWARDS** Scott

Moeller<sup>1</sup>, Jennifer Crocker<sup>1</sup>, Brad Bushman<sup>1</sup>; <sup>1</sup>University of Michigan – Prior research has highlighted the importance people ascribe to self-esteem. However, little research has examined the subjective value attributed to boosting one's self-esteem, specifically when compared with the value of other pleasurable rewards. College undergraduates (Study 1: N=130; Study 2: N=284) completed a modified version of the STRAP-R question-

naire (Goldstein et al., in press), originally designed to test preference for addictive drugs against other pleasurable rewards. We hypothesized that valuing of self-esteem boosts would exceed valuing of (1) eating one's favorite food, (2) engaging in one's favorite sexual activity, (3) receiving one's paycheck, and (4) seeing one's best friend (items 1-2: both studies; items 3-4: Study 2). We further hypothesized that self-image goals (goals to construct, maintain, and defend desired images) would moderate valuing of these rewards (Study 2), such that people with high self-image goals would especially value self-esteem. Within-subjects ANOVAs (with follow-up Bonferroni-corrected pairwise comparisons) revealed that valuing of self-esteem boosts exceeded valuing of eating one's favorite food or engaging in one's favorite sexual activity [Study 1: omnibus  $F(2,127)=137.77$ ,  $p<.001$ ; Study 2: omnibus  $F(2,271)=143.01$ ,  $p<.001$ ], and receiving one's paycheck or seeing one's best friend [Study 2: omnibus  $F(2,274)=5.43$ ,  $p<.005$ ]. Moreover, self-image goals moderated valuing of these rewards [food, sex, self-esteem:  $F(2,269)=3.20$ ,  $p<.042$ ; money, friend, self-esteem:  $F(2,272)=3.68$ ,  $p<.026$ ], such that self-image goals related to valuing self-esteem ( $\beta=.14$ ,  $p<.019$ ) but not other rewards ( $-.06\leq\beta\leq.03$ ,  $ps>.29$ ). Thus, consistent with our predictions, these findings collectively show that people (especially those high in self-image goals) self-report valuing self-esteem boosts over other pleasurable rewards.

**D181****WHEN NARCISSISM AND CONTINGENT SELF-ESTEEM COLLIDE: THE LINK BETWEEN NARCISSISM, FRIENDSHIP CONTINGENT SELF-ESTEEM, AND FRIENDSHIP JEALOUSY** Sara A. Kruse<sup>1</sup>, M. Janelle Cambron<sup>2</sup>;

<sup>1</sup>University of Alabama, <sup>2</sup>Texas A&M University – Researchers have suggested that people high in narcissism, which reflects an inflated sense of self, actually have an unstable self-esteem and therefore may have contingent self-worth (see Crocker & Park, 2004). However, past research has failed to consistently show a relationship between contingencies of self-worth and narcissism (Zeigler-Hill, Clark, & Pickard, 2008). What may be more important to consider is whether contingent self-worth and narcissism interact to predict negative outcomes. One negative outcome of particular importance is friendship jealousy. Friendship jealousy has been found to be associated with peer victimization and loneliness (Parker, Low, Walker, & Gramm, 2005). In the present study, we examined whether narcissism would interact with one particular domain of contingent self-esteem, basing one's self-esteem on the quality of one's friendships ("friendship contingent self-esteem") to predict friendship jealousy. We hypothesized that whereas individuals high in narcissism may not experience jealousy over their friends, individuals high in narcissism who also base their self-worth on their friendships may experience the greatest friendship jealousy. In the present study, 405 college participants completed measures of global self-esteem, narcissism, friendship contingent self-esteem, and friendship jealousy. After controlling for global self-esteem, friendship contingent self-esteem moderated the relationship between narcissism and friendship jealousy. Specifically, individuals who base their self-esteem strongly on their friendship quality and report greater narcissism reported the greatest friendship jealousy. This finding suggests that narcissism is a risk factor for friendship jealousy, only to the extent that individuals high in narcissism base their self-worth on the quality of their friendships.

**D182****DEFENSIVENESS IN RESPONSE TO FAILURE: WEIGHT DISCRIMINATION AMONG INDIVIDUALS WITH DISCREPANT HIGH SELF-ESTEEM** Jessica

L. Almonte<sup>1</sup>, Kimberly B. Arnold<sup>1</sup>, Shannon P. Lupien<sup>1</sup>, Ariana F. Young<sup>1</sup>, Mark D. Seery<sup>1</sup>; <sup>1</sup>University at Buffalo, The State University of New York – Previous research has shown that individuals with discrepant high self-esteem (i.e., high explicit and low implicit self-esteem) behave more defensively than others when confronted with failure. Evidence further suggests that people with discrepant high self-esteem may engage in ethnic discrimination as a defensive response to self-threat. However, it is unclear how important a target's stigmatized status is for eliciting such discrimination when ethnicity also creates a particularly clear sense of ingroup ver-

sus outgroup, which could encourage discrimination to enhance the ingroup regardless of stigmatized status. We thus extended past research by investigating discrimination based on weight, a stigmatizing characteristic that should connote less cohesive ingroups and outgroups than ethnicity. Participants completed measures of implicit and explicit self-esteem and then received failure feedback on a test of reasoning ability. Next, participants were asked to evaluate the suitability of a fictitious applicant for a student advisor position. The stigmatized status of the applicant was manipulated by digitally altering an image of a woman to appear slim or obese. This slim or obese picture of the applicant was affixed to an otherwise identical application. As predicted, in the obese condition, individuals with discrepant high self-esteem rated the applicant more negatively than other participants did. In contrast, in the slim condition, no differences in ratings emerged as a function of self-esteem. These results suggest that after self-threat, individuals with discrepant high self-esteem derogate stigmatized individuals in particular, and that such discrimination does not depend on the clear ingroup/outgroup distinction connoted by ethnicity.

### D183

#### ATTENTION AND INFORMATION PROCESSING BIASES IN FRAGILE SELF-ESTEEM: A TEST OF THE "EVALUATIVE SET" Whitney L. Heppner<sup>1</sup>;

<sup>1</sup>University of Georgia – Previous research demonstrates that markers of fragility versus security of self-esteem, such as self-esteem contingency, can impact defensive self-esteem maintenance processes, including verbal defensiveness (Kernis, Lakey & Heppner, 2008) and self-serving biases (Heppner & Kernis, 2009). The current study explored possible attention and information processing mechanisms that play a role in fragile versus secure self-esteem and resultant defensive outcomes. Specifically, I tested a three-part model which states that individuals with fragile self-esteem possess an "evaluative set" of (a) orientation toward evaluative information or events, (b) bias toward the interpretation of events as self-esteem relevant, and (c) linking momentary self-esteem to such self-esteem relevant events (e.g., Greenier et al., 1999). To examine this model, first, participants received randomly assigned success or failure feedback on a cognitive functioning task. Next, participants reported their state self-esteem and a single-item measure of how their self-esteem was affected by their performance on the cognitive functioning task. Then, participants completed a lexical decision task (LDT) containing success- and failure-related words. Results revealed support for all three parts of the evaluative set model. Participants higher in self-esteem contingency who failed responded more quickly to failure words relative to success words on the LDT (orientation), and directly reported more self-esteem relevance for their performance on the cognitive functioning task (bias). In addition, participants higher in contingency, regardless of feedback condition, experienced lower state self-esteem following the task (linking). Discussion centers on the importance of attention and information processing variables for future self-esteem research.

### D184

#### FELT SECURITY UNCONSCIOUSLY INFLUENCES DECISION MAKING AFTER THREAT Jennifer Smith<sup>1</sup>, Julie Longua<sup>1</sup>, Tracy DeHart<sup>1</sup>;

<sup>1</sup>Loyola University Chicago – The goal of the current research was to examine how people's attitudes towards significant others influence their evaluation of people with the same first name as their significant others. Previous research has found that people low in felt security demonstrate an implicit preference for their partners only when things were going well in their relationship (DeHart, Pelham, & Murray, 2004). However, people high in felt security demonstrate an implicit preference for their partners regardless of current relationship quality. Study 1 examined the effects of chronic felt security (i.e., trait self-esteem) and Study 2 examined the effects of current felt security (i.e., current relationship quality) on decision making after a threat. Undergraduate students were randomly assigned to either the threat or control condition and then read a description of a job applicant. Some participants read a description about an applicant with the same first name as their romantic partner, and the others read a description about an applicant with a control name. All

participants were then asked to evaluate the job applicant. Multiple regression analyses revealed that in the threat condition, participants with low felt security evaluated a job applicant with the same name as their partner more negatively than participants with high felt security. However, there was no relation between felt security and evaluation of the applicant with the control name. This pattern was not evident in the non-threat condition. These findings provide the first evidence that implicit beliefs about romantic partners influence our evaluations of others.

### D185

#### THE IMPACT OF SELF-ESTEEM AND EGO THREAT ON PERSPECTIVE-TAKING Kristie Vail<sup>1</sup>, Carrie Wyland<sup>1</sup>;

<sup>1</sup>Tulane University – The present study aimed to determine how self-esteem, as well as a threat to self-esteem, influences the ability to perspective-take. Perspective-taking is typically defined as the ability to 'put oneself in someone else's shoes'. For this study, participants first completed measures of contingent self-esteem (i.e. how much one's sense of self-worth is dependant on positive external outcomes, such as success and acceptance) and need to belong. Next, half of the participants received an ego threat (failure feedback) and half received no feedback, after which they completed a perspective taking measure which required them to identify emotions in photographs of faces. Results of the study indicated that participants with higher contingent self-esteem and higher need to belong scores were better able to correctly identify emotions compared to participants with lower scores on either scale. Additionally, the ego threat manipulation intensified this difference, such that those with higher contingent self-esteem and need to belong showed improved performance after an ego threat, while those who scored low on these measures performed worse after threat. These findings have implications for understanding the role of individual differences, as well as situational factors, in perspective taking; namely this suggests that individuals who place more importance on belonging and whose self-esteem is highly contingent may actually be better at understanding others and, further, failure may increase this "other focus" for these individuals.

## Stereotyping/Prejudice

### D186

#### RELATIONSHIP CLOSENESS AND ASSOCIATIVE STIGMA: WHEN ARE PEOPLE MOTIVATED TO DISCLOSE STIGMATIZED RELATIONSHIPS?

David A. Richards<sup>1</sup>, Catherine A. Cottrell<sup>1</sup>;

<sup>1</sup>University of Florida – People in social relationships with stigmatized others may manage associative stigma by distancing themselves from the stigmatized person, or may choose to publicly disclose their associative stigma. What predicts disclosure or concealment of associative stigma? Some such predictors may be internal psychological factors, namely self-verification processes and the self-concept. People self-verify (Swann, 1983, 1987) to align others' perceptions of them with their own self-image by disclosing personal information about the self, including stigmatizing information (Swann, 1996; Swann et al., 2004), particularly when the stigma is central to the self-concept. Regarding associative stigma, stigmatized relationships may be described in terms of self-expansion processes (Aron & Aron, 1986), wherein self-concepts are expanded to encompass and incorporate close others into the self-concept. A person may therefore be more motivated to disclose the existence of a stigmatized (but close) relationship. It was predicted that closer relationships between a stigmatic and a nonstigmatic will be more central to the nonstigmatic's self-concept, and the nonstigmatic may be more motivated to disclose the marked relationship's existence. We artificially manipulated the closeness between a participant and a (stigmatized) confederate, and then created a self-verification threat by providing false feedback on the apparent closeness between the participant and the confederate. The participants were given the opportunity to correct this false feedback by disclosing their actual closeness to the confederate. Results partially supported predictions, and implications are discussed.

**D187**

**LEGALISTIC DIVERSITY MANDATES: DO THEY UNDERMINE EGALITARIAN TENDENCIES?** Ana P. Nunes<sup>1</sup>, Geoffrey Cohen<sup>1</sup>, <sup>1</sup>University of Colorado at Boulder – Since 1964 public institutions have been mandated by the federal government to post legalistic mandates that explicitly state their commitment to averting bias and discrimination in hiring decisions and academic admissions. However, little if any research has examined the effects of such legalistic messages. The present research seeks to fill this gap by examining how legalistic messages consistent with Title VI and VII of the Civil Rights Act of 1964 affect the likelihood of decision-makers' selection of minority vs. majority group members. We expected that such legalistic messages constitute a double-edged sword. Though these messages can deter discrimination among those with racist beliefs, they may ironically undermine the egalitarian interests of those who would have made non-racist decisions in the absence of the mandate. Consistent with this expectation, we found that subjects who selected a minority candidate after being exposed to a legalistic anti-discrimination message were, relative to various control conditions, subsequently less likely to positively evaluate and select another highly qualified minority candidate. No such effects were found for evaluations of White candidates. Consistent with classic theories of self-perception, salient external surveillance and pressures, as potentially embedded in legalistic regulations, can undermine intrinsic motivation, in this case the egalitarian motives of decision-makers. Discussion centers on issues of underlying process, the effects of regulation on self-perception, and the complex practical trade-offs involved in the propagation of legalistic messages and mandates.

**D188**

**"IMAGINARY CONTACT": DEVELOPING AND EVALUATING A NEW PREJUDICE-REDUCTION INTERVENTION FOR SCHOOLS.** Sofia Stathi<sup>1</sup>, Lindsey Cameron<sup>1</sup>, <sup>1</sup>University of Kent – Psychological research has shown that children's attitudes towards different social groups can be improved through prejudice-reduction interventions that are grounded in psychological theories and research findings (e.g. Cameron, Rutland, Brown & Douch, 2006). Our project aimed to develop and evaluate a prejudice-reduction intervention for children, based on the mental simulation of inter-group contact (i.e., imagined contact, Stathi & Crisp, 2008). We tested the technique with a new sample, children (aged 7-9 years), in an applied context (a school) and explored potential mediators such as inter-group anxiety, self - out-group closeness and perceived similarity. Furthermore, we tested ways to increase the effectiveness of the technique via either common-in-group or individual-based contact instructions. In the intervention itself children imagined that they were interacting with a same-age peer belonging to the target out-group (Asian children) in a number of contexts, for example the beach, school playground, a party. The children took part in the intervention three times (once a week for three weeks) and used pictures and photographs of themselves and Asian children to help stimulate their imagination. In order to provide a baseline of children's attitudes towards Asian children, there was a control condition in which children did not receive the intervention. Analysis revealed the effectiveness of the technique; children who experienced the intervention were significantly more positive in their attitudes towards the ethnic out-group. The role of the mediators, along with the theoretical implications and the design of interventions, are discussed.

**D189**

**DECREASING PREJUDICE WITH A LITTLE HELP FROM YOUR FRIENDS: THE IMPACT OF HOMOGENEITY AND DIVERSITY INFORMATION ON ATTITUDES TOWARD AN OUTGROUP** Charlene Christie<sup>1</sup>, Kimberly Joy<sup>1</sup>, Alyssa Tufano<sup>1</sup>, Jaclyn Kinash<sup>1</sup>, <sup>1</sup>SUNY College at Oneonta – The current study examined how a focus on homogeneity or diversity would influence attitudes toward Hispanic immigrants, and how outgroup friendships might impact this relationship. The outgroup homogeneity effect has been shown to have both a detrimental and beneficial impact on

intergroup relations. Ps were exposed to summary information about the outgroup (describing the culture in terms of either homogenous or diverse characteristics), then completed a series of DV measures assessing attitudes toward the issue of Hispanic immigration in the U.S. We also inquired whether Ps had friends, or friends of friends, who were Hispanic immigrants. Results showed a main effect of information, with Ps in the homogeneity group expressing less prejudice than Ps in the diversity group. This pattern was moderated by the friendship variable. A significant information x friendship interaction revealed that people who were friends with immigrants showed fewer prejudicial attitudes when exposed to the homogeneity information, as opposed to the diversity information. While it was unexpected that the diversity-focused group displayed more prejudice than the homogeneity-focused group, the role of friendships in the development of outgroup attitudes is especially compelling. These results illustrate the potential benefits of the outgroup homogeneity effect, in that individuals who are friends with members of an outgroup may perceive other members of that group as less threatening when presented with information that focuses on the homogeneity of the outgroup.

**D190**

**WHAT DOES SPEAKING WITH A FOREIGN ACCENT MEAN?: CONTENT ANALYSIS OF NEWSPAPER ARTICLES** Agata Gluszek<sup>1</sup>, Irene B. Murimi<sup>1</sup>, John F. Dovidio<sup>1</sup>, <sup>1</sup>Yale University – Guided by a theoretical framework on stigma and communication, we content-analyzed newspaper articles in respect to stereotyping, discrimination, negative and positive social evaluation, problems in communication, and accent modification (e.g., Lippi-Green, 1997). We hypothesized that accents would be portrayed as a negative trait interfering with communication and in need of reduction. Two judges coded articles that satisfied a priori defined selection criteria, such as referring to pronunciation and not other meanings of foreign accents (N=103; years 1999-2008). A codebook (11 categories, 28 subcategories) based on articles prior to 1999 was created. The initial interrater reliability was good =78%; all disagreements were discussed, reaching 100% agreement. The results confirmed the hypotheses: 16 percent of articles mentioned stereotyping and 27% discussed discrimination based on accent. Although positive feelings (7%) and positive social evaluation (18%) were mentioned (mostly in the context of accents stereotypically perceived as prestigious), negative feelings (18%) and negative social evaluation (27%) were discussed more often. The listener's perception than an accent impairs communication was mentioned more often (26.2%) than the speaker's perception (16.5%). Accent reduction was discussed in 29% of articles, but only 17% pointed out the difficulty (or impossibility) of eliminating foreign accent, which has been widely supported by research (e.g., Scovel, 2006). In 44% of articles accent served as an identifier and 29% of articles referred to accent strength, reflecting the importance of accents in identifying out-group members. This study offers an initial support to the notion of complex representations of accents in the print media.

**D191**

**THE ROLE OF OPTIMISM IN MAKING ATTRIBUTIONS TO AND PLANS TO CONFRONT GENDER DISCRIMINATION** Gretchen Sechrist<sup>1</sup>, <sup>1</sup>Mansfield University – Three studies examined the role of optimism in women's willingness to make attributions to and confront gender discrimination. Study 1 showed that there was no correlation between optimism and making attributions to discrimination, however there was a significant positive correlation between optimism and women's intention to confront discrimination. In Study 2, results indicated that although discrimination attributions did not differ by level of optimism, women high in optimism were more willing to confront a perpetrator of discrimination than women intermediate or low in optimism. Study 3 demonstrated that, compared to pessimists and intermediate participants, female optimists were more willing to confront discrimination because they take an active approach to dealing with discriminatory feedback and expect to have successful outcomes in confronting their perpetrator. Thus, this research demonstrated that optimism increased women's plans to con-

front gender discrimination, and showed that this relation was not a result of attributions to discrimination or perceptions of discriminatory events. Rather, as shown in Study 3, such differences were due to optimists' strategies for coping with discrimination. Women may suffer from discrimination both as a result of the direct effects of experiencing such negative events as well as because they are unwilling to perceive or report that they are victims. Thus, it is important to identify factors, such as optimism, that increase the likelihood that women will confront the discrimination they experience. In confronting discrimination and holding perpetrators responsible for their actions, perhaps the occurrence and frequency of gender discrimination can be reduced.

**D192**

**THE EFFECTS OF GENDER-ROLE-RELEVANT CHOICES ON PERCEPTIONS OF WOMEN** Lea A. Folsom<sup>1</sup>, Danielle C. Zanotti<sup>1</sup>, Sarah J. Smith<sup>1</sup>, Donald A. Saucier<sup>1</sup>; <sup>1</sup>Kansas State University – Perceptions of women as a social group are complicated by several factors. Sexism may take various forms, from benevolence to hostility (Glick & Fiske, 1996), and from old-fashioned to modern forms (e.g., Swim & Cohen, 1997). Further, perceptions of pregnant women are complicated by the women's degree of adherence to traditional gender roles (Hebl, King, Glick, Singletary, & Kazama, 2007). We sought to better understand how gender-role-relevant behavioral choices made by women may affect the expression of prejudice toward them via the justification-suppression model (Crandall & Eshleman, 2003). In our study, participants read one of 16 vignettes of a target woman in a 2 (pregnancy status) x 2 (smoker status) x 2 (marital status) x 2 (religious involvement) between-groups design. Participants completed dependent measures that included their ratings of warmth toward her, their perceptions of the woman's personality and abilities as a mother, and their desire to interact with her. Participants' levels of sexism (hostile, benevolent, modern, and old-fashioned) and religiosity (extrinsic, intrinsic, quest, and fundamentalism) were also measured. Results converged to indicate that target women's levels of religious involvement served as a suppression factor for negative reactions toward her regardless of her pregnancy status, smoker status, or marital status. Interestingly, religiosity was not a suppression factor for negative perceptions of women. Our results contribute to our understanding of how women are perceived as functions of their behavioral choices and extend the justification-suppression model in its ability to predict and explain perceptions of women.

**D193**

**IMPLICIT AND EXPLICIT ATTITUDES UNDERLYING DISCRIMINATION AT WORK** Elizabeth L. Haines<sup>1</sup>; <sup>1</sup>William Paterson University – Gender and parental bias at work were assessed in terms of implicit and explicit sexism. At time 1, 229 participants (49.5 % White; 74.8 % female) completed an implicit (IAT associating men with competence and women with warmth) and explicit (Ambivalent Sexism Inventory) measure of sexism. At time 2, (allegedly as an unrelated experiment) participants were asked to act as a supervisor in an employee evaluation scenario. Participants were assigned to one of four conditions (gender X parental status). Participants were provided with a job analysis and evaluation scenario and were then asked to evaluate the worker on performance, availability, and employment decisions (layoff, training, promotion). Results indicate that (a) Mothers (vs. all workers) were perceived to be less available, parents (vs. non parents) were perceived as more trainable, and men were perceived as more trainable than women, (b) stronger implicit bias was associated with: a lower likelihood to layoff a father (compared to a mother) and positive performance evaluations of mothers (compared to fathers and non parent workers), (c) explicit sexism was associated with the perceived availability of mothers and non-parent men. These findings are discussed in terms of the different pathways implicit and explicit bias may take in creating discrimination at work.

**D194**

**LOOKING FOR THE ANGRY MAN: EVIDENCE FOR RACIALLY BIASED VISUAL SEARCH** Marte Otten<sup>1</sup>, Mahzarin R. Banaji<sup>1</sup>; <sup>1</sup>Harvard University – In a visual search task, items that are detected more efficiently are assumed to attract greater attention. We used such a task to test the effects of implicit race bias on attention to black and white faces during emotion detection (smiling vs. angry). In Experiment 1 participants searched for an angry face in a display of 4 or 8 faces. We compared search efficiency for black and white target faces by computing search slopes (i.e. the relative increase in response latency as a function of display size). Overall we observed no difference in search slopes for black or white targets. However, an implicit measure of race bias (IAT) predicted search efficiency: the stronger the anti-black race bias, the greater the efficiency in locating black compared to white targets ( $r=.32$ ). In Experiment 2 we tested whether this effect would also be present when participants searched for happy faces. Here, we found no effect of participants' implicit race bias on black vs. white search efficiency ( $r=.01$ ). The bias-dependent search-asymmetry for black and white targets thus seems to depend on the association between black and anger, and future work will test the generality of this result to a broader range of negative attributes. Taken together, our results suggest that individual differences in racial preference shape the way we attend to the people around us.

**D195**

**SPECIFIC EMOTIONS MEDIATE THE EFFECT OF INTERGROUP CONTACT ON PREJUDICED ATTITUDES: COMPARATIVE EVIDENCE FROM A NATIONAL SAMPLE OF THREE ETHNIC GROUPS.** Ishani Banerji<sup>1</sup>, Charles Seger<sup>1</sup>, Eliot Smith<sup>1</sup>, Diane Mackie<sup>2</sup>; <sup>1</sup>Indiana University, Bloomington, <sup>2</sup>University of California, Santa Barbara – Previous research has provided considerable evidence to suggest that intergroup contact reduces prejudice towards outgroups, with affective mediators playing a key role. (Tropp & Pettigrew, 2005) However, many of these studies have examined only one or two emotions, often anxiety. (e.g., Islam & Hewstone, 1993) Furthermore, most previous studies focus on a single perceiver group (usually Caucasians) and a single target group (often a minority group). Scarcely any studies examine relations between minority groups. (Tropp & Pettigrew, 2005) The current study examined specific positive and negative emotions as mediators of the contact-prejudice relationship using a national survey sample of White, Black, and Asian American respondents (total N=639). Each respondent was randomly assigned one of the other ethnic groups as the target outgroup. Reports of previous contact, positive and negative emotions towards the target group, and attitude towards the target group were analyzed. Consistent with previous research, contact was associated with more positive attitudes towards the target outgroup. Admiration and anger (but not anxiety, pity, disgust, or jealousy) fully mediated the relationship between contact and attitudes. (cf. Baron & Kenny, 1986) The effect of admiration on attitude differed across groups, but other paths in the overall analysis did not statistically vary across the groups. These results suggest that previous research, which has focused only on anxiety as a mediator, may be flawed. The findings are of interest in showing which specific emotions mediate the contact-prejudice relationship, as well as permitting direct comparisons across six pairs of respondent-target groups.

**D196**

**IF SHE CAN DO IT, SO CAN I! CONFRONTATION BEHAVIOR IN RESPONSE TO OTHERS' SUCCESSFUL OR UNSUCCESSFUL CONFRONTATION ATTEMPTS** Alexander M. Czopp<sup>1</sup>; <sup>1</sup>Western Washington University – Although many people report commitment to fighting prejudice and discrimination, when presented with opportunities to confront bias directly most people remain passive (e.g., Swim & Hyers, 1999). Research on the consequences of interpersonal confrontations suggest that despite interpersonal costs, active attempts to address others' can be effective in reducing biased behavior (Czopp et al., 2006). One potential way to increase the likelihood of actual confrontations among would-be confronters is to increase their awareness of the effectiveness of such con-

frontations. Following a social learning approach, female participants interacted with a female confederate who discussed her previous experiences with sexism. The confederate described a successful, unsuccessful, or lack of confrontation in a work setting. Afterwards, participants interacted separately with a male confederate who discussed his traditional beliefs regarding gender roles. All participants provided public (i.e., directly to the confederate) and private ratings of both confederates. The female confederate was consistently rated more favorably than the male confederate and particularly when she was a successful confronter. Furthermore, participants' evaluations of the female confederate did not differ in public versus private. In contrast, participants evaluated the male confederate more negatively in private than in public but only when they had previously heard the female confederate's attempts to confront bias, and the public-private discrepancy was strongest after hearing about the unsuccessful confrontation attempt. The role of awareness of descriptive norms and social costs/benefits are discussed.

#### D197

**EMPATHY THE CAUSE AND THE CURE: THE ROLE OF EMPATHY IN RACIAL PAIN TREATMENT BIAS** Brian Drwecki<sup>1</sup>, Colleen Moore<sup>1</sup>; <sup>1</sup>University of Wisconsin-Madison – Recent findings suggest that across numerous hospitals, doctors' offices, and clinics, racial analgesic prescription biases exist where African Americans are prescribed less pain medication than European Americans. Our work tests the hypothesis that empathy is both the cause of and the solution to racial analgesic prescription bias. Across two experiments participants (university undergraduates) viewed four videos of real patients suffering from acute pain, made analgesic prescriptions, and provided responses indicative of emotional empathy and perceived patient pain. Experiment 1 examined the extent that empathy and perceived patient pain statistically mediated racial bias in pain treatment. Experiment 2 introduced perspective taking instructions as a way to induce empathy and in turn reduce racial analgesic bias. Results from experiment 1 indicated that patient race had direct effects on empathy and pain treatment with participants feeling less empathy and prescribing less pain medication for African American patients. A mediation analysis confirmed that empathy was mediating the effect of race on pain prescriptions. Results from experiment 2 indicated that the perspective taking manipulation eliminated racial pain treatment bias. Follow-up analyses provide some evidence that the perspective taking manipulation was acting through empathy and perceived patient pain. These data suggest that racial analgesic bias is not unavoidable, taking the perspective of one's patient may provide the tool that healthcare providers need to eliminate racial bias from pain treatment. While these results are promising, extending this paradigm to real healthcare professionals in real world medical settings is needed.

#### D198

**PREFERENCES FOR GENDER STEREOTYPES IN THE FACE OF SUCCESS** Justin Chase<sup>1</sup>, Scott Eidelman<sup>2</sup>; <sup>1</sup>University of Maine, <sup>2</sup>University of Arkansas – A number of studies demonstrate how stereotypes lead members of stereotyped groups to underperform (e.g., Steele & Aronson). But what if success occurs in spite of this obstacle? Because performers prefer to meet higher standards and to augment success (e.g., Eidelman & Biernat, 2007; Quattrone & Jones, 1978) we predicted that performers would feel better succeeding in the presence of stereotypes. Women took an anagram test that, following performance, was framed in one of three ways. In the male stereotype condition, participants were told that success required reasoning skills and men tended to outperformed women. In the female stereotype condition, participants were told that success required verbal skills and women tended to outperform men. In the no stereotype condition, participants were told that men and women performed equally well. After completing their test, participants were given bogus ideographic feedback indicating that they were successful. They then completed a questionnaire that measured self-esteem. Consistent with predictions, women had higher self-esteem when they succeeded on a test on which men tend to outperform women (the male stereotype condition) compared to the control condition and when women were

said to outperform men. Women also had marginally higher self-esteem when they succeeded in the female stereotype condition compared to the control condition. These findings suggest that performers prefer success in the presence of stereotypes, irrespective of the direction that the stereotypes take.

#### D199

**INCREASING WOMEN'S ASPIRATIONS AND ACHIEVEMENT IN SCIENCE: THE EFFECT OF ROLE MODELS ON IMPLICIT COGNITIONS** Julie E. Phelan<sup>1</sup>, Laurie A. Rudman<sup>1</sup>; <sup>1</sup>Rutgers University – Reducing the gender gap in high-level science achievement is important not only for fostering gender equality but also for reversing the decline in America's scientific prowess. The present research utilized a sample of 534 high school science students in 27 classes to examine factors that decrease women's identification with and enthusiasm for science. Specifically, this longitudinal research examined: 1) the role of students' implicit beliefs about science (gender stereotyping, identification and attitudes) in their science related achievement and aspirations and 2) whether identification with a female role model serves as an effective intervention strategy that can ultimately enhance women's science performance and career aspirations. At the beginning of the school year, students completed implicit and explicit measures assessing gender-science stereotypes, science attitudes, and science identification. At the end of the school year, these measures were repeated, and information about students' science aspirations and achievement was collected. In addition, students' identification with their (male or female) teacher was assessed to examine the influence of identifying with a science role model on students' beliefs. As expected, both male and female students showed robust levels of implicit gender-science stereotypes, which resulted in more positive attitudes towards science and greater identification with science for male than female students. In addition, students' implicit science attitudes and identification were associated with wanting to pursue a science career and their final grade. Of importance, results indicated that identifying with a female science teacher reduced women's implicit science stereotyping, which ultimately increased their science achievement and aspirations.

#### D200

**RELIGIOUS PREJUDICE AS A RELIGIOUS WORLDVIEW THREAT** Joanna Goplen<sup>1</sup>, E. Ashby Plant<sup>1</sup>; <sup>1</sup>Florida State University – By providing people with a moral code, knowledge about the world, and a sense of meaning in life, religion can strongly impact people's worldviews. Although religion has many positive implications, it is also associated with intergroup tension and conflict. We argue that people vary in the degree to which religion influences their worldview and that this individual difference may have important implications for understanding religious prejudice. For people with strong religious worldviews (RWV), religious outgroups may threaten their foundational beliefs and approach to the world, which may heighten outgroup antipathy and avoidance. To examine these ideas, we developed and validated a measure of RWV and then assessed the role of RWV in religious prejudice. We found that RWV was related to more negative attitudes toward religious outgroups. We then manipulated whether Christian participants anticipated interacting with an Atheist, Christian, or control (no religion) confederate and participants reported their feelings about the upcoming interaction. The Atheists were liked the least by all of our Christian participants. However, desire to avoid interacting with the Atheist depended on the participants' level of RWV but not on a more general measure of religiosity. Consistent with a desire to protect their worldview, people with a strong RWV were more eager to avoid interacting with the Atheist than people with a weak RWV. RWV did not affect the desire to avoid interacting in the other conditions. The implications of these findings for the maintenance of interfaith prejudice and aggression are discussed.

**D201**

**MORE THAN JUST A CROSS TO BEAR: THE EFFECTS OF STEREOTYPE THREAT ON CHRISTIANS** Mark Wojda<sup>1</sup>, Jessi L. Smith<sup>1</sup>, Lauren Hawthorne<sup>1</sup>; <sup>1</sup>Montana State University – In two studies, we tested how people higher and lower in religious identification responded to two negative Christian stereotypes: intolerance and unscientific thinking. Christianity as a "stigma" provides unique insight into the stereotype threat (ST) experience, because unlike race or sexuality, religiosity is on a continuum and relatively hidden. In study 1 (n = 54) participants higher and lower in Christianity were randomly assigned to a Christian ST or neutral condition and then completed a difficult science test. The expected interaction emerged, (F (3, 54) = 3.99, p = .05), such that performance was suppressed for people higher in Christianity under ST, whereas people lower in Christianity were relatively unaffected. It was assumed the stereotype was "threatening" even though religion is a concealable stigma. To better test this, Study 2 (n = 59) examined how a Christian's ST experience is altered by revealing their religiosity. Under ST, participants randomly assigned to revealed or concealed conditions read an ambiguous story about an African-American named "Donald" and made several judgments about him. Results showed the expected interaction for mean number of positive judgments, F (3, 57) = 4.72, p < .05 such that people higher in Christianity rated Donald more positively when their Christian status was concealed versus revealed. This suggests that revealing their stigma status under ST resulted in subtle prejudice. Results from both studies yield support for negative effects of ST among highly identified Christians. Implications for advancing ST theory and the study of religious stereotyping and prejudice are discussed.

**D202**

**DOES ENGAGING IN THE CONTROL OF INTERGROUP RESPONSES ENHANCE EGALITARIAN MOTIVATIONS?** Jennifer K. Brooke<sup>1</sup>, David M. Amodio<sup>1</sup>; <sup>1</sup>New York University – After exerting self-control to respond without prejudice, does one have more or less motivation to be non-prejudiced? We hypothesized that effort put into regulating a prejudiced response serves to engage a goal to respond without prejudice in future situations. However, some past research suggests that engaging in prejudice regulation may be cognitively depleting and may sap motivation to regulate intergroup responses in subsequent situations. To test these competing hypotheses, participants completed a self-control task that was either related to racial prejudice (stereotype inhibition) or unrelated to racial issues. Next, in what participants believed was a separate study, we assessed their persistence on a task that was purported to reduced their implicit prejudices. In this task, borrowed from Dastgupta and Greenwald (2001), participants saw pictures of famous, positive Black people (e.g., Bill Cosby) and negative White people (e.g. Timothy McVeigh). Participants were told that as they spent more time studying these pictures, their degree of implicit prejudice would be reduced. Results indicated that participants who engaged in the control of stereotyping spent more time studying the Black figures than those who engaged in control that was unrelated to race. These results suggest that the engagement in the control of intergroup responses serves to enhance one's motivation toward egalitarian goals.

**D203**

**INFLUENCES ON THE EXPRESSION OF CULTURAL-LEVEL AND PERSONAL BELIEFS ABOUT LITTLE PEOPLE** Jeremy D. Heider<sup>1</sup>, John E. Edlund<sup>2</sup>, Cory R. Scherer<sup>3</sup>, James F. Johnson<sup>4</sup>, Joshua A. Staley<sup>1</sup>, Lindsey M. Bray<sup>1</sup>; <sup>1</sup>Stephen F. Austin State University, <sup>2</sup>Rochester Institute of Technology, <sup>3</sup>Penn State University-Schuylkill, <sup>4</sup>University of Oklahoma – Heider, Scherer, and Edlund (2009, February) used an adjective checklist method to show cultural-level beliefs about little people (i.e., individuals with dwarfism) are primarily negative, whereas personal beliefs are primarily positive. The current study extended this work by examining three possible mechanisms to account for the difference in valence: personal experience with little people, socially desirable responding, and believing one's personal beliefs are more unique than they actually are (i.e., false uniqueness). 79

undergraduates selected adjectives to reflect traits constituting either cultural or personal beliefs about little people. They also indicated whether they had personal experience with little people, completed a measure of social desirability, and estimated the uniqueness of the traits they selected. A stepwise regression using condition (cultural or personal beliefs), experience with little people, social desirability, and perceived uniqueness to predict the overall favorability of selected traits revealed condition significantly predicted favorability, R-square = .29, p < .001; personal beliefs were more positive than cultural beliefs ( $\beta$  = .54). Personal experience with little people accounted for additional variance,  $\beta$  = .04, p < .05; participants with personal experience selected more favorable traits ( $\beta$  = .21). Social desirability and perceived uniqueness were not significant predictors, though their coefficients were in the expected directions (.08 and -.15, respectively). Two conclusions seem warranted by the present data: (a) personal beliefs about little people do not necessarily align with the negative cultural stereotypes about them; and (b) personal experience with little people is an important determinant of belief favorability.

**D204**

**WHO YOU ARE MATTERS: HOW HANDICAPPING IMPACTS PERFORMANCE FOR POSITIVELY AND NEGATIVELY STEREOTYPED TARGETS** Patricia N. Gilbert<sup>1</sup>, David M. Marx<sup>2</sup>; <sup>1</sup>Tulane University, <sup>2</sup>San Diego State University – Stereotype-relevant testing situations often have consequential performance implications depending on one's social self (Marx & Stapel, 2006). For instance, negatively stereotyped individuals (e.g., women in math) underperform in such situations due to concerns about confirming a group-relevant stereotype (Steele & Aronson, 1995). Given this, research has begun to explore methods to alleviate threat. One such method is to provide a handicap (i.e., a handy excuse for underperformance) for targets prior to an exam (Brown & Josephs, 1999). However, it is unclear whether the type of handicap (public or private) has a differential effect in stereotype-relevant situations and whether these handicaps are beneficial for both positively and negatively stereotyped targets' performance. Accordingly we conducted an experiment in which participants were assigned to a Public (denied an opportunity to practice), Private (completed a handicapping questionnaire), or Control (no handicap) condition. After the handicap manipulation participants took a math exam under stereotype threat. Results showed that men performed better than women in the Control condition. Furthermore, the performance gap between men and women increased in the Private condition. However, in the Public condition men and women performed equally well. These findings suggest that public handicaps may have made women less concerned about confirming the negative stereotype while the same handicap may have made men more concerned about "living up" to the positive stereotype. These findings demonstrate that public and private handicaps have different implications for performance depending on whether one is positively or negatively stereotyped. Thus, who you are matters in stereotype-relevant situations.

**D205**

**AFFILIATION WITH TARGETS OF PREJUDICE AFFECTS EVALUATIONS OF RACISM AND SEXISM** Laura Spice<sup>1</sup>, Kristen Malone<sup>1</sup>, Marie Danh<sup>1</sup>, Peggy Zizzo<sup>1</sup>, Kathryn A. Morris<sup>1</sup>; <sup>1</sup>Butler University – Research shows that people generally respond more negatively to racism than to sexism (Fiske & Stevens, 1993). One factor that may reverse this trend is affiliation with the target of prejudice. That is, people may perceive sexism more negatively than racism when they are particularly identified with the target of sexism (and vice versa). The 2008 presidential election presented a unique opportunity to investigate this hypothesis. Prior to the election, 294 Ps were asked to imagine a scenario in which a classmate made a derogatory racist remark about presidential candidate Obama or a derogatory sexist remark about vice presidential candidate Palin. They then rated their affective, cognitive, and behavioral reactions to the scenario and reported their voting intentions. Consistent with previous findings, overall, Ps responded more negatively to the racist remark than to the sexist remark. However, this main effect was qualified by Ps' vot-

ing intentions: Ps who intended to vote for the republican ticket reported more negative affective (e.g., more anger), cognitive (e.g., develop a negative view of the person who said it), and behavioral (e.g., ask the person not to say things like that) reactions to the sexist remark than to the racist remark. Ps who intended to vote for the democratic ticket, on the other hand reported more negative affective, cognitive, and behavioral reactions to the racist remark than to the sexist remark. These findings suggest that people's subjective reactions to racism and sexism can be affected by their affiliation with the target of prejudice.

## D206

**CROSSED CATEGORIZATION, EVALUATION, AND FACE RECOGNITION** Nate Way<sup>1</sup>, Devin Ray<sup>1</sup>, David Hamilton<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara – We investigated the relationship between evaluative intergroup bias and errors in intergroup face recognition after crossed categorization (the combination of two social categorizations in defining a target of perception). Although evaluative intergroup bias and errors in face recognition often operate in parallel, we draw on two previously unconnected literatures to predict a dissociation between these two processes after crossed categorization. We tested this hypothesis by assessing participants' evaluations of and recognition of targets who shared two ingroups with participants, targets who shared only one ingroup with participants, and targets who shared neither ingroup. Consistent with predictions, targets' shared and unshared group memberships combined additively to affect evaluation, but targets who shared two ingroup memberships were recognized better than all other category combinations. These results document the relationship between evaluation and errors in face recognition after crossed categorization and indicate that evaluation and errors in face recognition do not necessarily respond to the same antecedents in the same way.

## D207

**AGEISM V. RACISM: AN EXPERIMENTAL EXAMINATION OF STEREOTYPES ABOUT BLACK OLDER ADULTS** Josephine A. Menkin<sup>1</sup>, Meghan G. Bean<sup>1</sup>, Jennifer A. Richeson<sup>1</sup>; <sup>1</sup>Northwestern University – Research suggests that Black Americans are associated with crime and threat while older adults are perceived as warm but forgetful. The present work examines how these conflicting stereotypes affect perceptions of older Black adults. We hypothesize that race moderates the application of the prevailing age-based stereotype that older adults are forgetful. In an online study, non-Black participants read a scenario about either a young or old, Black or White female target who leaves a store without paying for a hat; when confronted by the store manager, the target claims she forgot she was wearing the item. Participants rated how believable the woman's story was as well as how angry the manager should feel as a result of the incident. Supporting our hypothesis, participants who read a scenario featuring an older target felt the excuse was more believable than did participants who read about a younger target. There was also an effect of race, however, such that Black targets were seen as less believable than White targets. Additionally, participants thought the store manager would feel less angry toward older targets compared to young targets but would be angrier at the older Black target than the older White target. These results suggest that age and race stereotypes both impact how older Black individuals are perceived. Interestingly, however, it appears that the stereotype of warmth and forgetfulness associated with older adults is applied more readily to older White adults than to older Black adults.

## D208

**NOT MY PROBLEM: DIFFUSING RESPONSIBILITY FOR CONFRONTING PREJUDICE** Marie Danh<sup>1</sup>, Alex Lindsey<sup>2</sup>, Peggy Zizzo<sup>1</sup>, Kristen Malone<sup>1</sup>, Laura Spice<sup>1</sup>, Leslie Ashburn-Nardo<sup>2</sup>, Stephanie A. Goodwin<sup>3</sup>, Kathryn A. Morris<sup>1</sup>; <sup>1</sup>Butler University, <sup>2</sup>Indiana University-Purdue University Indianapolis, <sup>3</sup>Purdue University – Confrontation is effective in reducing prejudice (Czopp, Monteith, & Mark, 2006), yet people often fail to take action when they witness it (e.g., Swim & Hyers, 1999). The Confronting Prejudiced Responses Model (Ashburn-Nardo, Morris, & Goodwin, 2008) out-

lines obstacles people must overcome to confront prejudice; among them is taking responsibility for responding to prejudice. We hypothesize that when people witness prejudice, they may diffuse responsibility for confronting it to other bystanders. We predict people are especially likely to diffuse responsibility for confronting prejudice to targets of prejudice (i.e., African Americans or women) or authority figures (e.g., student leaders). To test this hypothesis, 330 Ps read scenarios in which a student made a racist vs. sexist remark in the presence vs. absence of a target person and in the presence vs. absence of an authority figure. Ps indicated how they would respond in the scenario. Responses from the 258 Ps who reported their reactions were coded for internal reactions (e.g., "I'd assume somebody else would do something") and external reactions (e.g., "I'd tell him that's not cool"). Both internal and external reactions were consistent with CPR Model predictions. Ps were more likely to diffuse responsibility when a target was present. In addition, Ps reported fewer external responses when a target or authority figure was present. Together, these results suggest that Ps diffuse responsibility for confronting prejudice to targets and authority figures. Thus, one reason people may refrain from confronting prejudice is that they assume someone else is responsible for confronting.

## D209

**INTERRACIAL HOOKUPS: THE EFFECTS OF RACE AND GENDER ON THE PERCEPTIONS OF SEXUAL CONSENT** OrShaundra Benson<sup>1</sup>, Midge Wilson<sup>1</sup>; <sup>1</sup>DePaul University – Research on sexual consent has been sporadic. Very little research has looked at how sexual consent is perceived or understood across different interracial contexts. Based on prior research on sexual consent, sexual script theory, and prejudice, an online research study was conducted to assess how participant gender and couple's racial composition can influence attributions of sexual consent. Participants were randomly assigned to one of four sexual scenarios in which consent granted to sexual intercourse was ambiguous. The four conditions were manipulated so that the initiator was either a Black or White male and the recipient was either a Black or White female. A 2 x 2 x 2 between subjects analysis showed that in sexual scenarios in which consent is ambiguous, participants' standards of consent were higher for same-race couples than for interracial couples. Overall, men viewed the scenarios as being more unambiguous and consensual than women regardless of the couple's racial composition. In addition, men more than women thought that "assumptive" sex is more appropriate with Black women; however, neither felt that it was appropriate for White women. Contrary to expectations, women more than men viewed the recipient as "playing hard to get" and being more accountable for defining sexual boundaries. These findings are discussed in terms of understanding how sexual consent is perceived across different interracial contexts and the role that stereotypes play in these perceptions.

## D210

**EXPLORING THE ROOTS OF DEHUMANIZATION: THE ROLE OF ANIMAL-HUMAN SIMILARITY** Kimberly Costello<sup>1</sup>, Gordon Hodson<sup>1</sup>; <sup>1</sup>Brock University – Little is known about the origins of dehumanization or the mechanisms through which dehumanization impacts outgroup prejudice. We address these issues by measuring and manipulating animal-human similarity perceptions in a human intergroup context. Perceptions of animal-human similarity were experimentally induced through editorials highlighting similarities between humans and other animals or emphasizing the human-animal divide. Emphasizing animals as similar to humans (versus humans as similar to animals, or the human-animal divide) resulted in greater immigrant humanization (even among highly prejudiced people). This humanization process facilitated more re-categorization (i.e., inclusive intergroup representations between immigrants and Canadians) and increased immigrant empathy, both of which predicted less prejudicial attitudes toward immigrants. Implications for research, theory, and interventions for dehumanization and prejudice are considered.



**D211****THE IMPORTANCE OF POSITIVE GROUP INFORMATION IN REDUCING BIAS**

Muniba Saleem<sup>1</sup>, Craig Anderson<sup>1</sup>, <sup>1</sup>Iowa State University – Although there has been a plethora of research on media stereotypes, stereotypes within a new form of media, video games, have not been studied as much. Previous work (Saleem, 2008) has demonstrated the effects of negative video game stereotypes on implicit attitudes. The main goal of this study was to test the effects of positive and negative video game stereotypes on implicit and explicit attitudes. It was hypothesized that compared to a game with no stereotypes about the group of interest, a positive stereotypic game may lower bias, while a negative stereotypic game may increase bias against the targeted group. Participants were randomly assigned to play one of the three games and were given an IAT immediately after game play. The results supported the main hypothesis. Other results revealed influences of overall media stereotypes, sources of information about groups, direct contact with the stereotyped group, and past negative explicit attitudes on current implicit and explicit attitudes. Given the prominence of negative media stereotypes about most groups and the lack of positive representation, these results become especially significant. Specifically, these findings reveal the importance of positive media stereotypes in reducing negative bias, especially in the absence of direct contact with the targeted group.

**D212****EVALUATIVE SETTINGS AND PERFORMANCE: THE IMPACT OF SOCIAL COMPARISON AND PERFORMANCE CONTROLLABILITY ON ATTENTIONAL FOCUSING.**

Alice Normand<sup>1</sup>, Jean-Claude Croizet<sup>1</sup>, <sup>1</sup>University of Poitiers – Social evaluative settings are known to disturb the cognitive performance of low status group members (e.g., African Americans, low SES members). The present work investigates how threatening social comparisons affect attention focusing. Muller and Butera (2007) revealed that upward social comparison can lead to a focusing effect of attention resulting in peripheral information neglect. Yet, other studies demonstrated that performance decrements under upward comparison occurred only when performance was considered as weakly controllable (Johnson & Stapel, 2007). In this study, we hypothesized that upward social comparison reduces attentional focus only when performance on the dimension of comparison is perceived as weakly controllable. Eighty-two participants performed a spatial cueing task alone or were forced to compare their performance with a confederate coactor's one. Participants' performance was always inferior to coactor's performance. Task instructions were manipulated: Participants were told that the task was either linked to intelligence (i.e., not controllable) or to malleable visual capacities. As predicted, the focusing effect appeared only when participants were in upward comparison and believed the task was linked with intelligence (i.e., performance was weakly controllable). Conversely, when the task was presented as being linked with visual capacities (i.e., performance was controllable), upward comparison did not increase attentional focusing anymore. The current study highlights some of the cognitive mechanisms disturbed in threatening situations in attentional terms. The deleterious effect of social evaluative settings implicating the comparison of intellectual capacities will be discussed.

**D213****THE EFFECT OF IDENTITY SALIENCE ON THE RELATION BETWEEN PERSONALITY AND PREJUDICE.**

Robin Bergh<sup>1</sup>, Nazar Akrami<sup>1</sup>, <sup>1</sup>Uppsala University – Based on self-categorization theory it has been suggested that shared views of group members regarding right-wing authoritarianism (RWA) and/or prejudice can wash out the well-documented relation between these constructs. This has been investigated by manipulating salience of different identities. However, previous research has generated inconclusive support for this reasoning. Although it has been hypothesized that weak correlations between RWA and prejudice can result from changes of variance on both constructs, the effect on RWA scores has never been empirically demonstrated. Some studies have placed RWA (or social dominance orientation - SDO) before the manipu-

lation and the prejudice measure(s) after it whereas one study has placed both RWA and prejudice after the manipulation. Consequently, the specific effect of the manipulation on RWA (or SDO) is unknown. In this experimental study (N = 122) we addressed this question by adopting a pre- and a post-manipulation measurement of RWA and SDO under conditions of personal identity, national identity or control (no identity manipulation). Extending previous research, we also introduced basic personality factors from the Big-Five model (Agreeableness and Openness to Experience) as further predictive variables. The results revealed no differences in correlation strength across identity conditions, neither for the pre- nor post-manipulation measurement of RWA, SDO, Agreeableness or Openness to Experience. Importantly, lacking differences between correlations based on pre- and post-manipulation measurement, in combination with lacking differences across conditions, indicated that neither prejudice nor predictive variables were affected by identity salience. Thus, we found no support for the hypothesis from self-categorization theory.

**D214****DO EMOTIONS OF GROUP SYMPATHY AND GUILT CHANGE PRIVILEGED GROUPS' VIEWS OF RACISM AND AGEISM?**

Mary Inman<sup>1</sup>, <sup>1</sup>Hope College – Does feeling guilty about one's group privilege change his/her views of this inequality and other inequalities? Two studies manipulated feelings of ingroup pride and guilt and outgroup sympathy. Extending Harth et al. (2008), we predicted that guilt and sympathy (but not pride) would widen young Caucasians' views of racism and ageism. The method was similar across studies, except Study 1 focused on racism and Study 2 focused on ageism. At pre-test, all participants indicated the extent to which several acts against Blacks reflected racism and several acts against older people reflected ageism. Sixty-three (Study 1, 65 in Study 2) young Caucasians then came to the lab several weeks later. They read fake news stories that manipulated the group-focus and legitimacy of racial (or age) inequality in employment. These manipulations created feelings of group pride, guilt, or sympathy. We assessed their emotions (possible mediators), perceptions that the hiring situation reflected discrimination, attitudes and behavioral intentions to compensate the unhired, and post-test perceptions of ageism and racism. Results were generally consistent across studies. Guilt and sympathy enhanced (pride hindered) behavioral compensation and perceptions that the hiring reflected discrimination. Feeling sympathy for the outgroup about one form of discrimination was related to perceiving other forms of inequality as discrimination (e.g., feeling sympathy for Blacks led participants to see negative events to older people as ageism). However, Study 1 participants failed to say that other anti-Black behaviors reflected racism. Results suggest the utility and limitations in using emotional appeals to change perceptions.

**D215****STEREOTYPE THREAT EFFECTS ON AFRICAN AMERICANS' IMPLICIT SELF-CONCEPTS**

May Ling Halim<sup>1</sup>, Joshua Aronson<sup>1</sup>, David M. Amodio<sup>1</sup>, <sup>1</sup>New York University – The detrimental effect of stereotype threat on African Americans' test performance is well-documented, yet little is known about the effect of stereotype threat on African Americans' academic self-concepts. Prior correlational research has suggested that stereotype threat is linked to the clarity of the academic self-concept. The present research addressed this issue experimentally. African American and White participants completed a difficult reading comprehension exam under conditions of stereotype threat or no threat. In the stereotype threat condition, participants were told that the exam provided a genuine test of their verbal abilities and limitations. In the no threat condition, participants were told that the exam explored the problem solving process. After taking the exam, participants completed a reaction time task in which they categorized whether positive ("intellectual") and negative ("brainless") academic-related words described themselves ("me" or "not me"). Response latencies to positive versus negative words provided an implicit measure of the accessibility of their academic self-concept evaluation. Results for exam performance replicated past research, such that

African Americans performed worse in the stereotype threat compared to the no threat condition, whereas Whites' performance did not differ by condition. Furthermore, following exam completion, African Americans in the stereotype threat condition categorized negative academic-related words more quickly than African Americans in the no threat condition, whereas Whites did not show this effect. These findings suggest that stereotype threat affects the implicit activation of the academic self-concept of African American students, such that it increases the accessibility of negative academic attributes.

#### D216

**HOW CHRISTIAN BELIEFS RELATE TO LESS PREJUDICED ATTITUDES TOWARD HOMOSEXUALS** Thomas E. Ford<sup>1</sup>, Sara Soyars<sup>1</sup>, Andrew Johnson<sup>1</sup>, Sarah M. Jennings<sup>1</sup>; <sup>1</sup>Western Carolina University – Ford, VanVale, Brignall and Macaluso (2009) demonstrated that, when controlling for the effects of right wing authoritarianism, acceptance of orthodox Christian beliefs was associated with less negative attitudes toward homosexuals. The present study extends those findings by demonstrating that the relationship between endorsement of Christian beliefs and attitudes toward homosexuals is mediated by motivation to respond without prejudice specifically derived from one's Christian faith. In a correlational study, 18 male and 46 female heterosexual participants completed the Altemyer's (1996) Right-Wing Authoritarian Scale (RWA), Fullerton and Hunsberger's (1982) Christian Orthodoxy Scale (CO) assessing the extent to which people endorse central tenets of Christianity, Bassett et al.'s (2003) Modified Motivation to Control Prejudice Scale measuring the extent to which one's desire to respond without prejudice toward homosexuals is derived uniquely from one's convictions as a Christian and Larsen, Reed and Hofaman's (1980) Heterosexuals' Attitudes toward Homosexuals Scale (HATH). We separated items on the HATH into those that reference homosexuals and those that reference homosexuality. When RWA and CO were entered simultaneously into a regression analysis, CO related positively to scores on the homosexual referent scale ( $\beta = .2, t = 1.97, p = .05$ ) but not to scores on the homosexuality referent scale ( $\beta = .04, ns$ ). Furthermore, scores on the Modified Motivation to Control Prejudice Scale mediated the relationship between CO and attitudes toward homosexuals. Together, these findings identify orthodox Christian beliefs as a basis for an internal standard of non-prejudiced conduct toward homosexuals.

#### D217

**ECOLOGICAL PRIMING AND A LOW-TECH IAT: DO CHURCHES BREED PREJUDICE?** Jordan LaBouff<sup>1</sup>, Megan K. Johnson<sup>1</sup>, Wade C. Rowatt<sup>1</sup>; <sup>1</sup>Baylor University – The constructs of religiousness and spirituality demonstrate some paradoxical relationships with related constructs. Religiousness appears to be related to both positive and negative outcomes (e.g., charitable donations, prejudice.) Several recent studies (e.g., Preston & Ritter, 2009; Wenger, 2003) have attempted to elucidate these relationships by manipulating levels of religiousness through priming methods. These methods, however, often suffer from a lack of ecological validity. Expanding on research by Berger, Meredith, & Wheeler (2008), the present study attempted to manipulate religiousness and related constructs by placing 277 undergraduate students in either a religious context (i.e., protestant sanctuary) or a control context (i.e., a university classroom.) Implicit prejudice towards gay men and lesbians was assessed utilizing a low-tech Implicit Association Test (IAT) methodology (Lemm, et al., 2008). The implicit measure of sexual prejudice demonstrated associations with political conservatism, explicit sexual prejudice, religious fundamentalism and authoritarianism. Religious importance, self-reported spirituality, and intrinsic religiousness also explained unique variability in the implicit measure whereas the quest religious orientation was negatively associated with prejudice. Examination of within-subjects effects of religious or control context demonstrated that explicit measures of prejudice towards outgroups (e.g., gay men and lesbians, non-Christian religions, atheists, rival universities,

etc.) were higher across both face-to-face contexts. Implications for priming methodologies and implicit attitude measurement techniques are discussed.

#### D218

**SOCIALIZED MEDICINE VS. UNIVERSAL HEALTHCARE: SUPPORT AMONGST THE POLITICALLY ACTIVE BY POLITICAL ORIENTATION, ATTRIBUTIONS, AND EMOTIONS TOWARDS PROGRAM RECIPIENTS.** Geoffrey Wetherell<sup>1</sup>, Melody Sadler<sup>2</sup>; <sup>1</sup>De Paul University, <sup>2</sup>San Diego State University – Although a majority of Americans desire "government guaranteed" healthcare, support for it seems to diverge when it is called "socialized medicine", with 70% of democrats in favor of the idea, and 70% of republicans unsupportive of it (<http://www.physorg.com/news122214361.html>). Research suggests that more conservative people may perceive beneficiaries of "socialized medicine" (as opposed to "universal healthcare") as violating individualism more, as possessing more responsibility for poor circumstances than liberals, and may react to them with more anger than sympathy. This could decrease support for "socialized medicine" as opposed to "universal healthcare." To assess whether politically active individuals react to policy titles, and whether policy titles elicit perceptions of value violations, attributions of responsibility, and emotional reactions, conservative and liberal meet-up groups were surveyed. Although the association between political orientation and support did not depend on policy title, there was evidence of mediation by attributions of responsibility and emotional reactions in a different fashion than predicted. Political orientation predicted emotional reactions and attributions of responsibility simultaneously, and emotional reactions influenced support through attributions of responsibility. More conservative individuals reacted with more anger than sympathy, attributed more responsibility to public healthcare recipients, and were less supportive of public healthcare than liberals. Results suggest that the emotional reactions of politically active people may not influence support directly, but through attributions of responsibility. Therefore, attempting to influence both emotional reactions, as well as attributions of responsibility, may be an effective way to garner policy support from politically active people.

#### D219

**THE DEVELOPMENT OF INTERNAL AND EXTERNAL MOTIVATION TO RESPOND WITHOUT PREJUDICE** Lindsay B. Sharp<sup>1</sup>, Patricia G. Devine<sup>1</sup>; <sup>1</sup>University of Wisconsin-Madison – A shortcoming of the literature on internal and external motivations to overcome prejudice is that it has not explored how or why these motivations develop. Building on developmental models for how children make decisions about what is right and wrong (Smetana et al., 1993), we created an interview to assess whether children of different ages thought racial discrimination violated social conventions or moral rules. The interview involved 5-6 and 8-9 year olds responding to items assessing the seriousness, generalizability, contingency on rules and authority, and deserved punishment for race-based exclusion. We found that older children were more likely to think that race-based exclusion violated moral principles whereas younger children were more likely to think it violated social conventions. These findings suggest external motivation is evident as early as 5 years of age, with internal motivation coming online around age 7. This developmental trend is consistent with other research documenting decreases in racial bias around age 7 (Bigler & Liben, 1993) and self-presentation strategies as early as age 6 (Rutland et al., 2005). It is also consistent with the process of internalization proposed in self-determination theory (Deci & Ryan, 2000), which proposes that a person may come to identify with a set of external standards and then assimilate those standards into his/her personal beliefs. Future work should further integrate research on cognitive-moral development and racial bias to explore the development of motivations to respond without prejudice, with an emphasis on how to promote the transition from external to internal regulation.

**D220****WHEN IMPLICITLY AND EXPLICITLY MEASURED RACIAL ATTITUDES ALIGN: THE ROLE OF HONEST REPORTING**

Joy E. Phillips<sup>1</sup>, Michael A. Olson<sup>1</sup>; <sup>1</sup>University of Tennessee – Previous research has shown that individuals' explicitly measured attitudes often do not align with their implicitly measured attitudes, particularly with regard to race (Devine, Plant, Amodio, Harmon-Jones, & Vance, 2002). In other domains, however, urging participants to report opinions truthfully has produced greater consistency between implicitly and explicitly measured attitudes (Olson, Fazio, & Herman, 2007). We investigated whether honest reporting can reduce some of the discrepancy between implicitly and explicitly measured racial attitudes. In the current study, half of the 42 participants received instructions to report their attitudes toward African-Americans as honestly and accurately as possible, while the other half did not. Following this, all participants completed measures related to their attitudes toward African-American, including an Implicit Association Test (IAT), the Modern Racism Scale (MRS), and a feeling thermometer. Results indicated that when they were in the Honest condition, participants' MRS scores and their preferences for Whites over Blacks (as indicated by the feeling thermometer) were significantly associated with their IAT scores (with some correlations as high as .77). For those in the Control condition, there was no significant association between any of the explicit measures and the IAT, indicating that measures of participants' attitudes were still quite divergent. Further analysis indicated that there were no differences between the means of the Honest and Control conditions. That is, participants who were told to be honest did not merely report higher/lower prejudice; they appeared to adjust their explicit responses to be more similar to their implicitly measured attitudes.

**D221****DOES REDUCING INTERGROUP BIAS LEAD TO GROUP-BASED STEREOTYPING?**

Kunio Ishii<sup>1</sup>, Makoto Numazaki<sup>1</sup>; <sup>1</sup>Tokyo Metropolitan University – It has been well demonstrated that recategorization that brings groups together reduces intergroup bias. Brown & Hewstone (2005) suggested that if intergroup differentiation is not maintained and subgroups don't have functional complementarity, recategorization might not reduce intergroup bias. But intergroup differentiation and functional complementarity might lead to group-based role stereotyping. Present studies tested whether recategorization that brings men and women together after differentiating them would lead not only to favoritism toward opposite sex, but also to gender role stereotyping. In two studies we manipulated participants' representation of both differentiation and recategorization between men and women by using word classification tasks. In the first step, to manipulate differentiation, participants in differentiation condition repeatedly classified names of men and women into different categories, while participants in non-differentiation condition did not. In the second step, to manipulate recategorization, participants in recategorization condition repeatedly classified names of men and women into same category, while participants in non-recategorization condition did not. After these manipulations, we measured explicit gender attitude and stereotyping of male and female participants (study 1), or implicit gender attitude and stereotyping of male participants (study 2). In study 1, participants in the differentiation-recategorization condition rated opposite sex more favorably than other conditions ( $F(3, 62)=3.42, p<.05$ ). In study 2, male participants in the differentiation-recategorization condition exhibited stronger implicit stereotyping toward women than other conditions ( $F(1, 94)=4.05, p<.05$ ). These results suggest that reducing intergroup bias sometimes leads to group-based stereotyping.

**D222****THE EFFECTS OF PRIMING OF A THREATENING OUT-GROUP ON MEN'S BENEVOLENT SEXISM AND GENDER-RELATED SELF-STEREOTYPING**

Makoto Numazaki<sup>1</sup>, Kumiko Takabayashi<sup>2</sup>, Kunio Ishii<sup>1</sup>, Kaori Sasaki<sup>1</sup>, Yoichi Amano<sup>1</sup>; <sup>1</sup>Tokyo Metropolitan University, <sup>2</sup>Hitotsubashi University – System justification theory proposes that prejudice and stereotyping serve to maintain the status quo and bolster the legitimacy of the existing system. We examined the effects of priming of a threatening out-group on men's benevolent sexism and gender-related self-stereotyping. We hypothesized that male participants primed with a threatening out-group would show higher benevolent sexism and strengthen gender-related self-stereotyping. In Study 1, Japanese male undergraduates were instructed to write what they knew about North Korea (one of the most threatening countries for Japanese) or EU. Then, participants read a profile of either a housewife or a career woman and rated the target on several dimensions. After these ratings, they completed Benevolent Sexism (BS) Scale. Consistent with the hypotheses, first, participants primed with North Korea rated the housewife more favorably than those primed with EU. Second, participants primed with North Korea showed higher BS only when they rated the housewife. In Study 2, after the out-group priming used in Study 1, Japanese male undergraduates, who had completed BS scale in advance, rated themselves on 10 positive masculine traits, 10 negative masculine traits, 10 positive feminine traits, and 10 negative feminine traits. Results showed that participants with high BS in the threatening out-group priming condition rated themselves as more masculine, but only on negative traits. These results suggest that threats to the existing system would increase not only men's benevolent sexism but also gender-related self-stereotyping.

**D223****IDENTITY INCONGRUENCE AND BLACK AMERICAN PSYCHOLOGICAL WELL-BEING**

Kendrick Brown<sup>1</sup>, Nkayo Drepaul<sup>1</sup>, Jade Johnson<sup>1</sup>, Carolyn Klingensmith<sup>1</sup>, Hannah Johnson<sup>1</sup>; <sup>1</sup>Macalester College – In recent years, diversity within the U.S. Black community has increased due to immigration from African and Caribbean countries and greater willingness to claim a multiracial identity. Due to this increasing diversity, incongruence between self-selected ethnicity and ethnic categorization by others may occur. This study investigates the psychological consequences for individuals who experience ethnic identity incongruence. Participants included 105 self-identified U.S. Black college students. The experiment led participants to believe that they would be interacting with a partner who they would meet later in the experiment. This "partner" provided a first impression of the participant's ethnicity that was either the same as or different from the participant's self-selected ethnicity. After receiving their "partner's" response, participants completed a questionnaire containing the psychological well-being dependent measures assessing positive and negative affect, state self-esteem, depression, and perceived stress. Results indicated significant interaction between participants' self-selected ethnicity and the identity congruence manipulation. Africans, Caribbeans, and African Americans reported decreased negative affect when experiencing identity incongruence compared to Biracial individuals reported increased negative affect. Also, Africans, Caribbeans, and African Americans showed little change in state self-esteem when experiencing incongruence compared to the congruence condition. Conversely, Biracial individuals displayed lower state self-esteem in the incongruence compared to congruence condition. Lastly, Biracial individuals reported significantly higher depression in the incongruence versus congruence condition, while African, Caribbean, and African American persons did not show any appreciable mean difference between the conditions. Discussion of these results focuses on the impact of ethnic identity incongruence for Black Americans.

**D224****HOW TO IMPEDE JUSTIFICATION IN THE DISCRIMINATION CONTEXT?**

Stephanie Delroisse<sup>1</sup>, Ginette Herman<sup>1</sup>, Vincent Yzerbyt<sup>1</sup>; <sup>1</sup>Catholic University of Louvain – Past research has shown that individuals justify their unfavorable behavior toward outgroups in non-racial terms (Crandall & Eshleman, 2003; Dovidio & Gaertner, 1998): they dismiss outgroup applicants arguing for their lack of qualifications (Esses, Dietz, & Bhardwaj, 2006; Mullen & Dovidio, 1992), but, when qualifications are held constant across ingroup and outgroup applicants, they use superfluous information (i.e., hobby) as a justification (Delroisse, Herman, Yzerbyt, in prep). The present study focused on the process assumed to inhibit the use of superfluous information as justification. We present either hobbies without any comment ("Hobbies" condition) or hobbies explicitly described as irrelevant ("Irrelevant hobbies" condition) or as equally useful ("Hobbies equally useful" condition) to determine whether the applicants fit with the job profile. Moreover, a control condition (no information about hobbies) was presented. We assumed that the participants in the hobby condition would hire more ingroup applicants than outgroup ones, compared to the other three conditions, because they should use the superfluous information as justification. Results confirm our hypothesis and are interpreted in the light of justification processes: favoritism toward the ingroup exists only when decision makers are able to justify their choice with a factor other than ethnic origin. This study goes beyond previous studies by showing how to impede justification processes when ingroup members possess superfluous information.

**D225****GRANDPA IS NOT SLOW BUT KIND: THE EFFECTS OF REPLACEMENT THOUGHT STRATEGY ON STEREOTYPE SUPPRESSION** Yoshika

Tado'oka<sup>1</sup>, Koji Murata<sup>1</sup>; <sup>1</sup>Hitotsubashi University – This research examined the effective replacement thought strategy for preventing the rebound effect (i.e. increased stereotype accessibility after stereotype suppression). Past research has shown that using the counterstereotype (i.e. the elderly is competent) as a replacement thought could not be successful in diminishing the rebound effect, because the counterstereotypes were difficult to generate. A model of stereotype content indicates that stereotypes consist of two dimensions: competence and warmth. Therefore, in this research, we hypothesized that on suppressing the one dimension of stereotypes (i.e. incompetence) the other dimension (i.e. warmth) could be an effective and practical replacement thought. Specifically, we tested that participants who suppressed the incompetence-related aspects of elderly stereotypes didn't experience the rebound effect if they used warmth-related aspects of the elderly as replacement thoughts. Experiment 1 confirmed the rebound effect after suppressing incompetence-related aspects of the elderly, and experiment 2 examined the effect of replacement thought strategy using the other dimension. Participants imagined an elderly man working at a store, and described his short narrative essay in 5 minutes. Half of them were instructed to suppress his incompetence-related aspects in the description, while others were instructed to focus on his warmth-related aspects. After the filler task, participants read a text about a target individual, and rated him/her on competence. As predicted, participants who thought the warmth-related aspects experienced the rebound effect significantly less than those who suppressed the incompetence-related aspects. We discussed the validity of using the other dimension of stereotypes to prevent the rebound effect.

**D226****PERCEIVING MULTIPLE CATEGORIES LEADS TO FUNCTIONAL FLEXIBILITY IN STEREOTYPE CONSTRUCTION** Angela Maitner<sup>1</sup>, Richard Crisp<sup>2</sup>; <sup>1</sup>American University of Sharjah, <sup>2</sup>University of Kent – Research on

impression formation has generally regarded stereotypes as stable and invariant cognitive structures that endure across time and context or as contextually-sensitive and malleable, with emergent properties depending upon situational constraints. We argue that perceiving multiple identities in an unrelated individual before thinking about a group can

functionally influence whether people generate stereotypes that reflect more long-standing, context independent structures, or more situationally-reflexive, context-dependent construals. In 3 studies, participants generated multiple possible categorizations for an elderly individual or simply thought about what that individual was like, before listing (Study 1) or selecting (Studies 2 and 3) traits to describe the group 'students' either in contrast to or simply in reference to another group. Quantitative and qualitative analyses of stereotype content show that individuals who are asked to think about multiple bases for categorizing an individual are subsequently able to retrieve context-independent stereotypes or construct context-dependent stereotypes about students, depending on which is more functional to the group judgment. Individuals who are not asked to think about multiple bases for categorizing others construct context-dependent stereotypes in all cases. We argue that thinking about multiple bases for categorizing others elicits "functional flexibility" in impression formation that has important generalized effects for perceptions of and expectations about other individuals and groups.

**D227****RECOGNIZING PERSONAL EXPERIENCES OF DISCRIMINATION: IMPACT OF ESSENTIALIST BELIEFS OF GROUP DIFFERENCES AND SOCIAL STRUCTURE.**

Nobuko Asai<sup>1</sup>, Minoru Karasawa<sup>2</sup>, Tomohiro Kumagai<sup>1</sup>, Nobuyoshi Kawashima<sup>1,3</sup>; <sup>1</sup>Tohoku University, <sup>2</sup>Nagoya University, <sup>3</sup>The Japan Society for the Promotion of Science – Members of socially disadvantaged groups are often discriminated simply because of their group membership. Nevertheless, they frequently fail to recognize such negative experiences as discrimination. The present study aimed to test two hypotheses: (1) The essentialist belief of inter-group difference and (2) the immutability belief of social structure would inhibit the recognition of personal experience of discrimination. We conducted a survey in Tokyo and obtained answers from 445 respondents (response rate = .37). We analyzed data from 209 female respondents (mean age = 53.36; age range = 20-84) for the present purpose. Consistent with our hypotheses, respondents who considered gender difference as determined by biological essence were more hesitant to report the experience of "gender discrimination". This essentialist belief appeared to justify and/or rationalize the gender inequality. Furthermore, among the respondents who did not essentialize the gender difference, stronger beliefs in immutability of social structure were associated with lower level of likelihood of acknowledging discrimination. When disadvantaged group member believed that the gender inequality was not biologically determined but socially constructed, the immutability belief of social structure would strengthen the perceived stability of discrimination and the negative impact of recognizing discrimination. Thus, they avoid recognizing themselves as targets of negative discrimination to protect mental health. In sum, our study indicates that the beliefs about inter-group difference and social structure play crucial roles in recognizing personal discrimination and consequences of it. Implications of theories about coping strategies for discrimination are discussed.

**D228****DOES THE EXPERIENCE OF DISCRIMINATION ACTIVATE THOUGHTS ABOUT ALCOHOL?** Katarzyna Banas<sup>1</sup>, Laura Smart Richman<sup>2</sup>; <sup>1</sup>VU University Amsterdam, <sup>2</sup>Duke University – Although African Americans

drink less alcohol than Caucasians, their rates of problematic drinking are relatively high. Research findings suggest that discrimination may be contributing to this paradox, since experiencing discrimination is associated with more alcohol use, and more substance use in general. However, the exact mechanisms by which discrimination increases drinking have not been found. In three studies, we tested whether recalling, watching, or experiencing discrimination primes minority members for thoughts about alcohol. We measured mental accessibility of alcohol-related concepts using an adapted Stroop task and a Lexical Decision Task. The results suggest that discrimination does have a priming effect on alcohol-related thoughts. However, the effect was moderated by

aspects of racial/ethnic identity: private regard, public regard, and ethnic behaviors, indicating that a strong racial identity may protect African Americans from the negative effects of discrimination.

#### D229

**REFLEXIVE REJECTION: UNCONSCIOUS DEHUMANIZATION AND IMPLICIT THREAT COMPOUND TO MOTIVATE SOCIAL DISTANCING** Orly Weltfreid<sup>1</sup>, Andres G. Martinez<sup>2</sup>, Paul K. Piff<sup>2</sup>, Rodolfo Mendoza-Denton<sup>2</sup>, Stephen P. Hinshaw<sup>2</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of California, Berkeley – Nonstigmatized individuals, despite professing egalitarianism, frequently socially exclude stigmatized outgroup members. Recent research has illuminated this incongruity by showing that implicit (or unconscious and automatic) processes can evoke discrimination. Whereas most studies emphasize the effects of a single implicit attitude, we demonstrate how a confluence of implicit attitudes can motivate behavior. In the present study (N = 76), we focused on implicit attitudes toward an extreme outgroup (persons with a mental illness label). Results attest to the compounding effects of automatic processes: unconscious dehumanization and implicit perceptions of threat interactively combined to predict motivations for social distance. Hierarchical linear regression analysis showed that these interacting implicit attitudes had unique explanatory power, above and beyond explicit measures. We discuss the implications of these results for theories of attitudes and intergroup relations. Finally, we address how these results can inform stigma reduction interventions.

#### D230

**DOES PERCEPTION OF A COMMON GOAL INCREASE THE TENDENCY TO STEREOTYPE?** Jason Emory<sup>1</sup>, Yarrow Dunham<sup>1</sup>; <sup>1</sup>University of California, Merced – Previous research investigated how different properties of social groups influence the degree to which those groups are stereotyped. For example, groups thought of as entitative, i.e. as cohering into a single unified whole, are more strongly stereotyped (e.g. Spencer-Rodgers, Hamilton, and Sherman 2007). Expanding this investigation to other group-related properties, we previously used rating studies to show that explicit stereotype endorsement is most influenced by perceptions of group member similarity and perceptions of group members sharing a common goal (Emory & Dunham, 2009, SPSP). The current study employs an experimental design to explore the less intuitive finding that perception of common goals increases stereotyping. 116 undergraduates participated in this experiment. Each participant read descriptions of several fictional yet familiar real groups and one description of a completely novel group, in which level of common goal (common goal or no common goal) varied as a between participants factor. Participants rated how strongly new information learned about a single member of one of these groups generalized to other members of the same group. We predicted that descriptions of groups emphasizing shared goals would lead to greater stereotyping. This prediction was confirmed, but only for novel groups. Stereotyping of real groups such as sports teams were not affected by the common goal manipulation. This may be because stereotypes of real groups are already quite entrenched such that our relatively subtle manipulation was insufficient to affect judgments. Future work will extend these findings to implicit stereotyping and to a wider range of social groups.

#### D231

**AN APPLE A DAY KEEPS THE THREAT AWAY: OVERALL HEALTH MODERATES PERFORMANCE IN EVALUATIVE TESTING SITUATIONS** Allyce H. Monroe<sup>1</sup>, David M. Marx<sup>1</sup>; <sup>1</sup>San Diego State University – Considerable research has focused on stereotype threat and its effects on minority students' academic performance. One issue that has not yet been addressed is whether other antecedent risk factors, such as poor overall health, may increase minority students' susceptibility to stereotype threat. Accordingly, the present research provides an investigation of how overall health (i.e., one's general level of physical well-being) interacts with stereotype threat. Given that poor health interferes with one's ability to cope with stressful situations (Spencer-Rogers & Collins, 2006),

we argue that overall health may moderate the effects of stereotype threat, such that minority students with poor overall health will be less resilient and able to cope with the threat of negative stereotypes. We conducted an experiment in which Latino and White participants were placed into an evaluative testing situation and then completed a verbal exam. After the exam participants completed a survey that was ostensibly part of a University initiative on student health and lifestyle. Results showed that, in general, Latino participants underperformed compared to White participants. More important, certain health factors, poor dietary habits and frequent illness, moderated participants' performance. Not surprisingly, all participants performed worse when they were frequently ill. However, poor dietary habits magnified the performance gap between Latino and White participants, such that Latino participants with poor dietary habits performed even worse than their White counterparts. Our findings suggest that certain, perhaps controllable lifestyle choices may further undermine Latino students' ability to cope with evaluative testing situations.

#### D232

**STEREOTYPES AND HARSH IMMIGRATION POLICY ENFORCEMENT** Hyo Yeon Kim<sup>1</sup>, Christine Reyna<sup>2</sup>; <sup>1</sup>Arizona State University, <sup>2</sup>DePaul University – In contemporary American society, people have strong, polarized attitudes toward immigration. An example of such radical anti-immigration attitudes is the Minuteman Project—a group of non-government civilians who patrol the Mexican border. Some minutemen illegally carry weapons with them, and have used overly aggressive tactics while patrolling the border. Anti-immigration laws and attitudes can have severe consequences for both legal and undocumented immigrants. People commonly say they oppose immigration for economic reasons; however, there is evidence that people's attitudes toward immigration vary based on the immigrant group. We wanted to ask if stereotypes play a role in driving immigration attitudes. By administering online questionnaires to introductory psychology students, we examined the associations between 47 stereotypes and 5 immigrant groups. We further investigated the correlation between these traits and how much support people showed for enforcement of harsh immigration policies. Many stereotypes associated with each immigrant group were significantly correlated to harsh policy enforcements, while others were not. Many of the significant stereotypes overlapped across different immigrant groups. We found positive stereotypes like "friendly" to be significantly correlated with opposition to harsh policy enforcement; however, negative stereotypes like "revengeful" were positively correlated with the enforcement of harsh policies. Some stereotypes benefited immigrant groups by framing them positively, while others did not. This issue becomes a problem because some of the negative stereotypes positively correlated to harsh policy enforcement are not controllable. Such stereotypes include "short" and "raised in poverty." Future research could investigate whether the attributional context of stereotypes drives immigration attitudes.

#### D233

**DEATH CAN BE SURPRISING: MORTALITY SALIENCE AND ATTENTIONAL CONTROL INFLUENCE STARTLE REACTIONS TO OUTGROUP AND INGROUP MEMBERS** Dragos Petrescu<sup>1</sup>, Kees van den Bos<sup>1</sup>, Floris Klumpers<sup>2</sup>, Leon Kenemans<sup>2</sup>; <sup>1</sup>Department of Social and Organizational Psychology, Utrecht University, The Netherlands., <sup>2</sup>Department of Experimental Psychology and Psychopharmacology, Utrecht University, The Netherlands. – This study investigated the influence of mortality salience (MS) and attentional control on ingroup favoritism and outgroup derogation, at a basic biological level. University students (N = 39) filled in a questionnaire measure of attentional control and subsequently were led to contemplate their mortality, or a control topic. Their eye-blink responses to a startle probe were measured while they viewed pictures of outgroup members (Arab people) and pictures of ingroup members (Dutch people). As expected, MS led to stronger eye-blink responses toward Arab people, and decreased eye-blink responses toward Dutch people, but

only for low attentional control participants. This result suggests that the biases that MS promotes are already present at a physiological level, and therefore may not be dependent on consciousness. However, the reflexive processes involved in the startle may still be modulated by effortful, top down processes involved in attentional control.

#### D234

**ACCOUNTABILITY, PREJUDICE, AND JUROR DECISION-MAKING: WHEN CAREFUL TRIAL PROCESSING HEIGHTENS RACIAL BIAS** Michael Leippe<sup>1</sup>, Donna Eisenstadt<sup>2</sup>; <sup>1</sup>John Jay College of Criminal Justice, CUNY, <sup>2</sup>Illinois State University – Racial bias can increase convictions of Black defendants (Mitchell et al., 2005), or lower convictions when jurors are concerned with being egalitarian (Foley & Pigott, 2002). Increasing accountability may increase the former, negative bias. Accountable individuals are more likely to consult their beliefs. If jurors believe Blacks are more likely to commit a crime, this should influence their evidence evaluation (Jones & Kaplan, 2003). Also, individuals are less likely to suppress prejudice when self-accountable. Forty-seven non-Black students read a computer-presented robbery-murder trial transcript that included photographs of trial participants. The defendant was either Black or White. Low-accountability participants were instructed to “consider the case carefully.” High-accountability participants were told the study involved a real trial with known verdict and actual guilt, and was a Justice Department-commissioned study of reasoning ability. Participants cast verdicts and rated (11-point scale) their verdict certainty. The conviction rate was lower when the defendant was Black (vs. White; 25.0% vs. 87.5%) under low accountability, but higher when the defendant was Black (100.0% vs. 55.6%) under high accountability. Simple effects analysis of guilt-certainty (verdict coded -1 and +1 multiplied by certainty) revealed, when the defendant was Black (vs. White), guilt-certainty was significantly lower under low accountability ( $M_s = -2.50, 6.88$ ) and significantly higher under high accountability ( $M_s = 7.00, 1.67$ ). Low accountability was associated with “reverse discrimination,” perhaps due to egalitarian self-image concerns. Yet negative racial bias emerged when mock-jurors were accountable. As found in persuasion (cf. Petty & Wegner, 1998), careful message processing can increase bias.

#### D235

**WHEN THE STIGMATIZED EXPERIENCE ANXIETY: THE INFLUENCE OF ETHNICITY SALIENCE AND IMPLICIT SELF-STEREOTYPING ON ANXIETY** Stefanie Paredes<sup>1</sup>, Luis Rivera<sup>1</sup>; <sup>1</sup>California State University, San Bernardino – Research shows mixed evidence for stigmatized individuals’ experiences of anxiety, with some data demonstrating disproportionately heightened anxiety, whereas other data show null effects. To address these divergent findings, we developed and tested a hypothesis at the intersection of clinical cognitive models of anxiety and self-concept theories. Specifically, we posit that stigmatized individuals who negatively self-stereotype possess a perceptual mechanism for detecting potential environmental threats; when this information processing bias is activated, the consequence is heightened anxiety. In an initial test of this hypothesis, we experimentally manipulated the salience of Latino and White participants’ ethnic identity by asking them to complete a brief demographic section that included their ethnicity (participants in the control condition did not complete this procedure). Then, we administered two Implicit Association Tests to assess participants’ association between the self and (a) general Latino stereotypes (e.g., lazy, poor) and (b) a specific Latino stereotype, unintelligence, followed by measures of trait and state anxiety. Results showed that when their ethnicity is made salient, Latino participants experience heightened anxiety if they implicitly self-stereotype, relative to all comparable groups including Latino participants in the control condition and White participants in general. Furthermore, these results were not explained by trait anxiety, as suggested by extant theories. By providing support for a social cognitive perspective of anxiety, we suggest that this research has implications for the mental health disparities of stigmatized individuals.

#### D236

**BELIEFS ABOUT GENDER AND SEXUAL BEHAVIOR AND ATTITUDES TOWARD GAY MEN** T. Andrew Caswell<sup>1</sup>, Jennifer Bosson<sup>1</sup>; <sup>1</sup>University of South Florida – Research on sexual prejudice suggests that heterosexual males high in sexual prejudice tend to have negative affective reactions to gender non-conforming gay men and to depictions of male homosexual sex acts. At the same time, qualitative research suggests a link between perceptions of status, power, and masculinity and male sexual behavior. The purpose of the current research was to assess the relative influence of sex role behavior independent of gender role behavior on sexual prejudice. Two hundred forty-three participants (134 women) read vignettes about a gay man who varied in both sexual behavior (active/penetrative, passive/receptive) and in gender role behavior (feminine, neutral, masculine). A multiple regression analysis found a four-way interaction of sexual prejudice x participant gender x gender role x sex role on disgust (controlling for anger). A simple slopes analysis found that for male participants, sexual prejudice predicted disgust in response to targets whose sexual behavior was consistent with their gender role behavior. Males high in sexual prejudice responded to the feminine/passive, masculine/active, and neutral/active targets with greater disgust than males low in sexual prejudice. However, sexual prejudice did not predict disgust responses to TARGETS whose sexual behavior was inconsistent with their gender role behavior (feminine/active, neutral/passive, and masculine/passive targets). These results suggest that, whereas sexual prejudice predicts disgust reactions to gender-role-consistent gay men, men who exhibit gender-role-inconsistent sexual behavior elicit just as much disgust among low and high homophobic men.

#### D237

**MEANINGFUL NEGATION AS A TOOL TO MODIFY AUTOMATIC RACIAL ATTITUDES** India Johnson<sup>1</sup>, Richard Petty<sup>1</sup>; <sup>1</sup>The Ohio State University – The Meta-Cognitive Model (MCM) of attitudes holds that an attitude object can be associated with both positive and negative evaluations, and that people can “tag” their evaluative associations as true or false, or with varying degrees of confidence. Importantly, a stereotype – a specific belief – can also be held with varying degrees of confidence, and reducing the confidence with which a stereotype is held, through negation for instance, should potentially reduce the automatic activation of racial prejudice. The present research examines whether meaningful negation training – training individuals to think “That’s wrong!” when presented with stereotype-consistent information – can successfully reduce the automatic activation of racial prejudice. Participants were randomly assigned to one of two training conditions: to either meaningfully negate stereotype-consistent information or to meaningfully negate stereotype-inconsistent information. Participants completed an evaluative priming measure of racial prejudice before and after training. As predicted, participants who engaged in meaningful negation of stereotype-consistent information significantly reduced their levels of automatic racial prejudice relative to those who negated stereotype-inconsistent information. Furthermore, this effect was moderated by participant’s motive to control for prejudice reactions (MCPR), such that those participants’ who were high in MCPR demonstrated the greatest observed changes in racial prejudice from time 1 to time 2, relative to those participants’ low in MCPR. Contrary to recent research suggesting that negation training is an ineffective means to reduce automatic racial prejudice, the present research suggests that negation can indeed be a useful tool when the negation is meaningful.

#### D238

**THE ROLE OF STEREOTYPE ENDORSEMENT IN ATTRIBUTING OUTCOMES TO DISCRIMINATION** Jessica Cundiff<sup>1</sup>, Theresa Vescio<sup>1</sup>; <sup>1</sup>The Pennsylvania State University – Because cultural stereotypes attribute the responsibility for group differences to stereotypic traits of group members, endorsement of those stereotypes may consequently lead to fewer attributions to discrimination. To examine this possibility, participants who either strongly endorsed or rejected gender stereotypes evaluated possible

causes of the underrepresentation of women in leadership positions and male-dominated occupations. Consistent with hypotheses, stereotype endorsers were more likely than stereotype rejecters to explain the underrepresentation of women in leadership positions and male-dominated occupations in terms of dispositional differences between women and men and less likely to attribute such outcomes to discrimination. These results suggest that people who strongly endorse stereotypes use those stereotypes to minimize perceptions of discrimination and maintain the view that existing social arrangements are fair, just, and legitimate.

### D239

**CONVERGENT AND DISCRIMINANT VALIDITY OF THE ISLAMOPHOBIA SCALE THROUGH THE MULTITRAIT MULTIMETHOD APPROACH** Chelsea A. Reid<sup>1</sup>, Sherman A. Lee<sup>2</sup>, Stephen D. Short<sup>3</sup>, Ruth Yeh<sup>2</sup>, Jeffrey A. Gibbons<sup>2</sup>; <sup>1</sup>Virginia Commonwealth University, <sup>2</sup>Christopher Newport University, <sup>3</sup>University of Kansas – Following 9/11, fearful perceptions of Muslims have increased among Westerners (Scheufele, Nisbet, & Ostman, 2005), warranting the creation of an Islamophobia scale (Lee, Gibbons, Thompson, & Timani, 2009), which includes affective-behavioral (I-AB) and cognitive (I-CG) subscales that focus on avoidance and fear of Muslims, respectively. The current study examines the validity of the Islamophobia subscales through the multitrait multimethod approach. Questionnaires assessing Islamophobia, right-wing authoritarianism, trait forgiveness, and fears were administered to 68 undergraduates and 68 informants. Results were evaluated according to Campbell and Fiske's (1959) criteria. Neither convergent nor divergent validity were found for I-AB, whereas I-CG showed support for convergent validity and partial support for divergent validity. Specifically, participants' and informants' I-CG ratings were significantly related (validity value), and the validity value was higher than correlations between participant I-CG and variables that had neither a trait nor a method in common. Additionally, requirements that the validity value should be higher than between participant I-CG and other traits of the same method and that interrelationship patterns should be similar were met to a degree. Thus, the beliefs of participants who associated Muslims with fear were confirmed by their informants. The current study provides support for the validity of I-CG and provides an alternative method to measure fearful beliefs of Muslims. The research is consistent with previous findings that self and informant reports show substantial agreement, but, as with I-AB, may be imperfect due to informants' inability to observe all sides of individuals' personalities (McCrae, Stone, Fagan, & Costa, 1998).

### D240

**STEREOTYPE THREAT AND THE INTELLECTUAL PERFORMANCE OF U.S. SOUTHERNERS: THE MODERATING ROLE OF GROUP IDENTIFICATION** Cassie A. Eno<sup>1</sup>, Jason K. Clark<sup>2</sup>, Rosanna E. Guadagno<sup>1</sup>; <sup>1</sup>University of Alabama, <sup>2</sup>University of Iowa – Past research on stereotype threat has found that stereotype activation can inhibit the performance of individuals from many stigmatized groups (see Steele, Spencer, & Aronson, 2002). In particular, recent work has shown that the intellectual performance of U.S. Southerners is impaired when saliency of negative stereotypes (i.e., "Southerners are unintelligent") is relatively high as opposed to low (Eno, Clark, & Guadagno, 2009). The current investigation sought to extend these findings by examining how individual differences in identification as a Southerner may be associated with susceptibility to stereotype threat. Consistent with past research on gender identification and female math performance (Schmader, 2002), we predicted that the effects of stereotype threat should be more pronounced for individuals who are relatively high rather than low in Southern identification. In the present study, southeastern U.S. college students answered difficult quantitative and verbal questions. Prior to this test, half of the participants were given questions designed to activate stereotypes of Southerners and assess their level of identification as a Southerner (i.e., identity-salient condition). The remaining participants did not receive any identity-related materials before the test (i.e., control condition). Consistent

with effects of stereotype threat, test performance was lower for participants in the identity-salient condition compared to the control condition. More importantly, additional analyses revealed that higher levels of Southern identification predicted significantly lower performance for participants in the identity-salient condition. These findings support the hypothesis that increased identification as a Southerner is linked to greater susceptibility to the performance-inhibiting effects of stereotype threat.

### D241

**THE NEW ANTI-SEMITISM ISRAEL MODEL** Florette Cohen<sup>1</sup>, Lee Jussim<sup>2</sup>, Kent Harber<sup>3</sup>, Gautam Bhasin<sup>4</sup>; <sup>1</sup>CUNY College of Staten Island, <sup>2</sup>Rutgers New Brunswick, <sup>3</sup>Rutgers Newark, <sup>4</sup>Columbia Teacher's College – The current line of research examines the psychological underpinnings of prejudice and ethnic discord in the context of the Israeli-Palestinian conflict based on the New Anti-Semitism-Israel model. The NASI was designed based on a juxtaposition of terror management theory (TMT; Greenberg et al., 1986) and modern prejudice theory (Sears & Kinder, 1971). Specifically, it demonstrates that uniquely human fears of death serve to perpetuate expressions of anti-Semitism (a-s) and anti-Israeli sentiment. Because anti-Semitism is often stigmatized opposing Israel may be a safe way to express it. As such the current line of research employed a mortality salience X bogus pipeline manipulation (Devine et al., 1991), in which some participants were led to believe that their underlying attitudes were transparent, and others are led to believe that their underlying attitudes were private. Three studies demonstrated that 1) participants expressed significantly greater levels of anti-Semitism and lower levels of pro-Israeli sentiment when reminded of their own deaths and when told that they would be caught in the act of lying; 2) Anti-Semitism partially mediated the effects of mortality salience X a bogus pipeline manipulation on opposition to Israel; 3) mortality salience increased the perceived size of Israel, but not of other countries; and 4) mortality salience increased opposition to Israeli oppression more than it increased opposition to Russian or Indian oppression. Collectively, results suggest that Jews constitute a unique cultural threat to many people's worldviews, that anti-Semitism causes hostility to Israel, and that hostility to Israel may feed back to increase anti-Semitism.

### D242

**BEHAVIORAL FORECASTING IN AN INTERGROUP CONTEXT: REACTIONS TO OUTGROUP RACISM AND PERCEPTIONS OF THE TARGET** Francine Karmali<sup>1</sup>, Kerry Kawakami<sup>1</sup>; <sup>1</sup>York University – The current research aimed to explore predicted and actual reactions to outgroup racism. In particular, two studies examined how nonblacks responded to a white confederate after he made a racist comment and a black confederate who was the target of the racist act. In accordance with affective forecasting procedures, participants in both studies were randomly assigned to the role of "forecaster" (predicted their reactions), and "experiencers" (actually experienced the racism). Results of Study 1 revealed that predicted behavioral reactions to the outgroup racism were significantly more negative than actual reactions. Furthermore, despite the innocuous behavior of the black target experiencers' perceptions of his behavior were more negative than forecasters on both implicit and explicit measures. In Study 2, again, predicted behavioral reactions to the outgroup racism were significantly more negative than actual reactions. However, when the black target's behaviour was made less ambiguously positive, differences in reactions to the racism between experiencers and forecasters were reduced. These studies not only demonstrated differences between forecasters and experience in their reactions to outgroup racism, but also differences in how participants in these two roles differed in perceptions of the target of the outgroup racism. The implications of these findings for theorizing on prejudice as well as affective and behavioral forecasting are discussed.

**D243****BEYOND SEXUAL PREJUDICE: EXPLORING PREJUDICES AGAINST BISEXUALS LENDS CLARITY TO PREJUDICES AGAINST GAY MEN AND LESBIAN WOMEN** Angela Pirlott<sup>1</sup>, Steven Neuberg<sup>1</sup>, <sup>1</sup>Arizona State University

– How do heterosexuals view bisexuals? Research studying sexual prejudice has focused on gay males and, to a lesser extent, lesbians; however, understanding heterosexuals' views of male and female bisexuals might illuminate processes underlying sexual prejudice more generally. In contrast to views of sexual prejudice that focus on issues of outgroup status or deviance, we adopt an approach that considers the particular threats that male and female individuals of different sexual preferences afford heterosexual perceivers. Heterosexual undergraduates rated the extent to which heterosexual, homosexual, and bisexual males and females elicited a range of emotions and beliefs about the threats and opportunities they pose (e.g., judgments about sexual disease transmission, socialization inclinations). Although, in general, participants responded more negatively to non-heterosexuals, this general tendency masked theoretically meaningful differences in how perceiver sex, target sex, and target sexual orientation interacted to determine specific threat perceptions and emotional reactions. As one of many examples, whereas heterosexual men felt more negatively toward gay men than bisexual men, heterosexual women felt much more negatively toward bisexual men than toward gay men; this female reaction appears driven by beliefs of the enhanced sexual disease threat that bisexual men pose to them specifically (because such women are highly unlikely to have sex with a gay man). Findings such as these reveal multiple, qualitatively distinct prejudices toward different sexual minorities, and suggest that these prejudices result from the different profiles of particular threats believed to be posed by sexual minorities toward heterosexual men and women.

**D244****VIRTUAL PREJUDICE: EXPERIMENTAL EVIDENCE FOR THE MEDIATING ROLE OF AFFECT** Daniel Wigboldus<sup>1</sup>, Ron Dotsch<sup>1</sup>, Joris van den Munckhof<sup>1</sup>, <sup>1</sup>Radboud University Nijmegen

– Research by Dotsch and Wigboldus (2008) has shown that prejudiced implicit associations are related to both physiological and automatic behavioural responses. Their participants were immersed in a virtual environment in which they encountered virtual persons (avatars) with either White Dutch or Moroccan facial features. Their White Dutch participants showed an increase in skin conductance level and maintained more distance when approaching Moroccan avatars compared to White Dutch avatars. Participants' implicit negative associations with Moroccans moderated both effects. Importantly, evidence was found that the relation between implicit prejudice and distance effects was mediated by skin conductance level effects. In the Dotsch and Wigboldus (2008) study all variables were measured. As a result, only correlational evidence was obtained for their hypothesis. In the current research, instead of measuring basic affective responses, we aimed to manipulate them. When approaching an avatar in a virtual environment (with either White Dutch or Moroccan facial features), for 17 ms a negatively valenced picture was presented to participants, or not. In this way we aimed to experimentally induce, in an unobtrusive way, negative affect when approaching an avatar. In line with the predictions by Dotsch and Wigboldus (2008), highly prejudiced participants approaching these avatars kept most distance to Moroccan avatars when negative affect was induced. The current results provide further evidence for the idea that negative affect mediates the effect of implicit prejudice on aversive uncontrolled behavioural reactions towards others.

**D245****NEGATIVE EFFECTS OF THE EXPOSURE TO BENEVOLENT SEXISM ON WOMEN'S TASK PERFORMANCE** Takehiro Yamamoto<sup>1</sup>, Ken-ichi Ohbuchi<sup>1</sup>, <sup>1</sup>Tohoku University

– Grounded in the theory of ambivalent sexism (Glick & Fiske, 1996), sexism consists of two facets, namely hostile sexism and benevolent sexism. Hostile sexism is an overtly negative and

restrictive prejudice against women. In contrast, benevolent sexism is a subjectively positive orientation of protection, idealization, and affection directed toward women. However, benevolent sexism can be harmful for women as well as hostile one. Benevolent sexism serves to activate women's incompetence and weakness. Thus, women who were exposed to benevolent sexism lose confidence in their abilities and performance. In the present study, we experimentally attempted to examine if the exposure to benevolent sexism expressing consideration for women would lower their performance at a cognitive task (Participants were asked to pick up all the vowels in the sentence within 120 seconds). Participants in this study were 58 female volunteers, recruited on the campus of the Tohoku University, Japan (M=19.13 years old). Participants were randomly assigned to one of three conditions (sexism: benevolent, hostile, control). The results showed that female participants in the benevolent sexism conditions were lower in their performance (M=51.93) than those in the hostile sexism condition (M=55.57) and control condition (M=54.75). Further, we found that the negative effect of benevolent sexism was moderated by the trait self-efficacy, that is, only participants low in the trait self efficacy lowered their performance when they were exposed to benevolent sexism. These findings suggest that the benevolent treatment may cause harmful consequences to members of stigmatized groups who are vulnerable in their self-efficacy.

**D246****CORRELATES OF HETEROSEXUAL PREJUDICE AGAINST TRANS PERSONS IN THE UNITED STATES** Cris Youssef<sup>1</sup>, Chuck Tate<sup>2</sup>, <sup>1</sup>California State University, Bakersfield, <sup>2</sup>San Francisco State University

– This study examined the correlates of negative attitudes toward trans persons in the U.S. Heterosexual participants (N = 153) completed the Genderism and Transphobia Scale (Hill & Willoughby, 2005), the Beliefs about Gender Scale (Tee & Hegarty, 2006), which measures the belief in the existence of only two sexes, the Beliefs about Transsexuality Scale (Tee & Hegarty, 2006), which measures the belief that gender is biologically based, the Social Dominance Orientation Scale (Pratto, Sidanius, Stallworth, & Malle, 1994), and a self-report of religiosity, which was determined on a 7-point Likert scale. Results showed that essentialist beliefs were significant predictors of anti-trans attitudes at similar levels for both heterosexual women ( $\beta = .348$ ) and men ( $\beta = .317$ ). However, the relationships of other predictors of anti-trans attitudes were different for heterosexual women and men. Specifically, belief in two sexes was more strongly correlated with anti-trans attitudes for heterosexual men ( $\beta = .512$ ) as compared to heterosexual women ( $\beta = .263$ ). Additionally, social dominance orientation and religiosity were predictors for only heterosexual women; that is, the higher the levels of social dominance orientation or religiosity, the stronger the negative attitudes. These results conceptually replicate previous research on Canadian (Hill & Willoughby, 2005), and U.K. samples (Tee & Hegarty, 2006). Importantly, these results also demonstrate that prejudice against trans persons is predicted by different variables for heterosexual men and women. Differences in heterosexual gender socialization may be an explanation for these effects.

**D247****DOES HAVING A CHOICE MATTER? PSYCHOLOGICAL AND SOCIAL CORRELATES OF HIV STATUS DISCLOSURE AMONG THOSE WITH AND WITHOUT VISIBLE SYMPTOMS** Sarah Stutterheim<sup>1</sup>, Arjan E.R. Bos<sup>1</sup>, John B. Pryor<sup>2</sup>, Herman P. Schaalma<sup>1</sup>, <sup>1</sup>Maastricht University, <sup>2</sup>Illinois State University

– Recent research has explored the psychological and social implications of disclosing versus concealing a stigmatized condition. It has also looked at whether having a concealable stigma is more detrimental than having a visible stigma. In this study, we investigated a number of psychological and social correlates of concealable versus visible stigmas while considering the potentially differential impact of the kind of disclosure employed. Using data from a cross-sectional survey administered to 667 people living with HIV (PLWH) in the Netherlands, we compared PLWH with visible symptoms (involuntary public disclosure) to PLWH without symptoms who either disclosed (voluntary public disclosure) or concealed (no public disclosure) their status in public



social settings. These groups were compared on a number of psychological and social variables, namely disclosure concerns, perceived HIV-related stigma, social support, psychological distress and self esteem. The results showed that PLWH with visible symptoms experienced more psychological distress and lower self esteem than both groups without visible symptoms. They also experienced less social support than those who had no visible symptoms and nonetheless choose to publicly disclose. Among those without visible symptoms, PLWH who disclosed in public settings had less disclosure concerns and experienced less perceived stigma than those who did not publicly disclose. In short, this study provides support for the contention that visible stigmas are psychologically and socially more detrimental than concealable ones. It also supports the contention that the kind of disclosure employed can influence social and psychological variables such as perceived HIV-related stigma and disclosure concerns.

#### D248

**"LATE, ATTITUDE, LAZY, COMPLAIN": A QUASI-EXPERIMENT EXPLORING THE APPLICATION OF THE STEREOTYPE CONTENT MODEL TO WORKPLACE AGEISM.** Scott P. King<sup>1</sup>, Nathaniel D. Krumdick<sup>2</sup>, Sam E. Cole<sup>2</sup>, <sup>1</sup>Mather LifeWays Institute on Aging, <sup>2</sup>Loyola University Chicago – Several lines of research have converged on the finding that interpersonal and intergroup perceptions are universally based on the fundamental dimensions of warmth and competence, with warmth being the primary and more immediate dimension of the two. Elderly adults tend to be seen as high in warmth but low in competence, or, as Cuddy and Fiske put it: "doddering but dear." Younger adults' perceptions of older adults has been the focus of much research in ageism, with older adults' perceptions of younger adults less so. The current study examines the content of age-based stereotypes in a multigenerational workplace sample, and seeks to answer the questions 1) Are older workers viewed as high in warmth but low in competence? 2) Is warmth or competence the primary dimension workers are judged on? 3) Who holds more age-based negative cognitions, older workers or younger workers? Employees of long-term care organizations were asked to provide the first five words that come to mind when thinking of workers (a) age 30 and younger, and (b) age 50 and older. Answers were coded as either warmth- or competence-related, and with positive or negative valence. Results showed 1) Older workers are viewed as high in both warmth and competence across all ages of workers, and younger workers viewed older workers similarly to themselves; 2) Competence is the primary judgment dimension across all ages; 3) Older workers evaluate younger workers significantly worse in both warmth and competence than themselves, and worse than vice versa.

#### D249

**IMPACT OF RACIAL DISCRIMINATION ON SEXUAL AND SUBSTANCE USE BEHAVIORS AMONG AFRICAN AMERICANS ADOLESCENTS: IS RACIAL SOCIALIZATION A PROTECTIVE FACTOR?** Michelle Stock<sup>1</sup>, Frederick Gibbons<sup>2</sup>, <sup>1</sup>The George Washington University, <sup>2</sup>Dartmouth College – The present study examined racial socialization as a protective factor against the negative effects of racial discrimination on risky sexual and substance use behaviors among 649 African American adolescents. It also examined potential gender differences. Multiple regression analyses revealed that higher levels of perceived racial discrimination predicted greater: number of sexual partners, frequency of unprotected sex, and substance use ( $Bs = .19, .23, .17$ , respectively,  $ps < .001$ ). Significant 2-way interactions (Racial Socialization x Discrimination) revealed that the highest levels of risk behaviors were among adolescents reporting high levels of racial discrimination and low levels of racial socialization, whereas high levels of racial socialization were protective against high levels of discrimination ( $Bs = -.10, .27, -.12$ ,  $ps < .05$ ). Gender x Discrimination interactions revealed that males with high levels of perceived discrimination reported the highest numbers of sexual partners and frequency of unprotected sex ( $Bs = -.16, -.27$ ,  $ps < .02$ ). Significant 3-way interactions (Racial Socialization x Discrimination X Gender) indicated the protective impact of racial socialization was stronger for males

against unprotected sex and substance use, whereas racial socialization was more protective against number of partners for females ( $Bs = -.13, .19, -.14$ ,  $ps < .05$ ). This study is one of the first to demonstrate that racial discrimination is associated with risky sexual behaviors and that this relation is stronger among males. These findings demonstrate the need to examine gender differences in the potential of racial socialization to reduce the impact of discrimination experiences on risky health behaviors.

#### D250

**REFINING SELF-AFFIRMATION INTERVENTIONS: GROUP AND SELF-AFFIRMATION IMPROVE PERFORMANCE FOR ACADEMICALLY AT-RISK MINORITY STUDENTS** Natalie Golaszewski<sup>1</sup>, Rachel Sumner<sup>2</sup>, Courtney Beams<sup>2</sup>, Nancy H. Apfel<sup>2</sup>, Jonathan Cook<sup>1</sup>, Geoffrey Cohen<sup>1</sup>, Julio Garcia<sup>1</sup>, Valerie Purdie-Vaughns<sup>2</sup>, <sup>1</sup>University of Colorado, Boulder, <sup>2</sup>Columbia University – Research finds that stereotype threat contributes to the academic underperformance of historically marginalized students. Recent research has found that affirmations of self-integrity—in which people write about an important aspect of identity—can counteract such threat and thus improve performance. We sought to determine the effects of focusing the affirmation topic on students' individual identity (e.g. an important personal value) vs. group identity (racial group). Because a group affirmation more directly addresses the threat posed by the negative stereotype about their group than a standard affirmation, the former was expected to be especially effective in buffering minority students. The conducted experiment took the form of a 2 (participant race: black vs. white) X 3 (experimental condition: no affirmation control vs. standard affirmation vs. group affirmation) factorial design. After the experimental manipulations, participants completed three standardized tests similar in format to the GRE. For blacks in the control condition, a downward trend in performance across the three tests emerged. By contrast, for blacks in both the self and group affirmation condition, this downward trend was interrupted such that by the third test, blacks in both self and group affirmation condition performed as well as whites. Importantly, the group affirmation was as effective as the self-affirmation in boosting performance for black participants. No significant effects of condition for whites were found. Theoretical implications for self-affirmation theory and practical implications for the role of group identity in educational settings are presented.

#### D251

**THE EFFECT OF REVERSE STEREOTYPE PRESENTATION ON PERFORMANCE** Nicole Arbuckle<sup>1</sup>, Jack Bauer<sup>1</sup>, <sup>1</sup>University of Dayton – This study investigated the effect of reverse stereotype presentation on women's performance under stereotype threat. Current research illustrates that identifying with a positive self-concept can eliminate underperformance and that a stereotype threat need not be socially valid to be believable. Thus it was expected that participants who read a reverse stereotype threat statement indicating that women are good at math would not show threat effects compared to participants who read a statement that did not mention gender. 120 female college students took a 20-item math test adapted from the Graduate Record Examination. Before the test they were randomly assigned to four conditions and read that their scores would be compared to national scores, with each experimental group reading a scientific-sounding statement about women's performance in math: threat (ST, women perform worse than men), reverse threat (RST, women perform better than men), a multiple social identities statement (MSI, women are bad at math, but college students are good at math), and control (CT, no information about gender). Results revealed that women in the RST group attempted significantly fewer items than women in the CT group, while there was no difference between the RST, ST and MSI groups. In other words, even reading a positive statement seemed to deplete women's motivation to complete math problems—as much as reading a negative statement.

**D252**

**GENDER BIAS IN PERCEPTIONS OF PRESCRIPTIVE STEREOTYPES OF MANAGER** Joel T. Nadler<sup>1</sup>, Meghan R. Lowery<sup>1</sup>, Marybeth Hentrich<sup>1</sup>, <sup>1</sup>Southern Illinois University Carbondale (SIUC) – Role congruity theory (Eagly & Karau, 2002) states women are less likely to be promoted due to violations of prescriptive stereotypes. Prescriptive stereotypes describe how a group should act (women should be communal) and descriptive stereotypes describe how a group does act (men are agentic). Manager positions are seen as agentic (masculine). Thus, candidates are more likely to be chosen for management if they are seen as agentic. Women need to act agentically to be considered equally for promotion, but then violate the prescriptive stereotypes of how women should behave. This study examined differences in the appraisal of men and women employees. Participants completed Glick & Fiske's (1996) hostile and benevolent sexism scales and then read an employee performance review. Gender was manipulated in the packets. Participants then rated the employee on overall performance, creativity, customer service, dependability, agency, and communality. Hostile sexism was a significant covariate in all of the analyses. Male employees were seen as more agentic ( $F(1, 286) = 3.89, p = .05$ ) compared to women. This same trend (though not significant at a .05 level) was seen in both ratings of creativity ( $t(1, 265) = 3.57, p = .06$ ) and dependability ( $t(1, 266) = 3.13, p = .07$ ). There was no significant difference in overall performance or communal ratings between men and women employees. Men who were described identically to women were seen as more agentic. The implications and potential impact on women's promotion rates as well as future research will be discussed.

**D253**

**RACE AND THE REHABILITATION OF PEOPLE WHO HAVE COMMITTED CRIMES** Cynthia Levine<sup>1</sup>, Aneeta Rattan<sup>1</sup>, Jennifer Eberhardt<sup>1</sup>, Carol Dweck<sup>1</sup>; <sup>1</sup>Stanford University – Past research has shown that people strongly associate Black Americans and crime (Correll, Park, Judd, & Wittenbrink, 2002; Eberhardt, Goff, Purdie, Davies, 2004). The present research asks whether people are not only more likely to attribute the trait of criminality to Black Americans but also to see this trait as stable and unchangeable among Black but not among White Americans. Participants were primed with stereotypically Black or White names and then responded to a number of questions relating to their views about punishment, rehabilitation, and what rights and benefits former prisoners ought to receive. The results show that compared to when primed with White names, participants primed with Black names, thought that it was less possible to rehabilitate those who have committed crimes and that the primary purpose of imprisonment was punishment rather than rehabilitation. Furthermore, they agreed more with restricting rights and benefits such as the right to vote, access to public housing, and others. Thus, strongly associating crime with Black Americans may lead people to view criminality as more of a fixed trait and, as a result, to impose stricter punishments on those who have committed crimes.

**D254**

**LAY THEORIES INFLUENCE PERCEPTIONS OF PERPETRATORS OF BENEVOLENT PREJUDICE** Cherie Werhun<sup>1</sup>, <sup>1</sup>University of Winnipeg, Canada – As blatant prejudice becomes increasingly socially undesirable (McConahay, 1986), contemporary prejudice manifests in behaviours that are covert, ambiguous, and even seemingly benevolent (Werhun & Penner, accepted). For example, when motivated by negative stereotypes, Werhun and colleagues found that dominant group members (Caucasian Canadians) who endorse entity lay theories (Chiu, Hong & Dweck, 1997) were highly motivated to "help" subordinate group team members (Aboriginal Canadians) by assigning easier tasks, extra training, and/or supervision. Arguing that this patronizing behavior is motivated by paternalistic ideologies (Jackman, 1994), the authors suggested that dominant group members often endorse and condone benevolent prejudice in others, as well. To test this new hypothesis, in a 2 (Stereotype: Prime vs. No Prime) x 2 (Theory: Entity vs. Incremental) x 2 (Race: Aboriginal vs. Caucasian) x 2 (Patronizing Bias: Pro vs. Anti) between-

subjects design, Caucasian participants primed or not primed with negative Aboriginal stereotypes and an entity or incremental lay theory, provided their impressions of a potential team member who had earlier evaluated an Aboriginal or Caucasian Canadian candidate. As expected, when primed with negative Aboriginal stereotypes, entity participants were significantly more likely to a) agree with and trust the team member's evaluation, b) believe the evaluation to reflect the candidate's true ability, and c) want the team member on his or her team when the team member exhibited a patronizing rather than anti-patronizing bias toward the Aboriginal candidate. Providing new evidence for how Benevolent Prejudice is propagated in social environments, both theoretical and real-world implications are discussed.

**D255**

**WHITE DOES NOT EQUAL POOR? THE INFLUENCE OF SOCIAL CLASS ON RACIAL CATEGORIZATION** Jonathan Kunstman<sup>1</sup>, E. Ashby Plant<sup>1</sup>; <sup>1</sup>Florida State University – The current work examined the influence of social class on responses to low SES White people. As one of the remaining socially accepted prejudices, derogation of low SES White people exists throughout society from "White Trash" parties on college campuses to prime-time television shows like "My Big Redneck Wedding." Despite this derogation, low SES White people are also frequently overlooked and ignored by large portions of the population (Lott, 2002). Paradoxically, low SES Whites seem to be simultaneously reviled and forgotten. The present work tested whether these paradoxical responses to low SES White people extend to basic psychological processes like racial categorization and memory. Participants completed a computer program that presented a series of pictures of White and Black people in traditionally high (e.g., doctor) or low (e.g., janitor) SES roles. Pictures of White and Black basketball players were also included as a counter-stereotypic White control. Participants were asked to categorize the individuals in these pictures as White or Black as fast as possible. Following a short delay, participants then recalled what percentage of the pictures from the program featured Black and White targets from the various social groups. Consistent with hypotheses and the paradoxical responses described above, participants were slowest to categorize and had the poorest memory for low SES White targets compared to all other targets. They seemed to both see the low SES Whites as less White and forget they had even seen them. The implications of these responses to low SES White people are discussed.

**D256**

**GOOD THINGS HAPPEN TO RACE-LESS PEOPLE: WHITES MAKE MORE ATTRIBUTIONS OF RACIAL DISADVANTAGE THAN PRIVILEGE** Laura R. Ramsey<sup>1</sup>, Diana E. Betz<sup>1</sup>, Denise Sekaquaptewa<sup>1</sup>; <sup>1</sup>University of Michigan – Research on perceptions of racism has focused almost exclusively on negative events. However, this focus overemphasizes race-based disadvantage and underemphasizes race-based privilege in one's perceptions of racism. Recognition of White privilege has been studied at a societal level (i.e., whether it exists in general), but research has not assessed when racial privilege is invoked in attributions for events at an interpersonal level (e.g., when a person receives a promotion). This study examined perceptions of race-related disadvantage and privilege in specific interpersonal situations by measuring race-related attributions for both positive and negative events featuring both Black and White actors. For 20 different scenarios, 71 White participants indicated the extent to which various factors, including race, played a role. The scenarios varied according to two within-subjects variables: event valence (positive or negative) and race of the actor (Black or White). Results indicated a significant interaction between event valence and actor race,  $F(1, 70) = 32.73, p < .001$ . For scenarios featuring Black actors, racial attributions were made more often for negative than positive events; comparatively, for scenarios featuring White actors, racial attributions were made less often for negative events but at similar levels for positive events. In other words, while race attributions were made for negative events significantly more when they featured Black (compared to White) actors, there was no difference according to actor race for positive events. Thus, these

results indicate that race-based disadvantage aimed at Blacks is recognized in interpersonal situations more than race-based privilege aimed at Whites.

### D257

#### **ESSENTIALISM, ENTITATIVITY, AND STEREOTYPING: THE SOCIAL COGNITIVE RAMIFICATIONS OF EITHER/OR THINKING** Tara C.

Dennehy<sup>1</sup>, Elizabeth Schametzki<sup>1</sup>, Avi Ben-Zeev<sup>1</sup>; <sup>1</sup>San Francisco State University – There is an intimate relationship between basic categorization processes and stereotyping. Recent theorizing (Prentice & Miller, 2007) highlights the importance of the interplay between psychological essentialism and entitativity, or a group's perceived similarity/coherence, on perceptual and motivational factors in stereotyping. Psychological essentialism (Medin & Ortony, 1989), refers to people's tendencies to attribute the perceived surface structural similarity of a group (entitativity) to an underlying causal characteristic; an inferred essence. In a study on essentialist beliefs, Haslam, Rothschild, and Ernst (2000) showed a dissociation between judging category membership based on natural/biological factors, discreteness, stability, immutability, and necessity, versus judging category membership based on uniformity, exclusivity, inherence, and inductive potential. We argue that in contrast to (a) Haslam, et al. (2000), discreteness and naturalness are orthogonal, and (b) Prentice and Miller (2007), that it is perceived discreteness and not naturalness that may predict consequential stereotyping and prejudice. In Study 1, we replicated Haslam et al.'s (2000) study but found that discreteness loaded with reification/entitativity items in a principal components analysis rather than naturalness items. In Study 2 we showed that females who endorsed a higher level of discreteness (but not naturalness) were more susceptible to stereotype threat effects on a test that purported to measure their logical mathematical abilities. We discuss the implications of what might be an either/or fallacy in basic categorization judgments to social psychological work.

### D258

#### **INTERSECTIONAL INVISIBILITY: THE DISTINCTIVE DISADVANTAGES OF CONTENDING WITH MULTIPLE SUBORDINATE IDENTITIES** Ezgi N.

Akcinar<sup>1</sup>, Sarah Hailey<sup>1</sup>, Ruth Dittmann<sup>1</sup>, Richard Eibach<sup>2</sup>, Valerie Purdie-Vaughns<sup>3</sup>; <sup>1</sup>Yale University, <sup>2</sup>University of Waterloo, <sup>3</sup>Columbia University – The present research examines the consequences of possessing intersecting subordinate identities (e.g. being both a racial and a sexual minority). We propose that people with intersecting subordinate identities (e.g. Black women, gay women, Black gay people) suffer from a unique form of discrimination: they are overlooked or "invisible" in social representations of their overarching identity groups (e.g. Black Americans, women, gay people). This bias should manifest itself in others' evaluations of the characteristics of these overarching identity groups and in media representations of the overarching identity groups. In Study 1, we presented participants with graphs depicting characteristics (e.g. Quality of Life Index scores) of intersectional (e.g. Black women) and non-intersectional (e.g. Black men) groups who shared the same overarching identity (e.g. Black Americans). Participants then rated characteristics of the group as a whole (e.g. Quality of Life scores for Black Americans). We found that participants weighted information about non-intersectional members more heavily than information about intersectional members in the evaluations of the group as a whole. In Study 2, we coded identity characteristics (e.g. race and gender) of individuals depicted on the covers of TIME Magazine since 1969. Results revealed that people with intersectional identities (e.g. minority women) were significantly underrepresented relative to population proportions and relative to those with non-intersectional identities (e.g. minority men). We discuss evidence that people with intersecting subordinate identities are perceived to be non-prototypical members of their overarching identity groups and that perceived non-prototypicality produces the documented patterns of intersectional invisibility in social representations.

### D259

#### **RELIGIOUS AUTHORITARIANISM: APPLICATIONS IN THE PREDICTION OF HOSTILE AND BENEVOLENT FORMS OF SEXISM** Nathaniel D. Krumdick<sup>1</sup>,

Sam E. Cole<sup>1</sup>, Scott P. King<sup>2</sup>; <sup>1</sup>Loyola University Chicago, <sup>2</sup>Mather LifeWays Institute on Aging – A considerable body of research suggests that right-wing authoritarianism is associated with a number of prejudicial attitudes and behaviors. However, authoritarianism is traditionally defined in a manner that encompasses a variety of social domains (e.g., politics, family, religion, etc.). The current research examined whether a domain specific form of authoritarianism (namely, religious authoritarianism) operates independently from more generally defined right-wing authoritarianism in the prediction of prejudicial attitudes. Of particular interest were hostile and benevolent forms of sexism. Authoritative religious institutions often denounce hostility and aggression, while simultaneously promoting a traditional view of gender roles that can foster sexist attitudes. Consequently, religious authoritarianism may inhibit sexist attitudes that are overtly hostile, but not necessarily those that are subtly benevolent in nature. Alternatively, more broadly defined forms of authoritarianism are often associated with prejudices that are equally broadly defined. Thus, in contrast to religious authoritarianism, conventional right-wing authoritarianism might be expected to relate to both hostile and benevolent forms of sexism. Participants completed a series of questionnaires including the Religious Authoritarianism Scale, Right-Wing Authoritarianism Scale, and Ambivalent Sexism Inventory. Structural equation modeling was used to simultaneously examine the relationships between religious authoritarianism, right-wing authoritarianism, hostile sexism, and benevolent sexism. Results supported the initial hypothesis, revealing that religious and right-wing authoritarianism functioned as independent predictors of sexism. Specifically, right-wing authoritarianism was positively associated with both hostile and benevolent sexism. Alternatively, religious authoritarianism was negatively associated with hostile sexism, but not significantly associated with benevolent sexism.

### D260

#### **VICTIM-BASED RACIAL PROPAGANDA: TARGETING THE AMBIVALENT**

Shannon M. Rauch<sup>1</sup>, Molly Van Deursen<sup>2</sup>, Kevin P. McIntyre<sup>3</sup>; <sup>1</sup>Providence College, <sup>2</sup>Saint Louis University, <sup>3</sup>Trinity University – Extremist propaganda tends to put forth one of two arguments: that Whites comprise a superior racial group or that Whites are a victimized, oppressed group. We predict that victim-based messages are especially powerful persuasion tools, particularly when targeted towards Whites with ambivalent racial attitudes. Seeing oneself as the true victim may serve to lessen ambivalence by justifying negative attitudes or dampening positive attitudes. White participants (N = 67) took part in an internet study in which they completed a measure of structural racial ambivalence and then read one of three essays: one claiming that Whites are a superior racial group, one presenting Whites as the most oppressed group in America, or a control. Participants rated the message and the writer, and completed an implicit affect measure and the Pro- and Anti-Black scales (Katz & Hass, 1988). Participants with positive attitudes towards Blacks and ambivalent participants approved of the messages and the writer significantly less than participants with negative attitudes towards Blacks. However, a pattern emerged such that non-prejudiced participants disapproved of both the superiority message and the victim message, prejudiced participants approved of both messages, and ambivalent participants approved of the victim message but not the superiority message. Non-prejudiced and ambivalent participants who read the victim-based message also expressed lowered positive implicit affect compared to prejudiced participants. Finally, whereas there was no effect of condition on anti-black attitudes, participants who read the victim message tended to have lower pro-black attitudes, suggesting that such messages may work by challenging positive attitudes.

**D261**

**FEMALE LEADER ROLE MODELS: INJURIOUS OR INSPIRING?** Crystal Hoyt<sup>1</sup>, Stefanie Simon<sup>2</sup>, Audrey Innella<sup>1</sup>; <sup>1</sup>University of Richmond, <sup>2</sup>University of California, Santa Barbara – As members of a non-dominant social group, women are underrepresented in top positions in the public sphere. Female leaders who have successfully attained these top positions may serve as inspiring role models for other women. The present research examines the impact of female role models on women's leadership self-perceptions and aspirations. Across two laboratory studies, this research investigates whether female leaders will serve as injurious or inspiring role models by examining their impact on women during a leadership task. In Experiment 1, women were presented with role models (4 conditions: high-level women, high-level men, both high-level women and men, or control) before serving as leaders of ostensible three-person groups. This study established the self-deflating impact of elite female leaders on participants' self-perceptions. The results from Experiment 1 revealed that women exposed to the high-level female leaders reported that they performed worse, that the task was harder, and that they had greater feelings of inferiority compared to those in the other conditions. Experiment 2 further demonstrated the injurious effects elite female leaders have on participants' leadership aspirations. Adding a new condition wherein some women were exposed to mid-level female leaders, Experiment 2 also demonstrated the beneficial impact of mid-level role models on women's leadership aspirations. Moreover, these positive responses were associated with increases in gender counter-stereotypic associations. Our results suggest that outstanding role models can have counterintuitive harmful effects on women's responses to leadership situations, whereas mid-level leaders can be more beneficial for women, in part because they provide counter-stereotypic information.

**Traits****D262**

**THE DISTINCTIVENESS OF EXTRAVERSION AND CONSCIENTIOUSNESS: A TEST OF THE SUBCOMPONENT-STATE FUNCTION THEORY** Kira McCabe<sup>1</sup>, William Fleeson<sup>2</sup>; <sup>1</sup>University of Groningen, <sup>2</sup>Wake Forest University – The purpose of this research is to determine whether state extraversion and state conscientiousness can be explained by momentary goal pursuit in everyday life. In our subcomponent-state function theory, we propose that the purpose of personality traits is to facilitate pursuit of specific goals. Certain goals determine state extraversion (e.g., to have fun), and other goals determine state conscientiousness (e.g., to get tasks done). In Study 1, participants (N = 44) answered questions about their goal pursuit and personality states five times a day for ten days. Findings showed that the hypothesized extraversion goals predicted 45% of the variance in state extraversion, while the hypothesized conscientiousness goals predicted 49% of the variance in state conscientiousness. The bivariate goal-state relationships showed that most goals predicted their hypothesized state, but had little or no relationship with the non-hypothesized state. In Study 2, participants (N = 84) were assigned a goal to pursue during the study. After 45 minutes, they returned to complete questionnaires of goal pursuit and personality states. The findings showed a significant interaction for the goal and state,  $F(1, 82) = 183.67, p < .001$ . Participants who tried to connect with people had significantly higher state extraversion than participants who tried to get tasks done. Participants who tried to get tasks done had significantly higher state conscientiousness than participants who tried to connect with people. These results show that goals determine the personality states people enact in their everyday lives.

**D263**

**I BELIEVE I CAN FLY: PERSONALITY PREDICTORS OF ENGAGEMENT IN FANTASY NARRATIVES** Leschia McElhaney<sup>1</sup>, Russell J. Webster<sup>1</sup>, Scott Fluke<sup>1</sup>, Donald A. Saucier<sup>1</sup>; <sup>1</sup>Kansas State University – Human beings seemingly have an insatiable hunger for fantasy (e.g., the supernatural), and billions of dollars are made from its industry (e.g., Harry Potter). Research has intriguingly shown that belief and engagement in fantasy (e.g., visualizing oneself flying) have been associated with managing anxiety, including the fear of death in terror management studies. Yet, we posit that individuals subjectively experience fantasy at different levels of intensity. The current study investigated whether three personality traits—fantasy proneness (deep involvement in fantasy/make-believe since childhood), absorption (openness to absorbing and self-altering experiences), and empathetic fantasy (the tendency to imaginatively transpose oneself into fictional situations)—are related to more vivid images and greater engagement during a flying fantasy. In total, 78 undergraduates completed a visualization task in which participants either visualized oneself flying or visualized the setting sun through a guided narrative. During the task, participants rated the vividness of their mental imagery; afterwards, participants completed a visualization engagement scale and measures of fantasy proneness, absorption, and empathetic fantasy. Results showed that across both visualization tasks, fantasy proneness was uniquely and positively related to vivid imagery, whereas absorption and empathetic fantasy were uniquely and positively related to engagement. It appears that individuals higher in absorption or empathetic fantasy were more immersed in the visualization tasks, but did not experience more vivid mental imagery. Ultimately, such individuals may have more intense visualizations, but it remains untested whether this greater immersion offers more ameliorative benefits in anxiety-provoking situations.

**D264**

**CROSS YOUR FINGERS: THE EFFECTS OF PESSIMISM AND LOCUS OF CONTROL ON BELIEF IN SUPERSTITION** Scott Fluke<sup>1</sup>, Russell J. Webster<sup>1</sup>, Leschia McElhaney<sup>1</sup>, Donald A. Saucier<sup>1</sup>; <sup>1</sup>Kansas State University – Many people on occasion are superstitious (e.g., crossing one's fingers for "good luck"); that is, people believe that an unrelated action, object, or ritual will result in a more desirable outcome. Superstitions likely provide a sense of control (as superstitions are believed to sway outcomes) thereby lowering anxiety; yet, superstitions might become maladaptive when supplanting more productive behaviors (e.g., bringing a rabbit's foot to a test instead of studying). We posit that certain individual differences are related to superstitious beliefs. We reason that individuals higher in external locus of control (ELOC) or pessimism should more greatly endorse superstitious beliefs because such individuals would likely endorse beliefs that help them regain a sense of control over the external world. In total, 135 undergraduates completed measures of pessimism, locus of control, and a newly-developed belief in superstition scale composed of three factors: superstitions to avoid bad luck, superstitions to bring good luck, and whether it was generally worth trying to change your luck. Regression results showed pessimism was uniquely and positively related to avoidance of bad luck, whereas ELOC uniquely predicted both avoiding bad luck and bringing good luck; neither pessimism nor locus of control predicted whether it was worth to change your luck. Results suggest then that ELOC and pessimism are related to different types of superstitions. Because superstitions really only affect the internal assessment of the expected outcome (vs. directly affecting the outcome), future research should assess whether superstitions gainfully manage anxiety whether or not the desired outcome is achieved.

**D265**

**THE DEVELOPMENT OF BIG-FIVE DOMAINS AND FACETS FROM LATE CHILDHOOD THROUGH MIDDLE AGE** Christopher Soto<sup>1</sup>, Oliver John<sup>2</sup>, Samuel Gosling<sup>3</sup>, Jeff Potter<sup>4</sup>; <sup>1</sup>Colby College, <sup>2</sup>University of California, Berkeley, <sup>3</sup>University of Texas at Austin, <sup>4</sup>Cambridge, Massachusetts – Data from a very large cross-sectional sample (N = 1,267,218) of children, adolescents, and adults (ages 10 to 65) were used to test hypotheses about the normative development of the Big Five personality domains – Extraversion, Agreeableness, Conscientiousness, Neuroticism, and Openness to Experience – and several more-specific facet traits within these broad domains. The results supported several conclusions. First, adult developmental trends were in the direction of greater psychosocial maturity, including gains on Agreeableness and Conscientiousness, and declines on Neuroticism. Second, mean-level increases and decreases were often especially pronounced during late childhood and adolescence, and were sometimes in different directions than the adult trends. For example, among females, levels of Neuroticism increased substantially from late childhood into adolescence, then declined gradually across adulthood. Finally, the related but distinguishable facet traits within each broad Big Five domain often showed quite different developmental trends. For example, within the Extraversion domain, mean levels of energy and enthusiasm declined substantially from late childhood through adolescence, whereas levels of assertiveness did not. These findings highlight the need for further research that examines personality development (a) during childhood and adolescence, and (b) at the level of Big-Five facet traits.

**D266**

**MOTIVES, ABILITIES, AND PERCEPTIONS UNDERLYING VARIATION IN BIG FIVE TRAITS** Molly Hensler<sup>1</sup>, Dustin Wood<sup>1</sup>; <sup>1</sup>Wake Forest University – Although considerable attention has been given to how personality traits relate to variation in behavior, it is not well understood what causes variation in personality traits. As suggested by others (Mischel & Shoda, 1995; Wood, 2007), individual differences in patterns of behavior indicated by trait measures may originate from differences in what people find desirable or undesirable (motives), what people are capable or incapable of doing (abilities), and how people construe their social environments (perceptions); we refer to these collectively as "MAP variables." We compiled an inventory of 400 MAP variables, extracted from two previous qualitative studies, which were then related to scores on the Big Five Inventory for over 300 participants. We expected that each Big Five trait would share some MAP antecedents, but also have some relatively unique antecedents. In line with our predictions, using extraversion as an example, we found that extraversion and agreeableness were both associated with heightened motivation to comfort others, elevated confidence in one's abilities, and high expectations for positive outcomes in social interactions. Extraversion was also associated with MAP antecedents that were relatively unassociated with other traits, for example, a heightened motivation to seek attention. As expected, the results suggest that there are many distinct motivations, perceptions, and competencies that underlie variation in personality traits, that some MAP variables are associated mainly with a single trait, and that other MAP variables may be antecedents of multiple traits simultaneously. The results provide insight into the origins of variation in personality traits.

**D267**

**AFFILIATIVE MEETS AFFILIATIVE: EFFECTS ON COMPLIANCE AND TRUST** Gaëtan Cousin<sup>1</sup>, Marianne Schmid Mast<sup>1</sup>; <sup>1</sup>University of Neuchâtel, Switzerland – There is evidence that in social interactions, affiliative individuals are more sensitive than dominant individuals to affiliativeness in others (Battistich, 1980). The aim of this research was to test whether affiliativeness as a personality characteristic affects the outcome of a social interaction depending on the affiliativeness of the interaction partner. We predicted that the more affiliative a person, the more positive the interaction outcome with an affiliative interaction partner as compared to a non affiliative one. Participants (60 students) watched video-

taped excerpts (2 min each) of 4 physicians (2 women and 2 men) exhibiting an affiliative interaction style and 4 physicians (2 women and 2 men) showing a non affiliative interaction style, and reported after each physician their satisfaction with him or her, their trust in him or her, and how well they thought that they would follow the treatment recommendations of the physician (compliance). The personality trait of affiliativeness was obtained by a factor analysis based on the facets of the dimensions of neuroticism, extraversion, and agreeableness of the NEO-PI-R (Costa & McCrae, 2007). For men, results confirmed the moderating effect of affiliativeness on the link between the physicians' affiliative interaction style and the interaction outcomes of compliance and trust, but not for satisfaction. However, for women no moderating effect emerged. The more affiliative a man, the more he adheres to the treatment recommendations of the affiliative as compared to the non affiliative physician and the more trust he has in the former.

**D268**

**BIRDS OF A FEATHER: THE INFLUENCE OF BIRTH ORDER ON FRIENDSHIPS AMONG GIFTED STUDENTS** Laura A. Boettcher<sup>1</sup>, Gayle T. Dow<sup>1</sup>; <sup>1</sup>Christopher Newport University – Previous researchers investigating the influence of birth order on personality suggest common traits exist within oldest, middle, & youngest born individuals (Sulloway, 1997). The goal of the current study was to investigate this influence of birth order status on the selection of close friends among gifted students. A demographics survey was completed by approx. 60 high school rising seniors from a gifted arts summer program with questions regarding participants' birth order as well as who they considered to be a best friend for at least one year. A Chi square test of the participants' birth order and their best friends' birth order revealed a significant relationship. We found that birds of a feather flock together, such that oldest born children tended to be friends with other oldest born and middle born children tended to be friends with other middle born. Implications, limitations and future directions will be discussed.

**D269**

**PREDICTING REAL-WORLD USER CHARACTERISTICS FROM VIRTUAL-WORLD AVATARS: HOW TRULY ANONYMOUS IS THE NET?** Michael Dudley<sup>1</sup>; <sup>1</sup>Southern Illinois University Edwardsville – The overarching goal of this exploratory study was to attempt to identify the extent to which real-world (RW) personality and behavioral characteristics of Second Life users could be predicted from just the appearance and behaviors of their virtual-world (VW) avatars. The underlying assumption of this study was that the personality and behavioral characteristics of the user in the RW would be reflected in the personality and behavioral characteristics of their VW avatar. Thirty-four participants independently assessed both the demographic and personality characteristics of nine Second Life avatars, created specifically as part of this study. These independent ratings were then compared to the same characteristics as supplied by the avatar creator. Consistent with prior research, results indicated a high degree of correlation between the demographics of the RW users and their VW avatars. Using the Big 5 personality factors, a surprisingly high correlation for personality characteristics was also obtained for some avatars (up to  $r > .90$ ). Exploratory analyses were conducted to determine a possible moderating variable between those avatars with high ( $r_s > .70$ ) and low ( $r_s < .30$ ) RW correlations, including a possible mediating role of RW user adherence to traditional gender roles. Implications for these findings regarding how truly anonymous one's online avatar may be are discussed.

**D270**

**REBOUND EFFECTS OF RETRIEVAL-INDUCED FORGETTING** Marcelle Fernandes<sup>1</sup>, Jo Saunders<sup>1</sup>; <sup>1</sup>Swansea University – Previous research has suggested that the intentional suppression of stereotypes can result in that stereotype rebounding both cognitively and behaviourally. Two experiments provide an initial investigation into whether retrieval-induced forgetting (RIF), whereby the attempt to retrieve a target memory results in the forgetting of related but unretrieved memories, can

also have a behavioural rebound effect. Sixty participants read neutral and positive traits (Experiment 1), and neutral and negative traits (Experiment 2), describing a target individual and then either completed relevant or non-relevant retrieval practice. Participants then free recalled all of the traits concerning the target before being asked to sit and wait for the target outside the laboratory where there were eight seats. The dependent variables were the proportion of items reported and the choice of seat. Results for both experiments show a significant RIF effect indicating that selective retrieval practice significantly impaired the participant's ability to recall competing positive or negative traits on a later recall test. A significant behavioural rebound effect was found whereby the RIF of positive traits led a choice of seat closer to the target and RIF of negative traits led to a choice of seat further away from the target as compared to participants who never demonstrated RIF. Thus, the current findings suggest that RIF may also lead to rebounding, where what is not producible on an explicit recall task can be produced on an indirect measure of memory, extending this effect to include positive as well as negative information

#### D271

**CONSTRUCT VALIDITY FOR A SELF-REPORT MEASURE OF DISTRIBUTIONS OF TRAIT BEHAVIOR** Patrick Gallagher<sup>1</sup>, Rick Hoyle<sup>1</sup>, William Fleeson<sup>2</sup>; <sup>1</sup>Duke University, <sup>2</sup>Wake Forest University – The most common and straightforward way to measure people's standing on personality traits is to ask them to choose a number on a scale that best describes them. These single-number scores, though powerfully predictive, neglect other potentially important aspects of trait behavior. Fleeson (2001) proposed that the most comprehensive measure of personality traits is the distribution of trait-relevant behaviors over time. Recent findings have shown that parameters of these distributions are stable, meaningful individual differences. The behavioral distribution questionnaire (BDQ) was designed to assess behavioral distributions through self-report. Previous studies have shown that participants can be accurate in retrospectively and prospectively describing their actual behavioral distributions using the BDQ. In the current studies, participants completed the BDQ and other measures, and parameters derived from the self-reported distributions were compared to scores on other construct to establish predictive and convergent validity. Parameters of BDQ distributions of Big-Five traits were related to several constructs in expected patterns. Means were related to other Big-Five measures ( $r$ s ranged from .34 to .64,  $ps < .01$ ). Means of extraversion and emotional stability were related to positive affect ( $r = .32$ ,  $p < .01$ ) and negative affect ( $r$ s = -.26 to -.49,  $ps < .05$ ) respectively. Other parameters of BDQ distributions were related to other constructs; for example, standard deviations of Big-Five distributions were related to self-concept clarity ( $r$ s = -.31 to -.42,  $ps < .01$ ). These findings contribute to establishing the validity and potential usefulness of the BDQ as an alternative measure of personality traits.

#### D272

**HIGHER ORDER FACTORS OF THE BIG FIVE AND BOTH EXTERNALIZING AND INTERNALIZING BEHAVIORS IN ADOLESCENCE** Dave Miranda<sup>1</sup>, Patrick Gaudreau<sup>1</sup>, Julien Morizot<sup>2</sup>; <sup>1</sup>University of Ottawa, <sup>2</sup>Université de Montréal – Recent studies identified relations between two higher order factors of the Five Factor Model of personality traits (Stability and Plasticity) and externalizing behaviors in adolescence, such as vandalism, drug use, and aggression (e.g., DeYoung, Peterson, Séguin, & Tremblay, 2008). However, less is known about the links between these two higher order factors and a broader range of comorbidity (externalizing and internalizing behaviors) across normal populations of female and male adolescents. Consequently, this study hypothesized relations between self-reports of Stability (Neuroticism inverted, Agreeableness, and Conscientiousness) and Plasticity (Extraversion and Openness), and both externalizing (vandalism, theft, aggression, drug use) and internalizing (depression, anxiety, irritability, cognitions) behaviors in a community sample of female and male adolescents. The sample was composed of 269 regular high school students (age:  $M = 15.63$ ,  $SD = .81$  years; 129

girls, 140 boys) attending a Montreal (Canada) public high school. Overall, results from structural equation modeling with latent variables supported the fit of the model across adolescent girls ( $CFI = .94$ ;  $RMSEA = .05$ ) and boys ( $CFI = .96$ ;  $RMSEA = .05$ ). Higher levels of Stability were related to lesser of both externalizing (girls  $B = -.76$ ; boys  $B = -.98$ ) and internalizing behaviors (girls  $B = -.49$ ; boys  $B = -.92$ ). Higher levels of Plasticity were related to more of both externalizing (girls  $B = .82$ ; boys  $B = .82$ ) and internalizing behaviors (girls  $B = .33$ ; boys  $B = .70$ ). Therefore, Stability and Plasticity metraits may account for a broad spectrum of psychopathological comorbidity in adolescence.

#### D273

**IF IT WALKS LIKE A DUCK AND TALKS LIKE A DUCK: REPLICATION AND CONSTRUCT VALIDATION OF PROVERB-BASED PERSONALITY DIMENSIONS** Heather A. Haas<sup>1</sup>, Steven V. Rouse<sup>2</sup>; <sup>1</sup>LaGrange College, <sup>2</sup>Pepperdine University – Many studies of the personality domain have involved lexical analyses. Proverbs, although not single-word items, also appear to be personality-relevant in that they encode injunctions to behave in particular ways and to believe particular things. Although there is one exploratory study of the personality-relevance of English-language proverbs in the literature, the proverbs in that study were presented along with an explanation of the meaning of the proverbs. Thus, although several proverb-based dimensions emerged in that study, it is unclear whether those dimensions might have been, at least in part, a result of the "explanations" rather than due to the proverbial content itself. In this study, 213 college participants' responses to a more pure proverb endorsement task revealed five proverb-based dimensions, four of which replicated proverb-dimensions previously reported (i.e., Machiavellianism, Restraint, Achievement Striving, and the tendency to Enjoy Life). These dimensions were also clearly personality-relevant, although they did not match isomorphically with the Big Five. Correlations with domain and facet level scores on the NEO PI-R showed that Machiavellianism is related to low Openness and Agreeableness, Restraint to high Conscientiousness and low Extroversion, the Enjoys Life dimension to low Neuroticism and Conscientiousness and high Extroversion, and Achievement Striving to high Extroversion and Conscientiousness. Correlations with scales from the MPQ-BF provided further construct validation for these dimensions. Thus, although proverb-based analyses result in a factor structure that carves nature at a different set of joints, this research confirms that the proverb domain does encode important personality dimensions recognized by the folk.

#### D274

**STABILITY AND CHANGE OF INDIVIDUAL DIFFERENCES: A MODEL FOR SHORT-TERM LONGITUDINAL DATA** Ivana Anusic<sup>1</sup>, Richard E. Lucas<sup>1</sup>; <sup>1</sup>Michigan State University – Stability of individual differences is an important avenue of study for personality psychologists. Stability of constructs gives us insight into their nature, causes, and importance for the everyday functioning of individuals. One prominent model for examining stability and change of individual differences is Kenny and Zautra's (1995; 2001) STARTS model. This model posits that variance of individual differences may be partitioned into a stable trait (ST) component which is perfectly stable, an autoregressive trait (ART) component which changes systematically over time, and a state (S) component which is specific to a single measurement occasion. Although the STARTS model accurately describes patterns of stability and change we observe in the data over longer time periods, it has been greatly underutilized in psychological research. One likely reason for this is that the STARTS model requires repeated assessments over several years, which is often not plausible for studies that employ undergraduate student participants. Thus, we developed two alternative models that can be used with shorter-term longitudinal datasets and applied them to a dataset of personality, life satisfaction, and affective symptoms, assessed weekly over a period of two months. Our results indicated that personality can be adequately described by the model which assumes that individual differences are mostly trait-like. In contrast, life satisfaction and affective symptoms show change even over short time periods and thus their

model must include the autoregressive component. The findings are discussed in the context of short-term longitudinal studies of individual differences and the research questions they may answer.

#### D275

##### **INFLUENCES OF PERCEIVED DEPRIVATION ON STUDENT PERCEPTIONS OF TEACHER SUPPORT** Jennifer Hicks<sup>1</sup>, Debbie Boman<sup>1</sup>, Reba Criswell<sup>1</sup>;

<sup>1</sup>Southeastern Oklahoma State University – Prior research studies investigating the link between the Big Five Personality factors and academic outcomes have primarily indicated that conscientiousness serves as a useful predictor for achievement. Results of some studies have also suggested that socioeconomic deprivation negatively predicts achievement. However, previous studies have considered objective indicators of deprivation exclusively. The purpose of the present study was to investigate the impact of perceived deprivation on conscientiousness and achievement-striving among college students. Perceived deprivation negatively predicted overall conscientiousness, but was not correlated with dutifulness or achievement-striving facet scores on the Conscientiousness domain of the NEO PI-R. However, perceived deprivation of teacher support was significantly linked with scores on three of the five Conscientiousness facets (i.e., achievement striving, competence, and self-discipline). Results supported prior studies indicating a link between conscientiousness and socioeconomic deprivation. Findings are discussed in relation to teacher characteristics that may assist students in developing and strengthening achievement-related behaviors.

## Well-Being

#### D276

##### **LINKS BETWEEN SUPPORT, WELL-BEING, AND BEHAVIOR** Michelle Herrera<sup>1</sup>, Rebeca Aragón<sup>1</sup>, Gertraud Stadler<sup>1</sup>, Niall Bolger<sup>1</sup>;

<sup>1</sup>Columbia University – Perceived support is associated with positive outcomes, e.g., better health. One possible pathway between perceived support and health is health behavior (Berkman, Glass, Brissette, & Seeman, 2000). This poster investigates the relationship between perceived support (in general and specific for exercise and diet), well-being, and health behavior. In Study I, a sample of 259 women (ages 30-50) each completed a questionnaire about general perceived support, specific perceived support for regular exercise and healthy eating, and physical and psychological well-being. Participants also completed a 7-day diary about their physical activity and diet. Health behavior-specific perceived support was not related to physical or psychological well-being ( $r = 0.13$  and  $0.12$ ,  $p > .05$ ) and diet (all  $r_s \leq 0.12$ ,  $p > .05$ ), but was correlated with exercise ( $r = 0.21$ ,  $p < .05$ ). General perceived support was correlated with both physical and psychological well-being ( $r = 0.22$  and  $0.42$ ,  $p < .05$ ), was not related to diet (all  $r_s \leq 0.12$ ,  $p > .05$ ), yet was correlated with exercise ( $r = 0.21$ ,  $p < .05$ ). None of the health behaviors were mediating the link between support and well-being. In-depth interviews were conducted in Study II to better understand the links between support, health behavior, and well-being. Participants reported that others facilitated exercise and healthy eating by creating an environment that made healthy choices easier (e.g., no sweets at home) but neither provider nor receiver labeled this as support. Support receivers and providers experienced direct support attempts at encouraging health behavior as counterproductive.

#### D277

##### **EGOTISTICALLY RESOURCEFUL SOCIAL CAPITALISTS: THE WELL-BEING BENEFITS OF BRIDGING SOCIAL ACTORS AND BUILDING NETWORK CONNECTIONS** Lalin Anik<sup>1</sup>, Michael I. Norton<sup>1</sup>;

<sup>1</sup>Harvard Business School – With the aim of bridging the gap between social structure and the value of social relationships, we investigated people's personal motivations to create social connections. We showed that some people get more utility out of making connections than others and we call these connectors "social capitalists." With the increase of social networking website, there is the hype of individuals to introduce themselves to others as well as creating opportunities to connect their friends. This, we

hypothesized, is strongly related to well-being and life satisfaction. In five separate studies, we explored people's tendencies to connect people to see whether these connections impacted their well-being and preferences for future connections. In Study 1, we looked at whether people's perceptions of how well they connected people in their lives associated with their well-being and whether the depth of their social circles affected this relationship. In Study 2, we investigated whether this utility was specific to connecting just anything or people only in the light of a distinction between actual performance and perceived performance in social circles. In Study 3, we explored how people's network structure impacted their connections with others and whether this had an effect on their well-being. In Study 4, we looked at whether the outcome of the connection (whether it was successful or not) was important and finally, we manipulated people's formation of connections.

#### D278

##### **MONEY CAN BUY HAPPINESS (AT LEAST SOMETIMES): THE EFFECT OF MATERIAL VS. EXPERIENTIAL PURCHASES ON HAPPINESS** Sarah

Estow<sup>1</sup>, Eva Kung Lawrence<sup>1</sup>;

<sup>1</sup>Guilford College, Greensboro, NC – With the current economic downturn, there has been increased interest in identifying how people should best spend their money. Aside from basic necessities, what kinds of purchases should we make to maximize our satisfaction? Two-hundred sixty-four (131 female, 124 male, 9 no response) participants were asked to imagine a future purchase of more than \$100 and rate on a 9-point Likert-type scale how happy the purchase would make them and how well-spent the money would be. Participants were randomly assigned to imagine either a material or experiential purchase, and one that was either for themselves or for another person. Results indicate that neither purchase recipient nor participant gender predicted how happy a purchase would make participants nor how well-spent they thought the money would be. However, both dependent variables were affected by the type of purchase participants were asked to imagine. Participants reported that an experiential purchase would make them happier ( $M = 7.61$ ,  $SD = 2.00$ ) than a material purchase, ( $M = 7.11$ ,  $SD = 1.84$ ),  $F(1, 247) = 4.66$ ,  $p = .032$ . Participants also reported that an experiential purchase would be money better spent ( $M = 7.14$ ,  $SD = 1.73$ ) than a material purchase, ( $M = 6.42$ ,  $SD = 2.10$ ),  $F(1, 247) = 7.50$ ,  $p = .007$ . Overall, these results imply that when people reduce their discretionary spending as many of us are currently doing, they should focus first on material purchases as experiential purchases provide greater "bang for their buck" satisfaction-wise.

#### D279

##### **AN INVESTMENT MODEL ANALYSIS OF COMMITMENT AND WELL-BEING IN GRADUATE SCHOOL** Lindsey M. Rodriguez<sup>1</sup>, Amy L. Bush<sup>1</sup>, Ahmet

Uysal<sup>1</sup>, Helen Lin<sup>1</sup>, C. Raymond Knee<sup>1</sup>, Kristen Petty<sup>1</sup>;

<sup>1</sup>University of Houston – Although graduate students are integral to the successful education, research, and future progress of higher academic institutions, many students report experiencing significant stress and depression during graduate school. In fact, more than 50 percent of those who enter graduate school never complete their advanced degree. The current study employed the investment model (Rusbult, Martz, & Agnew, 1998) to predict variability in student commitment and psychological well-being. Graduate students ( $N = 397$ ) in doctoral psychology programs across North America completed an online survey. Structural equation modeling revealed support for the hypothesized model. Specifically, feeling more satisfied with and invested in graduate school predicted more commitment to one's program. Independently, perceiving higher quality alternatives to graduate school predicted less commitment to one's program. Greater commitment, in turn, predicted better psychological well-being, which was captured by indicators of mental health, anxiety, life satisfaction, and perceived stress. Findings remained after controlling for year in school and frequency of meetings with one's advisor. These findings highlight several areas in which steps can be taken to increase graduate student well-being.

**D280**

**THE INFLUENCE OF MOOD ON THE RELATION BETWEEN PROACTIVE COPING AND REHABILITATION OUTCOMES** Joana K. Q. Katter<sup>1</sup>, Esther Greenglass<sup>1</sup>, <sup>1</sup>York University, Toronto – Orthopaedic joint replacement is an increasingly common surgical procedure aimed at reducing pain and improving physical functioning. It has recently been recognized that psychological and cognitive factors can greatly influence an individual's post-surgical recovery, above and beyond the effects of preoperative function and surgical trauma. Individuals' coping style, the way in which they typically deal with problems they encounter, may be a particularly relevant consideration in predicting psychological well-being following joint replacement. Engaging in proactive coping, a coping style that is goal-oriented and involves approaching stressors as challenges rather than threats, may be particularly beneficial. In the present study, the relation between proactive coping, mood, state of mind, and psychological and functional outcomes was examined in a sample of 228 older adults undergoing rehabilitation following joint replacement surgery. It was hypothesized that proactive coping would be associated with improved psychological and functional outcomes following rehabilitation. Further, it was hypothesized that this relation would be mediated by the experience of positive mood and positive state of mind. Support for the proposed mediation model was found, where proactive coping style was associated with increased vigor and positive state of mind, which were in turn associated with improved functional and psychological outcomes. Theoretical and empirical implications of the findings are discussed, particularly with regard to the transactional theory of stress and coping.

**D281**

**THE ROLE OF TRUST IN PHYSICIAN, COPING STYLES AND DEPRESSIVE SYMPTOMS AMONG WOMEN LIVING WITH BREAST CANCER.** Sheena Aislinn Taha<sup>1</sup>, Kimberly Matheson<sup>1</sup>, Hymie Anisman<sup>1</sup>, <sup>1</sup>Carleton University – Dealing with a tumultuous and potentially life-threatening event, such as breast cancer, requires the support of friends and family, and the use of effective coping styles in order to limit adverse psychological repercussions. In the present study we assessed the influence of several factors that might influence psychological well being, including coping methods and a woman's relation with her oncologist (her main source of hope for survival). An on-line survey assessed support, unsupport, coping styles, and trust in physician, in women undergoing treatment for breast cancer (n = 40), women in remission (n = 74) and women who have never had a cancer experience (n = 146). Trust was greatest in women in treatment; however, these women also reported the most depressive symptoms. In addition, as trust increased, so did the potential for blame associated with adverse events related to treatment. Women in treatment were more likely to use avoidant coping than those in the other groups, whereas women in remission used emotion-focused coping least often. The endorsement of these coping styles was associated with heightened depressive symptoms, whereas the use of problem-focused coping was related to lower depressive symptoms. Neither satisfaction with social support, nor trust in the physician interacted with coping styles. Experiences of unsupport, however, moderated the relation between depressive symptoms and both emotion-focused and avoidant coping. These findings suggest that trust in one's treating physician, the use of emotion-focused and avoidant coping styles, as well as experiences of unsupport, may be important considerations regarding women's well-being.

**D282**

**NOT EVERYTHING HAPPENS TO ANYBODY: SUBJECTIVE WELL-BEING AS A PREDICTOR OF LIFE EVENTS** Maike Luhmann<sup>1</sup>, Michael Eid<sup>1</sup>, Richard E. Lucas<sup>2</sup>, Ed Diener<sup>3</sup>, <sup>1</sup>Freie Universität Berlin, <sup>2</sup>Michigan State University, <sup>3</sup>University of Illinois at Urbana-Champaign – Some researchers have proposed that life events are partly endogenous, i.e., influenced by individual characteristics such as neuroticism and extraversion (e.g., Headley & Wearing, 1989). Our study is the first to examine subjective well-being as

an additional predictor of life events. We analyzed longitudinal, representative data from the German Socio-Economic Panel (N = 20,921), the British Household Panel (N = 11,422), and the Household, Income and Labour Dynamics in Australia panel (N = 11,313) with logistic and Poisson regression methods. Across all samples, baseline subjective well-being was a significant predictor of (1) the total number of later positive and negative life events and (2) the occurrence of specific life events such as unemployment, marital separation, or relocations, controlling for sex, age, and the big five personality variables. These findings replenish recent research on the positive consequences of happiness and provide further support for the notion of endogenous life events.

**D283**

**EXPLORING THE RELATION BETWEEN OPTIMISM, EMOTIONAL SUPPORT, AND PROACTIVE COPING** Melina Condren<sup>1</sup>, Esther Greenglass<sup>1</sup>, <sup>1</sup>York University – Proactive coping is a forward-looking, goal-oriented coping strategy that has often been associated with psychological and physical health. By identifying both internal and external resources that lead to increased proactive coping, we can gain a better understanding of how to encourage the use of this positive coping strategy. The present study examines optimism and emotional support as predictors of proactive coping over a two-month period in 68 first-year university students. A series of regression analyses was performed to examine predictors of difference scores between Time 1 and Time 2. Findings suggest that optimism leads to increased emotional support and not the reverse, and that emotional support leads to increased proactive coping and not the reverse. Support was not found for a causal relation between optimism and proactive coping. When emotional support from different sources was examined, optimism led to increased support from friends and a significant other, but not from family. In addition, support from family and a significant other led to increased proactive coping, but proactive coping led to increased support from friends. Taken together, these findings suggest that emotional support leads to increased proactive coping, and that proactive coping strategies can be used to increase the support received from certain social networks. In addition, individuals may be able to increase the support they receive from certain members of their social networks by adopting an optimistic attitude. Theoretical implications of these findings are discussed.

**D284**

**PROACTIVE COPING AS A PREDICTOR OF COLLEGE ADJUSTMENT** Deletha Hardin<sup>1</sup>, Betty Witcher<sup>2</sup>, <sup>1</sup>The University of Tampa, <sup>2</sup>Peace College – Research on coping typically focuses on problem- and emotion-focused coping. These involve finding solutions to present predicaments or managing emotions. These styles are a reaction to stressors and not a preparation for stressors. However, when individuals use proactive coping (Greenglass, Schwarzer, & Taubert, 1999), they prepare, both behaviorally and emotionally. It involves restructuring situations as challenges rather than problems. Coping research typically focuses on work environments. Research is lacking examining how individuals adjust and respond in another very challenging situation—the first semester of college. This research hypothesizes a positive relationship between proactive coping and college adjustment. First year students at two private institutions completed questionnaires in the fall semester. Students (N = 175) completed the Proactive Coping Inventory (PCI; Greenglass et al., 1999), and the College Adjustment Test (CAT; Pennebaker, Colder, & Sharp, 1990) which includes negative affect, optimism, and homesickness subscales. Regression analyses revealed that the more individuals utilized proactive coping, the better their overall college adjustment and the greater their degree of optimism. In addition, more proactive coping predicted less negative affect and homesickness. The following academic year, 301 students completed the PCI and CAT. Results replicated the majority of findings in the previous study, except that proactive coping did not predict homesickness. Proactive coping appears to be important in adjusting to college. Additionally, adjustment predicts academic per-



formance (Hardin & Witcher, 2007). Therefore, proactive coping research should examine whether it can be modeled or taught in order to assist transition into college and eventually work environments.

#### D285

##### **A LENS MODEL OF SELF-INFORMANT AGREEMENT IN LIFE SATISFACTION JUDGMENTS**

Leann Schneider<sup>1</sup>, Ulrich Schimmack<sup>1</sup>; <sup>1</sup>University of Toronto Mississauga – Accurate knowledge about oneself and others is important to set attainable goals and to avoid negative events in the future. Numerous studies have examined accuracy and biases in perceptions of personality traits (e.g., Funder, Kolar, & Blackman, 1995), however, the accuracy of judgments of well-being (life-satisfaction, positive affect, & negative affect) has not been examined as thoroughly. Past studies have found moderate convergence between self and informant ratings of well-being, indicating that well-being measures are at least somewhat valid (Schneider & Schimmack, 2009). The main purpose of this study is to extend this finding by revealing the sources of agreement and disagreement in life satisfaction judgments. A modification of Brunswik's (1959) lens model was used, with the shared variance in self and informant ratings of domain satisfaction acting as cues for self and informant ratings of global life satisfaction. Results showed (a) significant self-informant agreement for global life satisfaction and domain satisfaction, (b) significantly higher convergence for domain satisfaction judgments compared to global life satisfaction judgments, (c) discriminant validity of domain satisfaction judgments, (d) top-down effects of a general satisfaction disposition on domain satisfaction, and (e) self-informant agreement was fully explained by bottom-up effects of family satisfaction, health satisfaction, and academic satisfaction on self and informant judgments of life satisfaction. Implications for the assessment of well-being are discussed.

#### D286

##### **THE PAST, PRESENT, AND FUTURE OF SUBJECTIVE WELL-BEING: TEMPORAL SELF-COMPARISONS FOR LIFE SATISFACTION, POSITIVE AFFECT, AND NEGATIVE AFFECT, AND ASSOCIATIONS WITH POSITIVE FUNCTIONING**

Michael A. Busseri<sup>1</sup>, Becky L. Choma<sup>2</sup>, Stan W. Sadava<sup>1</sup>; <sup>1</sup>Brock University, <sup>2</sup>Wifrid Laurier University – Subjective well-being (SWB) comprises life satisfaction, positive affect, and negative affect (Diener, 1984). Whereas SWB research typically addresses present well-being, comparatively little is known concerning how people evaluate their well-being through subjective time. Temporal self-comparisons convey valuable information not reflected in evaluations of one's present life: Past life satisfaction is typically judged less positively than present, and present life satisfaction is usually rated less positively than the anticipated future; and emerging research suggests that flatter – rather than ascending – subjective trajectories for life satisfaction are associated with positive functioning, consonant with self-consistency (vs. self-enhancement) theories (Keyes, 2000). Expanding on previous research, we examined all three SWB components and tested associations with indicators of functioning. Undergraduates (n = 462, 80% female, Mage = 18 years) rated their past, present, and anticipated future life satisfaction, positive affect, and negative affect, as well as measures of mental, physical, and interpersonal functioning (e.g., depression, physical symptoms, social support). Results demonstrated that ascending subjective trajectories were normative for life satisfaction, positive affect, and negative affect (reverse-scored); these normative ascending subjective trajectories did not differ in shape or slope across SWB components. Within-individuals, steeper ascending trajectories were positively associated among SWB components and flatter, rather than steeper, subjective trajectories were associated with positive mental, physical, and interpersonal functioning. Thus, subjective trajectories for all three SWB components showed coherence and, as predicted by self-consistency theories, positive functioning was associated with the self-theory that one's SWB is relatively stable over time, rather than improving.

#### D287

##### **LACK OF PERCEIVED MEANING IN LIFE AS AN EXISTENTIAL-SPIRITUAL RISK FACTOR FOR ALCOHOL ABUSE: MODERATING EFFECTS OF GENDER**

Phillip Ianni<sup>1</sup>, Kenneth E. Hart<sup>1</sup>, Stephen Hibbard<sup>1</sup>, Michelle Carroll<sup>2</sup>, Aleks Milosevic<sup>1</sup>, Tobi Wilson<sup>1</sup>; <sup>1</sup>University of Windsor, Windsor, Ontario, Canada, <sup>2</sup>McMaster University, Hamilton, Ontario, Canada – Logotherapy (Frankl, 1963) assumes the human need for a sense of purpose and meaning in life (MIL) is more basic than the needs for power or pleasure. This holistic model of human nature also posits the motivation for MIL reflects a universal yearning that has existential-spiritual roots. When this yearning is frustrated, an 'existential vacuum' is thought to occur (i.e. meaninglessness), potentially increasing a person's vulnerability to excessive use of alcohol. In part, susceptibility occurs because intoxication can temporarily dampen 'psycho-spiritual' distress generated by the failure to satisfy the need for meaning. Research linking MIL to alcohol consumption in non-clinical samples has lacked methodological and statistical rigor. In the current study, we: (1) examined males and females separately; (2) used multivariate statistics; (3) controlled for likely confounds. 560 college students completed a 3-item index of meaninglessness ( $\alpha = .66$ ); the AUDIT measure of alcohol abuse; and covariates such as depression (BDI) and social desirability (SD). In females (n = 462) MIL failed to predict residual variance in AUDIT scores after controlling for age, BDI, and SD. Among the 93 males, the R<sup>2</sup> change for MIL was .047 (F = 5.3, p < .05). The Beta was positive. These data are consistent with Logotherapy and provide qualified support for a psycho-spiritual-existential model of alcohol abuse. Relative to females, males may be more prone to heavy drinking as a form of emotion-focused coping for dealing with the unique kind of suffering that occurs when one's life seems empty and lacking in meaning.

#### D288

##### **ON PASSION FOR A CAUSE: WHO CONTRIBUTES TO SOCIETY AND WHY**

Ariane C. St-Louis<sup>1</sup>, Marc-André K. Lafrenière<sup>1</sup>, Robert J. Vallerand<sup>1</sup>; <sup>1</sup>Université du Québec à Montréal – Some people invest an important amount of time and energy in a cause that they love. Their cause somehow even becomes a part of their own identity. Passion has two facets (Vallerand et al., 2003). Individuals can be harmoniously passionate so that they feel free to engage in the activity, which in turn brings positive outcomes in their lives. But they can also be obsessively passionate. In that case, they experience an uncontrollable urge to part take in the activity and some negative consequences derive from this type of passion. In Study 1, we tested a model proposing that intrinsic versus extrinsic values (Kasser & Ryan, 1993) influence the type of passion people develop toward their cause, which in turn predicts their psychological well-being. Participants were 98 men and women who were nominated "Personality of the week" by the La Presse newspaper for contributing to society. Results from Structural Equation Modeling supported the model. Study 2 replicated the previous model with 86 international humanitarian workers. These findings lead to a number of theoretical and applied implications.

#### D289

##### **WRITING ABOUT THE PERCEIVED BENEFITS AND MEANING OF TRAUMATIC LIFE EVENTS: EXAMINING EFFECTS ON POSTTRAUMATIC GROWTH AND PSYCHOLOGICAL WELL-BEING**

Anjali Mishra<sup>1</sup>, Robert Emmons<sup>1</sup>; <sup>1</sup>University of California, Davis – The goal of this study was to examine the effect of gratitude and meaning in life on posttraumatic growth (PTG). PTG is the positive psychological change experienced as a result of the struggle with challenging life circumstances such as trauma, adversity, or loss (Linley & Joseph, 2004; Park & Fenster, 2004; Tedeschi and Calhoun, 1996). It is generally preceded by major challenges to identity and the crumbling of central assumptions related to life meaning (Davis, Wohl, & Verberg, 2007). Both gratitude and meaning in life have been shown to enhance psychological well-being (Emmons & McCullough, 2003; King, Hicks, Krull, & Gaiso, 2006; Steger, Frazier, Oishi, & Kaler, 2006). There is also accumulating evidence for the psy-

chological and physical health benefits of writing about traumatic events (King & Miner, 2000; Pennebaker, 1993). However, there is minimal research examining the contribution of gratitude and meaning in life to posttraumatic growth. Across 3 consecutive days, 211 college students completed a daily online survey including mood measures and a 20 minute writing exercise. The four writing groups were assigned as follows: posttraumatic gratitude group (n=53); posttraumatic meaning group (n=56); trauma-fact group (n=54); and neutral writing group (n=48). The 3-day daily online portion of the study was preceded by a pre-test online survey, followed by a similar post-test and one month follow-up survey. The meaning and gratitude writing groups reported greater psychological well-being, compared to the trauma-fact and neutral groups. Moreover, individuals in the gratitude group reported greater posttraumatic growth compared to the meaning group.

#### D290

**DETERMINANTS AND CONSEQUENCES OF NEGATIVE GAMBLING OUTCOME EXPECTANCIES: DSM SEVERITY, PERCEIVED MODERATION INEFFICACY & READINESS TO CHANGE** Kenneth E Hart<sup>1</sup>, G. Ron Frisch<sup>1</sup>, Tyler Carey<sup>1</sup>; <sup>1</sup>University of Windsor – The present study extended, to the area of gambling, alcohol-related research that has demonstrated the expectation of aversive drinking consequences is a predictor of motivational readiness to cut back or quit drinking in non-clinical samples. We also sought to identify psychosocial and addiction-related factors that might contribute to increased strength of negative gambling outcome expectancies. Using an online questionnaire methodology, we obtained results from a community sample of 71 mostly male adult gamblers (age = 44.3) who were not yet in the 'action' stage of change (ie., 'precontemplators' or 'contemplators'). Using DSM criteria of disordered gambling, 12.7% were considered "at-risk" gamblers; 22.5% were "problem" gamblers and 49.3% were "pathological" gamblers. In an effort to improve on prior assessment of negative expectancies, we developed a psychometrically sound scale that asked respondents to judge the future likelihood of experiencing a wide range of relatively 'serious' adverse consequences of wagering that are both proximal and distal to (continued future) wagering. Given that the 12-item Readiness to Change Questionnaire (RTCQ) contains no items to tap the "preparation" stage of change, we added 4 such items. Thus, our 16-item RTCQ included the entire range of stages as specified by the Transtheoretical model of change. Results showed perceived inability to gamble responsibly (moderation inefficacy) and DSM-defined problem severity each predicted stronger negative gambling outcome expectancies. The later variable, in turn, predicted greater motivation to change as assessed by a gambling-specific version of the 16-item Readiness to Change inventory. Results have implications for theory, research & intervention.

#### D291

**DISTINCTIVE CHARACTERISTICS BETWEEN HEDONIC WELL-BEING AND EUDAIMONIC WELL-BEING** Haesun Hwang<sup>1</sup>, Eunok Suh<sup>1</sup>; <sup>1</sup>Yonsei University – There are two general perspectives on well-being in current psychology: Hedonic perspective which defines well-being as pleasantness and happiness per se, and eudaimonic perspective which defines well-being as self-realization. These two conceptions are measured by SWB(Subjective Well-Being) and PWB(Psychological Well-Being), respectively. Previous research has shown the similarities of these two conceptions of well-being, but little is known about the differences between the two. Thus the present research aimed to make a distinction between them by particularly focusing on hedonic individuals. Hence, the authors calculated RMH(Relatively More Hedonistic) score by subtracting PWB(Psychological Well-Being) score from ITAS (Intensity and Time Affect Survey) score to distinguish relatively more hedonic people from those who are happy in general. In Study 1, the RMH score correlates particularly strongly with positive affects such as "affection", "love", "fondness", and "caring", which can be considered as positive interpersonal emotions. Informant data also showed the similar pattern that they consider hedonic people as feeling these emotions more often, and that hedonic people are thought to be more likeable as well. These results

suggest that one important nature of hedonic happiness is the rewards from positive interpersonal emotions they may get from interpersonal situations. In Study 2, RMH score correlates strongly with on-line reports of "happiness", "pleasantness", and "meaningfulness". Taking the results from Study 1 and Study 2 together, it is notable that hedonically happy people think their lives are more happy, pleasant, and meaningful, and that it is known by others as well.

#### D292

**UNDERSTANDING MONEY'S LIMITS: PEOPLE'S BELIEFS ABOUT THE INCOME-HAPPINESS CORRELATION** Jeremy Cone<sup>1</sup>, Thomas Gilovich<sup>1</sup>; <sup>1</sup>Cornell University – Although it is often claimed that the correlation between income and happiness is considerably weaker than most people expect, few studies have assessed people's beliefs about the relationship. We report two studies designed to fill that gap by assessing people's beliefs about the relationship between income and happiness in two different ways. In Study 1, participants ranked a set of empirical relationships in terms of strength of correlation and we examined whether they tended to rank the relationship between income and happiness where it actually falls in the set. In Study 2, participants estimated the probability that one individual who has a higher income than another is also the happier of the two. Participants' estimates were then compared to the actual probability based on the relationship between income and happiness reported in the literature. The results indicate that people have a very accurate understanding of the relationship between income and happiness – that contrary to what is often claimed in the literature, people do not expect income to be more associated with happiness than it actually is. We reconcile these findings with other recent studies suggesting that people can overestimate the relationship between income and happiness (e.g., Aknin, Norton, & Dunn, in press) by discussing the role of focalism (Wilson et al, 2000) in people's consideration of the impact of changes in their financial state -- as other studies have explored -- rather than people's assessments of the relationship between income and happiness more generally, as we explored in the current studies.

#### D293

**CALIFORNIA'S BAN ON SAME-SEX MARRIAGE: THE PROPOSITION 8 CAMPAIGN AND ITS EFFECTS ON GAY, LESBIAN, AND BISEXUAL INDIVIDUALS** Adam W. Fingerhut<sup>1</sup>, Natalya C. Maisel<sup>2</sup>, Cristina E. Carter<sup>1</sup>, Christina P. Velasco<sup>1</sup>; <sup>1</sup>Loyola Marymount University, <sup>2</sup>University of California, Los Angeles – Voters and legislators are increasingly weighing in on the rights of lesbian, gay and bisexual (LGB) individuals, creating a unique form of minority stress for these sexual minorities (Rostosky, et al., 2009). One way to cope with this stress is to become more involved in the LGB community and anti-gay political campaigns. Qualitative research suggests that this coping strategy can have positive and negative consequences (Levitt, et al., 2009). The current study builds on this previous research using quantitative methods to examine associations between campaign participation and reactions to anti-gay politics. Specifically, LGB Californians (191 men, 163 women) completed an online questionnaire in the days prior to the November 2008 election in order to assess reactions to Proposition 8, California's anti-gay-marriage campaign, and the role of campaign involvement on individual well-being and relationships with close others. Results indicated that thinking about Proposition 8 and its consequences was almost ubiquitous even though involvement was not. Controlling for demographic factors, higher campaign involvement was related to higher levels of both positive and negative amendment-related affect ( $p < .001$ ), as well as higher levels of perceived conflict and support from both friends and the larger heterosexual community ( $p < .05$ , in all cases). Finally, though campaign involvement was unrelated to perceived conflict in one's romantic relationship, it was positively associated with perceived strengthening of the relationship ( $p < .001$ ). The data suggest that campaign involvement may have conflicting repercussions, serving as a coping device but also as a stressor in itself.

**D294****THE AFFECT-REGULATION MECHANISMS OF ACHIEVING PEACE OF MIND: ATTENTIONAL BIAS TOWARD EMOTIONAL STIMULI**

Yi-Chen Lee<sup>1</sup>, Hsuan-Fu Chao<sup>2</sup>, Ching-Lan Huang<sup>3</sup>, Yi-Cheng Lin<sup>1</sup>; <sup>1</sup>National Taiwan University, <sup>2</sup>Chung Yuan Christian University, <sup>3</sup>National Taiwan University of Science and Technology – Our previous work proposed a new construct to describe the peaceful way of obtaining happiness called peace of mind (POM). Different from the affective component of subjective well-being that emphasizes the importance of hedonic pleasure, the construct of POM is defined as the internal state of peacefulness and harmony. The aim of the present research is to investigate possible affect-regulation mechanisms of people with high POM. An emotional flanker task was designed to explore the attentional bias of people with high and low POM toward different affective stimuli. Unlike extraverts are more susceptible to positive mood inductions, it was expected that people with higher POM are neither vigilant toward positive nor negative stimuli. Our findings showed that people with high POM were not distracted by all the to-be-ignored stimuli, and the low POM group was easily distracted by all the to-be-ignored stimuli. In addition, people with high POM showed more interference by the positive stimuli in comparison with negative stimuli, whereas people with low POM showed similar interference by positive, negative, and even neutral stimuli. The present findings provide evidence of the mood-regulation mechanisms of achieving POM and also imply that the affect regulation mechanisms of achieving POM may be associated with having a greater ability to ignore unrelated negative and neutral stimuli while retaining the ability to process positive information.

**D295****THREE GOOD THINGS, HAPPINESS AND SLEEP**

Cory Scherer<sup>1</sup>, Jess Hartnett<sup>2</sup>; <sup>1</sup>Penn State - Schuylkill, <sup>2</sup>Gannon University – The 'Three Good Things' intervention asks participants to write down three good things that happened to them at the end of the day and explain why the event was good. While this task is frequently used in the positive psychology literature and has been shown to increase happiness and decreased symptoms of depression in participants (see Seligman, Steen, Park, & Peterson, 2005, for review), no clear explanation for the mechanisms behind this mood improvement have been empirically tested. The present studies sought to better understand such mechanisms by exploring 1) the possibility that the task leads to a general increase in subject well being (when compared to a filler task) and 2) that this task leads to better sleep, thus increasing positive mood (Peterson, 2006). In study 1, 80 participants either completed the Three Good Things task or a neutral task. As hypothesized, the three good things task leads to high levels of happiness ( $t(79) = -2.996, p < .001$ ). In study 2, thirty-six participants completed the Three Good Things task every night for twelve nights. An analysis was completed to compare reported sleep quality for participants completing the Three Good Things exercise over the course of twelve days. As hypothesized, paired t-tests found a significant difference ( $t(35) = -3.84, p < .001$ ) in the quality of sleep on the first day of the exercise ( $M = 4.40, SD = 1.21$ ) versus the last day of the exercise ( $M = 5.63, SD = 1.28$ ).

# Poster Session E

Saturday, January 30, 8:00 – 9:30 am, Grande Ballroom

## Assessment

### E1

#### **VALIDATION OF THE MULTI-CONTEXT PROBLEMS CHECKLIST IN A YOUNG ADULT SAMPLE** Michael Boudreaux<sup>1</sup>, Nicholas Stauner<sup>1</sup>, Daniel Ozer<sup>1</sup>; <sup>1</sup>University of California, Riverside

This study examined the psychometric properties of the Multi-Context Problems Checklist (MCPC). The MCPC assesses three broad domains of functioning, tapping into the interpersonal (social, intimate relationships), intrapersonal (thoughts and feelings, attitudes about self), and vocational (work adjustment and environment, performance) problems young adults report experiencing. We administered the scale to 227 young adults and collected data on these participants' personality traits and subjective well-being. The participants endorsed, on average, 30 (SD = 16.4) of 128 items, a 23% endorsement rate. Both frequently and infrequently endorsed items on each subscale were examined. For example, in the "Social" category, 55% of respondents endorsed the problem "being too concerned by what others think," while only 8% reported "being insensitive to social rules and customs." The item content was designed to capture personality-related problems in living and should show relations to personality trait dispositions. Thus, total problems endorsed related strongly and positively to Neuroticism ( $r = .58$ ) and negatively to Extraversion ( $r = -.16$ ), Agreeableness ( $r = -.32$ ), and Conscientiousness ( $r = -.29$ ). Those participants reporting greater problems also reported experiencing negative emotions ( $r = .38$ ) and lower life satisfaction ( $r = -.24$ ). Finally, it was shown that the MCPC predicted these life outcomes, even after controlling for the predictive effects of negative life events. The MCPC proved to have good psychometric properties and warrants attention as a brief psychosocial measure of adaptation.

### E2

#### **DETECTING IMPLICIT PEDOPHILIC PREFERENCES: IMPROVING PREDICTABILITY** Matthijs van Leeuwen<sup>1</sup>, Rick B. van Baaren<sup>1</sup>, Farid Chakhssi<sup>2,3</sup>, Marijke Loonen<sup>1</sup>, Maarten Lippman<sup>1</sup>, Ap Dijksterhuis<sup>1</sup>; <sup>1</sup>Radboud University Nijmegen, <sup>2</sup>Forensic Psychiatric Centre 'de Rooyse Wissel', <sup>3</sup>Maastricht University

Sexual offences are among the crimes that evoke the most public concern, and among these, particularly offences committed by pedophiles. However, assessing pedophilic deviance has been a challenging task. Recently, implicit measures have shown promising results close or equal to many currently used methods like questionnaires or phallometry, but until now the predictive ability of these implicit tasks has not yet risen above the traditional methods. Furthermore, while it has been shown that implicit sexual associations differ between incarcerated pedophiles and incarcerated non-pedophiles, the present research looks at non-incarcerated pedophiles. 20 male self-reported pedophiles and 20 male self-reported heterosexual controls matched on age and education were tested with two implicit measures (Implicit Association Task and the Picture Association Task). Our results show that the combination of two implicit tasks using non-explicit visual stimuli produce the strongest results reported to date in predicting implicit pedophilic preferences (AUC = .97). While replication and further probing into the specificity of implicit measures in detecting sexual preferences is recommendable, these results show promise for potential use in settings where screening of participants' pedophilic associations is desirable.

### E3

#### **THE DESIRABILITY, THE MEAN, AND THE STANDARD DEVIATION** Jessica Wortman<sup>1</sup>, Dustin Wood<sup>1</sup>; <sup>1</sup>Wake Forest University

Although personality psychology is the study of individual differences, there has been little focus on whether and why some traits vary more than others. In the

current study, we show that a trait's standard deviation is associated with important properties of the trait, including temporal stability and level of self-other and other-other agreement. We attempt to determine why some traits vary more than others. A sample of students rated their personalities on two occasions and the personalities of others on their dormitory hall. Using this data, we demonstrate that items with very low or high means vary less than others due to ceiling or floor effects. However, after correcting for these effects, differences in variability remain. For instance, a trait's level of variability could be predicted from the level of individual differences in the trait's desirability (i.e., items varied more when they were found desirable by some people and undesirable by others, such as religiosity). In addition, items with higher variability included those that were more visible (e.g., organized, messy). Items with lower variability included those that were mood-related (e.g., cheerful, crabby), abstract (e.g., extraordinary) or that have little variability in social desirability. This study demonstrates that there are differences in how much personality traits vary across people, which has important implications for traits' self-other and other-other agreement and stability. Our findings suggest trait differences in variability are meaningful; although they are partially caused by statistical artifacts, they are also caused by more meaningful differences in the properties of traits.

### E4

#### **ASSESSING DEPENDENCY USING SELF-REPORT AND INDIRECT MEANS: EXAMINING THE SIGNIFICANCE OF DISCREPANCIES** Alex Cogswell<sup>1</sup>, Lauren B. Alloy<sup>2</sup>, Andrew Karpinski<sup>2</sup>, David Grant<sup>2</sup>; <sup>1</sup>University at Buffalo, <sup>2</sup>Temple University

Proponents of self-report and projective assessment have approached the assessment of interpersonal dependency quite differently, in ways that are recently becoming more aligned. The present study aimed to address the increasing convergence between the two sides, administering both self-report measures and a newly developed implicit measure of dependency in an attempt to characterize more precisely the relations between these seemingly disparate approaches. The study was successful in validating the implicit measure using criteria proposed by two independent groups. The implicit measure was found to be reliable, orthogonal to two self-report dependency instruments, and predictive of external criteria such as other personality constructs and past depression. This study also provided an examination of dissociations between participants' scores on self-report and implicit measures of dependency, and has implications for the significance of such dissociations. That is, the possibility that dissociations themselves are pathological was not supported, and it was found that dissociations between self-report and implicit dependency scores were associated with different patterns of responding on the Personality Assessment Inventory, a broadband instrument. Finally, the present study offered additional evidence for the relation between dependency and depressive symptomatology, and further identified implicit dependency as contributing unique variance in the prediction of past major depressive episodes.

### E5

#### **EXAMINING CONVERGENT AND DISCRIMINANT VALIDITY BEYOND A GENERAL FACTOR OF EMOTIONAL EXPRESSIVITY** John Humrichouse<sup>1</sup>, David Watson<sup>1</sup>; <sup>1</sup>University of Iowa

Emotional expressivity is the tendency (i.e., trait level) to express one's affective states through nonverbal means. As part of the Couples Assessment Project, 202 newlywed couples completed self- and spouse-ratings of the Berkeley Expressivity Questionnaire (Gross & John, 1995). Newlywed couples achieved significant levels of agreement while demonstrating low levels of similarity and assumed similarity. Self- and spouse-ratings were examined within a Multitrait-multimethod matrix (Campbell & Fiske, 1959) allowing for

simultaneous tests of convergent and discriminant validity at the lower-order level of emotional expressivity. In a recent meta-analysis (Riggio & Riggio, 2002), the relation between emotional expressivity and extraversion was  $r = .39$ ,  $p < .01$  and the relation between emotional expressivity and neuroticism was  $r = -.01$ ; however, emotional expressivity was assessed as a general factor. In the current study, relations between emotional expressivity, the Big 5 and trait affectivity reveal differential relations of positive and negative expressivity, such that positive expressivity is related to extraversion and positive affect and negative expressivity is related to neuroticism and negative affect. Furthermore, hierarchical regressions demonstrate the incremental predictive validity of positive and negative expressivity, beyond positive and negative affect, in predicting extraversion and neuroticism, respectively. Whereas extraversion and neuroticism both have an experiential component, such that extraversion is strongly related to positive affect and neuroticism is strongly related to negative affect, they also both have an expressive component. These analyses highlight the importance of assessing emotional expressivity beyond a general factor.

#### E6

**ELIMINATING EVALUATION FROM SELF-REPORT ASSESSMENT: DEVELOPMENT OF THE BALANCED RESPONSE FORMAT** Erin Horn<sup>1</sup>, Eric Turkheimer<sup>1</sup>, Derek Ford<sup>1</sup>, Erik Pettersson<sup>1</sup>; <sup>1</sup>University of Virginia – Self-report personality inventories are confounded with evaluation. Past efforts to control for this confound have involved attempting to write items with neutral evaluative valence or controlling for evaluation statistically. Although these approaches have met with some success, they present problems of their own. The current investigation introduces a novel way to eliminate evaluation. We constructed items that corresponded to bipolar dimensions with lexically opposite, negatively valenced anchors at the extremes, positively valenced, lexically opposite anchors closer to the center, and a neutral point at the center. A typical trait dimension included pathological representations of a trait at the extremes and normative representations as inner guidelines: I am sometimes suspicious and paranoid with others; I am sometimes skeptical of other's intentions; I am average on this trait; I think people are generally trustworthy; My trust in others sometimes leaves me open to manipulation. The trait dimensions were based on 50 bipolar scales representing the FFM (Goldberg, 1992) and the 77 DSM-IV personality disorder criteria. 370 participants rated themselves on 127 trait dimensions by dragging a slider bar cursor to a location that best represented their trait level. Factor analysis of the ratings demonstrated that five dimensions adequately described the structure of the data and generally corresponded to the Big Five. However, these dimensions differed from those of the Big Five in that they contained negative and positive traits at both poles, and as such were uncorrelated with evaluation. It is concluded that presenting traits on bipolar continua effectively controls for evaluation.

## Attitudes/Persuasion

#### E7

**DOES SIMPLE RHETORIC WIN DEMOCRATIC ELECTIONS?: THE OBAMA/MCCAIN CASE.** L. Janelle Gornick<sup>1</sup>, Lucian Gideon Conway, III<sup>1</sup>; <sup>1</sup>University of Montana – Research suggests that the integrative complexity of political rhetoric tends to drop as elections occur, but no research to date directly addresses if this drop in complexity serves to increase electoral success. The present research took samples of political rhetoric from the Obama/McCain election, coded those samples for integrative complexity, and then gave them to participants. Dependent measures focused on the amount of influence a particular paragraph had on participants' voting preferences for the two candidates. Contrary to the simple view that the voting populace unilaterally prefers simplicity, analyses across several studies ( $n = 552$ ) provided a more complex picture of the relationship between rhetoric complexity and voting preference. Overall, McCain was more effective in changing voters' preferences in his favor

when he used complex rhetoric, while the reverse was true for Obama. However, this difference between candidates was most strongly in evidence (and statistically significant) only when the paragraph author addressed foreign (as opposed to domestic) policy: For foreign topics, McCain's complexity was positively correlated with an increased likelihood to vote for him ( $r = .47$ ,  $p < .01$ ), while this same pattern did not occur for Obama ( $r = -.02$ ). These results suggest that complex or simple rhetoric may serve a compensatory function: When candidates are viewed by the populace as having a weakness relevant to complexity on a particular topic area (e.g., McCain being too "simple-minded" on foreign policy), using a level of complexity in opposition to that weakness may change voter perceptions of the candidate.

#### E8

**INFORMATION FRAMING AFFECTS PRO-ENVIRONMENTAL DECISIONS** Hsuan-Fu Chao<sup>1,2</sup>, Jen-Ho Chang<sup>3</sup>, Hsiao-Ling Wang<sup>1</sup>; <sup>1</sup>Chung Yuan Christian University, Chung Li, Taiwan, <sup>2</sup>Research Center for Psychological Science, College of Science, Chung Yuan Christian University, Chung Li, Taiwan, <sup>3</sup>National Taiwan University, Taipei, Taiwan – Energy conservation and carbon emission reduction are vital for human future. Development of new technology is one solution for this issue; however, changes in human attitudes and behaviors are important as well. In this study, we employed information framing using different aspects to examine their persuasive effects on people's intention of conserving energy. The results of our study show that framing information can influence people's intentions. First, people were more willing to turn off the power when their attention was drawn to the electricity consumption charges or the consumption of energy resources than to the emission of carbon dioxide in electricity usage. Second, when the consumption charges were emphasized, people were more reluctant to cut down on the electricity usage when they were not responsible for the consumption charges than when they were. Third, people were more willing to reduce the electricity consumption when it was emphasized that they were contributing to the emission of carbon dioxide. In addition, we show that when the emission of carbon dioxide was emphasized, people with higher altruistic or biospheric value orientations were more likely to reduce electricity consumption. Our results demonstrate the usefulness of information framing in persuading people into energy conservation and carbon emission reduction.

#### E9

**VALUES AND ATTITUDE CHANGE: VALUE ACCESSIBILITY CAN INCREASE A RELATED ATTITUDE'S RESISTANCE TO CHANGE** Kevin Blankenship<sup>1</sup>, Duane Wegener, Renee Murray; <sup>1</sup>Iowa State University, <sup>2</sup>Purdue University, <sup>3</sup>Iowa State University – Attitude theorists have long been interested in attitude strength, a property of attitudes that has implications for how attitudes influence peoples' reactions to the world around them. Strong attitudes have a lasting impact in that they persist over time, resist change when attacked, and influence future thinking and behavior. One structural component of attitude strength, namely accessibility (i.e., the link between an object and its evaluation), may also have implications for attitude strength in inter-attitudinal contexts. Activated evaluations have been shown to increase the accessibility of related attitudes (Judd & Krosnick, 1989). The current research examined whether increasing the accessibility of values (favorable attitudes toward abstract concepts) can increase the strength of specific attitudes related to the values. In Study 1, value accessibility was measured by calculating how quickly participants reported their attitudes toward equality on three semantic differential scales (e.g., bad/good, etc). Afterward, participants read a proposal favoring the elimination of all affirmative action policies on campus, then reported their attitudes toward affirmative action and their willingness to vote against the proposal. Greater accessibility of the value of equality led to more resistant attitudes toward affirmative action and greater willingness to vote against the proposal. A follow-up study manipulated value accessibility and measured counterarguing of the anti-affirmative-action message. This study replicated the resistance

and voting intention results of Study 1. Higher value accessibility also led to greater counterarguing, which mediated value accessibility effects on resistance to the attacking message.

### E10

**RESISTANCE AND SUSCEPTIBILITY TO PERSUASION ACROSS THE IDEOLOGICAL SPECTRUM** Margarita Krochik<sup>1</sup>, Tina H. Schweizer<sup>1</sup>, John T. Jost<sup>1</sup>, Brian A. Nosek<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>University of Virginia – The present study examined explicit attitude change in response to implicit and explicit persuasion among liberals and conservatives in order to assess the dynamics of the epistemic motives associated with political ideology. Recent research suggests that liberals and conservatives differ in terms of their meta-cognitions, with liberals exhibiting greater ambivalence and elaboration and conservatives reporting greater certainty, stability, and implicit-explicit attitude correspondence. Drawing on the Associative-Propositional Evaluation model (Gawronski & Bodenhausen, 2006), we predicted that liberals would be more likely than conservatives to be skeptical of their implicit attitudes (i.e., "gut feelings") and to therefore exhibit self-generated attitude change. Participants took part in a study concerning their thoughts and preferences regarding various foods and beverages. They were influenced either explicitly by strong persuasive arguments or implicitly through the use of a modified evaluative conditioning procedure. In line with predictions, conservatives (a) exhibited greater implicit attitude change in response to implicit than explicit persuasion, and (b) adjusted their explicit self-reports to match their implicit preferences. Liberals, on the other hand, exhibited implicit preferences that reacted against both implicit and explicit persuasion attempts, and exhibited no consistent attitude change explicitly. Findings are interpreted in light of the motivated social cognition approach to political ideology as it pertains to reflexive vs. reflective processes of attitude formation, change, and maintenance.

### E11

**WHEN ATTITUDES LEAD TO GROUP DEFENSIVENESS: THE ROLE OF ATTITUDE UNCERTAINTY IN RESPONSE TO INGROUP THREAT** Austin Chapman<sup>1</sup>, Joshua Clarkson<sup>2</sup>, Eliot Smith<sup>1</sup>, Zakary Tormala<sup>3</sup>; <sup>1</sup>Indiana University, <sup>2</sup>University of Florida, <sup>3</sup>Stanford University – Previous research has shown that attitude uncertainty can motivate identification with a group that is relevant to the attitude issue (Chapman, Clarkson, Smith, & Tormala, 2009). Interestingly, this work suggests that - if attitude uncertainty motivates group identification - then attitude uncertainty should indirectly induce group-level consequences. The current research explored whether those who were made to feel uncertain about an attitude would subsequently identify with an attitude-relevant group (i.e., a group that supplies normative information about the attitude) and, consequently, display heightened sensitivity to threat directed at the group. Seventy-three participants were made to feel either certain or uncertain of their attitude toward a new university-wide policy requiring identification cards to access campus buildings. Immediately following the attitude (un)certainly manipulation, participants reported their identification with a group pretested to be either attitudinally relevant (Indiana University students) or irrelevant (environmentally-concerned individuals) prior to responding to different scenarios involving Indiana University students. As in the Chapman et al. work, group identification significantly increased for uncertain individuals presented with the relevant group (relative to other conditions). Furthermore, these individuals demonstrated a significant bias in allocation of financial resources toward the relevant group (Indiana University) and a greater willingness to physically confront a person who verbally derided the group. These findings reveal that heightened uncertainty in an attitude (even one as non-controversial as a bureaucratic university policy) can induce serious (and potentially dangerous) aversive reactions against threats directed at the ingroup.

### E12

**META- AND STRUCTURAL BASES DIFFERENTIALLY PREDICT SELECTIVE PROCESSING** Ya Hui Michelle See<sup>1</sup>, Richard Petty<sup>2</sup>, Leandre Fabrigar<sup>3</sup>; <sup>1</sup>National University of Singapore, <sup>2</sup>Ohio State University, <sup>3</sup>Queen's University – In recent research (See, Petty, & Fabrigar, 2008), individuals' affective or cognitive meta-bases (i.e. subjective perceptions of reliance on affect or cognition in attitudes) were demonstrated to be independent of their structural bases (i.e. objective indicators of the extent to which affect or cognition is closer to overall attitude). Furthermore, meta- and structural bases accounted for unique variances in persuasion. To examine potential differences in how meta- and structural bases influence attitudes, we compared how the two variables predict time spent on reading affective and cognitive information. Participants reported their meta-bases by indicating the extent to which they thought their attitudes were driven by affect and cognition across five objects (See et al., 2008). Structural bases were assessed by examining how well affect and cognition measures actually related to attitudes across the five objects (Huskinson & Haddock, 2004). Participants then received affective and cognitive information about a fictitious animal (Crites, Fabrigar, & Petty, 1994). As expected, meta- and structural bases related in opposite ways to the proportion of time spent reading affective information. Regardless of whether participants received negative or positive information, more affective meta-bases were associated with relatively more time spent on affective than cognitive information. In contrast, more affective structural bases were associated with relatively less time spent on affective than cognitive information. These findings provide initial evidence that meta-bases influence attitude change by impacting the motivation to selectively process information whereas structural bases do so by impacting the ability to efficiently process the selected information.

### E13

**EFFECTIVENESS OF WORD OF MOUTH MARKETING** Clancie M. Maze<sup>1</sup>, Jenna L. Baddeley<sup>1</sup>, James W. Pennebaker<sup>1</sup>; <sup>1</sup>The University of Texas at Austin – Consumers talking about brands is free publicity. It would be valuable for marketers to know the characteristics of the people they are trying to reach with their products. How often do people use brand names in everyday life? What brands do they talk about? Are people's personalities, mental health, and age related to how often people talk about brand names and what kinds of brand names they talk about? Fifty-two participants (15 males, 37 females; 26 currently depressed, 26 controls) wore a recording device, which recorded 12% of ambient sounds, for two to four consecutive days. Transcripts were coded for brand names and brand names were divided into 14 categories. We looked at personality traits, demographics, and depression to find any differences in the frequency and category of mentioned brand names. Participants higher in extraversion talked more about big box stores (i.e. Wal-mart, Best Buy, etc.). Those higher in agreeableness and emotional stability talked more about restaurants. Participants with higher agreeableness scores also talked more about household items, such as cleaning products, and participants higher in emotional stability talked more about toys. The average age was higher for participants that talked about medical brands and household items and lower for participants that talked about restaurants. Depression also played a factor in discussion of brands; those with current depression talked less about big box stores, restaurants, technological brands and financial institutions. This suggests that personality, age, and mental health are related to people's attention to and verbal transmission of brand names.

### E14

**POLITICAL IDEOLOGY DETERMINES PREFERENCES FOR RHETORICAL STYLE** Hulda Thorisdottir<sup>1</sup>; <sup>1</sup>University of Iceland – People who self identify as politically conservative also report having a higher need for closure and less tolerance for ambiguity as compared to self-identified liberals. It is argued that this difference in cognitive preferences is reflected in the typical policies and political stances endorsed by those groups. Conservative political views are typically characterized by cer-

tainty and clarity - both in content and rhetoric - to a larger extent than liberal political views. If true, this should transfer to a preference for a rhetorical style more generally. It was hypothesized that political conservatives would prefer a particular stance or policy more than liberals if written using a rhetorical style characterized by certainty, whereas the reverse would be true for uncertain rhetorical style. Importantly, it was hypothesized that the actual content of the policy could be rendered irrelevant and that support for a policy could be garnered solely based on its style. Two experiments conducted among the general public confirmed the hypothesis. Study 1 (N = 64) shows that when a policy regarding the importance of fighting global warming was stated with certainty and confidence, it appealed to conservatives but when the language expressed less confidence and more uncertainty liberals supported it more. In Study 2 (N = 60) the findings from Study 1 were replicated using the entirely non-political issue of vitamin intake. Combined, these studies show how rhetorical style may be used as a proxy by people of both ideological leanings to determine whether to support a policy or not.

### E15

**THE CRISIS, THE NEED FOR STRUCTURE, AND CONSUMER CHOICE: BACK TO THE PAST** Diederik Stapel<sup>1</sup>, Rob Nelissen<sup>1</sup>, Erik Burgman<sup>1</sup>, Janne van doorn<sup>1</sup>, Maartje Elshout<sup>1</sup>, Suzan Elshout<sup>1</sup>, Roxanne van Giesen<sup>1</sup>, Loretta Groothof<sup>1</sup>, Femke Hilverda<sup>1</sup>, Maartje Meijers<sup>1</sup>, Lieke Nefs<sup>1</sup>, Job van wolferen<sup>1</sup>; <sup>1</sup>Tilburg University, The Netherlands – We live in uncertain times. Major financial institutions are falling down, factories are closing, and many people are losing their jobs. What are the consequences of all this for people's mental lives and the economic choices they make? In four studies, we test the hypothesis that the current economic crisis increases the need for structure and thus the preference for consumer products that (subtly) signal "tradition" and "old times." In study 1, we show that respondents who had read a newspaper article about the current economic crisis scored higher on a need for structure measure (i.e. Thompson et al., 1989) than respondents who read a no-crisis or neutral newspaper article. In Study 2, we show that priming the crisis leads to a higher endorsement of conservative, traditional values (e.g., pro-religion, anti-drugs, anti-feminism) than when the crisis is not activated. In Studies 3 and 4, we investigate the implications of these effects for consumer choice. In Study 3, we show that priming the crisis increases the preference for retro-products over modern-products. Thus, when the crisis is on people's mind, people prefer "Mary Poppins" over "High School Musical" and an old version of Trivial Pursuit over Trivial Pursuit for the Wii. In Study 4, we show that when the crisis is primed, consumers prefer a tea product that is advertised as "traditional" over tea that is advertised as "new." The reverse is true when the crisis is not primed.

### E16

**ME NOW, OTHERS LATER: PERSPECTIVE-FIT EFFECTS ON SUSTAINABILITY** Marijn H. C. Meijers<sup>1</sup>, Diederik A. Stapel<sup>1</sup>; <sup>1</sup>Tilburg Institute for Behavioral Economics Research, Tilburg University – Sustainability is a hot topic: Our planet is heating up and falling apart and we all know we need to take action. Nevertheless, although everybody knows how important it is, not everybody behaves in a sustainable manner. One prevailing idea in the relevant literature is that to increase sustainability behavior people should focus on the long term, on "later". In two studies, we argue and demonstrate that such an abstract long term time perspective (a focus on "later" rather than "now") is only effective when it is combined with a similarly abstract person perspective (a focus on "others" rather than on "me") because then there is a fit between these two perspectives. Research shows that perspective-fit elevates feelings of perceived behavioral success. These feelings of perceived behavioral success are vital to behaving sustainable because only when people feel that their sustainable actions will actually contribute to a sustainable world, they will engage in such actions. The results of our studies indeed clearly suggest that when there is a fit between time and person perspectives (now-me, later-others), feelings of action effectiveness are relatively high and sustainability effects are relatively more likely than when there is

misfit (later-me, now-others). We show these effects on attitude measures and on actual choice behavior (the likelihood that people choose "organic" labeled chocolate over normal chocolate). The effects on attitudes and choice behavior are perfectly mediated by feelings of action effectiveness. Implications on construal level and attitude change theories will be discussed.

### E17

**ON THE WORKINGS AND LIMITS OF SUBLIMINAL ADVERTISING: THE ROLE OF HABITS** Thijs Verwijmeren<sup>1</sup>, Johan Karremans<sup>1</sup>, Wolfgang Stroebe<sup>2</sup>, Daniël Wigboldus<sup>1</sup>; <sup>1</sup>Radboud University Nijmegen, <sup>2</sup>Utrecht University – Recently, the debate concerning the effectiveness of subliminal advertising has been revived. Two lines of research demonstrated that subliminally priming a brand can affect consumer choices, but only when the primed brand is relevant to an active goal of the recipient (Karremans, Stroebe, & Claus, 2006; Bermeitinger, Goetz, John, Neumann, Ecker, & Doerr, 2009). For example, subliminal priming of a brand of beverage positively affects choice for this brand, but only among thirsty participants. Building on this work, in the present research, we further explored when subliminal advertising may or may not be effective. Specifically, we reasoned that subliminal advertising may only be feasible when the primed brand is not a habitual choice for the recipient of the prime. The present study demonstrated that subliminal priming with a brand of beverage positively affected choice for that brand, but as in previous work, only when participants were already thirsty. Most importantly, in line with predictions, this effect was only obtained for participants for whom the primed brand was not their habitual choice of beverage. In contrast, participants for whom the brand is their habitual choice in daily life chose the brand when given the choice, irrespective of being primed or not. These findings extend previous research, gaining insight into the workings and limits of subliminal advertising. Interestingly, these findings may also explain why previous studies failed to obtain effects of subliminal advertising on consumer choices, as many previous studies used brands that are often habitual choices for people (e.g., Coca Cola).

### E18

**PRODUCT EVALUATION: THE ROLES OF REGULATORY FOCUS AND EMOTIONAL LANGUAGE** Graham G Scott<sup>1</sup>, Patrick J O'Donnell<sup>2</sup>, Sara C Sereno<sup>2</sup>; <sup>1</sup>University of Aberdeen, <sup>2</sup>University of Glasgow – This study investigated whether the evaluation of a positive or negative product (here a car), is affected by the valence of the language describing it. E.g., acceleration might be described as 'fierce', implying good, although the word itself has negative valence. We also sought to establish whether promotion- or prevention-focus (Higgins, 1997) in the implied customer interacted with message- and word-valence in determining whether participants recommended the car to the prospective user. A 2 (product: positive, negative) x 2 (language: positive, negative) design was employed: participants read 4 car reviews, rated each product on a series of semantic-differentials and recommend it to a prevention-focused and promotion-focused individual. Prevention-focused recommendations showed main effects of both product and language (both positive > negative). Promotion-focused recommendation showed a product x language interaction: positive products were always recommended higher; language did not impact negative products, positive products reviewed using negative language were recommended higher than those described using positive language. Similar results were reported in semantic-differential ratings for specific aspects of the products; those relating to promotion-focused (e.g., slow-fast) or prevention-focused (e.g., wasteful-efficient) aspects of the cars conformed to the same patterns reported above. It is proposed that when dealing with prevention-focused concerns, individuals take language at face value, processing negative language as another negative aspect of the item at hand. Promotion focus alters processing style so that individuals are more likely to integrate the positive meaning from words in context (e.g., the brutal engine) and this can further heighten their attitude to a product.

**E19****PREDICTING BEHAVIOUR FROM AFFECTIVE VERSUS COGNITIVE ATTITUDES: SITUATIONAL AND STRATEGIC DETERMINANTS** Paschal

Sheeran<sup>1</sup>, Thomas L. Webb<sup>1</sup>; <sup>1</sup>University of Sheffield – Adaptive behavior often requires that action is guided by thoughts rather than feelings. For example, although excessive alcohol consumption may be enjoyable (i.e., characterised by positive affective attitudes), it is also detrimental to health (i.e., negative cognitive attitudes). Previous research has focused on personality factors (e.g., need for cognition) or the type of behavior as determinants of the relative weight attached to cognitive versus affective attitudes in predicting behavior. Two experiments examined whether situational or strategic factors might also influence the predictive validity of these attitude components. In Experiment 1 participants were primed with the goal to think, the goal to feel, or a neutral prime, and subsequently completed measures of affective attitudes, cognitive attitudes, and intentions regarding 22 behaviors. Findings showed that affective attitudes better predicted intentions than did cognitive attitudes in the feel prime and control conditions. However, cognitive attitudes were just as good at predicting intentions as were affective attitudes in the think prime condition. In Experiment 2, participants formed if-then plans (implementation intentions; Gollwitzer, 1999) geared at downgrading the informational value of feelings. We then tested how well affective and cognitive attitudes predicted subsequent behavior. Findings showed that forming implementation intentions enhanced the influence of cognitive attitudes on subsequent frequency of drunkenness and reduced the influence of affective attitudes. Taken together these findings indicate that situations can exert an automatic effect and if-then plans can exert a strategic effect on the weight attached to affective versus cognitive attitudes in predicting behavior.

**E20****EXPLICIT AND IMPLICIT GROUP AND CANDIDATE ATTITUDES IN A REPRESENTATIVE SAMPLE DURING THE 2008 ELECTION** Christopher

Dial<sup>1</sup>, Shanto Iyengar<sup>2</sup>, Kyu Hahn<sup>3</sup>, Mahzarin Banaji<sup>1</sup>; <sup>1</sup>Harvard University, <sup>2</sup>Stanford University, <sup>3</sup>Yonsei University – In October 2008 a nationally representative sample of registered voters (N = 1100; www.polimetrix.com) completed measures of explicit and implicit attitudes toward two pairs of stimuli: social groups (black and white), and highly visible political candidates (Obama and McCain), each a member of these racial groups. Race and candidate tests at Project Implicit's website (implicit.harvard.edu) have drawn over 10 million participants, but suffered from the limitation of an entirely self-selected sample. The present data are the first comparison of a drop-in sample of 643,785 (Nosek, et al., 2009) and the more representative sample from this study. Interestingly, pro-white IAT bias in both samples show similar effect sizes: representative sample  $d = .969$ ; self-selected sample  $d = .868$ . The expected dissociation between explicit and implicit race attitudes was obtained, and analyses revealed three groups particularly prone to underreport white preference: white respondents, those more educated, and Democrats. Positive correlations between group and candidate measures (IAT  $r = .27^{**}$ ; explicit  $r = .33^{**}$ ) showed that stronger preference for the racial group predicted stronger preference for the candidate from that group. Results also revealed far weaker correlation between explicit-implicit racial group attitudes ( $r = .25^{**}$ ) relative to the same participants' correlation between explicit-implicit candidate preference ( $r = .68^{**}$ ). These results (a) give confidence in the generalizability of the data from Project Implicit's website, (b) demonstrate small but significant association between group race bias and candidate preference, and (c) suggest stronger disparity between explicit-implicit attitudes at the group rather than the person level.

**E21****THE EFFECT OF IMPLICIT THEORIES OF JUDGMENT ON ATTITUDES AND EVALUATION** Clifford D. Evans<sup>1</sup>, Amanda B. Diekmann<sup>1</sup>; <sup>1</sup>Miami

University – Extensive research has demonstrated outcome differences between judgments based on feelings and judgments based on reasons (e.g., Gasper & Clore, 2000). However, research examining feelings or reasons as a source of evaluative information has to date relied primarily on contextual manipulation. Insofar as evaluation and judgment are common processes, it is likely that dispositional differences in how evaluations and judgments are made also exist. These differences may manifest themselves as implicit theories of judgment - common-sense assumptions about sources of evaluative information. The purpose of the current research is to examine how implicit theories of judgment moderate sensitivity to implicit and explicit evaluative information, and their relationship to judgment via implicit and explicit attitudes. Participants completed a measure of dispositional endorsement of feelings or reasons-based judgment, and then received opposed-valence subliminal and supraliminal information about a target. Subsequent to the evaluative conditioning task, participants completed measures of implicit evaluation, explicit evaluation, and judgment. Participants who received positive supraliminal information about the target made more positive explicit evaluations and judgments than participants who learned the opposite, across endorsed theories of judgment. However, the endorsed theory of judgment moderated a strong effect of supraliminal information on implicit evaluations. Implicit evaluations were influenced by supraliminal information in directions consistent with explicit evaluation, but only for feelings-based theorists. Implicit and explicit attitudes correlated with each other and with judgment for feelings-based theorists. For reasons-based theorists, implicit and explicit attitudes were uncorrelated and only explicit attitudes correlated with judgment.

**E22****WHY DO PEOPLE EXPRESS AMBIVALENT ATTITUDES? THE INFLUENCE OF EXPOSURE TO CONFLICTING MESSAGES AND THE OPPORTUNITY TO EXPRESS AMBIVALENCE.** Kenji Noguchi<sup>1</sup>; <sup>1</sup>University of Southern

Mississippi – Possessing ambivalent attitudes (i.e., simultaneous positive and negative evaluations of the attitude object) may be uncomfortable, but it can lead to more careful information processing. It is therefore important to study which factors affect the likelihood of experiencing ambivalent attitudes. Two experiments tested the hypothesis that people would be more likely to express ambivalent attitudes after: (1) hearing two sides of an unrelated argument, and (2) having the opportunity to express ambivalence in a previous task. Participants read statements about several attitude objects (e.g., a hotel, a car) that were either one-sided (only positive information about the objects) or two-sided (both positive and negative information). Participants were then asked to evaluate these objects. In one condition, participants could only designate whether they found the objects favorable or unfavorable (i.e., a dichotomous choice). In the other condition, participants were also given the opportunity to express whether they felt ambivalent or indecisive about the objects. After that, in what participants were told was a second, unrelated study, they were asked to indicate their subjective ambivalence (e.g., how much conflict they felt) toward seven new objects (e.g., politicians). The data revealed that those who had the chance to express ambivalent attitudes in the first part of the experiment expressed more ambivalence toward the new attitudinal objects. A second experiment replicated these results using a different manipulation of ambivalence expression. Thus, having an opportunity to make ambivalent judgments is an important factor for expressing ambivalence in other situations.



**E23****HIGHLIGHTING FINANCIAL BENEFITS CAN INFLUENCE THE EFFECTIVENESS OF PRO-ENVIRONMENTAL MESSAGES IN PROMOTING BEHAVIORAL INTENTIONS**

Nadia Bashir<sup>1</sup>, Tina Sarkissian<sup>1</sup>, Penelope Lockwood<sup>1</sup>, Dan Dolderman<sup>1</sup>; <sup>1</sup>University of Toronto – Given the potential environmental threats posed by human activity, it is critical to optimize campaigns aimed at promoting pro-environmental behavior. Relative to traditional campaigns, which encourage personal sacrifices to ensure environmental protection, persuasive messages illustrating the benefits of pro-environmental behavior may achieve greater success. For young adults, who typically value financial success strongly, a message highlighting the personal financial benefits of a pro-environmental stance (e.g., greater employment opportunities) may be particularly appealing. We assessed the impact of such a message on young adults' pro-environmental behavioral intentions. Additionally, we compared young adults born in Canada, and those who were new migrants to Canada. Because new migrants typically strive to succeed financially in their new country, they may be especially motivated by pro-environmental messages that highlight economic benefits. Participants were undergraduate students who either were born in Canada or had migrated to Canada. They first read a pro-environmental message that either highlighted the economic relevance of pro-environmental behaviors, particularly the personal benefits, or illustrated the link between human and environmental health without describing financial benefits. Participants then rated their pro-environmental behavioral intentions. Control participants completed the dependent measure without first reading a message. The economic benefits message significantly boosted the pro-environmental motivation of new migrants but not of individuals born in Canada. Because new migrants may have especially strong goals to succeed financially, they may find messages framed in terms of economic benefits to be particularly persuasive. Pro-environmental messages tailored to fit the goals of various social groups may enhance environmental campaigns.

**E24****ON THE FORMATION OF ATTITUDE CERTAINTY: RELIANCE ON INTERNAL VERSUS EXTERNAL INPUTS**

David Dubois<sup>1</sup>, Derek D. Rucker<sup>1</sup>, Richard E. Petty<sup>2</sup>; <sup>1</sup>Northwestern University, <sup>2</sup>Ohio State University – This work investigates how certainty is affected by external (e.g., information coming from outside oneself, such as source expertise or social consensus) versus internal inputs (e.g., information coming from oneself such as perceived self-knowledge or past behavior). Although prior research suggests any source of certainty might increase individuals' certainty, we propose and find that both personality and situational factors lead individuals to differentially form their certainty on external versus internal inputs. In experiment 1, participants completed a purchasing scenario that contained internal or external inputs, and measured their propensity to self-monitor (Snyder, 1974). While attitudes didn't differ, there was a significant certainty information × self-monitoring interaction ( $p < .01$ ): high self-monitors' certainty was significantly greater after they encountered external information signaling certainty compared to internal information signaling certainty, but the reverse was true for low self-monitors. Experiment 2 manipulated individuals' orientation. Participants completed a self-orientation manipulation designed to momentarily focus individuals on themselves or others (Brewer and Gardner 1996) and were then presented with either internal or external information signaling certainty. Although attitudes didn't differ, individuals with a self orientation were more certain after receiving internal information signaling certainty compared to external information signaling certainty, but the reverse was true for individuals with focusing on others ( $p < .01$ ). A similar pattern was found on behavioral intentions and differences in behavioral intentions were mediated by differences in certainty. Taken together, these findings are the first to shed light on the selective use of certainty-related information and its consequences for behavior.

**E25****EXPLORING THE UNDERLYING PSYCHOLOGICAL PROCESSES OF GAMBLING BEHAVIOUR: INDIVIDUAL AND CONTEXTUAL FACTORS**

Elisabeth Whaley<sup>1</sup>, Alex Kay<sup>1</sup>, Rod C.L. Lindsay<sup>1</sup>, Lee R. Fabrigar<sup>1</sup>, Jamal K. Mansour<sup>1</sup>, Michelle I. Bertrand<sup>1</sup>, Natalie Kalmet<sup>1</sup>; <sup>1</sup>Queen's University – Gambling attitudes and personality factors (e.g., impulsive sensation-seeking; ISS) impact gambling and the development and maintenance of pathological gambling. However, we know very little about the social-cognitive processes responsible for these effects. Our project explored whether attitudes and personality shape people's interpretation of information during gambling, and whether these perceptions are in part responsible for the relationship between attitudes, personality, and gambling. Three studies were conducted using a computerized gambling task. The first study (N=150) consisted of 2 time conditions: timed (i.e., spontaneous) and untimed (i.e., deliberative); and 2 bet conditions: good bets and bad bets (both also had ambiguous filler bets). Participants' attitudes, ISS, and perceptions of bets were assessed. Results indicated that people's attitudes and level of ISS impacted their perceptions and subsequent betting on ambiguous bets, and a contrast effect was seen for these bets such that bets were seen more positively in the bad than the good bet condition. The second study (N=150) replicated the first study, only without assessing perceptions. When participants did not reflect on their perceptions, the time condition had an increased influence and interacted with attitudes and ISS to predict betting. The third study (N=140) further explored responses to ambiguous bets by eliminating the contrast effects of the bet condition seen in the first two studies. As with the first study, attitudes and ISS had a positive relationship with perceptions and consequent betting. Overall, the attitude- and personality-gambling relationship was influenced by people's perceptions of bets.

**E26****THE POSITIVITY AND NEGATIVITY OF AMERICAN ICONICITY: HOW HOT AND COOL RESPONSES TOWARDS AMERICAN ICONIC BRANDS CAN BE MANIPULATED.**

Letty Kwan<sup>1</sup>, Chi Yue Chiu<sup>2</sup>, Angela Ka Yee Leung<sup>3</sup>; <sup>1</sup>University of Illinois, Urbana-Champaign, <sup>2</sup>Nanyang Technological University, <sup>3</sup>Singapore Management University – Previous research on globalization concepts indicated that different globalized icons could elicit either positive or negative affect within an individual. However, affective responses towards globalized icons are complicated and could be affected by an individuals' mindset at their current state. Therefore, in this study, we seek to explore whether individuals could show both positive and negative affect towards the same globalized American iconic brand through priming them into different mindsets of globalization. One way to elicit the two mindsets are by priming them with globalized figures. Specifically in our studies, participants were either given the "Bush", the "Obama" or the "neutral"(baseline) prime. Based on current literature and media portrayal, both Bush and Obama are highly globalized figures; yet carry different representations in globalization. In study 1, 90 Caucasian students in US were randomly assigned to one of the three priming conditions. They were then asked to give affective responses towards 7 previously established globalized American iconic brands and 7 globalized non-iconic brands. In study 2 we recruited 90 Mainland Chinese participants in China using the same methodology for cross-cultural comparison. Results indicated that American participants showed significantly higher positive affect for American iconic brand under the Obama prime than Bush and neutral prime. Study 2 results indicated that under Obama prime, American iconic brand received positive affective ratings; while under Bush prime, American iconic brand received negative affective ratings. Our studies have important implications on individuals' hot and cool responses towards American iconicity, which can be manipulated through priming.

**E27**

**CHANGING BEHAVIORS THROUGH ASKING QUESTIONS: CONTRASTING LOOKING FORWARD VERSUS LOOKING BACK.** Kate Min<sup>1</sup>, Tanya Chartrand<sup>1</sup>, Gavan Fitzsimons<sup>1</sup>; <sup>1</sup>Duke University, The Fuqua School of Business – A growing body of research examines the question-behavior effect, in which simply asking people about their intent to engage in a certain behavior leads to an increase in the probability of their subsequently engaging in that behavior (Sherman, 1980). The current research examines whether the effect of asking questions varies as a function of the time frame asked about – either future intentions or past behavior, and how the valence of the behavior interacts with the time frame. In Experiments 1 and 2, consistent with prior work in this domain, participants who were asked a question about their intent to engage in a positive behavior in the future (e.g., eating a tasty and tempting snack) actually consumed more fattening snacks in a subsequent "taste test," while those asked about their intent to engage in a negative behavior (e.g., fatty food consumption) actually consumed less of the subsequently offered fattening snack. When the question time frame was in the past, however, both the negatively framed (e.g., fatty food) and the positively framed question (e.g., tasty snack) led to increases in actual consumption of a fattening snack. In Experiment 3, we find evidence that these changes in actual behavior in response to valence and question time frame are mediated by participants' automatic evaluations of words related to health and indulgence.

**E28**

**I LIKE IT BECAUSE I SAY THAT I LIKE IT. EVALUATIVE CONDITIONING EFFECTS CAN BE BASED ON STIMULUS-RESPONSE LEARNING** Anne Gast<sup>1</sup>, Klaus Rothermund<sup>2</sup>; <sup>1</sup>Universiteit Gent, <sup>2</sup>Friedrich-Schiller-Universität Jena – Evaluative conditioning (EC) effects are typically assumed to be based on a learned association between a neutral stimulus (CS) and a valent stimulus (US). We demonstrate that this association is not necessary and show that evaluative conditioning effects can also be based on a direct link between the CS and an evaluative response – a CS-ER association. In three experiments participants gave evaluative responses during conditioning to allow an association between the neutral stimulus and an evaluative response. In Experiments 1 and 2, CSs were only combined with forced evaluations but with no USs. Due to this, CS-valence changed in the direction of the forced evaluations both on an explicit and on an implicit measure. As no US was present, this valence change must be due to a CS-ER association. In Experiment 3, CSs were paired with USs and participants were asked to evaluate the pairs during the conditioning phase. The resulting valence change of the CSs (EC effect) was unaffected by a later reevaluation of the USs. This demonstrates that also EC effects found after CS-US pairings which participants had to evaluate are due to CS-ER learning. Therefore, EC effects can be based on two different learning mechanisms: Either on the formation of an association between the neutral and a valent stimulus or on the formation of an association between the neutral stimulus and an evaluative response. It will be discussed how the interplay of these different learning mechanisms can explain seemingly contradicting findings in evaluative conditioning research.

**E29**

**DEPENDENCY OF ILLNESS EVALUATION ON THE SOCIAL COMPARISON CONTEXT: FINDINGS WITH IMPLICIT MEASURES OF AFFECTIVE EVALUATION OF ASTHMA** Sibylle Petersen<sup>1</sup>, Thomas Ritz<sup>2</sup>; <sup>1</sup>University of Hamburg, Germany, <sup>2</sup>Southern Methodist University – Background: The affective dimension of illness representation plays an important role in health self-management. However, little is known about the stability of this affective representation across contexts. We explored the role of social comparison in the affective evaluation of asthma. Methods: Participants included 20 individuals reporting an asthma diagnosis and 33 healthy controls. To measure asthma attitudes, we used three different versions of the Implicit Association Test (IAT), a Single Target IAT (ST-IAT) and two IATs with different social comparison standards for

asthma evaluation: (1) HIV as downward social comparison standard and (2) diabetes as comparison standard on a similar level. Reaction times to pair asthma with positive or negative word stimuli in the three IATs were compared in a repeated measure ANOVA. Furthermore, the relationship between affective evaluation, self-reported asthma specific coping, and negative affect was explored. Results: Individuals with asthma showed a stronger negative evaluation of asthma than healthy individuals in the ST-IAT and in the IAT presenting a comparison standard on a similar level (Diabetes). The negative evaluation in the ST-IAT was related to the self-report of dysfunctional coping strategies. However, in the IAT introducing a downward social comparison with HIV, evaluation of asthma was no longer negative and no longer related to the report of dysfunctional coping strategies. Conclusion: Downward social comparison can buffer against negative affective evaluation of asthma. The context dependency of illness-related attitudes, requires attention in future research and health-management practice.

**E30**

**THE INFLUENCES OF MESSAGE FRAMING, DISPOSITIONAL OPTIMISM, AND ISSUE INVOLVEMENT ON PROMOTING CHOLESTEROL SCREENING** Watch Pengchit<sup>1</sup>, <sup>1</sup>Paul H. White – The current study aimed to examine the role of dispositional optimism—an individual difference regarding favorable general expectancies of future outcomes—as a moderator of the effect of message framing on attitudes and intentions to perform detection behavior. In the 2 X 2 design, participants (N=135) were randomly assigned to either a high or low issue involvement condition and either a gain- or loss-framed message condition encouraging cholesterol screening for early detecting of type 2 diabetes. Optimism was measured as the predictor of the attitudes and intention to obtain the screening. In the high involvement condition, optimism predicted less favorable attitudes toward the screening following a gain-framed message. When the issue involvement was low, optimism predicted less interest in obtaining the screening following a loss-framed message. Although loss framing is usually more persuasive in high involvement circumstances or for detection behaviors, the study found that for individuals with low levels of optimism (i.e., pessimists), gain-framing was more persuasive, possibly because it provides reassurance for pessimists who were more likely to expect unfavorable future outcomes.

**E31**

**FUTURE TIME PERSPECTIVE MODERATES THE RELATIONSHIP BETWEEN SENSATION SEEKING AND THE SAFE SEX ATTITUDES OF ROMANTIC COUPLES** Alma Correa<sup>1</sup>, Amber L. Bush<sup>1</sup>, C. Raymond Knee<sup>1</sup>; <sup>1</sup>University of Houston – Studies have consistently found that college students engage in many high-risk behaviors. Therefore, it is important to understand why certain individuals may put themselves at greater risk than others. Previous studies have found that individuals high in sensation seeking are prone to seek out novel, and often dangerous, experiences. Individuals high in sensation seeking engage in more high-risk behaviors such as excessive drinking and unprotected sex (Kalichman & Rompa, 1995). On the other hand, future time perspective orientation (FTP) has been associated with protective health behaviors such as safe sex as these individuals tend to think about the future when engaging in decision-making (Zimbardo & Boyd, 1999). The current study examined the impact of future time perspective orientation and sensation seeking on condom use attitudes. Dyads (N = 71) involved in a romantic relationship completed a written survey including measures of sexual and nonsexual sensation seeking, FTP, and condom attitudes. Multilevel modeling revealed that participants low in either sexual or nonsexual sensation seeking reported greater self-control to use condoms, but only if they were high in FTP. There were no significant differences between those high and low in sexual or nonsexual sensation seeking when participants were low in FTP. A better understanding of the impact of personality traits on safe sex attitudes and sexual decision-making will contribute to the development of more effective health interventions for college students.

**E32****A META-ANALYSIS ON THE IMPACT OF VIVIDNESS ON PERSUASION**

Rosanna E. Guadagno<sup>1</sup>, Bradley M. Okdie<sup>1</sup>, Brad J. Sagarin<sup>2</sup>, Jamie DeCoster<sup>1</sup>, Kelton v. I. Rhoads<sup>3</sup>; <sup>1</sup>University of Alabama, <sup>2</sup>Northern Illinois University, <sup>3</sup>University of Southern California – The social psychological research on vividness has demonstrated a remarkable lack of consistency regarding the impact of vividness on persuasion (Collins, Taylor, Wood, & Thompson, 1998; Taylor & Thompson, 1982). Guadagno, Rhoads, and Sagarin (2009) hypothesized that this inconsistency was due to ambiguity regarding the vivid object. In two experiments, they demonstrated that figural vividness (i.e., where the persuasion-relevant object is vivid) leads to greater persuasion whereas ground vividness (i.e., where irrelevant objects are vivid) leads to less persuasion. We tested this hypothesis meta-analytically by examining the object(s) made vivid and calculating effect sizes of vivid vs. pallid persuasive communications using figural vividness as a continuous measure. Across all 63 effect sizes, there is a significant effect of vividness on persuasion,  $g^* = 0.175$ ,  $p < .001$ . We next examined whether figural vividness moderates the effect of vividness on persuasion by performing a meta-regression with the continuous measure of figural vividness (ranging from 1 = "totally vivid figure" to 9 = "totally vivid ground") on our effect size measures. We found that the impact of figural vividness interacted with the type of dependent measure. Specifically, figural vividness was a significant predictor of the relationship between vividness and persuasion when attitudes,  $g^* = 0.125$ ,  $p < .001$ , or behavior,  $g^* = 0.472$ ,  $p < .01$ , were assessed but not when beliefs, behavioral intentions, and juror decisions were the dependent measures. Thus, our results support the predictions with an interesting caveat: the type of dependent measure matters.

**E33****WHEN ATTITUDINAL AMBIVALENCE MEETS RESISTANCE TO PERSUASION: THE ROLES OF ATTITUDE CORRECTNESS AND ATTITUDE PERSISTENCE**

John Stutzer<sup>1</sup>, John Petrocelli<sup>1</sup>, <sup>1</sup>Wake Forest University – Strong, as opposed to weak, attitudes are associated with greater attitude behavior consistency, persistence, and stability. Attitude ambivalence (i.e., positive and negative thoughts and feelings toward an attitude object) is often regarded as the antithesis of attitude strength. In fact, research has typically shown ambivalent attitudes to change easily in response to persuasive messages. However, much of this work has employed novel attitude objects. We propose that typical ambivalence (e.g., a smoker's attitude toward cigarettes, attitudes about chocolate or nuclear weapons) is difficult to change. That is, often, people may believe their persistently ambivalent attitudes to be appropriate and correct. In Study 1, we measured ambivalence and manipulated perceived persistence and examined their effects in a traditional persuasion paradigm. In Study 2, we measured persistence and attitude correctness expecting the smallest changes in attitudes to be observed when ambivalent attitudes were perceived to be highly persistent and correct. The low persistence results resemble "amplification of attitude certainty" results of previous research (see Clarkson et al. 2008). Among participants with highly persistent attitudes, attitude change was associated with highly ambivalent attitudes low in perceived attitude correctness, whereas resistance was associated with highly ambivalent attitudes high in perceived attitude correctness. This research specifies some conditions under which ambivalent attitudes are not easily changed.

**E34****THE EFFECT OF A MESSAGE SENDER'S EXPERIENCE ON RECEIVERS' ATTITUDES TOWARD AN OBJECT AND INTENTIONS TO SAMPLE EXPERIENCES WITH THE OBJECT**

Koji Tsuchiya<sup>1</sup>, Tadahiro Motoyoshi<sup>1</sup>, Toshikazu Yoshida<sup>1</sup>, Yoshihisa Kashima<sup>2</sup>; <sup>1</sup>Nagoya University, <sup>2</sup>The University of Melbourne – People often form their attitudes towards an object on the basis of their sampling of experiences with the object. Bringing this insight into social influence processes, Denrell and Le Mens (2007) proposed the interdependent sampling model, postulating that a message sender's attitude may affect others' (receivers') attitudes indirectly by

promoting their subsequent sampling behaviors. Although this model assumed that the sender's positive message about an object can increase the receivers' sampling behavior, this assumption has not been examined to date. We conducted two experiments to examine this assumption while exploring the effect of the sender's experience on receivers' attitude towards the object and intention to sample the object. Participants received an introductory message about a book, which expressed the message sender's positive attitude towards it. However, the basis of the sender's attitude was manipulated in two studies. The sender was said to have written the message on the basis of his own reading (direct experience) or without reading it. The participants then reported their attitudes toward the book, and intentions to sample the book. People who were exposed to the message written by the sender with direct experience had higher intentions to sample the book than those who were exposed to the essay written by the sender without experience in both studies, although there were no differences in attitudes towards the book. These results suggest that the effect of others' attitudes on sampling behavior was more likely to emerge when the sender's attitude is based on direct experience.

**E35****PERSPECTIVE TAKING AFFECTS THE EXPRESSION OF ATTITUDES IN A POLITICAL CONTROVERSY**

Girts Dimdins<sup>1</sup>, Lars Calmfors<sup>1</sup>, Marie Gustafsson<sup>1</sup>, Henry Montgomery<sup>1</sup>, Ulrika Stavlot<sup>1</sup>; <sup>1</sup>Stockholm University – The aim of the study was to examine how perspective taking influences the expression of attitudes about a controversial political issue. As a background for the study, we chose the debate of free competition in wages in Sweden, which previous studies had shown to be a polarizing topic, about which most members of society have an opinion. The participants (N=80) first read a short introduction about the topic. Afterwards, in a between-subjects design, they were asked to formulate the advantages and disadvantages of free trade from a Swedish worker's, a foreign worker's, or a Swedish customer's perspective (a control group thought about pros and cons of their future work). After that, the participants completed a multi-item measure of attitudes towards free trade. The results showed significant differences among the groups in general attitude towards free trade. The group taking the foreign worker's perspective expressed the most positive attitudes towards free trade whereas the group that identified with the Swedish worker's perspective had the most negative attitudes towards free trade. Moreover, specific aspects of free trade were differently evaluated as a result of the perspective taking task. The results show that, within the context of a particular political debate, people have a number of consistent schemata forming a shared reality. Activating a particular schema may significantly alter the expression of debate-related attitudes. Implications for attitude measurement and political persuasion are discussed.

**Emotion****E36****THE UNIQUE RELATIONS BETWEEN EMOTIONAL AWARENESS AND FACETS OF AFFECTIVE INSTABILITY**

Renee Thompson<sup>1,2</sup>, Muge Dizen<sup>1</sup>, Howard Berenbaum<sup>1</sup>; <sup>1</sup>University of Illinois at Urbana-Champaign, <sup>2</sup>Stanford University – Affective instability has been associated with impairment in interpersonal functioning such as in romantic relationships. Although emotional variability and affect intensity are generally considered important facets of affective instability, it is not clear how they are associated with different facets of emotional awareness, which some posit are vital to adaptively using emotional information. The relation between affective instability and two facets of emotional awareness, attention to emotion and clarity of emotion, was examined in two community samples (Ns = 303, 101) and one student sample (N=409). Affective instability was assessed via a structured interview; emotional variability, affect intensity and emotional awareness were assessed with self-report measures. Across the three samples, we found consistent evidence of emotional awareness being associated with affective instability.

Further, different facets of emotional awareness were uniquely associated with different facets of affective instability. Specifically, as hypothesized, emotional variability was inversely associated with clarity of emotion, whereas affect intensity was positively associated with attention to emotion. Further, we found that the associations between emotional awareness and affective instability could not be accounted for by shared variance with gender or neuroticism. Our results provide evidence of emotional awareness being an important and non-redundant correlate of individual differences in affective instability. The findings of this paper underscore that emotional awareness may play a role in emotion regulation—the processes in which individuals influence which emotions they experience, when emotions are experienced, and how emotions are experienced and expressed.

### E37

#### **MIND-BODY DISSONANCE GENERATES COGNITIVE AND CREATIVE SPARKS** Li Huang<sup>1</sup>, Adam D. Galinsky<sup>1</sup>; <sup>1</sup>Northwestern University – We

posit that mind-body dissonance, which we propose occurs when mentally experienced emotions are the opposite valence of facially or bodily displayed ones, generates more creativity and cognitive complexity than mind-body congruence. Our prediction is based on theory suggesting that bodily postures and mental thoughts are not separable or independent sources of emotions, but rather they share a reciprocal relationship. Because of this inseparability and their normal role in validating each other, mind-body dissonance signals unusualness, stripping away directional guidance from normal experiences. As a result, we predicted and tested in three experiments whether mind-body dissonance increases insight, category inclusiveness, and associative ability, and finally cultivates synthesizing of disparate information. Participants who listened to sad music while unobtrusively induced to smile or who listened to happy music while induced to frown performed better on creative insight tasks than participants who experienced only sadness or only happiness. Similarly, recalling a happy memory while frowning or remembering a sad event while smiling led to higher category inclusiveness, greater associative ability, and the expression of more integratively complex ideas. Additionally, associative ability mediated the causal link between mind-body dissonance and integrative complexity. When the mind and body experience different emotions, cognitive activity is stimulated and atypical associations are embraced. We believe that this instinctive desire to overcome conflicting feelings or thoughts endemic to the experience of mind-body dissonance may be the underlying drive to connect, synthesize, and restore "balance" at a higher level of consciousness.

### E38

#### **EXPERIENCED AND ANTICIPATED EMOTIONS IN DECISION-MAKING: HOW YOU FEEL WHEN CONSIDERING A BEHAVIOR INFLUENCES HOW YOU THINK YOU WILL FEEL WITH THE OUTCOME** Stephanie E. Moser<sup>1</sup>,

Leona S. Aiken<sup>1</sup>, Michelle N. Shiota<sup>1</sup>; <sup>1</sup>Arizona State University – Recent years have seen growing interest in the role of emotion in decision-making. Some studies examine the implications of affective associations, the emotions experienced while one considers performing a behavior (e.g., Damasio, 2000; Kiviniemi & Bevens, 2007), whereas others focus on anticipated emotions, the emotions one expects to feel as a result of the behavior (e.g., Sandberg & Conner, 2008; Steptoe et al., 2004). Both are associated with cognitive beliefs of performing a behavior. Affective associations may influence one's anticipated emotions. The present study considered the relationship between these two aspects of emotion, and their role in decisions about cosmetic surgery – a choice involving both potential risks and benefits. In all, 297 undergraduate women contemplating breast augmentation completed questionnaires. In a path model, anticipated regret and anticipated positive emotion each predicted intentions for breast augmentation and preparatory steps women had taken towards breast augmentation (e.g. finding a surgeon). Cognitive beliefs predicted both anticipated emotions; affective associations mediated the relationship between beliefs and anticipated emotions.

### E39

#### **THE INFLUENCE OF REWARDING STIMULI ON FINANCIAL RISK TAKING** Galit Yavne<sup>1</sup>, Craig R. Fox<sup>2</sup>, Brian Knutson<sup>3</sup>, Piotr Winkielman<sup>1</sup>; <sup>1</sup>University of California, San Diego, <sup>2</sup>University of California, Los Angeles, <sup>3</sup>Stanford – It

has been well established that incidental (task irrelevant) emotions influence decisions. However, we lack an understanding of how exactly such emotions enter into the decision process. Previous research has shown that incidental sexual stimuli increase male subjects' acceptance of risky choices. The current study explores whether this effect can be understood in terms of changes in sensitivity of prospective gains and losses. Further, the study explores which stimuli (other than sexual stimuli) causes such an effect, in both genders. In our experiment, subjects were exposed on each trial to different stimuli (3 valence x 3 type categories: Positive, Neutral, Negative; Human, Nature, Object; Human-Positive included sexual stimuli). They then made a gamble choice with varying gains and losses. Positive stimuli, particularly sexual stimuli, were found to bias judgment, causing subjects to accept more gambles than in both neutral and negative conditions. The effect of sexual stimuli was particularly strong for males, causing them to accept significantly more gambles, whereas females showed no change in gambling choice. Furthermore, gender differences appear not only in behavior but also in decision-making strategy, or sensitivity to gains and losses, especially following exposure to sexual stimuli. Males' sensitivity to both loss and gain appear to decrease while females show increased sensitivity to these factors after exposure to sexual stimuli. Our results suggest that incidental positive stimuli influence risk-taking, and in the case of sexual stimuli, this influence results in qualitatively different effects on decision strategy in males and females.

### E40

#### **THE MENTAL TAX ASSOCIATED WITH EMOTION AND COGNITION INTERACTIONS** Justin Storbeck<sup>1</sup>, Gerald Clore<sup>1</sup>; <sup>1</sup>University of Virginia –

Emotion serves to prioritize cognition. Specifically, positive affect promotes verbal cognition, whereas negative affect promotes spatial cognition (Gray, 2001; Storbeck & Clore, 2008). We investigated whether such emotion and cognition interactions influenced the depletion of mental resources. We predicted that when affect promotes the appropriate cognitive process to complete a task (alignment) it conserves mental resources compared to conditions when affect promotes the inappropriate cognitive process (misalignment). For both experiments, positive or negative moods were induced, and then participants completed a verbal or spatial working memory task. This manipulation created the alignment (positive/verbal & negative/spatial) and misalignment (positive/spatial & negative/verbal) conditions. A secondary task was then given, and prior research finds that performance suffers when mental resources have been depleted (Baumeister et al., 2007). In Experiment 1, the secondary task was a creativity task in which participants generated uses for a brick. As predicted, we observed an interaction between mood and working memory task, such that the alignment conditions persisted longer on the task,  $F(1, 100) = 16.00, p < 0.001$ , and generated more uses,  $F(1, 100) = 4.55, p = 0.035$ . The Stroop task served as the secondary task for Exp. 2. Again we observed the same interaction between mood and working memory task, such that the alignment conditions performed better on the Stroop task,  $F(1, 74) = 7.04, p = 0.01$ , and made fewer errors,  $F(1, 73) = 3.60, p = 0.06$ . Thus, emotion and cognition alignment promotes efficient use of mental resources, thus aiding cognitive performance.

### E41

#### **THE AUTONOMIC-CARDIOVASCULAR PROFILES OF EFFORT AND NEGATIVE EMOTION** Lexi Kvasnicka<sup>1</sup>, Clayton J. Hilmert<sup>1</sup>; <sup>1</sup>North Dakota State University –

Identifying the underlying physiology of effort and negative emotion has been difficult because these variables are often confounded with the use of different eliciting tasks (e.g., psychological vs. physical tasks). This experiment was designed to see how effort and negative emotion are associated with cardiovascular and autonomic ner-

vous system functioning during the same task. Two hundred fifty-seven undergraduates rode a stationary bicycle while keeping their heart rate (HR) at 50% maximal for their age (low effort) or 75% maximal (high effort). During the task an experimenter gave feedback designed to elicit high negative emotion or no emotion. Manipulation checks revealed that participants felt more negative emotion in the high relative to no negative emotion conditions ( $p < .05$ ) and that they were putting forth more effort in the high compared to low effort conditions ( $p < .05$ ). Correlations showed that there were a number of differences in physiological profiles depending on condition. For example, when effort was low, HR was negatively associated with parasympathetic activity, indexed by heart rate variability ( $r_s < -.30$ ,  $p_s < .05$ ), however when effort and negative emotion were high HR was positively associated with parasympathetic activity ( $r = .31$ ,  $p < .05$ ). Also, when negative emotion was high and effort was low systolic ( $r = -.24$ ,  $p = .06$ ) and diastolic ( $r = -.32$ ,  $p < .05$ ) blood pressures were associated with sympathetic activity, indexed with pre-ejection period, which was not the case for the other conditions. These results suggest that how much effort is exerted and how much negative emotion is experienced during stress determines the underlying autonomic influence on cardiovascular functioning.

#### E42

**FEELING LIKE YOU LEARNED SOMETHING: UNRELATED EMOTIONS LEAD TO AN ILLUSION OF LEARNING** Jessica L. Alquist<sup>1</sup>, Roy F. Baumeister<sup>1</sup>, Kathleen D. Vohs<sup>3</sup>, Dianne M. Tice<sup>1</sup>, <sup>1</sup>Florida State University, <sup>3</sup>University of Minnesota – The present study demonstrated that experiencing emotion can lead to an illusion of learning. Participants who were asked to write about a time when they felt an emotion (angry, sad, excited, or relaxed) reported that they learned more from an article on George Bernard Shaw than participants who were given a non-emotional writing prompt. This was true even when controlling for how much of the article participants could actually recall. Our hypothesis was based on the theory that one purpose of emotions is to prompt learning in order to inform future behaviors. Implications for educational settings are discussed.

#### E43

**EXERCISE FOR EXTRAVERTS: DO THEY FEEL EVEN BETTER THAN OTHERS AFTERWARDS?** Jeffrey Miller<sup>1</sup>, Zlatan Krizan<sup>1</sup>, <sup>1</sup>Iowa State University – Moderate exercise is one of the best facilitators of positive affect, although not all individuals respond equivalently. Although evidence indicates that extraverts are more likely both to engage in exercise and to experience positive mood, the potential role of extraversion in moderating the effects of exercise on mood and arousal is less clear. To clarify this relation in a real-life setting where duration and intensity of exercise is self-selected, we examined mood and arousal as a function of extraversion among patrons of a recreational facility. Specifically, individuals who just completed or were about to start their workout completed a brief survey assessing their momentary mood and arousal level across multiple measures, including heart rate via a self-administered pulse reading. Finally, respondents rated their extraversion. Consistent with previous work, individuals who just completed their workout reported greater momentary positive affect, increased energy, decreased tiredness, and had higher pulse rates. Similarly, extraversion predicted higher momentary arousal and positive affect. There were no strong effects of either exercise or extraversion on momentary negative affect. Critically, extraverts experienced greater post-exercise arousal level, especially higher positive affect and energy (with no differences in heart rate). Although extraverts tend to be less arousable than introverts and to prefer higher arousal levels, they might have greater responsiveness to exercise relative to their introverted counterparts. However, extroverted individuals also reported engaging in more than one exercise activity (e.g., aerobic exercise and weight training), indicating that their greater emotional boost might be inevitable given higher levels of physical activity.

#### E44

**EXTENDING GROUP EMOTIONS: CROSS-CULTURAL DIFFERENCES ACROSS FOUR GROUP TYPES.** Yufang Sun<sup>1</sup>, Ishani Banerji<sup>1</sup>, Eliot Smith<sup>1</sup>, Diane Mackie<sup>2</sup>, <sup>1</sup>Indiana University, Bloomington, <sup>2</sup>University of California, Santa Barbara – Previous research on group emotions (e.g. Smith, Seger & Mackie, 2007) has focused primarily on American samples and categorical target groups (like political affiliations). The current study sought to expand what is known about group emotions in two ways: explore cross-cultural differences and various target groups. Thus, American and Chinese students (total N = 85) were asked to report their individual emotions and their emotions as members of each of four group types (close groups, task groups, categorical groups, and loose associations). The results indicated significant differences in individual and group emotions. In keeping with previous literature on individual emotions, Americans reported less negative affect, and more positive affect than Chinese participants. In addition, there were significant interaction effects for negative affect, positive affect, and anger across the four group types. American participants reported the greatest negative affect for loose associations, but Chinese participants reported the greatest negative affect for task groups. Similar patterns emerged for both cultural groups for positive affect and anger. Both Americans and Chinese reported the greatest positive affect for close groups and the greatest anger for loose associations. These findings advance the existing literature by examining patterns in group emotions between exemplar independent and interdependent cultural groups. In addition, the study's inclusion of several types of target groups allows for the simultaneous comparison of group emotions across various groups.

#### E45

**AN INVESTIGATION OF INFRAHUMANIZATION IN MENTALIZING** Michael Stevenson<sup>1</sup>, Reginald Adams Jr.<sup>1</sup>, <sup>1</sup>The Pennsylvania State University – Infraculturalization refers to the belief that the human nature (or essence, encompassing such qualities as intelligence, language, and emotionality) of ingroup members is qualitatively different than that of outgroup members. Of particular interest is the topic of emotionality. Past research as shown that participants report associating primary (or non-uniquely human) emotions more with outgroup members and complex (or uniquely human) emotions with ingroup members. A question that remains is how infraculturalization may bias the process of decoding emotional information from facial expressions. In Study 1, White American participants viewed the eye regions of Asian and White faces and were asked to describe, in an open response format, what they thought the person in each photograph was thinking or feeling. Participants attributed a greater proportion of complex mental states to White photographs than Asians, providing evidence for the generalization of infraculturalization to emotion decoding. Study 2 was a replication of Study 1, using Asian participants. This group of Asian participants showed no difference in the attribution of complex mental states to White and Asian photographs. However, unlike the participants in Study 1, this group varied in terms of how long they had lived in the United States. Number of years lived in the U. S. correlated with a difference score of the complexity attributed to Asian and White photographs, such that the longer Asian participants lived in the U.S., the more complexity they attributed to White faces. This finding suggests that infraculturalization is a more malleable effect than previously considered.

#### E46

**BLOOD SPORTS AND SCHADENFREUDE: INGROUP ESTEEM, INGROUP IDENTIFICATION AND REACTIONS TO OUTGROUP MISFORTUNE** David R. Schurtz<sup>1</sup>, David J.Y. Combs<sup>1</sup>, Caitlin A.J. Powell<sup>2</sup>, Richard H. Smith<sup>1</sup>, <sup>1</sup>University of Kentucky, <sup>2</sup>Georgia College & State University – We examined the roles of prior ingroup loss, ingroup esteem, and ingroup identification on schadenfreude in response to sports-related outcomes. In Study 1 participants read about either a rival basketball team losing or a non-rival basketball team losing and gave their affective reactions to this loss. They then completed a measure of ingroup affiliation and ingroup

esteem. As would be expected, participants reported greater schadenfreude when the rival team lost compared to the non-rival. In addition, and contrary to some prior research, this effect was significantly greater for those highly identified with their own team. In Study 2, participants completed measures of both ingroup esteem and ingroup identification. In a second session they read about either their own team losing or a non-rival basketball team losing, then read about an important injury occurring to a member of a rival basketball team, and also gave their affective reactions. Recalling a recent loss had no effect on participants' reactions to the injury; however, higher ingroup esteem and higher ingroup identification were associated with increased schadenfreude. These findings suggest that both ingroup esteem and ingroup identification may play important roles in people's pleased reactions to misfortunes occurring to rival teams, even if the misfortune involves a significant injury.

#### E47

**WHEN DOES SURPRISE INTENSIFY AFFECTIVE REACTIONS?** Dieynaba Ndiaye<sup>1</sup>, Timothy Wilson<sup>1</sup>; <sup>1</sup>University of Virginia – It is a near truism that surprise intensifies affective reactions to events. However, most studies on surprise have confounded how unexpected an event is and how easy it is to explain. We independently manipulated how unexpected a positive event was and how easy it was to explain in order to examine how each of these variables influenced mood. Seventy-two undergraduates played a computer game which was allegedly testing their implicit learning skills. Halfway through the computer game, participants in the expected condition were told that they were doing well; in the unexpected condition, participants were told that they were doing poorly. But at the end of the game, all participants were told that they did very well. In the certain (easy to explain) condition, participants were told that they did well because they used a specific problem solving strategy. In the uncertain (difficult to explain) condition, participants were told that they would not find out which of two problem solving strategies helped them do well. The dependent variable was participants' self-reported mood. The Expectation x Certainty interaction was significant,  $p = .04$ , reflecting the fact that participants were happiest in the uncertain expected condition, and in the certain unexpected condition. Paradoxically participants in the uncertain unexpected condition were no happier than participants in the expected certain condition. In other words, uncertainty or unexpectedness alone intensified positive mood, but both together did not. Perhaps when an event is both uncertain and unexpected, it creates too much uncertainty, which becomes negative.

#### E48

**VALIDATION OF THE SENSITIVITY TO DISGUST MEASURE (SDM)** Ellen Gordon<sup>1</sup>, Rolf Holtz<sup>2</sup>; <sup>1</sup>Ohio University, <sup>2</sup>Troy University – Disgust is a primary emotion in personality and social psychology. However, the currently used disgust measure has serious psychometric weaknesses (Haidt, McCauley, & Rozin, 1994); and it does not assess moral or sex disgust. These concerns limit the range of phenomena to which this scale can be applied. Our current research replicated the factor structure and the reliability of a new disgust measure: The Sensitivity to Disgust Measure (SDM). In addition, the validity of the subscales was examined. Participants ( $M_{age} = 19.43$ ;  $n = 471$ ) completed the SDM and several other measures. Principal components factor analyses extracted five disgust domains that accounted for 57.66% of the variance: body products, animals, death and body envelope violations, sex, and moral transgressions. The alpha coefficient for the total scale is .90; the subscale coefficients range from .78 to .87. Criterion and discriminant-related validity was assessed by correlating the SDM scores with participant scores from several measures: Haidt et al.'s (1994) Disgust Scale, Big-five Short Scale, PANAS, the Contamination Subscale of the Padua Inventory, Food Neophobia Scale, Sexual Attitudes Scale, Fear of Animal Scale, Political Orientation Scale, Body Elimination Attitude Scale, and Fear of Dying Scale. The results offer evidence for the validity of the SDM and its five

subscales. In conclusion, the SDM has improved psychometric properties and measures a broader range of disgust responses in comparison to the current disgust measure.

#### E49

**THE LINK BETWEEN AFFECTIVE STATES AND WILLINGNESS TO ENGAGE IN RISKY SEXUAL BEHAVIOR: THE ROLE OF EMOTIONAL INTELLIGENCE** Elizabeth Pomeroy<sup>1</sup>, Marc Brackett<sup>1</sup>; <sup>1</sup>Yale University – Based on the negative state relief model, it was predicted that negative affect would lead people to be more willing to engage in potentially risky sexual behavior in order to alleviate their negative state. However, it was also expected that emotional intelligence (EI) would moderate this effect. EI was measured with the Mayer-Salovey-Caruso Emotional Intelligence Test (MSCEIT; Mayer et al., 2003), which has four branches: 1) Perceiving emotions, 2) Using emotions to facilitate thinking, 3) Understanding emotions, and 4) Managing emotions. It was predicted that only those with lower scores on the Managing Emotions subscale would be more willing to engage in risky sexual behavior when in a negative affective state. Using a sample of college students ( $N = 58$ ), participants were induced into either a happy, sad, or neutral affective state. Subsequently, their willingness to engage in unprotected sex with a casual partner was assessed. Earlier in the semester, participants had completed the MSCEIT. Regression analyses were conducted, controlling for gender and previous sexual history. As expected, negative affective state was associated with increased willingness to engage in risky sexual behavior, but only for those low in the Managing Emotions subscale (Branch 4). None of the other branches, or the total MSCEIT score, moderated the effect of negative affect on willingness. No effects were found for either the happy or neutral affective states. These findings suggest that negative affect may only lead to risky behaviors for those who are poor at modulating their emotional states.

#### E50

**SHAME AND ANGER ARE ASSOCIATED WITH BEHAVIOURAL AND CORTISOL STRESS-RESPONSES OF EMOTIONAL EATERS** Kate Raspopow<sup>1</sup>, Alfonso Abizaid<sup>1</sup>, Kimberly Matheson<sup>1</sup>, Hymie Anisman<sup>1</sup>; <sup>1</sup>Carleton University – The perceived effectiveness, and endorsement, of coping strategies may differ according to the individual, as well as with the nature of the stressor presented. Furthermore, although generally endorsed to alleviate distress, some coping strategies may be considered maladaptive (compensatory eating). Emotional eating (eating in response to negative arousal), has been associated with emotion-focused and avoidant coping styles. The present investigation assessed whether these coping methods were tied to cortisol changes in response to stressors, and whether emotional eating moderated these effects. In Study 1 participants completed an emotional eating measure, performed a stressor (Trier Social Stress Task; TSST) vs. control task, completed mood and coping effectiveness measures, and had blood samples taken. In Study 2 participants completed an emotional eating measure, performed an anticipation stressor, then mood and food eaten were assessed. Study 1 ( $N=82$ ) indicated that low emotional eaters (EE) perceived problem-focused coping as increasingly effective in response to a stressor (TSST), whereas the reverse was true for high EE. Furthermore, among high EE, feelings of anger and shame were associated with cortisol reactivity. Study 2 ( $N=40$ ) indicated that in anticipation of a stressor, increased food consumption among high EE was related to particular emotional responses, namely shame and anger. A similar outcome was not evident in low EE. It seems that both anticipation and social stressors elicit similar emotional responses among high EE. These data also suggest the possibility that the link between cortisol responses and eating may involve the presence of particular emotional responses among high EE.

**E51****SOCIAL COMPARISON AS A POSSIBLE PSYCHOLOGICAL IMMUNE MECHANISM** Pamela Stager<sup>1</sup>, Tara MacDonald<sup>1</sup>, <sup>1</sup>Queen's University –

People often overestimate the regret they will experience in the future and Gilbert et al. (1998) have proposed that one reason for this is immune neglect, a lack of awareness of one's cognitive mechanisms that alleviate the psychological consequences of negative events. In the current study we propose that social comparison can be used as a psychological immune mechanism. Participants were randomly assigned to work at a task, rigged so all participants failed. Then half of the participants immediately reported their regret over the failure, while the other half reported their regret after a delay. Participants also completed White et al.'s (2006) scale of frequency of comparison (FoC). There was a significant interaction between delay and FoC such that people low on FoC in the no delay condition reported more regret than participants high on FoC in the no delay condition or participants in the delay condition, regardless of their score on FoC. People who reported their regret after a delay had time for the psychological immune system to reduce their regret, regardless of their FoC score. Participants who were given no delay but who scored high on FoC make frequent comparison and so could quickly use these comparisons to reduce their regret. The participants who were given no delay but scored low on FoC could not automatically bring to mind their social comparisons and so were not able to effectively reduce their regret. This study suggests that social comparison is a potential psychological immune mechanism.

**E52****REMEMBRANCE OF THINGS PAST: ENDINGS, REFLECTION ON THE PAST, AND MIXED EMOTIONS** James L. Cazares<sup>1</sup>, Jeff T. Larsen<sup>1</sup>, Hal Ersner-Hershfield<sup>2</sup>, Laura L. Carstensen<sup>2</sup>; <sup>1</sup>Texas Tech University, <sup>2</sup>Stanford University –

The endings of meaningful, enjoyable times (e.g., graduation ceremonies) can elicit mixed emotions of happiness and sadness (Ersner-Hershfield et al., 2008; Larsen et al., 2001), but the underlying mechanisms remain unclear. One possibility is that endings prompt people to reflect on the past, which increases their awareness that a meaningful time in their life is coming to an end. Thus, reflecting on the endings of enjoyable times, in particular, is likely to elicit sadness (Ersner-Hershfield et al., 2008). To the extent that the ending also signals good fortune (e.g., accomplishment), such sadness may not bring with it reduced happiness. Thus, reflection on the past may result in mixed emotions. We investigated this set of possibilities. On either their own graduation day or on a typical day on campus, Stanford students rated the extent to which they felt sad, happy, and other discrete emotions. They also reported what percentage of time during that day they had spent reflecting on the past. Results indicated that graduates experienced more sadness, but no less happiness, than non-graduates. As a result, graduates experienced more mixed emotions. Graduates also reflected on the past more than non-graduates. Mediation analyses indicated that reflection on the past partially mediated the effects of graduation on sadness and on mixed emotions. These results provide evidence that endings of enjoyable times prompt reflection on the past, which, in turn, elicits mixed emotions.

**E53****THE RELATIONS BETWEEN PERSONALITY TRAITS, TRAIT EMOTIONAL INTELLIGENCE AND EMOTION RECOGNITION FOR HAPPINESS AND SADNESS** Peary Brug<sup>1</sup>, Bradley Platt<sup>2</sup>, Keith Aherne<sup>2</sup>, Laurie Batchelder<sup>2</sup>; <sup>1</sup>St Mary's University College, <sup>2</sup>University College London –

The Trait Congruency Hypothesis (TCH; Rusting, 1998, 1999) argues that people are more efficient at processing emotional stimuli that is congruent with their personality traits. Despite this, it still remains unclear whether there is a relation between the five major dimensions of personality and emotion recognition performance (ERP). One explanation for the inconsistencies in the literature is that trait emotional intelligence (tEI) underlies the link between personality traits and ERP, as tEI is an individual's self-perceived ability to process their own and other people's emotions.

To test this hypothesis, the present study measured participants ERP with the newly designed Dynamic Emotional Expression Recognition Task (DEER-T). Specifically, this measures how quickly and accurately participants can identify the emotions of neutral expressions morphing into a full-intensity happy or sad expression. In this study, there were negative correlations between extraversion and response times for happiness and sadness. Moreover, there were negative correlations between extraversion and trait emotional intelligence, and correct identifications for sadness. On the other hand, there were non-significant and weak correlation between neuroticism and DEER-T performance for happiness and sadness. This study contributes further evidence that there is no relation between neuroticism and ERP (Matsumo, et al., 2000), at least for happiness and sadness. The findings are discussed in terms of TCH, with a particular emphasis on whether emotion processing skills underlie the link between personality traits and psychopathology.

**E54****EUROPEAN AMERICAN VERSUS EAST ASIAN DIFFERENCES IN THE REGULATION OF PRIDE: USE OF SUPPRESSION DEPENDS ON CONTEXT** Joshua S. Eng<sup>1</sup>, Oliver P. John<sup>1</sup>; <sup>1</sup>University of California, Berkeley –

A recent study of cultural differences in the regulation of specific emotions (Eng, John, Akutsu, & Gross, 2009) showed that European Americans generally suppress pride less frequently than East-Asian Americans do. Here we propose that this effect depends on context, namely whether the pride experience originates from an individualistic source (e.g., pride in one's personal accomplishments or achievements) or from a collective source (e.g., pride in one's family). We tested this culture-by-context hypothesis in two studies of East-Asian and European Americans (N= 275, 52% Asian; and N=273, 63% Asian), using an emotion-specific version of the Emotion Regulation Questionnaire (Gross & John, 2003). Replicating past research, European Americans indeed suppressed global pride less frequently than East-Asian Americans. However, we also found the predicted interaction of culture and context: whereas European Americans suppressed pride in the individualistic context less frequently, the two cultural groups did not differ in pride suppression in the collectivistic context. Most important, mediation results replicated across the two studies: culture differences in the suppression of individualistic pride fully accounted for differences in global-pride suppression, whereas there were no such mediation effects for the suppression of collectivistic pride. Findings are discussed in terms of differences in the relative value and emphasis that European American (versus East-Asian) culture places on the open expression of one's thoughts and feelings, particularly those that highlight one's positive qualities and successes.

**E55****EXPLORING THE DIMENSIONS OF AFFECTIVE EXPERIENCES WITH THREE-MODE COMPONENT ANALYSIS** Seth Spain<sup>1</sup>, Louis Tay<sup>1</sup>, Ed Diener<sup>1</sup>; <sup>1</sup>University of Illinois, Urbana-Champaign –

Three-mode data refer to data which can be classified by three indices, e.g., participants by variables by measurement occasions. Such data are rich and can be meaningfully used to answer otherwise difficult research questions. Two such questions exist in the study of affect. First, two dimensions of affect are generally accepted, but the proper orientation is debated. The three-mode component model Parafac exploits three-mode variance to obtain rotationally unique solutions (Harshman, 1970). Second, Thayer's (1989) three-dimensional model of affect, where two substantive mood dimensions interact with a third dimension over time has yet to receive a strong test. Tucker's three-mode component model (Tucker, 1966) allows an investigation of Thayer's model. Daily dairies can be used to collect three-mode affect data. We analyzed a 174 participant by 40 variable by 52 measurement occasion array of daily dairy affect data using both Parafac and the Tucker model. Two component solutions adequately fit the data (approximately 87% of original variance accounted for). The Parafac analysis indicated that the rotationally unique dimensions of affect are Positive and Negative Affect, however the dimensions are strongly negatively correlated, consistent with a higher order Pleasant-

Unpleasant dimension (Tellegen, Watson, & Clark, 1999). The Tucker analyses indicate that the person and affect variables interact mainly with the first time component. They interact weakly with each other and the second time component. These results generally support Thayer's three-dimensional model of mood, but suggest that the two mood dimension interact with the third dimension independently of one another.

#### E56

##### **THE ROLE OF EMOTION REGULATION STRATEGIES AND PERSONALITY TRAITS IN THE RECOLLECTION OF AUTOBIOGRAPHICAL MEMORIES**

Ekaterina Denkova<sup>1</sup>, Sanda Dolcos<sup>1,2</sup>, Trisha Chakrabarty<sup>1</sup>, Florin Dolcos<sup>1,3</sup>; <sup>1</sup>Psychiatry, University of Alberta, <sup>2</sup>Psychology, University of Alberta, <sup>3</sup>Centre for Neuroscience, University of Alberta – The available evidence suggests that affective biases in autobiographical memory (AM) - e.g., remembering more negative or positive events - may be linked to variations in the emotion regulation processes. However, it is not well known how individual variations in the habitual engagement of emotion regulation strategies influence the recollection of emotional AM. The present study investigated this issue by assessing the role of two emotion regulation strategies (i.e., reappraisal vs. suppression) in the remembering of positive and negative personal events. Emotional autobiographical events and personality assessments were performed on 51 subjects, using typical AM and personality questionnaires evaluating both general traits (e.g., neuroticism and extraversion) and specific traits linked to emotion regulation. The results showed a positive relationship between the habitual engagement of reappraisal and the percentage and vividness of emotional memories. Additionally, there was also a positive relationship between extraversion and the ability to remember positive memories, and a positive relationship between neuroticism and the ability to remember negative memories. These findings shed light on the role of individual variation in emotion regulation strategies and general personality traits in the affective biases in AM in healthy participants. Moreover, these results also provide insight into understanding affective disorders, such as depression, where there is a negative bias toward remembering negative memories. In current investigation we are also examining the neural correlates on the role of emotion regulation on remembering positive and negative personal memories.

#### E57

##### **THIS FEELS AWFUL - I WANT TO DO IT AGAIN! PREDICTING, EXPERIENCING, AND REMEMBERING A MARATHON**

Kristi M. Lemm<sup>1</sup>, Derrick Wirtz<sup>2</sup>; <sup>1</sup>Western Washington University, <sup>2</sup>East Carolina University – People's limited ability to accurately predict how positive or negative they will feel during future experiences is well documented—as is their inability to accurately remember their affective experiences later on. For example, the experience of vacationers may fall short of pre-trip expectations, yet be replaced with positive post-trip recollections (Wirtz, Kruger, Scollon, & Diener, 2003). The present study examined predicted, momentary, and recalled experience in a physically challenging activity: marathon running. Ten days before a marathon, 17 first-time runners predicted how they would feel physically and emotionally during the race and predicted their future likelihood of running another marathon. Participants were questioned again during the race itself (at miles 16 and 23), one day later, and four weeks later. Results showed participants anticipated feeling more positive physically and emotionally than they reported feeling during the race, particularly at mile 23—the notorious "wall" that confronts runners late in a marathon ( $ps < .05$ ). Yet, just one day later, memories of the marathon were more positive than mid-race reports, and a month later memories were as favorable as original predictions. Interestingly, participants' post-race intentions to run another marathon were correlated with pre-race intentions ( $r = .76$ ), but not with reported physical or emotional experience. These data may elucidate why people run multiple marathons despite the difficult, even painful nature of the experience. People predict (and recall) more positive experiences

than their own reports corroborate, yet discount both past physical and emotional feelings when deciding whether to attempt a future marathon.

#### E58

##### **EMOTIONAL UNDERPINNING OF PARTISANSHIP AND VOTE CHOICE**

Silvia Mari<sup>1</sup>, Martin Rosema<sup>2</sup>; <sup>1</sup>University of Milano-Bicocca, <sup>2</sup>University of Twente – This study examines the impact of emotions on vote choice and the role of partisanship. According to our model, emotional responses toward political parties are key determinants of partisanship, which in turn is the primary determinant of vote choice. We employ a series of items to measure partisanship in terms of two components: partisan self-identity (party identification) and attitudes toward individual parties (party evaluations). Web-survey (Inquisit) data were collected from a sample of students ( $N=171$ ) in Italy, which is a typical example of a multi-party parliamentary system. CFA confirmed the bifactor structure of partisanship. CFA also showed that emotional responses toward each of the five major parties were structured along three dimensions: enthusiasm, anxiety and aversion. For each party, path analyses (LISREL) indicated that enthusiasm and aversion had distinct effects on both components of partisanship, whereas anxiety had no impact. Both partisanship components in turn influenced vote choice with different strength depending on the party, and completely mediated the effects of emotions. These findings are very stable across parties and when considering the effects of the general political orientation. They also suggest that partisanship is best conceptualized in terms of two components (self-identity and attitudes), which both play a pivotal role in linking positively and negatively valenced emotions to vote choice.

#### E59

##### **CULTURAL VARIATION IN EMOTION REGULATION: THE CASE OF ANGER**

Carmel Gabriel<sup>1</sup>, Lauren Berger<sup>1</sup>, Helen Ku<sup>1</sup>, Janice Cheng<sup>1</sup>, Nolan Zane<sup>1</sup>; <sup>1</sup>Asian American Center on Disparities Research, University of California, Davis – Many researchers suggest that the ways in which emotions are recognized and experienced are universal (Ekman & Friesen, 1971; Mesquita & Frijda 1992). However, the ways in which individuals think about, respond to, and handle their emotions, or emotion regulation, vary across cultures (Ekman & Friesen, 1969; Friesen, 1973; Matsumoto, Yoo, & Nakagawa, 2008). Prior research indicates that individuals from East Asian societies maintain a more interdependent view of the self than those from more individualistic, Western societies. Thus, regulating anger, a socially disruptive emotion, may be different for those in Western versus Eastern societies. We hypothesized that East Asians are more likely to regulate their anger in an effort to avoid damaging their interpersonal relationships. The current study examined 68 East Asian Americans and 51 White Americans to see if they regulate their anger differently. Participants were asked to recall anger-eliciting situations and their reactions were assessed. Findings indicate that Asian Americans endorsed significantly more emotion suppression, rumination, positive reappraisal, and acceptance strategies in response to these anger-eliciting situations compared to White Americans. Analyses revealed that the higher levels of rumination, positive reappraisal, and acceptance were mediated by a more interdependent self-construal, whereas higher levels of emotion suppression were mediated by lower acculturation levels compared to White Americans. These findings have important implications for interpersonal and clinical interactions, and for theoretical conceptions of culture and emotions. One implication is that traditional Western psychotherapeutic practices that emphasize the cathartic release of anger may not be as effective with Asian Americans.

#### E60

##### **PARENTS' BELIEFS AND FAMILY CULTURE: HOW VALUATIVE BELIEFS ABOUT EMOTION INFLUENCE CHILDREN'S EMOTIONAL SELF-REPORTED EXPERIENCES**

Paul Dennis<sup>1</sup>, Amy Halberstadt<sup>1</sup>, Rebecca Stelter<sup>1</sup>, Ashley Craig<sup>1</sup>; <sup>1</sup>North Carolina State University – In formulating the Parents' Beliefs About Children's Emotion (PBACE) Questionnaire, Halberstadt et al. (in preparation) identified five broad domains of parents' beliefs,



which they have found to be associated with various emotion socialization processes. One particular domain, regarding parents' valuation of emotions, contains the emotions just are scale, which measures the belief that emotions should not to be evaluated, let alone devaluated; rather, they should be accepted. In light of the *laissez faire* nature of this belief, we predicted that strong beliefs that "emotions just are" would be evident in processes that shed light on family cultures more so than those that involve direct, tangible socialization efforts on the part of the parents. Thus, the aim of the present study was to identify family-cultural markers that could be tested as a function of parents' belief that "emotions just are". In the present study, 63 parents completed the PBACE prior to engaging in a conflict discussion with their 9- and 10-year old children. Three minutes of each dyad's discussion was videotaped and played back to the participants. Separately, they coded each 10-minute segment, identifying which emotion, if any, they were feeling. Parents' self-ratings were significantly related to children's self-ratings, indicating shared perceptions of their interaction. However, this relationship was mediated by parents' belief that "emotions just are". The implications of our findings are discussed in conjunction with concurrent coding projects, which may capture mechanisms behind the influence of parents' belief that "emotions just are" on their children's emotional vocabulary and experiences.

**E61**

**PARENTAL SOCIALIZATION OF EMOTION: ENCOURAGEMENT AND DISCOURAGEMENT IN EMOTION CONVERSATIONS** Fantasy Lozada<sup>1</sup>, Paul Dennis<sup>1</sup>, Rebecca Stelter<sup>1</sup>, Ashley Craig<sup>1</sup>, Amy Halberstadt<sup>1</sup>; <sup>1</sup>North Carolina State University – Parents' beliefs about emotion have been linked to their socialization behaviors during conversation with their children, their masking of emotion, and their emotional expressiveness. This investigation examined the association of parental beliefs assessed by the Parents' Beliefs About Children's Emotions (PBACE) questionnaire and parental socialization behaviors during emotion conversations. Parent-child dyads were invited to the lab to fill out several questionnaires and to play a game that encouraged talk about emotional experiences and situations. These interactions were video-taped, transcribed, and then coded for encouragement and/or discouragement of emotion talk during conversation. Using multi-level modeling, we analyzed four processes—positive and negative encouragement, and positive and negative discouragement—predicting that parents' belief that emotions are bad would be positively related to both positive and negative discouragement and that children's sense of security would be positively related to positive and negative discouragement. After controlling for variation by game-card valence, we found that parents' belief that emotions are bad was negatively related to both positive and negative encouragement, although it was unrelated to discouragement. We also found that children's security was negatively related to parents' discouragement of children's positive emotions.

**E62**

**EMOTIONS IN THE NEUTRAL FACE = PERCEIVED PERSONALITY: THE IMPACT OF PERCEIVED EMOTIONS ON PERSONALITY ATTRIBUTIONS** Marie Lasalle<sup>1</sup>, Sophie Poirier<sup>1</sup>, Annie Simard<sup>1</sup>, Ursula Hess<sup>1</sup>; <sup>1</sup>University of Quebec at Montreal – In order to interact adequately, people are required to judge others' personality based on very subtle clues. Individuals use information about a person's emotional state to infer certain personality traits. Interestingly, people also attribute emotions to a person even when the person is showing a neutral facial expression. The present research assessed the notion that people infer personality traits, such as being warm or being authoritative based on these perceived emotions in the neutral face. For this, two groups of participants were asked to either rate the emotions they perceive or to rate the likelihood that the person has certain personality traits for 40 individuals showing neutral expressions and varying in levels of facial dominance/affiliation. Results showed that perceived happiness positively predicted perceptions of warmth, sociability and nurturing. Perceptions of anger were negatively associated with perceptions of a person's warmth and sociability, and

positively with controlling behavior and dominance. Perceived sadness was a significant positive predictor of affiliation and a negative predictor of confidence and energy. In sum, the present research supports the notions that the emotions we perceive in other's neutral faces entrain perceptions of personality.

**E63**

**THE POLITICS OF PURITY: THE ROLE OF AUTOMATIC PROCESSING IN POLITICAL DIFFERENCES AND MORAL JUDGMENT** Nina Strohminger<sup>1</sup>, Richard Lewis<sup>1</sup>, David Meyer<sup>1</sup>; <sup>1</sup>University of Michigan, Ann Arbor – There is converging evidence that individuals vary in their sensitivity to cues of cleanliness and disgust when forming moral judgments, and that these differences drive individual variation in moral intuitions. Disgust sensitivity is positively correlated with political conservatism (Jones & Fitness, 2008), and predicts opposition to hotbutton issues such as gay marriage and abortion (Inbar et al., 2008). Similarly, political conservatives self-report that purity is more important to their moral decisions than liberals (Graham et al., 2009). Although previous studies have shown a correlation between purity/disgust and political ideology, it is not known whether the effect is causal: primed with purity or disgust, will conservatives be more influenced by this prime? We gave subjects a sentence descrambling task containing dirty, clean, or neutral content before answering moral dilemmas. We found that social liberals were unaffected by these sentences, whereas conservatives experienced a significant decrease in permissiveness for moral violations when compared to clean or neutral content. This is the first experimental demonstration that conservatives incorporate concepts of purity and dirtiness into their judgments more than liberals. This study also addresses a larger question about how deep the differences in conservatives and liberals really runs: although prior data has suggested that these differences only emerge at a very late, cognitive stage of processing (Skitka et al., 2006), our experiment shows that these differences can emerge at an early, unconscious stage of processing. Such findings have important ramifications for the nature of political ideology formation, and point to the origins of individual differences in moral intuitions.

**E64**

**RELATIONSHIP BETWEEN EMOTIONS AND SOCIAL VALUES – FUNCTIONALITY OF EMOTIONS REVISITED** Wing Yee Cheung<sup>1</sup>, Gregory R. Maio<sup>1</sup>; <sup>1</sup>Cardiff University – Traditionally, the processes underlying goal pursuits were assumed to be conscious and deliberate. Current theories have started positing the role of emotions in goal pursuit but rarely look at the specific quality of each emotional state systematically. We argued that it is crucial to consider the context of each emotion and the systemic properties of goals. We primed the salience of a few emotions (shame, guilt, disgust & sadness) and measured the subsequent values importance rating. Experiment 1 found that participants who thought about shame feelings rated openness to change values (e.g., freedom) to be less importance and tradition values (e.g., modest) to be more important. In contrast, participants in the guilt condition gave a higher rating to openness to change values, and lower rating to tradition values. Experiment 2 found that participants who focused on "moral" disgust subsequently assigned higher importance to self-transcendence values (e.g., helpfulness), and lower importance to self-enhancement values (e.g., success). In contrast, participants who focused on "hygienic" disgust subsequently assigned higher importance to conservation values (e.g., family security), and lower importance to openness to change values (e.g., freedom). Experiment 3 found that participants who focused on "death" sadness subsequently assigned higher importance to self-transcendence values, and lower importance to self-enhancement values. These results showed a consistent picture that the context of emotions plays a role in its association to goals, and when an emotion has a promoting effect on one value, it simultaneously has an inhibiting effect on its opposing value.

**E65****IF LIFE IS GOOD, WHY PAY ATTENTION TO CHANGES IN REWARD CONTINGENCIES? HAPPINESS REDUCES REVERSAL LEARNING**

Vera Sacharin<sup>1</sup>, Richard Gonzalez<sup>1</sup>; <sup>1</sup>University of Michigan – Daily life involves dealing with change; the price of gas goes up, the grocery store no longer carries your favorite yogurt, your boss develops a new attitude about your performance. To deal with such events, individuals need to detect changes and adapt their behavior accordingly. We examine the role of emotions in the ability to learn changes in reward contingencies using a reversal learning paradigm. In a reversal learning paradigm, one of two stimuli is associated with a reward. The stimulus that is reinforced changes throughout the task. Differences in appraisals of control and a good and fair world may be particularly relevant for reversal learning. For example, a belief in a good and fair world may reduce and individual's motivation to learn and understand reward-contingencies, because there is no need to understand what is rewarding and what is not when everything is already at its best. Happiness is relatively higher in appraisals of control and a fair world than relief, sadness, and worry. In three experiments, we show that happiness decreases reversal learning. However, other positive or negative emotions (relief, sadness, and worry) do not impair performance. Our results suggest that being happy reduces the ability to adapt to changes in reward contingencies.

**E66****POWER AND EMOTION UNDER A GENDER PERSPECTIVE**

Marianne Schmid Mast<sup>1</sup>, Manuel Bachmann<sup>1</sup>, Petra Schmid<sup>1</sup>, Judith Hall<sup>2</sup>; <sup>1</sup>University of Neuchâtel, Switzerland, <sup>2</sup>Northeastern University – According to approach/inhibition theory of power (Keltner et al., 2003), high power individuals show more approach behavior and low power individuals more inhibition behavior. In addition, high power individuals express and experience more positive and low power individuals more negative emotions. The goal of the present research was to evaluate the relative importance of the approach/inhibition dimension versus the valence dimension in the differential behavior of high and low power individuals and to consider moderation by gender. We used a face-to-face interaction with a virtual human (avatar) in an immersive virtual reality environment. Results demonstrated that high power individuals experienced and expressed more happiness than low power individuals, and this was specific to men. Moreover, high power men experienced and expressed more anger than low power men, whereas for women, this relation was reversed. The approach/inhibition dimension therefore accounts better for the relation between emotion and power. In addition, gender is an important moderator of this relation.

**E67****WARDING OFF THE EVIL EYE: WHEN THE FEAR OF ENVY INCREASES PROSOCIAL BEHAVIOR**

Niels van de Ven<sup>1</sup>, Marcel Zeelenberg<sup>1</sup>, Rik Pieters<sup>1</sup>; <sup>1</sup>Tilburg University – The fear of being (maliciously) envied makes people act more prosocial in an attempt to ward off the potential destructive effects of envy. People in a superior position who were likely to be envied were more likely to help a potentially envious person pick up erasers she accidentally dropped (Experiment 1). Importantly, only if the better off were likely to be maliciously envied did the helping behavior (giving time-consuming advice) increase, not if they were likely to be benignly envied (Experiment 2). Participants who could be envied only helped the potentially envious and not others more, supporting the idea that the better off act more social as an appeasement strategy. The fear of being envied serves a useful group function, as it triggers social behavior that is likely to dampen the potential destructive effects that can result from envy, and simultaneously helps to improve the situation of the worse off.

**E68****POSING EMOTION AND READING EMOTIONAL POSE: HOW AGE AND GENDER MATTER**

Michaela Riediger<sup>1</sup>, Manuel Völkle<sup>1</sup>, Natalie Ebner<sup>2</sup>, Ulman Lindenberger<sup>1</sup>; <sup>1</sup>Max Planck Institute for Human Development, Berlin, <sup>2</sup>Yale University – The ability to recognize emotions in others appears to decline with age. Evidence for this stems mostly from comparing adults of different ages in their ability to decode posed emotional expressions. Understanding emotional pose, however, may be influenced by characteristics of the posing person as well. We therefore investigated the role of age and gender in both the providing and the decoding of emotional pose. The recently created FACES database of facial expressions (Ebner, Riediger, & Lindenberger, in press) was used as source of emotional pose. It contains 2052 pictures of 171 young, middle-aged, and older men and women, each displaying angry, fearful, disgusted, happy, sad, and neutral facial expressions. The database creation involved a standardized procedure for obtaining prototypical emotional poses. Ratings for each of these poses were obtained from 154 young, middle-aged, and older men and women. Age and gender of the person who posed the emotion played a more important role in the emotion-attribution process than those of the person who perceived the emotion. Emotional expressions of young adults and of women were more easily recognized than those of older adults and of men. Two exceptions were emotional poses of anger and neutrality, which were better recognized when displayed by men. Similar but weaker effects were evident for the perceiving persons. Young individuals and women were better in deciphering emotional pose. We discuss implications for understanding age-related differences in emotion recognition and the role stereotypic expectations and socialization of emotional display may play in this respect.

**E69****THE COMPUTATIONAL LOGIC OF GUILT, GRATITUDE, AND ANGER: RECALIBRATING HOW THE MIND MAKES WELFARE TRADEOFFS**

Andrew W. Delton<sup>1</sup>, Leda Cosmides<sup>1</sup>, Daniel Sznycer<sup>1</sup>, Julian Lim<sup>1</sup>, Theresa E. Robertson<sup>1</sup>, Aaron Sell<sup>1</sup>, John Tooby<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara – Do I study for tomorrow's exam or do I console a distraught friend? Social life often requires decisions that affect both one's own welfare and the welfare of others, but how do we decide? Here we investigate the hypothesis that such decisions are regulated by stored variables that index social valuation, called welfare tradeoff ratios (WTR). The magnitude of these variables expresses how much weight one puts on another person's welfare relative to one's own. These variables regulate decisions about when to sacrifice or tradeoff one's own welfare to increase the welfare of another person. Importantly, welfare tradeoff ratios are not static, but are dynamically updated. In particular, the function of many emotions may be, in part, to recalibrate welfare tradeoff ratios: Anger functions to raise another individual's WTR toward the self when it is unexpectedly too low; gratitude to raise one's own WTR toward another when the other provides unexpected benefits; and guilt to raise one's own WTR toward another after undervaluing the other. Using a revealed preference task that involves allocating resources between oneself and specific social others, we show that (1) these decisions are made in surprisingly precise ways, consistent with the existence of welfare tradeoff ratios, and (2) experimentally inducing emotional states causes the predicted recalibration of WTRs. These results are consistent with the hypothesis that social regulatory variables are tightly integrated with emotion systems.

**E70****GREENING BEHAVIOR THROUGH ECO-GUILT**

Robyn Mallett<sup>1</sup>; <sup>1</sup>Loyola University Chicago – Despite widespread support for environmentalism few people prioritize environmental protection. Considering the divide between environmental attitudes and behavior may cause eco-guilt which should motivate eco-friendly behavior. The present research created a reliable and valid measure of eco-guilt and increased the connection between environmental attitudes and behavior by highlighting instances when people fell short of their own or societal standards. Study

1 (n = 277) tested the convergent, discriminant, and predictive validity of personal and group-based eco-guilt scales. Eco-guilt was distinct from measures of moral concern and predicted intentions to repair and protect the environment by changing personal behavior and supporting political action beyond traditionally considered demographic and attitudinal variables. In Study 2, 96 participants responded to five scenarios that measured beliefs regarding how they "should" feel for engaging in environmentally-harmful behavior, then reported eco-guilt and support for a pro-environmental group. To assess whether participants wished to publicly express eco-friendly views, they were offered a button with either a neutral or eco-friendly message. Eco-guilt partially mediated the relation between perceived injunctive norms regarding the extent to which participants believed they should feel bad for harming the environment and two types of eco-friendly behavior: support for a pro-environmental organization and publicly expressing eco-friendly beliefs by taking home an eco-friendly button. Bringing to mind injunctive norms regarding how one should feel about decisions ranging from failing to recycle an aluminum can to buying a car with poor fuel efficiency created eco-guilt which motivated efforts to mend environmentally-harmful ways.

### E71

**IMPLICIT AFFECT MEASUREMENT IN TWO MINUTES ONLY? THE IPANAT** Markus Quirin<sup>1</sup>, Miguel Kazén<sup>1</sup>, Julius Kuhl<sup>1</sup>; <sup>1</sup>University of Osnabrück – An instrument is introduced for the indirect assessment of positive and negative affect, the Implicit Positive and Negative Affect Test (IPANAT; Quirin, Kazén & Kuhl, JPSP, 2009). This test draws upon participant ratings of the extent to which artificial words subjectively convey various emotions. Data are presented that support reliability and validity of the measure. Specifically, factor analyses of IPANAT ratings yielded two independent factors that can be interpreted as implicit positive and negative affect. The corresponding scales show adequate internal consistency, test-retest reliability, stability, and construct validity. More extendedly, we present a study (N=67) that supports criterion-based validity by demonstrating that correlations between implicit and explicit affect are higher under conditions of spontaneous than under conditions of reflective responding to explicit affect scales. The present findings suggest that the IPANAT is a reliable and valid measure with a straightforward application procedure.

### E72

**THE RELATION BETWEEN EVENT PROCESSING AND THE DURATION OF EMOTIONAL EXPERIENCE** Philippe Verduyn<sup>1</sup>, Iven Van Mechelen<sup>1</sup>, Francis Tuerlinckx<sup>1</sup>; <sup>1</sup>University of Leuven – Emotions unfold over time. Consequently, a full understanding of them can be reached only when their time-related aspects are captured adequately. Surprisingly, however, the number of empirical studies focusing on dynamical properties of emotions is scarce. A central time-related characteristic of emotions is the duration of emotional experience. It has been shown that an emotional experience can last for only a couple of seconds up to several hours or even longer. Thus far, this variability has almost exclusively been accounted for by characteristics of the eliciting stimulus whereas almost no attention has been given to actions one may undertake after the emotion has been elicited. In the present study, we will focus on both covert intrapersonal actions (i.e., rumination, reappraisal, and distraction) and overt interpersonal actions (i.e., social sharing). Participants were asked to report the duration of their anger, sadness, joy, and gratitude episodes on a daily basis during five consecutive days. Furthermore, information was collected with regard to their cognitions during the episodes and their social sharing behavior. Discrete-time survival analyses revealed that for each emotion under study (except for gratitude), rumination was related to a prolongation of the episode. In contrast, both reappraisal and distraction appeared to lead to an episode shortening. Finally, social sharing was associated with a prolongation of the duration of the four emotions under study. The implications of these findings for the study of the determinants of emotion duration on the one hand and emotion regulation on the other hand will be discussed.

### E73

**HOW SUFFERING, RESPONSIBILITY-TAKING, AND EXPECTATIONS OF REDRESS EXPLAIN RESPONSES TO APOLOGETIC EMOTIONS** Roger Giner-Sorolla<sup>1</sup>, Sven Zebel<sup>2</sup>; <sup>1</sup>University of Kent, <sup>2</sup>University of Amsterdam – Research on group-based emotions has often assumed that emotions prepare people for action. However, emotions also communicate social meaning. When one group has harmed another unjustly, its members' expressions of emotions such as guilt or sadness communicate two states of mind relevant to apology: suffering and responsibility-taking. Is it enough to see these states of mind to be satisfied with the apology and forgive the person? Or do those inferences only work because they increase pragmatic expectations of reparation from the transgressors? We will report the findings of three studies of non-smokers, two in Britain (N = 171, N = 144) and one in the Netherlands (N = 477). We varied the word a smoker used to describe his reaction to harm from passive smoking: guilty, ashamed, regret, very sad, responsible, or indifferent (apologize in Study 3). These words differed in perceived suffering and responsibility taking, with minor sample differences: feeling "guilty" ("schuldig") involved more suffering and responsibility taking in the Netherlands than in Britain. More importantly, our model was validated across studies. Suffering and responsibility inferences predicted greater satisfaction with the statement, both mediated by expectations of forthcoming behavioural change from the smoker. However, insult and other negative reactions were reduced only by the direct effect of responsibility taking, unmediated by expected action; this makes sense, given the potential of offers of help to cause insult. Overall, then, emotions are important for apologies partly because of the moral statement they make, and partly because they lead to pragmatic expectations.

### E74

**AFFECTIVE MOTIVATIONAL DIRECTION MODEL: ATTENTIONAL BREADTH OF POSITIVE AND NEGATIVE AFFECTS VARYING IN MOTIVATIONAL INTENSITY** Philip Gable<sup>1</sup>, Eddie Harmon-Jones<sup>1</sup>; <sup>1</sup>Texas A&M University – Positive and negative affects high in motivational intensity cause a relative narrowing of attentional focus (Gable & Harmon-Jones, 2008; Easterbrook, 1959). In contrast, positive affects low in motivational intensity cause a relative broadening of attentional focus (Fredrickson & Branigan, 2005; Gable & Harmon-Jones, 2008). The attentional consequences of negative affects low in motivational intensity have not been experimentally investigated. Experiment 1 compared the attentional consequences of negative affect low in motivational intensity (sadness) with a neutral affective state. Results indicated that low-motivation negative affect caused attentional broadening. Experiment 2 found that disgust, a high-motivation negative affect not previously investigated in attentional studies, narrowed attentional focus. Experiment 3 and 4 compared pictures evoking desire, sadness, or neutral affect, and then assessed the relationship of asymmetrical event related brain potentials (ERPs) to local vs. global attentional bias following the affective picture primes. Results revealed that desire pictures caused greater relative left frontal late positive brain potential (LPP) amplitudes, which predicted more local bias following desire pictures. In contrast, sad pictures caused greater relative right frontal LPP amplitudes, which predicted more global bias following sad pictures. In sum, these experiments support the motivational direction model linking high-motivation affective states to more narrowed attention and low-motivation affective states to more broadened attention.

### E75

**THE EXPRESSION OF DETERMINATION: SIMILARITIES BETWEEN ANGER AND APPROACH-RELATED POSITIVE AFFECT** Cindy Harmon-Jones<sup>1</sup>, Eddie Harmon-Jones<sup>1</sup>, Brandon Schmeiche<sup>1</sup>; <sup>1</sup>Texas A&M University – We examined the valence and motivational direction of affect using facial expressions of determination. Determination is a positive, approach-related emotion, whereas anger is a negative, approach-related emotion. Thus, determination and anger share a motivational direction, but are opposite in valence. An implemental mindset has previously been

shown to produce high-approach motivated, positive affect, thus, in Study 1, participants were asked to freely report the strongest emotion they experienced during an implemental mindset. The most common emotion reported was determination. Based on this result, we chose to compare the facial expression of determination to anger. In Study 2, naïve judges were asked to identify photographs of facial expressions intended to express determination, along with photographs intended to express basic emotions (joy, anger, sadness, fear, disgust, neutral). Correct identifications of intended determination expressions were correlated with misidentifications of the expressions as anger, but not with misidentifications as any other emotion. This suggests that determination, a high-approach, positive affect, is perceived as similar to anger. In Study 3, naïve judges were asked to quantify the amount of joy, anger and determination expressed in photographs. The intensity of perceived determination was directly correlated with the intensity of perceived anger (a high-approach, negative affect), and was inversely correlated with the intensity of perceived joy (a low-approach, positive affect). These results demonstrate perceptual similarity between emotions that share a motivational direction, but differ in valence.

#### E76

**FOCALISM AND THE UNDERESTIMATION OF FUTURE EMOTION: WHEN IT'S WORSE THAN IMAGINED** Heather Lench<sup>1</sup>, Martin Safer<sup>2</sup>, Linda Levine<sup>3</sup>; <sup>1</sup>Texas A&M University, <sup>2</sup>Catholic University of America, <sup>3</sup>University of California, Irvine – People typically exaggerate the impact of future events on their emotional reactions. This bias arises in part because of focalism, the tendency to focus on reactions about the target event and to neglect how the surrounding context may mitigate one's emotional reaction. Neglecting context, however, should also lead people to underestimate the intensity of future emotions in certain situations. We examined whether people would underestimate, rather than overestimate, the intensity of their future negative emotional reactions if the emotional experience occurred when the surrounding context focused attention on the emotion-eliciting event. In Study 1, participants underestimated the intensity of their future negative emotions when they reported reactions to a romantic break-up on Valentine's Day (February 14th), but showed the typical overestimation bias if they reported their reactions on February 7th. The relationship between day of reporting and emotional intensity was partially mediated by how frequently they thought about the break-up. In Study 2, participants underestimated the emotional impact of a lost prize when the experimental context forced them to focus on the prize versus when the prize was less evident. Thus, failing to account for the extent to which context would focus attention on the event, a form of focalism, led to underestimation of emotional reactions to a negative event. These studies demonstrate that the well-documented impact bias in affective forecasting, that people overestimate the impact of future events on their emotions, can be reversed if the surrounding cultural or experimental context leads people to focus on the emotion-eliciting event.

#### E77

**HOW YOU MAKE ME FEEL: AFFECTIVE RESPONSES TO COMPARISONS DEPEND ON WHO'S CAUSING THE COMPARISON** Camille Johnson<sup>1</sup>; <sup>1</sup>San Jose State University – Social comparisons can be an effective means for regulating mood. People can look upward for inspiration or downward for reassurance. But, can these mood-regulating effects be harnessed by outside sources, such as managers, teachers or parents? Two studies are presented showing that external factors, specifically the status of the person instigating the comparison, determines how people feel after making a comparison. In Study 1, participants recalled a time when a peer or a family member asked them to make a comparison. Regardless of whether targets were more or less successful, peer-instigated comparisons led to greater confidence whereas comparisons instigated by superiors led to greater guilt and shame. In addition, whereas the negative emotions arising from peer-induced comparisons are associated with withdrawal tendencies, this was not true when the comparisons were induced by a superior. In Study 2, Asian-American (AA) and Anglo-

American (AnA) participants recalled a time when friends or older family members asked them to make an upward or downward comparison. When comparisons were instigated by family members, AA participants felt more shame and less pride compared to AnA participants. In addition, AA participants reported lower self-esteem after comparisons instigated by family members than did AnA participants. No differences were found when peers instigated the comparisons. Overall, these findings indicate that when comparisons are elicited by outside sources, emotional responses are influenced by source status and perceiver's cultural background, suggesting that using social comparisons to regulate the moods of others may not be as simple as selecting targets for exposure.

#### E78

Poster withdrawn.

#### E79

**HAPPINESS AND POLITICAL ATTITUDE CHANGE: MOOD-AS-INFORMATION AND HEURISTIC PROCESSING** Rick Andrews<sup>1</sup>, Alan Lambert<sup>2</sup>, John Paul Schott<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>Washington University in St. Louis – Past research on happiness and attitudes has shown two reliable effects. One, Mood-as-Information, occurs when people use their happy mood as information for judging a target, rating it more positively than they otherwise would. A second effect, Heuristic Processing, occurs when people in a happy mood rely heavily on their heuristics to make judgments. Research was conducted examining these effects in the realm of political attitudes. Subjects were placed in a happy mood (Please think about a time in your life when you were happy and write about it) or a neutral mood via a control condition (Please write about your every day routine). All participants were then presented with a battery of political attitude questions. Results focus on two ideological constructs: a Belief in the Goodness of Human Nature (BGHN) index, and an Authoritarianism-Traditionalism (A-T) index. The present study finds a dissociation of the two happiness effects amongst sub-constructs of ideology. We find evidence that happy mood leads to a Mood-as-Information effect for BGHN, while producing heuristic processing for A-T. Important implications for both the happiness literature and ideology literature are discussed.

#### E80

**ATTENTIONAL BIASES TO CLEAR AND AMBIGUOUS THREAT IN LATERALLY PRESENTED GAZE BY EMOTION CUES ACROSS TIME** Anthony Nelson<sup>1</sup>, Reginald Adams Jr.<sup>1</sup>; <sup>1</sup>The Pennsylvania State University – Multiple social cues in the face can share or clash in their signaling of the basic intentions of others (i.e., approach or avoid). The current research examines attention to social threat cues (angry and fearful facial expressions) with direct and averted eye gaze. Direct gaze and angry expressions both communicate the intent to approach, while averted gaze and fearful expressions both communicate the intent to avoid. Expressive faces with either direct/averted gaze were presented laterally against matched identity, matched gaze faces, for either 500ms (early) or 1000ms (late) durations. Afterward, participants responded to the presence of a target behind one of the two faces. It was hypothesized that there would be an initial attentional bias towards clear threat cues (direct anger, averted fear) at 500ms, with an attentional bias towards ambiguous threat cues (averted anger, direct fear) at 1000ms, as measured by quicker reaction times. The results found an overall gaze by emotion by stimulus duration interaction. Broken down, we found that this was primarily driven by a bias towards ambiguous threat cues at 1000ms. We explain this in terms of an attentional maintenance response to resolve the ambiguity surrounding the stimulus. We address the lack of significant findings at 500ms within the context of chronometric changes in perceptual attunement. Directions for future research, including the examination of individual differences and suggested improvements to attentional protocols, are discussed.

**E81****WHEN DOES SEEING THROUGH YOUR EYES HELP ME? EMOTIONS FUNCTIONALLY ENCOURAGE AND INHIBIT PERSPECTIVE TAKING**

Rebecca Neel<sup>1</sup>, Steven Neuberg<sup>1</sup>, <sup>1</sup>Arizona State University – Taking another's perspective can be an effective, but costly, tool for social information gathering, and thus should be used selectively. One function of emotions is to organize cognitive processing to accomplish active goals; because achieving different goals requires different amounts or kinds of information, one would expect some emotions to facilitate the use of perspective taking whereas others should inhibit it. While goals activated by some emotions (guilt, nurturant love) may require attention to another's thoughts and feelings, others (anger, pride) may have little use for, or even be obstructed by, such costly interpersonal cognition. In the current study, participants wrote about a recent time they interacted with a close other and felt angry, guilty, proud, or loving (control participants wrote about the last time they did their laundry). Because perspective taking should manifest in more self-like attributions for others' behavior (i.e., weighing situation forces more heavily than person forces), participants read scenarios and made person and situation attributions for the protagonists' target behaviors. Consistent with hypotheses, participants feeling nurturant love or guilt made attributions that were more relatively situation-based than did those feeling anger or pride. Moreover, anger and pride more strongly inhibited perspective taking than nurturant love and guilt encouraged it. Alternative predictions based on emotion valence fail to explain our results: Anger and guilt did not differ from pride and nurturant love. This selective engagement of perspective taking highlights the functional interplay among motivations, emotions, and cognitive processes.

**E82****FEELING OTHERS' SOCIAL PAIN: AN FMRI INVESTIGATION OF EMPATHY FOR SOCIAL EXCLUSION**

Carrie Masten<sup>1</sup>, Naomi Eisenberger<sup>1</sup>, <sup>1</sup>University of California, Los Angeles – Recent neuroimaging work has demonstrated an overlap between empathy for physical pain and the neural regions activated during the direct experience of physical pain (Singer, 2006). However, these studies have not examined empathic responses to everyday social interactions. In the current study we examined neural activity during observed social exclusion, and how this activity related to self-reported trait empathy and helping behavior. Sixteen participants were scanned while they observed another individual being ostensibly excluded by others during a virtual ball-tossing game. Participants completed self-reports of trait empathy, and wrote emails to the 'victim' of the exclusion. Outside raters indicated how helpful the emails were using a 5-point scale. Results indicated that observing exclusion (compared to observing inclusion) activated neural regions involved in mentalizing, including the dorsomedial prefrontal cortex. Furthermore, participants who reported greater trait empathy displayed stronger activation in mentalizing regions, and showed stronger 'pain-related' activation (dorsal anterior cingulate cortex, anterior insula) during observed exclusion. Finally, individuals who showed more pain-related neural activity during observed exclusion wrote more helpful emails to the victims of the exclusion, suggesting that neural responses to observed social exclusion can influence observers' helping behaviors. Overall this study suggests that when individuals witness social exclusion in their daily lives, they may actually 'feel the pain' of the victims and thus make efforts to help those involved in these negative social interactions.

**E83****IMAGINING FUTURE EVENTS AND OUTCOMES: THE INFLUENCE OF IMAGERY PERSPECTIVE ON AFFECTIVE FORECASTING**

Karen A. Hines<sup>1</sup>, Lisa K. Libby<sup>1</sup>, <sup>1</sup>Ohio State University – How do people think they will feel in response to future events and outcomes? The present research indicates that it depends on the visual perspective people use to mentally picture those events. We manipulated the visual perspective (own first-person vs. observers' third-person) that students used to picture themselves studying for an upcoming final exam. We then asked them to

make predictions about their future feelings. When it came to the emotions involved in studying itself, first-person participants predicted a greater emotional impact than third-person participants did, but when it came to the emotions they would experience as a result of the exam outcome, third-person participants predicted a greater emotional impact. These findings challenge the common belief that third-person imagery necessarily dampens the emotional impact of a pictured event. These results are consistent with an alternate model in which imagery perspective functions to define an event either in terms of the experience contained within it (first-person) or the meaning it has in relation to other events and self-knowledge (third-person). The model predicts, and the present results show, that third-person imagery has the potential to dampen or enhance the emotional impact of a pictured event, depending on whether the emotion follows from the experience of the event itself or what the event means in relation to other events or self-knowledge. These findings contribute to an understanding of how visual imagery perspective functions in social cognition and have implications for understanding the processes involved in decision-making.

**Evolution****E84****MATE RETENTION BEHAVIORS IN THE NEWLYWED YEAR AND THREE YEARS LATER**

Farnaz Kaighobadi<sup>1</sup>, Todd K. Shackelford<sup>1</sup>, David M. Buss<sup>2</sup>, <sup>1</sup>Florida Atlantic University, <sup>2</sup>University of Texas, Austin – Mate retention behaviors may function to prevent a long-term partner's infidelity or defection from the relationship and to ward off would-be mate poachers. The current research is the first to investigate the performance across time of husbands' and wives' mate retention behaviors. We assessed 49 men and 65 women on their performance of mate retention behaviors once as newlyweds and then again three years into the marriage using the Mate Retention Inventory. Our broad goals in this research were to investigate (1) the cross-time stability of husbands' and wives' mate retention behaviors and (2) sex differences in performance of mate retention behaviors across time. The results indicated that: (1) husbands' and wives' mate retention behaviors as newlyweds correlate with their mate retention behaviors three years later, (2) husbands' and wives' performance of mate retention behaviors decreases after three years of marriage, and that (3) sex differences in performance of particular mate retention tactics as newlyweds persist across time. Across time, husbands more than wives report engaging in resource display and submission and debasement; and wives more than husbands report engaging in appearance enhancement. The discussion addresses limitations of the current research and highlights directions for future research.

**E85****SEX DIFFERENCES IN IMPLICIT MATE PREFERENCE**

Mark Oakes<sup>1</sup>, Kelly Landry<sup>1</sup>, Madeline Caudle<sup>1</sup>, Suzannah Chatlos<sup>1</sup>, <sup>1</sup>Hamilton College – Although men and women agree on the value of many characteristics they seek in long term mates (e.g., kindness, intelligence, and dependability), attractiveness and earning potential are valued differently. According to evolutionary theory, males tend to value attractiveness more than females because beauty and physical health are indicators of reproductive fitness. In contrast, females are more invested in offspring than males and therefore tend to more strongly value earning potential in their mates. Traditional studies use self-reports to gauge mate preferences. However, it may be possible that people's implicit preferences differ from their self-reported preferences due to impression management and/or lack of introspective insight. In addition to self-reported mate value questionnaires, the current study includes an Implicit Association Test (IAT) comparing the associational strength between spouse and attractiveness versus spouse and wealth. Self-reports showed the expected pattern in which males valued attractiveness (relative to wealth) more than females. Although females placed less value on attractiveness than males, they still valued attractiveness significantly more than wealth. Interestingly, IAT results showed a different pattern.

Females found it easier to associate wealth with spouse than attractiveness. Males showed no preference on the IAT, associating wealth and attractiveness with spouse equally. A correlation between the IAT and self-report scores was nonsignificant, suggesting that the IAT may be assessing a different construct from self-report measures. The current study begs the question of whether it is preferable to use self-report or more automatic/implicit methods of measurement when assessing mate preference.

**E86****PREDICTING EVOLUTIONARY-RELEVANT RISK TAKING WITH BIG FIVE PERSONALITY, TIME PERSPECTIVE, AND TEMPORAL DISCOUNTING**

**James R. Daugherty<sup>1</sup>, Gary L. Brase<sup>1</sup>, <sup>1</sup>Kansas State University** – Evolutionary-relevant risk taking involves engaging in behaviors that have immediate benefits, but potential intermediate and long-term costs that would outweigh those immediate benefits. Factors influencing more general measures of risk taking include personality (i.e., Big Five traits), whether one is future- or present-minded (i.e., time perspective), and one's general ability to forego immediate lesser rewards in favor of greater future rewards (i.e., temporal discounting). This study examined the predictive ability of these three factors while examining a recently published scale of evolutionary-relevant risk taking scenarios. Risk taking scores ( $N = 466$ ) assessed with the Domain Specific Risk Taking Scale (DSRTS, Kruger, Wang, & Wike, 2007) were predicted using the Big Five Inventory (John & Srivastava, 1999), Consideration of Future Consequences Scale (Strathman, Gleicher, Boninger, & Edwards, 1994), Zimbardo Time Perspective Inventory (Zimbardo & Boyd, 1999), and the Money-Choice Questionnaire (Kirby & Marakovic, 1996). Using hierarchical regression, the combined time perspective and temporal discounting scales significantly improved the incremental prediction of all five risk taking domains above and beyond sex and Big Five personality. When hierarchical regression models were reversed and sex, time perspective, and temporal discounting scales were entered before Big Five personality, Big Five personality significantly improved the incremental prediction of four risk taking domains. These results suggest, in general, that Big Five personality and the combined time perspective and temporal discounting scales are significant, yet separate predictors of evolutionary-relevant risk taking.

**E87****"DO I STILL LIKE THAT?" COGNITIVE DISSONANCE IN NON-HUMANS**

**Jennifer Vonk<sup>1</sup>, Samantha West<sup>1</sup>, Stephanie Jett<sup>2</sup>, Tamra Beckman<sup>1</sup>, <sup>1</sup>University of Southern Mississippi, <sup>2</sup>University of South Alabama** – We presented seven old-world monkeys, three chimpanzees, six members of the parrot family (Psittacidae) and four American black bears with a cognitive dissonance paradigm modeled after Egan, Santos & Bloom (2007). Subjects were given forced choices between two equally preferred food items and then presented with the unchosen option and a novel, also equally preferred, food item in Experimental trials. In Control trials, subjects were presented with one accessible and one inaccessible option from another triad of equally preferred food items. They were then presented with the previously inaccessible item and a novel member of that triad of equally preferred items. As we predicted, primates as a group, preferred the novel item in experimental but not control trials, indicating that they perceived and resolved cognitive dissonance by de-valuing the unchosen option. Critically they did this only when an option was derogated by virtue of their own free choice. Only monkeys, but not apes, bears, or birds showed this effect when data was analyzed by broad taxonomic category suggesting that this phenomenon might exist within, but not outside of, the primate order.

**E88****INHIBITORY SELF-REGULATION AS A FUNCTION OF THE PRESENCE OF A SUPERNATURAL AGENT**

**Ashley King<sup>1</sup>, David F. Bjorklund<sup>2</sup>, <sup>1</sup>University of Arizona, <sup>2</sup>Florida Atlantic University** – This research examined the differences in inhibitory self-regulation of 4-8 year olds as a function of the suggested presence of a supernatural agent. Previous research implies

that humans are naturally primed to think in terms of supernatural agents and that, given the correct context, both children and adults will readily accept the reality status of novel supernatural entities and alter their behavior accordingly. All children in this study played four games designed to assess their current level of self-regulatory and theory of mind performance. Children in the experimental condition, only, were also introduced to an invisible Princess Alice and were told that she was watching during the games. Following these measures, all children engaged in a resistance-to-temptation task in which they were tempted to cheat by peeking at the correct answer in a game while the experimenter was not watching. Peeking behavior and latency to peek were assessed for differences between conditions to determine whether the suggested presence of a supernatural agent, Princess Alice, affected children's ability to withhold from peeking. I found that although most children do peek, those children exhibiting a well developed theory of mind were more likely to express belief in Princess Alice than were children lacking this cognitive ability. This research provided support that cognitive maturity, rather than immaturity, may be necessary for children to express belief in novel supernatural agents. This study also highlighted the importance of context in which a supernatural agent is introduced as a mediating factor in children's expressed belief.

**E89****BABY FEVER: DOES IT EXIST?**

**Gary L. Brase<sup>1</sup>, Sandra L. Brase<sup>1</sup>, <sup>1</sup>Kansas State University** – The phenomenon of a visceral physical and emotional desire to have a baby (e.g., "baby fever") is well known in popular culture, but has never been studied scientifically. Nevertheless, it is possible to develop multiple theoretical perspectives regarding the existence and causal factors of baby fever. One view is that biological sex drives and maternal feelings are sufficient and therefore a specific desire for having a baby is superfluous. Another view is that baby fever does exist, but as a sociocultural phenomenon not tied to biological or evolutionary forces. A third view is that baby fever could exist as an evolved mechanism for regulating birth timing, proceptive behavior, and general life history trajectories. A series of studies were conducted to explore if baby fever is a measurable construct and what factors might underlie it. Study 1 found that a simple scale measure could elicit ratings of desire frequency and these ratings exhibited significant sex differences. These participants also were readily able to nominate factors eliciting and inhibiting baby fever. Study 2 replicated the sex difference in desire for a baby and found that it was opposite in direction from a general desire for sexual activity. Further, exploratory factor analysis identified underlying dimensions of baby fever. Study 3 extended the findings from the previous studies using a more diverse online population rather than university undergraduates. It does appear that there is a real phenomenon of baby fever and that its underlying structure is multifactorial, favoring a theoretically eclectic explanation.

**E90****HELP ME HELP YOU: THE RELATIONSHIP BETWEEN RECIPROCAL ALTRUISM AND COLLECTIVISM**

**Edward J. Hansen<sup>1</sup>, Lisa McFadden<sup>1</sup>, Brad J. Sagarin<sup>1</sup>, <sup>1</sup>Northern Illinois University** – While evolutionary psychologists debate the existence of altruism, people act in seemingly altruistic ways every day. Based on Trivers' theory of reciprocal altruism (1971), researchers have shown that people will help non-related others if they have an expectation of future reciprocation. Where do these expectations come from? This study examines one possible source of expectations of reciprocation: collectivism, hypothesizing (a) that willingness to help will be related to anticipated reciprocation, and (b) that people with collectivist orientations are more likely to help others and to expect reciprocation in return. 90 undergraduate participants completed a 43-item altruistic behavior scale measuring how likely they would be to perform different altruistic acts and the likelihood of these acts being reciprocated. Collectivism was measured with the INDCOL (Hui & Yee, 1994) and the Horizontal & Vertical Collectivism Scale (Singelis et al., 1995). As predicted, willingness to help and anticipated reciprocation were positively correlated,  $r = .735, p < .01$ . Also as predicted, collectivism

predicted altruism and reciprocity across all three collectivism measures, with horizontal collectivism showing the strongest effects, INDCOL/altruism:  $\beta=.291$ ,  $p<.01$ , INDCOL/reciprocity:  $\beta=.266$ ,  $p<.05$ , vertical collectivism/altruism:  $\beta=.305$ ,  $p<.01$ , vertical collectivism/reciprocity:  $\beta=.314$ ,  $p<.01$ , horizontal collectivism/altruism:  $\beta=.453$ ,  $p<.001$ , horizontal collectivism/reciprocity:  $\beta=.450$ ,  $p<.001$ . Measures of individualism did not significantly predict altruism or reciprocity. Results support the importance of reciprocal altruism in explaining human helping behavior and offer an explanation for greater helping by collectivists: a perceived greater likelihood of future reciprocity.

### E91

**STATUS MEDIATES FEMALES' ATTRACTION TO GOOD MALE STORYTELLERS** John Donahue<sup>1</sup>, Melanie Green<sup>1</sup>; <sup>1</sup>University of North Carolina at Chapel Hill – Effective storytelling could be a positive influence on mate attraction by inducing effects such as excitement or immersion (transportation into a narrative world, Green & Brock, 2000) or by indicating valued traits such as intelligence or social skill. In our previous research (Donahue & Green, 2008) participants were provided with a picture of a potential mate and additional information about their level of storytelling ability. Participants were asked to rate the potential mate's physical attractiveness, attractiveness as a casual date, as a long-term date, and as a friend. Across three studies, men were not more attracted to good female storytellers, whereas women were more attracted to good male storytellers when rating them as long-term dates. The current study used a similar procedure to test a possible mediator of storytelling effects. Participants ( $n = 141$ ) were divided into three conditions: a "good storyteller" condition; a "poor storyteller" condition; and a control condition with no information about storytelling ability. Along with attractiveness ratings, participants rated the person on perceived status. Females preferred good storytellers as a friend, and replicating the earlier studies, as a long-term date. Good storytellers were perceived as having higher status than poor storytellers. Furthermore, the effect of storytelling ability on female's ratings of (long-term) attractiveness was mediated by status. Thus, women might be attracted to good male storytellers because they are perceived as having high status, and may therefore have the ability to provide resources over an extended period of time.

### E92

**TESTING EVOLUTIONARY EXPLANATIONS OF ATTACHMENT** Sooyeon Sung<sup>1</sup>; <sup>1</sup>University of Oregon – Bowlby's attachment theory has made prominent contributions to contemporary social and behavioral science and uniqueness of the theory is partially derived from its taking an evolutionary perspective. In this study, two different theories that explain the adaptive functions of different patterns of attachment and working models of attachment were presented and tested. The Belsky, Steinberg, and Draper model (1991) proposes that environmental conditions influence later reproductive strategies through the quality of parental care and attachment patterns. The authors of this study propose the "learning of social relationship" theory that relationships with parents indirectly serve for fitness by working as a template that transmits information about social environment. In testing aspects of each theory, the relations among family environment, maternal sensitivity, attachment insecurity, age at first sexual intercourse, and dating-relationship quality were examined using the National Longitudinal Survey of Youth 79 Child and Young Adult data and structural equation modeling. The results showed that more favorable early family environment is significantly associated with later onset of sexual behavior and better dating-relationship quality. The relation between family environment and dating-relationship quality was fully mediated by maternal sensitivity, but not mediated by attachment insecurity. In contrast, the relation between family environment and age at first sexual intercourse was partially mediated by attachment insecurity, but not by maternal sensitivity. The implications of the results and future directions were discussed.

### E93

**TWO GUYS, A GIRL, AND AN ADULT DVD: TESTING SPERM COMPETITION HYPOTHESES USING ADULT FILM SALES** Emily J. Miner<sup>1</sup>, William F. McKibbin<sup>1</sup>, Danielle Popp<sup>2</sup>, Todd K. Shackelford<sup>1</sup>; <sup>1</sup>Florida Atlantic University, <sup>2</sup>California State University, Fullerton – Over human evolutionary history, mated men faced the adaptive problem of cuckoldry – unwitting investment of resources in genetically unrelated offspring. Ancestral men therefore may have evolved sensitivity to cues of a partner's sexual infidelity. Men respond to these cues, such as the presence of a rival, in ways that may have increased the likelihood of success for ancestral men in sperm competition – competition between the ejaculates of two or more men to fertilize a woman's egg(s). When choosing between viewing pornographic images that depict two men interacting with one woman and images that depict two women interacting with one man, sperm competition theory has been used to generate the hypothesis that men will prefer the former scenario, which suggests the presence of a rival male. Other theories, such as sexual script theory, can be used to generate the hypothesis that men will prefer the latter scenario because men select pornographic themes which fit their culturally-determined sexual scripts. In the current work, raters coded a random sample of 229 adult DVDs to test the competing hypotheses. Using structural equation modeling, the number of images on a DVD cover depicting two men interacting with one woman predicts DVD popularity (a composite of DVD sales rankings and DVD length), whereas the number of images on a DVD cover depicting two women interacting with one man does not predict DVD popularity. These results are consistent with the sperm competition hypothesis, but refute other hypotheses, notably the sexual scripts hypothesis.

### E94

**DISTINGUISHING VIOLENT FROM NONVIOLENT SEX OFFENDERS AT A GLANCE** Tyler Stillman<sup>1</sup>, Jon Maner<sup>1</sup>, Roy Baumeister<sup>1</sup>; <sup>1</sup>Florida State University – A growing body of evolutionary literature suggests that person perception processes are adaptively tuned. The current investigation tested the hypothesis that people would be able to detect a penchant for violence in other people, based only on a brief glance at their face. Participants rated photos of registered sex offenders after seeing them for 2 seconds each. Estimated likelihood of violence was significantly related to actual violent history, suggesting that violent tendencies can be accurately inferred from a brief look at a person's face. Cues indicative of high masculinity and high male sex hormones (heavy brow, high physical strength, younger age, overall manly appearance) accounted for the accurate judgments. Other cues such as facial emotion and good grooming misled raters. Although there were no sex differences in accuracy, on average women thought targets were more violent than men did. Findings speak to the accuracy and efficiency with which people can detect potential threats to physical well-being.

### E95

**OVULATION AS AN IMPLICIT MATING PRIME: MEN'S RESPONSES TO CUES OF FEMALE FERTILITY** Saul Miller<sup>1</sup>, Jon Maner<sup>1</sup>; <sup>1</sup>Florida State University – Adaptationist models of human mating provide a useful framework for identifying subtle, biologically based mechanisms that influence cross-gender social interaction. In line with this framework, the current studies examined the extent to which cues of female ovulation influence men's mating-related cognition and behavior. Studies 1 and 2 demonstrated that cues of female ovulation – scents of women at the peak of their reproductive fertility – increased men's mating-related thoughts (as indicated by a word-stem completion task) and led men who are sensitive to smells to perceive greater sexual arousal in the ovulating women. Whereas Studies 1 and 2 examined lower-order cognitive processes related to mating, Study 3 examined more "downstream" behavioral processes. In Study 3, men interacted with a female confederate at several points in her cycle. When the female confederate was close to ovulation, men exhibited increased risk-taking tendencies (on a blackjack task) and were more likely to mimic her behavior (touching their

face). These findings suggest that cues of ovulation may shape a range of cognitive and behavioral processes in men aimed at acquiring a mate. Thus, the current research adds to an emerging literature suggesting that human mating is guided, in part, by relatively subtle processes that occur at fundamental levels of biology.

#### E96

**PUNISHERS WON'T BE REWARDED** Yohsuke Ohtsubo<sup>1</sup>, Koji Hayashi<sup>2</sup>, Hidetoshi Yamaji<sup>1</sup>, <sup>1</sup>Kobe University, <sup>2</sup>Fujitsu – Recent evolutionary models of cooperation assume that some forms of punishment for uncooperative members are necessary to sustain large-scale cooperation. According to these models, punishers, who incur personal cost to punish norm violators, would be rewarded by other members' cooperation or enhanced reputation. However, in a recent experiment involving the Prisoner's Dilemma game (PDG) with a punishment option, Dreber et al. (2008) showed that punishment provoked retaliation from the punished partner, and thus punishers had some fitness disadvantage. In Dreber et al.'s study, there was no room for each player's reputation as a punisher to affect the player's payoff. The aim of the present study was to explore the effect of reputation information in Dreber et al.'s experimental setting. Thirty-eight undergraduates engaged in the PDG with the punishment option. Each participant played the game with 20 partners (4 rounds on average with each partner). Prior to the game with each partner, participants were informed of how frequently their new partner had used the punishment option in playing the PDG with past partners. Notice that this information works as reputation information. The result showed that punishers still had some fitness disadvantage: those who had used the punishment option more frequently against the first five partners were less likely to be cooperated by their later partners ( $r = -.44$ ,  $p < .01$ ). The present study, combined with Dreber et al.'s study, poses questions to the validity of the assumption that punishers would not suffer from a fitness disadvantage.

#### E97

**WHO IS THE GOOD JUDGE OF TRUSTWORTHINESS? TRUST, TRUSTWORTHINESS, AND SOCIAL ATTRACTIVENESS** Mizuho Shinada<sup>1</sup>, Toshio Yamagishi<sup>2</sup>, Yang Li<sup>2</sup>, Joanna Shug<sup>2</sup>, Nobuhiro Mifune<sup>1,2</sup>, Hirofumi Hashimoto<sup>1,2</sup>, <sup>1</sup>Japan Society for the Promotion of Science, <sup>2</sup>Hokkaido University – Psychologists have tried for nearly one century to answer the question: "Who is the good judge of personality?" (Adams, 1927). Although there are a number of empirical studies to show what kind of individuals are more successful at judging other's personality than others, most researchers failed to examine the ultimate cause of judgment ability – the adaptive advantages of the detection ability of personality. In this study, we focus on the detection ability of other's trustworthiness and its adaptive advantages. We argue that adaptive advantages of trustworthiness-detection exist only when actors can choose potential exchange partners. For actors who don't trust strangers, the ability to tell trustworthy one from untrustworthy one is useless (since they do not want to choose from alternative partners whom they don't trust). Therefore we predicted that 1) those who trust strangers (as candidates of potential partners) should have trustworthiness-detection skills. Furthermore, we argue that those who want to choose partners can do so only when they have potential partners who want to interact with them – i.e., when they are chosen by the potential alternative partners. Thus, we predicted that 2) socially attractive people should be more accurate in trustworthiness-detection than less attractive people. We conducted two experiments to test these hypotheses. The results supported our hypotheses: our subjects' general trust level was positively correlated with the accuracy of trustworthy-detection (Study 1,  $r = .21$ ,  $p < .05$ ) and the detection accuracy of trustworthiness was also positively correlated with the subjects' social attractiveness (Study 2,  $r = .27$ ,  $p < .05$ ).

#### E98

**STRANGERS IN THE NIGHT: THE EFFECTS OF AMBIENT DARKNESS ON THE DETECTION OF HUMAN AGENCY** Aiyana K Willard<sup>1</sup>, Ara Norenzayan<sup>1</sup>, Will Gervais<sup>1</sup>, <sup>1</sup>University of British Columbia – The theory of hyperactive agency detection predicts that humans should detect human agents more acutely than non-agents. Humans are a potential threat; detecting their presence immediately can reduce chances of harm and would be an evolutionarily adaptive strategy. The minimal cost of reacting mistakenly when no human is present would be offset by the benefits of always reacting when one is present. Under ambiguous circumstances, hyperactive reaction would increase fitness; therefore hyperactivity should increase when feeling uncertain or vulnerable, such as in the dark. Two studies tested this hypothesis. In study 1, participants were asked to identify blurred pictures of either human or nature scenes as "human" or "nonhuman". This was done both in the light and in the dark. Results show that participants were unable to correctly identify the pictures (selecting both "human" and "nonhuman" at chance), but reacted significantly faster when they thought they saw a human over a nonhuman. This effect was exaggerated in the dark. We maintain that darkness creates a sense of urgency for identifying humans. In a second study we tested urgency alone by having participants identify non-blurred pictures of humans or nature scenes in both a time constraint and no time constraint condition. In the time constraint condition we replicated previous results: participants identified humans faster than nonhumans. This effect disappeared in the no time constraint condition. We interpret these results as a bias to react faster to human agents than non-agents in ambiguous situations.

#### E99

**DOES THE RISK OF SPERM COMPETITION PREDICT MEN'S INTEREST IN THEIR PARTNER'S COPULATORY ORGASM?** Vincent Bates<sup>1</sup>, William F. McKibbin<sup>1</sup>, Craig W. LaMunyon<sup>2</sup>, Aaron T. Goetz<sup>3</sup>, Valerie G. Starratt<sup>4</sup>, Todd K. Shackelford<sup>1</sup>, <sup>1</sup>Florida Atlantic University, <sup>2</sup>California State Polytechnic University, Pomona, <sup>3</sup>California State University, Fullerton, <sup>4</sup>Nova Southeastern University – When the sperm of two or more men concurrently occupy the reproductive tract of a woman, the sperm compete to fertilize an egg she may have produced. Copulatory orgasm may be an adaptation that women use to retain preferentially the sperm of a favored man, and this function of female orgasm might be most selectively relevant in the context of sperm competition. If female orgasm has played a selective role in human evolutionary history, then we hypothesize men to have co-evolved an interest in promoting copulatory orgasm in their partner, and we predict this interest to be greatest during periods of greater risk of sperm competition. We further hypothesize that men who are more invested in their current relationship will be especially interested in promoting copulatory orgasm in their partner. We secured self-report data from 225 heterosexual men in a committed relationship. We assessed the risk of sperm competition as the proportion of time the couple had spent apart since their last in-pair copulation and the total amount of time the couple had spent apart since their last in-pair copulation. We assessed men's investment in their current relationship as a composite of their relationship satisfaction and relationship commitment. In support of our predictions, the risk of sperm competition and men's investment in their current relationship did predict men's interest in their partner's copulatory orgasm. The discussion addresses the limitations of the current research and highlights directions for future work.

#### E100

**SOCIAL EXCLUSION: THE IMPACT OF PERCEIVED SIMILARITY AND TESTOSTERONE ON GROUP RELATIONS** Cathy DeSoto<sup>1</sup>, Rory Deol<sup>1</sup>, Derrick McAdams<sup>1</sup>, Robert Hitlan<sup>1</sup>, <sup>1</sup>University of Northern Iowa – The current study analyzed how interactions with others, believed to be either highly similar or dissimilar to oneself, related to testosterone levels. Eighty-two males ( $M_{age} = 19.52$ ) provided saliva samples 20 minutes prior to a group-based chat-room interaction with three other "participants" (confederates). At the end of the interaction period, participants



completed a survey (20 minutes) after which a second sample of saliva was collected. The confederates either included the participant in the discussion, or ignored/downplayed the responses of the participant. Assays of saliva indicated a significant difference between the high and low similarity conditions,  $t = -2.21$ ,  $p < 0.05$ . Of interest, decreases in the levels of testosterone were particularly pronounced when interacting with highly dissimilar, but inclusive others. Such a biological response to out-group inclusion could be adaptive by increasing submissive behavior in a novel environment where group acceptance is likely. It is possible that testosterone drop is a biological substrate that serves to tone down dominance seeking behavior.

### E101

#### **MALE PHYSICAL STRENGTH IS ASSOCIATED WITH FAVORABLE ATTITUDES TOWARDS CASUAL SEX AND SEXUAL SUCCESS** Christina M. Larson<sup>1</sup>, Kelly A. Gildersleeve<sup>1</sup>, Martie Haselton<sup>1</sup>; <sup>1</sup>University of California

Los Angeles – According to sexual strategies theory, individuals evolved the capacity to flexibly pursue different sexual strategies, depending on which strategy is likely to yield the greatest reproductive success. While, on average, men can increase their reproductive success by engaging in casual sex with multiple women, this success is limited by the number of partners a man can obtain. Therefore, the likelihood of a man pursuing an unrestricted, casual mating strategy should vary as a function of his likely success at such a strategy. Several studies have provided evidence that physical strength is an individual difference affecting men's ability to obtain sex partners. The present study sets out to extend the previous research by examining whether stronger men's sexual strategies reflect their likely greater sexual success. In other words, do stronger men have more unrestricted sociosexual motives and desires? To test this prediction, we assessed the physical strength and sociosexuality of male undergraduates ( $N = 59$ ). We obtained measurements of physical strength, self-reports of physical strength, and third party ratings of physical strength. Participants completed the Sociosexuality Orientation Inventory (Simpson & Gangestad, 1991). Self-reports and ratings of physical attractiveness were also obtained. As expected, physical strength was positively associated with sociosexuality. Stronger men were more likely to report favorable attitudes towards casual sex, and a history of engaging in casual sex. Although attractiveness was positively related to both strength and sociosexuality, it did not account for the relationship between the two. These results support the hypothesis that physical strength influences men's sexual strategies.

### E102

#### **WHY IS GOD IMMORTAL? ON THE ATTRACTION OF SPIRITUALITY** Arnaud Wisman<sup>1</sup>; <sup>1</sup>University of Kent, Canterbury

– God has been declared 'death' by many great thinkers and scientists across different generations. However, in spite of ever growing evidence that debunks the core assumptions of religion and spirituality, the vast majority of people are still spiritual. Why is spirituality so essential for most people? Inspired by the Terror Management Theory (Pyszczynski, Solomon, & Greenberg, 2003) I will hypothesize that spirituality functions as a fundamental component of people's defence mechanism against the awareness of death. First, I will show data that suggest that reminders of death motivate individuals to belief in an afterlife. Interestingly this effect was also found among atheist individuals. Second, I will discuss two studies that show that male individuals who were portrayed as spiritual were perceived as more attractive after subliminal reminders of death as compared with a control condition. Moreover, females in the subliminal death condition indicated to be more willing to go out on a short term date with someone who believed in an afterlife after subliminal reminders of mortality. Upon conclusion, I will provocatively hypothesize that spiritual individuals are cultural and genetical more fit.

### E103

#### **GENDER DIFFERENCES IN RESPONSE TO INFIDELITY** Kari Staley<sup>1</sup>, Ajal Patel<sup>1</sup>, Jeremy D. Heider<sup>1</sup>, John E. Edlund<sup>2</sup>, Elizabeth Kelly<sup>1</sup>, Adam J. Williams<sup>1</sup>; <sup>1</sup>Stephen F. Austin State University, <sup>2</sup>Rochester Institute of Technology

– Research in evolutionary psychology (e.g., Buss et al., 1992) suggests most males are more distressed by sexual infidelity, whereas most females are more distressed by emotional infidelity. The current study examined potential personality characteristics of males and females that might influence their degree of sensitivity to sexual and emotional infidelity. 89 psychology undergraduates completed individual difference measures of psychological androgyny, empathic concern, and compassion. Also, sex differences in jealousy reactions were examined using both forced-choice and continuous measures. A sex difference in response to the two different types of infidelity emerged on the forced-choice measure: 63.4% of women reported emotional infidelity would make them more jealous, compared to only 41.7% of men,  $\chi^2(1, N = 87) = 3.39$ ,  $p = .066$ . An analogous sex difference emerged in a repeated measures ANOVA on the continuous ratings, although the interaction in question did not reach conventional levels of significance ( $p > .3$ ). Most importantly, however, all three personality variables correlated with continuous ratings of emotional jealousy in the predicted directions: More masculine participants expressed less emotional jealousy,  $r(88) = -.28$ ,  $p = .009$ ; more empathic participants expressed greater emotional jealousy,  $r(88) = .34$ ,  $p = .001$ ; and more compassionate participants expressed greater emotional jealousy,  $r(88) = .28$ ,  $p = .008$ . These findings suggest individual differences may play an important role in determining whether a given individual (male or female) will be more sensitive to the emotional, rather than sexual, aspects of a partner's infidelity.

### E104

#### **COOPERATIVE COURTSHIP: HELPING FRIENDS RAISE AND RAZE RELATIONSHIP BARRIERS** Joshua Ackerman<sup>1</sup>, Douglas Kenrick<sup>2</sup>; <sup>1</sup>Massachusetts Institute of Technology, <sup>2</sup>Arizona State University

– Do people help each other form romantic relationships? Research on the broader social environment within the context of romantic relationships has traditionally focused on intrasexual competition as a likely outcome. In contrast, we investigated novel patterns of cooperation within courtship interactions. Drawing on theories of parental investment and sexual selection, women were predicted to cooperate primarily in building romantic thresholds and barriers; men were predicted to cooperate primarily in achieving romantic access. In several studies that support these predictions, we find that people consistently perceive cooperation, report cooperative behaviors and make cooperative decisions in romantic situations. People also provide the exact opposite pattern of help to opposite-sex friends from that provided to same-sex friends, suggesting that assistance is flexibly tuned to differences in the romantic selectivity and goals of recipients. This tuning can result in unique and novel forms of helping, as when individuals adopt the role of counterfeit romantic partners. Cooperative courtship is revealed to be a commonly-used set of mating strategies by which people functionally tailor aid to promote both their own and their friends' romantic relationship interests.

### E105

#### **PRACTICE AND THE FACE-IN-THE-CROWD EFFECT** Carson Sandy<sup>1</sup>, Mark Klinger<sup>2</sup>; <sup>1</sup>University of Texas at Austin, <sup>2</sup>University of Alabama

– Some research indicates that people detect angry faces quicker than other types of faces, a phenomenon known as the face in the crowd effect (Hansen & Hansen, 1988). The present study sought to replicate this effect and to examine how practice with searching for happy (instead of angry) faces might affect peoples' reaction times. Participants, either in a control or experimental condition, participated in three search trials: pre-test, practice, and post-test. Practice in the control condition involved searching for a five-petaled flower amongst seven-petaled flowers while practice in the experimental condition involved searching for a happy face amongst angry faces. Pre and post-tests had trials of both

finding an angry face in a matrix of happy faces and finding a happy face in a matrix of angry faces. It was predicted that practice effects for detecting happy faces would be observed. Results revealed that participants in the control condition became faster from pre to post-test at identifying both happy and angry targets. Participants in the experimental condition became faster in the happy target condition but decreased in speed in the angry target condition indicating practice can improve individuals' ability to search for discrepant faces regardless of target type. In addition, practice searching for a particular type of target (happy faces) may interfere with the ability to detect other types of targets (angry faces). Results indicate there is no face-in-a-crowd effect for angry faces. Rather, people are faster at searching for targets for which they are practiced.

### E106

**CHILDHOOD (BUT NOT CURRENT) SOCIOECONOMIC STATUS IS LINKED TO SOCIOSEXUAL ORIENTATION** John S. Kim<sup>1</sup>, Vidas Griskevicius<sup>1</sup>, Jeffrey A. Simpson<sup>1</sup>, <sup>1</sup>University of Minnesota – There are individual differences regarding how one approaches the sexual aspect of mating (Simpson & Gangestad, 1991). On one end of the continuum, there are those with an unrestricted sexual strategy, who are comfortable with sexual behavior in the absence of intimacy and closeness. On the other end, there are those with a restricted sexual strategy, who require a certain level of intimacy and closeness before engaging in sexual behavior. Meanwhile, researchers working from a life-history framework have posited that childhood socioeconomic status, perhaps even more than current socioeconomic status, profoundly influences social development (Belsky, Steinberg, & Draper, 1991). Specifically, lower SES during childhood should be associated with a stressful rearing environment, which then leads that individual towards an orientation characterized by short-term motives. From extant theory, we predicted that childhood relative SES would predict current sociosexual orientation, even after current SES was taken into account. Our analyses (N = 81) supported our hypotheses, as childhood SES predicted current sociosexual orientation ( $p < .01$ ), even with current SES in the model ( $p > .13$ ). That is, people who felt relatively deprived socioeconomically during childhood were more likely to follow a short-term, unrestricted mating strategy. Subsequent analyses indicated that this effect was particularly strong for men, but not women ( $p < .02$ ). We discuss the theoretical implications of these findings, parallel findings with commitment as the dependent variable, and follow-up studies currently in progress.

## Gender

### E107

**DOUBLE STANDARDS AND PERCEPTIONS OF DOUBLE STANDARDS IN ATTITUDES TOWARD THE ROLES OF MEN AND WOMEN** Kathleen Fortune<sup>1</sup>, Gerry Sande<sup>1</sup>, <sup>1</sup>University of Manitoba – This study utilized the "mirror-image" technique to assess double standards in attitudes toward appropriate behaviors and roles for women and men (Sande, 1993). This technique measures attitudes toward the roles, rights, and opportunities of women and men separately using scale items that are identical. For example, one version of the scale contains an item about the importance of educational opportunities for women and the other version contains a parallel item about the importance of education for men. The two versions of the scale were administered with a 4 month time delay which minimized transparency and social desirability concerns and allowed participants to express double standards in two directions, as opposed to unidirectional biases. The items were sorted into 6 domains: education and career, sexual behavior, domestic violence, positive public behavior, negative public behavior, and career versus family priorities. Results indicated that male participants held pro-female double standards in the domains of domestic violence, positive public behavior, and career priorities (for example, they indicated that violence against a female partner should be more severely punished than violence against a male partner). Female participants held pro-female double standards in all domains. Participants were also asked to complete the scale as they believe that the

average male and average female university student would complete them. Results indicated that both male and female participants generally incorrectly believed that the average male student holds pro-male double standards in most domains. Both female and male participants correctly believed that the typical female holds pro-female double standards.

### E108

**THE EFFECTS OF SITUATIONAL AND PERSONALITY VARIABLES THE OBJECTIFICATION OF WOMEN** Marion Wheeler<sup>1</sup>, Tomi-Ann Roberts<sup>2</sup>, Matt Motyl<sup>3</sup>, <sup>1</sup>University of Denver, <sup>2</sup>The Colorado College, <sup>3</sup>University of Virginia – Objectification theory provides a framework for understanding the experience of being a female in a society that objectifies the female body. This theory explains why females tend to experience more shame and anxiety, fewer peak motivational states, and less awareness of internal bodily states. Furthermore, this theory provides one important justification for why women are disproportionately affected by depression, sexual dysfunctions, and eating disorders. To date, most research within the objectification theory tradition has focused on the many deleterious effects objectification has on women. The present study examines factors that may increase objectification of women and what role personality variables may play. We hypothesized that people would objectify women more after reading an objectifying comment. Furthermore, masculinity should positively correlate with objectification whereas empathic emotional attention should negatively correlate with objectification. In the present study, 71 participants completed several personality measures, were randomly assigned to read a story containing an objectifying comment or a non-objectifying comment about a woman playing volleyball, and then completed a measure of objectification. The results confirmed the hypotheses indicating that reading an objectifying comment leads to higher levels of objectification, even among female participants. Furthermore, participants high in masculinity objectified women more than participants low in masculinity. Similarly, participants low in empathic emotional attention objectified women more than those high in empathic emotional attention. This study lays an incipient groundwork for finding ways to reduce the occurrence of objectification inimical to the well-being of women.

### E109

**THE ROLE OF GENDER, PERSONALITY, AND WORK EXPERIENCES IN RISK-TAKING** Meghan Lowery<sup>1</sup>, Joel Nadler<sup>1</sup>, <sup>1</sup>Southern Illinois University Carbondale – Risk-taking is decision making based on the probabilities of an outcome (March & Shapira, 1987). The willingness to take risks can affect many employment-related decisions. Byrnes, Miller, and Schafer (1999) found that gender differences in risk taking were robust. Specifically, men are more likely to take risks compared to women. Interestingly, the gender gap narrowed over time and saw a reduction in older samples. In the current study, we examine gender differences in risk taking adjusting for personality (Big Five), social-economic status (SES), self-efficacy, age, and work experience. Work experience is expected to influence gender difference in risk taking. Participants (N = 305) from a University in the Midwest completed a questionnaire packet containing scales on risk-taking (Blais & Weber, 2006), SES, self-efficacy, Big Five, demographics and work experience. Gender differences were found with men reporting greater likelihood to take risks,  $F(1, 292) = 32.05$ ,  $p < .001$ . Significant co-variables included work experience ( $r = .11$ ) conscientiousness ( $r = -.22$ ), self-efficacy ( $r = .16$ ), agreeableness ( $r = -.16$ ), extroversion ( $r = .15$ ). Age and SES were not related to risk taking. The implications of work experience mediating the relationship between gender and risk-taking has direct impact on gender disparity in the workplace. The nature of gender differences between men and women and how these differences change with work experience is an important piece in examining gender disparity in upper management. The positive relationship between work experience and risk-taking and the decrease in gender differences as samples age will be discussed.

**E110****GENDER SPECIFIC COLOR PREFERENCES OF PRESCHOOL-AGED CHILDREN**

Ashley Amador<sup>1</sup>, Diandra Hilton<sup>1</sup>, Heather Walker<sup>1</sup>, Sarah Miller<sup>1</sup>, Cheryl L. DeLancey<sup>1</sup>, Victor X. Luévano<sup>1</sup>; <sup>1</sup>California State University, Stanislaus – Color is one of the many ways that people and objects are organized into gender categories. Specific colors are used to designate the sex of an infant, sometimes even before birth. Additionally, toys, clothing, and bedroom décor are often marketed to one sex or the other through the use of color. However, still unknown is the extent to which these color associations are based on biologically defined predispositions or socially defined links to gender. The current study used a developmental approach to investigate the color preferences of preschool-aged (3-5) children in order to determine if gender specific color preferences exist in the preschool period and at what age they appear. Twenty-five children colored with nine crayons (red, orange, yellow, blue, green, pink, purple, black, and brown) on a neutral geometric coloring page. The percentages of each color used in each child's picture were assessed on the basis of the color's gender-specificity (masculine, feminine, and neutral). Girls used a statistically higher percentage of feminine colors in their coloring pages than boys,  $F(1, 19) = 7.62, p = .01$ . There was not a significant interaction between age and gender, but as would be expected if color preferences were socially learned, this gender difference was only found at ages 4 and 5 ( $p's < .05$ ). The results of this study may suggest that girls' preferences for feminine colors are socially learned rather than biologically programmed.

**E111****THE ROLE OF BENEVOLENT SEXISM IN THE 2008 ELECTION**

Molly VanDeursen<sup>1</sup>, Shannon Rauch<sup>2</sup>, Eunseong Kim<sup>3</sup>, Hannah Franz<sup>4</sup>, Andrew Luttrell<sup>3</sup>; <sup>1</sup>Saint Louis University, <sup>2</sup>Providence College, <sup>3</sup>Eastern Illinois University, <sup>4</sup>Winthrop University – The theory of ambivalent sexism has traditionally held that benevolent sexists have positive feelings towards women, particularly when they conform to traditional gender roles. The 2008 election may have provided a dilemma for benevolent sexists as a woman could potentially step into a traditionally masculine role. Before the election, online participants ( $N = 140$ ) were given one of two essays describing the vice presidency. One essay described the office in terms of its masculine traits, stressing its potential power. The other described the office in terms of its feminine traits, stressing its supportive and ceremonial roles. Participants then completed measures of feelings of warmth towards candidates, including Palin and Clinton, voting intentions, ratings of each candidate on specific issues, and the Ambivalent Sexism Inventory. Feelings of warmth towards the female candidates were among the strongest predictors of expected voting behavior, although participants indicated that issues were most important. Participants higher in benevolent sexism had colder feelings towards Clinton, but warmer feelings towards Palin, felt Palin reflected their values, and were more likely to vote republican than participants lower in benevolent sexism. Feelings of warmth and attitudes regarding Palin's values mediated the relationship between sexism and voting behavior. Reading a masculine portrayal of the vice-presidency reduced benevolent sexists' certainty about their expected voting behavior, although it did not change the degree of warmth expressed towards Palin or the other candidates. Results suggest that the role of the woman is less important to benevolent sexists than the value system that she represents.

**E112****HELPFUL OR HURTFUL: HOW DO FEMALE ROLE MODELS EFFECT WOMEN IN LEADERSHIP ROLES?**

Audrey Innella<sup>1</sup>, Crystal Hoyt<sup>1</sup>; <sup>1</sup>University of Richmond – Individuals across various domains are seeking role models, mentors, and advisors who will help them attain success. Women, in particular, tend to gravitate towards role models in order to get ahead in non-traditional roles such as science and math. How and why are these individuals of social comparison important? What is it about their qualities that make them outstanding? The present research examines closely the specific qualities possessed by female role models

and the effects these qualities have on women's leadership aspirations. In a laboratory study, female participants were individually exposed to one of three stimuli (stereotypically feminine female role models, stereotypically masculine role models or control) before leading a supposed, 3-person group. The effect of exposure to female role models on women's leadership self-efficacy, leadership aspirations, and general identification with the leadership domain were assessed through measures of self-report after the leadership task. The results of this study revealed that there was a positive impact of both the stereotypically feminine and the stereotypically masculine female role models; in comparison to those in the control condition, women in the role model conditions reported greater levels of leadership efficacy going into the leadership task, post-task leadership confidence, and desire to become a leader in the upcoming task. In addition, women's leadership-related self-perceptions and self-esteem were directly related to their perceptions of their performance on the leadership task. These results suggest that exposing stigmatized individuals, such as women in leadership situations, to individuals of upward social comparison can have a positive effect.

**E113****AMBIENT GENDER CUE VIGILANCE IN CHOOSING COLLEGE MAJORS**

Christina M. Smith<sup>1</sup>, Victoria C. Plaut<sup>1</sup>, Sapna Cheryan<sup>2</sup>, David T. Mitchell<sup>1</sup>; <sup>1</sup>University of Georgia, <sup>2</sup>University of Washington – Choosing a major is arguably the most important decision an undergraduate makes. Previous research suggests that people are disinclined to join a field if they do not feel a sense of belonging (Walton & Cohen, 2007). While sense of belonging matters for everyone, in evaluating belonging, women may be more vigilant to gender cues than men. Research suggests that women avoid joining environments where men are overrepresented (Murphy et al., 2007), and that, beyond numbers, women also pay attention to other ambient gender cues even when no people are present (Cheryan et al, in press). Extending this work, the present research tests whether environmental cues alone in actual, physical college spaces, influence women's desire to join a discipline, and whether these evaluations are linked to gender cues. We tested reactions to pictures of real, but un-labeled educational environments in male-dominated, female-dominated, and gender-neutral majors. Thirty-seven female and 27 male undergraduate students rated the pictures in terms of their desire to be in the environment, their perceptions of social fit, and whether the environment was masculine or feminine. Results revealed significant correlations of perceptions of masculinity/femininity with feelings of fit and desire to be in the environment for women but not for men. Correlations between fit and desirability were significant for both genders. This study suggests that women are more vigilant to environmental gender cues in choosing a college major, which may play a significant role in the under-representation of women in various fields of study.

**E114****WOMEN'S INDIVIDUAL CONTINGENCIES OF SELF-WORTH AND PUBLIC ATTRIBUTIONS TO DISCRIMINATION: THE INFLUENCE OF GENDER IDENTIFICATION**

Lisa Milford<sup>1</sup>, Gretchen Sechrist<sup>2</sup>; <sup>1</sup>Syracuse University, <sup>2</sup>Mansfield University – This research examines the influence of women's level of gender identification (importance of group membership to self-definition) and their individual contingencies of self-worth (domains in which self-esteem is based) on their public attributions to discrimination. Past research has shown that women privately attribute a failure to discrimination, but are unwilling to do so publicly, especially in front of a male. In the current study, we pre-selected women whose self-worth was highly contingent on academics and whose self-worth was not contingent on academics, as well as women who were high vs. low in gender identification. All participants completed a logical reasoning task and received either sexist or non-sexist failure feedback. Participants then made public attributions for their failure. In the sexist feedback condition, women who were high in academic contingencies publicly claimed discrimination as the cause of their failure more than lows. Importantly, women who were high in gender identity and had self-worth contingent on academics publicly attributed their failure more to

discrimination than to their abilities. Women who were low in gender identity but contingent on academics publicly did not minimize the occurrence of discrimination relative to ability; whereas, women whose self-worth was not contingent on academics attributed their failure more to their abilities than to discrimination regardless of their level of gender identification. Future research should further examine factors that will motivate women to publicly claim discrimination.

### E115

#### APPEASING MASCULINITY THREATS THROUGH SELF-SEXUALIZATION. WHEN DO WOMEN DO IT AND HOW DO WE PERCEIVE THEM?

**Kristine A. Schlenker<sup>1</sup>, Theresa K. Vescio<sup>1</sup>; <sup>1</sup>The Pennsylvania State University** – Previous research indicates men often respond to masculinity threats with aggressive behavior towards women (Maass, Cadinu, Guarnieri, & Grasselli, 2003). Little prior research has examined strategies women use to appease masculinity threats and avoid aggression. The goal of this work was to examine one form of appeasement strategy, self-sexualization. In Study 1, we investigated when successful women in masculine domains engage in self-sexualization. We hypothesized that women would engage in self-sexualization when they a) perceived their superior performance had threatened a man's masculinity and b) feared punishment. To examine this prediction, in Study 1 we manipulated perceived threat by varying a man's reactions to losing to a woman. We manipulated fear of punishment by assigning participants to high or low power roles in which they either controlled or were dependent on the man for rewards. In this context, women in the Threat X Low Power condition were predicted to use self-sexualization appeasement strategies. Based on the conditions created by Study 1, we then examined how others perceive women who use self-sexualizing appeasement strategies. In Study 2, participants read vignettes in which a woman outperformed a man in a masculine task (paralleling conditions in Study 1). Participants then rated the female on dimensions of warmth, competence, likeability, trustworthiness, and attractiveness. Results are discussed in light of the Stereotype Content Model (Fiske, Cuddy, Glick, & Xu, 2002), with a focus on the tension women face in masculine domains as a result of attempts to avoid men's aggression while sustaining perceptions of competence.

### E116

Poster withdrawn.

### E117

#### BEYOND GENDER DIFFERENCES IN MATE PREFERENCES: THE RELATIONSHIP BETWEEN PERSONAL GOALS AND MATE PREFERENCES

**Bobbi Thompson<sup>1</sup>, L. Shay Welsh-Wooten<sup>1</sup>, Angela Synowicki<sup>1</sup>, Carey Ryan<sup>1</sup>; <sup>1</sup>University of Nebraska at Omaha** – Research suggests that men more than women value attractiveness in a mate, whereas women more than men value financial resources in a mate. According to social role theory, this gender difference is a result of the different marital roles that men and women anticipate filling (i.e., provider vs. domestic). Evolutionary theory views gender differences in mate preferences as developing from strategies related to survival and reproductive success. We examined the role of personal goals in mate preferences. College students completed a questionnaire that assessed educational, career, and financial goals; desire for children; and mate preferences. Consistent with findings from evolutionary theory research, men placed more importance on a mate's attractiveness than did women and women placed more importance on a mate's financial resources than did men. However, both genders rated attractiveness as more important than financial resources. In addition, participants who had stronger career goals preferred mates who were physically attractive, whereas participants who had stronger educational and financial goals preferred mates with financial resources. Regression analyses indicated that the effects of the three types of goals and gender were independent. Further, the effects were independent of participants' preferences for mates who were similar to themselves. Neither participants' desire for children nor the number of children planned predicted preferences for attractive or

financially resourceful mates. To the extent that personal goals reflect the roles that people envision for themselves, these results seem particularly consistent with a social role theory perspective.

### E118

#### CONSEQUENCES OF EXPOSURE TO SCIENTIFIC THEORIES OF GENDER SIMILARITY AND DIFFERENCE

**Scott Gould<sup>1</sup>, Kristin Lane<sup>1</sup>; <sup>1</sup>Bard College** – Despite the large degree of overlap between men and women on many traits (Hyde, 2005), far more attention – from both researchers and laypeople – is devoted to gender differences. Prior work has found that reading about a biological (compared to a socio-cultural) explanation for a gender difference increased gender stereotyping (Brescoll & LaFrance, 2004) and impaired women's math performance (Dar-Nimrod & Heine, 2006). The current work extends this prior research into the relatively understudied domain of gender similarities: we tested how theories of both gender differences and similarities affect stereotyping and women's math performance. Fifty-one participants read a fictitious newspaper article about an ostensible ability in plant identification before completing a short math test. As part of a seemingly unrelated study, they then rated the average man and average woman on masculine and feminine traits (Eagly & Diekmann, 2000). The study used a 2 (trait overlap: gender difference or similarity) x 2 (origin: biological or socio-cultural) between-subjects design to test the effects of reading about causal explanations for gender similarities or differences on stereotyping and math performance. Somewhat surprisingly, given prior work, participants endorsed stereotypes most strongly after reading about a biological cause for a gender similarity or a socio-cultural cause for a gender difference. Similarly, women's math performance was lower in these two conditions compared to the others. We discuss possible explanations for these results.

### E119

#### BODY IMAGE AND ATTITUDES REGARDING DATING, SEX, AND SOCIAL SITUATIONS: A MIXED QUANTITATIVE-QUALITATIVE APPROACH

**Alex Natwick<sup>1</sup>, Ioana Mateescu<sup>1</sup>, David Frederick<sup>1</sup>; <sup>1</sup>UCLA** – Many men and women who have negative attitudes about their bodies and physical appearance report a wide array of psychological and health issues. People with poor body image are more likely to exhibit disordered eating patterns and are at greater risk for developing potentially life-threatening eating disorders. Individuals with poor body image are also more likely to report depression, low self-esteem, greater tobacco and alcohol abuse, and engaging in more risky sexual behaviors. A substantial literature has investigated the body image concerns of men and women using quantitative methods and a smaller literature has used qualitative approaches. Little research has simultaneously used both approaches in order to investigate body image concerns, particularly as they relate to issues of interest to social psychologists. We recruited a sample of 630 adults who completed established body image scales (Appearance Evaluation; Cash, 2000) and wrote qualitative responses to questions assessing how their feelings about their body impacted their dating life and their avoidance of certain social situations. Qualitative analyses revealed a strong difference between individuals who report positive vs. negative body image. Individuals with a negative body image reported avoiding a wide range of social situations (e.g., wearing a swimsuit in public, bars) and overall reported that their feelings about their body inhibited them in their dating and sex life. The results highlight the effectiveness of multimethod approaches to understanding the effects of body image on the social experiences of men and women.

### E120

#### SEX-ROLE STEREOTYPING AMONG CHILDREN WITH REGARD TO AGE, GENDER AND OCCUPATION

**Clare Campbell<sup>1</sup>, John Radford<sup>1</sup>, Peary Brug<sup>1</sup>; <sup>1</sup>St. Mary's University College** – Historically, men and women have rarely shared status and power on an equal level within occupational settings (St. Pierre et al, 1992). Often, this has been the result of sexism in society. However, while legislation and the 'sexual revolution' have brought forth dynamic changes with regard to women in the workplace, the sex-

ual stereotypes associated with occupation may still be present. The current study investigated differences in occupational sex-role stereotypes among male and female children across three different school ages. Data was collected from pupils in the United Kingdom in reception year (ages 4-5), year three (ages 7-8) and year six (10-11). Using an experimental design, pupils selected whether a male or female person was more suited for a particular occupation. Analysis indicated that there were significant differences within stereotyping occupations across school years, signifying that stereotyping within occupations appears to develop and change across age. Further analysis signified that males in reception year and year three stereotyped traditional 'female' occupations to a greater degree than females, suggesting that female occupations are considered to be less flexible in regard to gender. However, no overall significant gender differences were reported. Within society there have been positive attempts to reduce sex-role stereotypes that have been associated with occupations to help provide for a gender-fair workplace. However, the results still imply that young school children continue to stereotype to a high degree across a range of traditionally perceived 'male' and 'female' occupations. Implications and limitations of the research are discussed.

### E121

#### **FEARS OF SEEMING FEMININE: MALE ANTIFEMINITY INFLUENCING CAREER ROLE RIGIDITY** Brian Wilkey<sup>1</sup>, Amanda Johnston<sup>1</sup>, Amanda Diekman<sup>1</sup>, Jason Lanter<sup>2</sup>; <sup>1</sup>Miami University, <sup>2</sup>Kurtztown University –

Although women have broadened their gender role to include aspects of the male role, men's roles have remained relatively static (Diekman & Eagly, 2000). Role Congruity Theory (Diekman & Eagly, 2007) suggests that people are motivated to avoid role misalignment for fear of societal sanctions. Thus, men are motivated to avoid roles (e.g., careers) viewed as feminine; acting in a feminine way can jeopardize their manhood in the eyes of society (Vandello et al., 2008). In this research, we examined how individual differences in men's endorsement of masculine role norms influenced their evaluations of men in traditional (e.g., corporate executive) and nontraditional (e.g., social worker) career roles. Male participants rated how focused on status, toughness, and antifemininity (i.e., the desire to not be feminine) a male should be; these scores were used to predict their ratings of positivity and negativity towards men in traditional and nontraditional career roles. Results indicated that men's beliefs about antifemininity positively predicted their evaluations of men in traditional career roles ( $p=.04$ ) and marginally negatively predicted their evaluations of men in nontraditional careers ( $p=.07$ ). Status and toughness did not predict evaluations of traditional or nontraditional careers. These results suggest that beliefs about antifemininity norms influence how males evaluate traditional and nontraditional career role fulfillment by men. Current research is exploring men's emotions and willingness to acquire nontraditional careers after receiving personality feedback indicating they are well-suited for traditionally feminine, as well as masculine, career roles.

### E122

#### **ENACTING COUNTERSTEREOTYPIC BEHAVIOR SHAPES IMPLICIT SELF-CONCEPTS** Lori Malahy<sup>1</sup>, Cheryl Kaiser<sup>1</sup>; <sup>1</sup>University of Washington –

This research examines how counter-stereotypic behavior shapes implicit self-concept. Using the framework of self-perception (Bem, 1967; 1972) counter-stereotypic behavior was predicted to weaken implicit self-concept. Using a paradigm adapted from Bosson and colleagues (2005), participants engaged in either 'hairstyling' (feminine behavior) or 'rope reinforcement' (masculine behavior). In both conditions, participants completed the same action: braiding. It was hypothesized that 1) women in the counter-stereotypic masculine rope reinforcement condition would have weaker implicit female self-concepts than women in the stereotypic feminine hairstyling condition, and 2) men in the counter-stereotypic feminine hairstyling condition would have weaker implicit male self-concepts than men in the stereotypic masculine rope reinforcement condition. Fifty-nine men and 53 women participated in this study at the University of Washington. Men who completed a hairstyling task

(gender counter-stereotypic) had lower implicit male self-concept scores compared to men who completed a rope reinforcement task (gender stereotypic). Women showed no effect of condition. These findings are in line with research showing that men's gender self-concepts are less secure than women's gender self-concept (Vandello et al., 2008). Additionally, the present findings extend the literature on counter-stereotypic behavior by showing how enacting counter-stereotypic behavior implicitly changes how people see themselves in relation to their groups. In doing so, this research provides insight into self-related consequences of engaging in counter-stereotypic behavior.

### E123

#### **OBJECTIFICATION AND MARRIAGE: HUSBANDS' OBJECTIFICATION IS POSITIVELY ASSOCIATED WITH WIVES' SEXUAL SATISFACTION** Andrea

L. Meltzer<sup>1</sup>, James K. McNulty<sup>1</sup>; <sup>1</sup>University of Tennessee – How might sexual objectification affect women in the context of a close relationship? A plethora of research suggests that sexual objectification of women by strangers has a variety of negative psychological consequences for those women (Fredrickson & Roberts, 1997). But given that even robust social psychological effects can differ across relational contexts (Reis, 2008, p. 320; Reis, Collins, & Berscheid, 2000), sexual objectification of women may have different effects in the context of romantic relationships may be more positive. Indeed, a robust literature suggests that women have evolved specific long-term mating preferences that functioned to help them obtain viable partners with whom they could produce and rear the best offspring. Given that women would have most successfully produced and reared offspring with committed mates who desired them sexually, evolution may have also favored women who reacted positively to partners who sexualized, or objectified, them in the context of a committed relationship. We tested this hypothesis in a sample of couples who had been married for two years. Consistent with predictions, husbands who reported greater tendencies to objectify their wives had wives who reported increased levels of sexual satisfaction. These results support the importance of considering the various qualities of the interpersonal relationships in which objectification occurs (e.g., commitment) in order to best understand its psychological consequences.

### E124

#### **DATING 101: THE EFFECT OF SELF-OBJECTIFICATION ON COLLEGE DATING INTERACTIONS** Valerie Earnshaw<sup>1</sup>, Randi Garcia<sup>1</sup>, Diane, M. Quinn<sup>1</sup>; <sup>1</sup>University of Connecticut –

Although state self-objectification is theorized to be both elicited by and impact outcomes related to interpersonal interactions, few studies have examined state self-objectification within an interpersonal context. The current study explored the impact of experiences of state self-objectification within college dating interactions. Fifty mixed-gender dyads interacted for ten minutes while evaluating each other as potential dating partners. After the interaction, they reported the extent to which they self-objectified within the interaction as well as their impressions of their partner. State self-objectification was measured by participants' self-report of the degree to which they felt like a body, rather than a person, during the interaction. Dyadic data analyses were employed to examine how gender and individual differences in state self-objectification interacted within this unstructured, face-to-face interaction to predict participants' impressions of their interaction partners. Experiencing state self-objectification impacted the extent to which some participants liked their partners, desired to date their partners, desired to be friends with their partners, and felt that the interaction went smoothly. Among both male and female participants, greater state self-objectification was related to decreased desire to be friends with their partner and decreased feelings that the interaction went smoothly. Among female participants only, greater state self-objectification was related to decreased desire to date their partner and decreased liking of their partner. These results suggest that experiences of state self-objectification may play an important role in impression formation within college dating interactions, especially among women. Discussion will focus on gender and state self-objectification within interpersonal contexts.

**E125**

**COMPENSATING FOR THREATENED MANLINESS: AN INVESTIGATION OF IDENTITY STRATEGIES** Jessica Cameron<sup>1</sup>, Sapna Cheryan<sup>2</sup>, Zach Katagiri<sup>3</sup>, Benoit Monin<sup>4</sup>; <sup>1</sup>University of California - Berkeley, Haas School of Business, <sup>2</sup>University of Washington, <sup>3</sup>New York University, <sup>4</sup>Stanford University, Graduate School of Business – This research investigates the identity strategies that men use, and those they refrain from using, when their masculinity has been threatened. Results revealed that men compensate for threats to their masculinity by asserting their masculinity to those who doubt it. However, the form this assertion takes depends on which strategies are seen as the best signals of identity. The first study established that asserting masculine attributes/behaviors (e.g., height, number of past sexual relationships) and distancing from feminine consumer products (e.g., a gift certificate to Banana Republic) are considered more effective signals of masculinity than embracing masculine consumer products (e.g., tickets to a sports event), which is seen as less diagnostic of masculinity and easier to fabricate. In the next two studies, males who were either told that their performance on a masculinity test was worse than their male peers (Study 1) or that they were physically weaker than other males (Study 2) expressed a lower preference for stereotypically feminine products, but not for masculine ones. Additionally, threatened men asserted stereotypically masculine attributes and past behaviors, such as height, number of past sexual relationships and aggressiveness. Thus, men who believed they performed poorly on tests of masculinity altered themselves and their preferences to assert their masculinity, but only in the domains that best signal masculinity while circumventing those that do not. These findings provide insight into how men attempt to overcome having a threatened identity by using assertion and distancing strategies and the different ways in which these strategies manifest.

**E126**

**SHE STOOPS TO CONQUER? HOW POSTURE, SELF-OBJECTIFICATION AND STATUS IMPACT WOMEN'S AFFECT AND PERFORMANCE** Tomi-Ann Roberts<sup>1</sup>, Kelsey Patterson<sup>1</sup>; <sup>1</sup>Colorado College – According to a Jamesian view of emotion, physical comportment exerts a strong affective and cognitive influence upon individuals. However, research suggests that women experience different effects of proprioceptive feedback than do men. The present study sought to examine two sociocultural factors that may contribute to the effects of postural feedback in women: self-objectification and power. Eighty female participants completed various cognitive tasks and satisfaction measures while in an upright or slouched posture, sitting in a grandiose throne or child's chair, and wearing a form-fitting tank top or loose sweatshirt. Results showed that when self-objectification was removed from women's awareness (by having them wear a loose sweatshirt), postural positions yielded intuitive effects: women felt better and performed better while upright than while slumped. However, when women wore a shirt that revealed their body, the proprioceptive benefits of upright posture were undermined, and women felt and performed better while slumped. Both the magnitude and valence of different body positions may be influenced by sociocultural factors, suggesting that we must consider context in understanding proprioceptive feedback. The clothing that a woman wears and the extent to which she feels powerful or powerless may enable an upright posture to exert benefits, or these factors may lead a slouched posture to be less disruptive and perhaps even protective. This study suggests that proprioceptive feedback does not exist in a vacuum, but rather must be considered within the context of social experience. Being female in a sexually objectifying culture means that women often stoop to conquer.

**E127**

**POWER AND THE EVALUATION OF AGENTIC WOMEN** Ann E. Hoover<sup>1</sup>; <sup>1</sup>University of South Carolina Upstate – Women who possess stereotypically masculine qualities, such as assertiveness or other agentic traits, face social and economic sanctions from others (Rudman & Fairchild, 2004). Specifically, when women display agentic qualities necessary for

leadership positions, they may be viewed as competent, but also as particularly unlikeable and unworthy of hiring for such leadership positions (i.e., the backlash effect; Rudman, 1998). For women, this represents a major hurdle to gaining access to leadership roles. Consequently, one of the long-term effects of backlash may be a continuance of "gendered power" – with men maintaining greater access to positions of power. If backlash can serve to maintain power, it seems plausible that possession of power (or lack of power) might make backlash more likely. I present research in which male participants evaluated résumés from male and female job candidates applying for a managerial position. Results in each study suggest that lacking power may facilitate backlash. Men assigned to (Study 1) or primed with (Study 2) a low-power role rated the female applicant as less hireable and recommended a lower salary for her, compared to the male applicant. This did not occur in high-power or baseline conditions. A follow-up study suggests that the low-power role may have been threatening to male participants. When low-power male participants self-affirmed before evaluating job candidates, there was no evidence of backlash, suggesting that backlash may partially serve to alleviate threat. Results are discussed in terms of different processes that may produce backlash for high- and low-power men.

## Intergroup Relations

**E128**

**EFFECTS OF PERSPECTIVE-TAKING ON INTERGROUP PERCEPTIONS: THE MODERATING ROLE OF SOCIAL IDENTIFICATION** Mark Tarrant<sup>1</sup>, Raff Calitri<sup>1</sup>; <sup>1</sup>Keele University, UK – Previous studies have demonstrated that taking the perspective of outgroup members can have beneficial effects on intergroup perceptions. Three studies are reported here which show that social identification can moderate these effects. In the first study (N = 359), social identification was found to be negatively correlated with perspective-taking, with strong group identifiers reporting less propensity than low identifiers to adopt the perspective of outgroup members. Using an experimental design, Study 2 (N = 127) demonstrated that perspective-taking led to a more favorable evaluation of the outgroup only amongst participants who were weakly identified with the ingroup. For strongly identified participants, perspective-taking had the opposite effect, leading to a more negative evaluation of the outgroup compared to a no-perspective control. Study 2 also demonstrated that perspective-taking impacted on low identifiers' social mobility intentions: adopting the perspective of an outgroup member led these members to express greater interest in changing their group affiliation. Study 3 (N = 67) found that the negative effects of perspective-taking amongst high identifiers are themselves moderated by the salience of social identity. Specifically, taking the perspective of an outgroup member led to a less negative evaluation of the outgroup amongst high identifiers when the salience of the ingroup identity was reinforced, compared to when a reinforcement was not present. These findings highlight the important role played by social identity concerns in structuring the outcome of perspective-taking.

**E129**

**OUTGROUP MATING THREAT AND PERCEIVED DISEASE VULNERABILITY AMONG MEN** Liga Klavina<sup>1</sup>, Abraham P. Buunk<sup>1</sup>, Justin H. Park<sup>2</sup>, Thomas V. Pollet<sup>1</sup>; <sup>1</sup>University of Groningen, <sup>2</sup>University of Bristol – Throughout human history, outgroup males have posed a range of threats. Some of the intergroup conflict appears to have revolved around access to potential mates. Contextual factors, like high pathogen stress in a community have been shown to intensify intergroup mating competition. Therefore, the negative reactions towards outgroup mating threat should be especially strong among males who perceive themselves as being vulnerable to disease or who are exposed to disease cues. We tested this prediction in two studies. In study 1 (33 males; 88 females), we manipulated outgroup mating threat by presenting outgroup same-sex members as preferred mating partners by ingroup opposite-sex members. We found the predicted effect - male participants who scored high in perceived vulner-

ability to disease showed significantly stronger implicit negative attitudes (assessed with the Implicit Association Test) than males low in perceived disease vulnerability when outgroup mating threat was induced.

### E130

#### THE EFFECTS OF INTRAGROUP AND EXTRAGROUP POWER ON THE WELL-BEING OF GROUP MEMBERS: AN EXPERIMENTAL EXPLORATION

Roxanne M. Aubin<sup>1</sup>, Catherine E. Amiot<sup>1</sup>, Sarah Gobeil<sup>1</sup>; <sup>1</sup>University of Quebec in Montreal – Group life has a deep influence on individual well-being (Haslam, et al., 2009). The study of power is primordial to understanding social interactions (Russell, 1989), including intergroup dynamics. Using a modified minimal group paradigm, this experimental study explored how different forms of social power impact upon group members' individual well-being. While intragroup power refers to the group's control over their own resources (IP), extragroup power (EP) refers to control over the resources of other groups (Jones, 1997). Low and high levels of IP and EP were manipulated independently using vignettes describing a fictitious social group. The participants were 179 college students who received a questionnaire that randomly included one of four vignettes. After imagining themselves as a member of the social group described, participants completed measures of psychological well-being (i.e., positive and negative affect, vitality, anxiety, self-esteem). Main effects of IP and EP on individuals' well-being were hypothesized, and high IP was expected to have a more beneficial effect than high EP (Van Dijke & Poppe, 2006). Controlling for degree of identification (with the fictitious social group), 2 (IP: low/high) X 2 (EP: low/high) ANCOVAs supported the hypothesized main effects of IP and EP for each well-being variable: high IP and high EP led to higher well-being. Follow-up analyses did not find significant differences between the strength of the IP and EP effects. These results were replicated in multiple regressions with self-reported measures of perceived power used as predictors. Implications and future directions will be discussed.

### E131

#### STANDARD = COMPETENCE, DIALECT = WARMTH... REALLY?

Christiane Schoel<sup>1</sup>, Dagmar Stahlberg<sup>1</sup>; <sup>1</sup>University of Mannheim, Germany – Language is an important characteristic of group definition and group identity. Within a language, different varieties such as accents and dialects can be distinguished. During its development a language undergoes a standardization with formal rules and norms receiving social and institutional support. As a consequence, the standard acquires superiority on various dimensions such as social status and aesthetic qualities. For non-standard speakers this entails a devaluation of their group activating the motive to compensate and restore some degree of positive social identity by finding another dimension on which positive differentiation can be achieved. Accordingly, the typical finding is that whereas status and competence are attributed to standard speakers, solidarity and warmth are attributed to non-standard speakers. To investigate whether the latter finding is due to a compensation motive we examined the competence and warmth ratings attributed to standard and southern dialect speakers of German. Respondents were either from Northern or Southern Germany, thus evaluated the southern dialect from an outgroup or an ingroup perspective. Half of the participants gave their ratings on complementary items (i.e., the more the ingroup gets, the less the outgroup gets and vice versa), the other half rated both groups on separate scales. For the standard speakers, we found better evaluations on the competence and for the non-standard speakers on the warmth dimension. More importantly, the warmth ratings were specifically enhanced for German Southerners in the complementary assessment condition arguing for a strong compensation motive of this group.

### E132

#### WHO DONE IT? RACIAL STEREOTYPES ASSOCIATED WITH THE PERPETRATORS OF CERTAIN CRIMES

Sabrina Khan<sup>1</sup>, Danny Osborne<sup>1</sup>, Paul G. Davies<sup>2</sup>, Jennifer L. Eberhardt<sup>3</sup>; <sup>1</sup>UCLA, <sup>2</sup>University of British Columbia, <sup>3</sup>Stanford University – Past research has shown that people have racial stereotypes about criminals. Specifically, people assume that Blacks and other minorities are more likely to be involved in criminal activities than Whites (Dixon, 2008). Though such a finding demonstrates the stigmatized nature of minority racial identities, it is possible that not all criminal stereotypes are of Blacks and minorities. That is, there may be different racial stereotypes associated with different crimes. The current study explored this possibility by having participants at a large university on the West coast evaluate 47 different crimes on the following three dimensions: 1) seriousness of the crime, 2) violence associated with crime, and 3) assumed race of the criminal. A series of one-sample t-tests and dependent samples t-tests confirmed that different racial stereotypes exist for different crimes. For example, drive-by shooters were seen as more likely to be Black than White ( $t(32) = 22.52, p < .01$ ), but serial killers were seen as more likely to be White than Black ( $t(32) = 5.23, p < .01$ ). Subsequent repeated-measures ANOVAs showed that stereotypically White crimes were seen as less violent and less severe than stereotypically Black crimes. This suggests that important distinctions need to be made regarding the racial stereotypes associated with specific crimes. Future research should focus on the origins of these context-specific racial stereotypes. Moreover, scholars should address the possibility that specific crimes prime racial stereotypes that influence important criminal justice outcomes (e.g., eyewitness memory, treatment from police officers, juror decisions, etc.).

### E133

#### DO GROUPS LIE MORE THAN INDIVIDUALS? HONESTY AND DECEPTION AS A FUNCTION OF STRATEGIC SELF-INTEREST

Sun Young Kim-Jun<sup>1</sup>, Taya R. Cohen<sup>1</sup>, Brian Gunia<sup>1</sup>, J. Keith Murnighan<sup>1</sup>; <sup>1</sup>Northwestern University – This research suggests that the greed of groups predisposes them to lie more than individuals when deception is more financially lucrative than honesty. The experiment used the deception game—an interaction in which people send a deceptive or truthful message to earn money—to investigate whether groups lie more than individuals. Participants were randomly assigned to a group (three-on-three) or individual (one-on-one) interaction and were instructed to send either a truthful or deceptive message to their counterpart. If the message was believed, the deceptive message yielded \$6 for the sender and \$5 for the receiver, whereas the truthful message yielded \$5 for the sender and \$6 for the receiver. The response of the receiver (who did not actually exist) was manipulated—participants either did not know whether receivers would believe their message or they learned that receivers had preemptively committed to believing their message. We found a significant Groups-Individuals X Receiver-Response interaction. Groups lied more than individuals when deception was guaranteed to maximize their outcomes, but lied relatively less than individuals when the receiver's response was uncertain and honesty could be used strategically. Not only did groups lie more when they were sure that they would be believed, but they also reported more self-interest. A mediation analysis revealed a significant indirect effect of groups-versus-individuals on lying, with self-interest as the mediator. These findings suggest that groups are more strategic than individuals: they will readily adopt whatever course of action best serves their economic interest, even if it requires deception.

### E134

#### IRONIC EFFECTS OF LEADERSHIP CANDIDATES FROM UNDERREPRESENTED GROUPS: INCREASED SUPPORT FOR THE STATUS QUO

Elizabeth R. Brown<sup>1</sup>, Amanda B. Diekmann<sup>1</sup>; <sup>1</sup>Miami University – In the popular media, the ascent of minority leaders is commonly claimed as evidence of the end of discrimination (e.g., MSN, 2009), potentially reinforcing beliefs that society is fair and just (Jost & Banaji, 1994). However,

no research has examined how exposure to minority leaders influences status quo support. Because women are less represented as leaders (Eagly & Carli, 2007), we predicted that exposure to a female leader would increase both explicit (Experiment 1) and implicit (Experiment 2) preferences for stability. In Experiment 1, participants read about a male or female leadership candidate and then completed a system justification measure (Kay & Jost, 2003). Exposure to a female versus male leader increased system justification,  $F(1,39)=6.09, p=.02$ . In Experiment 2, participants read about a male or female leadership candidate and then completed an IAT assessing evaluative associations with change/stability (Jost, Nosek, & Gosling, 2008). Exposure to a female versus a male leader increased implicit system justification,  $F(1, 58)=4.04, p=.05$ . Findings indicate exposure to a female versus male leader increased explicit and implicit stability preferences. Importantly, endorsement of the candidates was not related to either explicit or implicit system justification, suggesting that it is the mere presence of the underrepresented candidate that is critical. Exposure to a minority leadership candidate could ironically decrease support for social programs aimed at minority advancement because status quo support decreases preferences for social change (Jost & Hunyady, 2005). Furthermore, the presence of minority leaders might lead to the underestimation of barriers to leadership from underrepresented groups.

### E135

#### **SOCIAL IDENTITY COMPLEXITY AND INTERGROUP CONTACT** Karen

Gonsalkorale<sup>1</sup>, <sup>1</sup>University of Sydney – Although contact with outgroup members is becoming increasingly common in many facets of life, such encounters are often awkward and stressful, even for well-intentioned people. Recent theoretical advances suggest that how people think about their own groups may be an important precursor to positive intergroup contact. More specifically, awareness of one's own multiple group memberships may be a key factor. The aim of this study was to test the prediction that individuals who are high in social identity complexity (Roccas & Brewer, 2002)—those who conceptualize "us" as the sum of all their social identities—would be more comfortable in their interactions with outgroup partners. White participants completed a measure of social identity complexity and were randomly assigned to discuss a race-sensitive or race-neutral topic with a White or Asian confederate. Participants' self-reported comfort in the presence of the Asian confederate (but not the White confederate) was predicted by an interaction between social identity complexity and discussion topic. Specifically, in the interracial interactions, greater social identity complexity was associated with higher levels of self-reported comfort only when the discussion topic was race-neutral. These findings suggest that greater social identity complexity may facilitate positive interracial contact in contexts where race is not salient.

### E136

#### **THE ROLE OF COLLECTIVE RESPONSIBILITY IN THE INFRAHUMANIZATION OF OUTGROUP VICTIMS** Daniel Lenzen<sup>1</sup>, Emily Chan<sup>1</sup>, <sup>1</sup>Colorado

College – Infrahumanization is the denial of aspects of the human essence, specifically secondary (uniquely human) emotions, to outgroup members. Castano and Giner-Sorolla (2006) argued that people infrahumanize out-group victims only when they feel in-group collective responsibility for the suffering of the out-group. This study counterargues that in-group responsibility is not a prerequisite for infrahumanization. Extending the Just World Hypothesis (Lerner, 1980), victim derogation should occur regardless of the attribution of responsibility. Therefore, infrahumanization as a form of victim derogation should occur even if the in-group is not seen as responsible for the harm done to the out-group. American participants read a vignette describing a natural disaster with massive fatalities in an out-group (Belgians). We manipulated the attribution of responsibility: (1) In-group responsible (relief supplies from the US improperly manufactured), (2) out-group responsible (Belgian inefficiency in relief efforts), (3) no group responsible (unavoidable occurrence), and (4) control (no vignette). Participants then selected 7-10 emotions that Belgians were most likely to experience, out

of a list of 24 which included 12 primary and 12 secondary emotions, half positive and half negative. Results supported our hypothesis that in-group responsibility was not necessary for infrahumanization. Compared to the control, infrahumanization occurred in the no group responsible and the out-group responsible conditions. Both in-group and out-group responsibility appeared to intensify infrahumanization, compared to the no group responsible condition. However, there were no differences between the in-group and out-group responsibility conditions. Discussion focuses on the role of collective guilt, in-group identity, and intergroup conflict in infrahumanization.

### E137

#### **THE RELATIONSHIP BETWEEN WHITE IDENTITY AND ATTITUDES TOWARD DIVERSITY: A META-ANALYSIS** Matt J. Goren<sup>1</sup>, Victoria C. Plaut<sup>1</sup>, Brittany

Gentile<sup>1</sup>, <sup>1</sup>University of Georgia – Research on how White racial identity strength predicts attitudes toward diversity has shown ambiguous and often contradictory results. For illustrative purposes, we use the broad categories pro-diversity attitudes (e.g., egalitarianism, multiculturalism, or endorsement of affirmative action) and anti-diversity attitudes (e.g., assimilationism, modern racism, or social dominance orientation). Some researchers have found that White identity strength predicts more pro-diversity attitudes (Linnehan, Chrobot-Mason, Konrad, 2006) while others have found that it predicts not only less pro-diversity attitudes (Levin, Sidanius, Rabinowitz, & Federico, 1998), but also more anti-diversity attitudes (Corenblum & Stephan, 2001). Others still have found no relationship (Verkuyten, 2005) or a relationship only when the White in-group is threatened (Lowery, Unzueta, Knowles, & Goff, 2006). In the present study, we try to disambiguate these relationships by conducting a meta-analysis across the entire known White identity literature. The meta-analysis examined correlations between White racial identity and diversity attitudes in over two dozens studies with more than 8,000 participants to yield a more statistically robust estimate of the magnitude of the true relationship between these concepts. Paradoxically, we found that White identity weakly predicted both more anti-diversity attitudes ( $r = 0.179, d = .364$ ) and more pro-diversity attitudes ( $r = 0.059, d = 0.118$ ). We discuss these findings and their generalizability while noting the role of potential moderators, such as prior exposure to diversity and threat to the in-group, and the explanatory power of new theories of identity (e.g., Leach et al., 2008) and identity form (Croll, 2007; Goren & Plaut, under review).

### E138

#### **IMPLICIT AND EXPLICIT RELIGIOUS PREFERENCES** Larisa Heiphetz<sup>1</sup>,

Elizabeth S. Spelke<sup>1</sup>, Mahzarin R. Banaji<sup>1</sup>, <sup>1</sup>Harvard University – Previous work suggests that humans are sensitive to social group differences at an early age. Young children, for example, prefer to befriend those who share their race (Kowalski & Lo, 2001), gender (Martin, Fabes, Evans, & Wyman, 1999), and national origin (Kinzler, Dupoux, & Spelke, 2007). Do such preferences extend to social identities that are less perceptually salient, such as religion? Because religion is a difference in mental states (i.e., beliefs and practices rather than physical form), preferences in this domain may take longer to develop. On the other hand, if children are able to detect group differences in religion, their preferences may reveal the origins of religious prejudice. In Study 1, we presented 5- to 10-year-old children and adults with stories describing Jewish and Christian characters followed by questions about the participants' preferences. Though both children and adults responded at chance to almost all questions, Christian and non-Christian adults showed a strong implicit preference for Christians. In Study 2, adults read two vignettes, one describing a person who believes in God but does not engage in religious practices and the other depicting a person who participates in religious rituals but does not believe in God. Christians responded that the character who believes in God is a better Christian and is more like them, suggesting a privileging of similarity in belief over similarity in practice. We discuss these findings in light of research on intergroup relations and suggest future directions for the study of religious identity and social cognition.



**E139**

Poster withdrawn.

**E140**

**STATUS-BASED REJECTION SENSITIVITY AND INTERGROUP RELATIONS: THE MODERATING ROLE OF LAY THEORY** Hsin-Ya Liao<sup>1</sup>, Ying-Yi Hong<sup>2</sup>, Melody Chao<sup>3</sup>; <sup>1</sup>San Francisco State University, <sup>2</sup>Nanyang Technological University, Singapore; University of Illinois at Urbana-Champaign, <sup>3</sup>Hong Kong University of Science and Technology – It is believed that members of stigmatized group who are more sensitive to status-based rejection sensitivity (SBRS) experience more negative personal and interpersonal experiences in the majority-dominated social institutions (Mendoza-Denton, Downey, Purdie, Davis, & Pietrzak, 2002). However, there is still little research on the possible individual differences underlying the effect of SBRS and intergroup relations. There is growing evidence to suggest that the effect of intergroup relations is associated with essentialist or malleable view of lay theory (see Hong, Levy, & Chiu, 2001; Levy, Plaks, Hong, Chiu, & Dweck, 2001). Researchers have shown that holding a fixed belief generally is associated with increases in justification of social inequalities as opposed to holding a malleable belief (Verkuyten, 2003). The purpose of the study is to further investigate the moderating role of lay theory on the effect of SBRS and intergroup relations among the stigmatized group. It is expected that holding a fixed view of lay theory tends to have detrimental effects of SBRS on personal and interpersonal experiences, while malleable view of lay theory would attenuate (or buffer) these negative effects. The hypotheses were supported from two intergroup contexts: a) Chinese immigrants in Hong Kong (N =34; stigmatized group) who attended a 4 day high school summer camp with Hong Kong natives (privileged group); and b) 187 Asian American students' social adjustment in a predominately White university.

**E141**

**THE IMPLICATIONS OF BURDENSOMENESS EXPECTANCIES IN AN ANTICIPATED INTER-RACIAL INTERACTION** Celeste Doerr<sup>1</sup>, E. Ashby Plant<sup>1</sup>; <sup>1</sup>Florida State University – The current work examined Black people's interest in engaging in interracial interactions as a function of their expectancies regarding such interactions. Unlike White people, some Black people do not enter interracial interactions with the assumption that their culture is well understood by outgroup members. They may feel instead that it falls on them to educate White people during interactions, which may be unappealing. We refer to such expectations as burdensomeness expectancies. We suspected that for Black people, the burden of having to explain themselves and their culture to White people would have negative implications for their interest in interracial interactions. We both manipulated and measured African-American participants' burdensomeness expectancies for an upcoming interaction with a White person. We then measured desire to avoid the interaction, ratings of a photograph of the ostensible interaction partner, and choice of topics for discussion. Results indicated that pre-existing burdensomeness expectancies and the manipulation influenced participants' intentions. Participants who received the burdensomeness manipulation were more interested in avoiding the interaction than control-group participants. Furthermore, among participants who received the burdensomeness manipulation, pre-existing burdensomeness expectancies predicted choice of conversation topic and partner ratings. Participants who previously reported relatively high burdensomeness expectancies in a mass questionnaire administration planned to discuss race-relevant topics with their White partners, perhaps with the goal of educating their partner, and rated their partners as more "childlike." These findings indicate that both existing levels of burdensomeness expectancies and aspects of the situation interact to influence the course of interracial interactions.

**E142**

**EVIDENCE FOR HYPODESCENT AND RACIAL HIERARCHY IN THE PERCEPTION OF BIRACIAL INDIVIDUALS** Arnold K. Ho<sup>1</sup>, Daniel T. Levin<sup>2</sup>, Jim Sidanius<sup>1</sup>, Mahzarin R. Banaji<sup>1</sup>; <sup>1</sup>Harvard University, <sup>2</sup>Vanderbilt University – Many have argued that the increasing rate of intermarriage between racial minorities and Whites and resulting patterns of biracial identification will lead to the dissolution of the American racial hierarchy (e.g., Alba & Nee, 2003; Lee & Bean, 2004; 2007a; 2007b; Thornton, 2009). However, little empirical evidence exists on perceptions of new racial identities that diverge from older notions of race purity and the "one drop" rule. We tested whether a rule of hypodescent, whereby biracial targets are assigned the status of their subordinate parent group, would govern perceptions of Asian-White and Black-White targets. Participants morphed faces from Asian to White, Black to White, White to Asian, and White to Black. Consistent with a rule of hypodescent, a face needed to be lower in proportion minority to be considered minority than proportion White to be considered White. In addition, the threshold for being considered White was higher for Black-White biracials than for Asian-White biracials, a pattern consistent with the structure of the current racial hierarchy. Finally, an independent racial categorization task confirmed that hypodescent and the current racial hierarchy guide how biracial targets are perceived. Potential distal (e.g., fear of contagion) and proximate (e.g., racism) causes of these phenomena are discussed.

**E143**

**GENERED WORDING AND MAINTENANCE OF THE STATUS QUO: HOW MASCULINELY WORDED JOB ADS AFFECT WOMEN'S PROPENSITY TO APPROACH TRADITIONALLY MALE-DOMINATED OCCUPATIONS** Danielle Gaucher<sup>1</sup>, Justin Friesen<sup>1</sup>, Aaron Kay<sup>1</sup>; <sup>1</sup>University of Waterloo – We present four studies demonstrating that gendered wording in job advertisements may be an underappreciated factor contributing to women's underrepresentation in STEM (Science, Technology, Engineering, and Math) occupations. Using linguistic software, the wording of over 2000 job advertisements was analyzed (Studies 1 and 2). Results indicated that job advertisements for male-dominated areas employed greater masculine than feminine wording than job advertisements within female-dominated areas. We next experimentally tested the consequences of these wording differences, and found that (i) people perceived fewer women within occupations that contained masculine wording (Study 3) and (ii) women found jobs less attractive and ranked them as less appealing when they were masculinely-worded (Study 4). Men showed the opposite pattern, preferring masculinely-worded ads to femininely-worded ones (Study 4). Implications for gender inequality in occupational and educational domains are discussed, and a theoretical model that explains how wording differences affect appeal is proposed.

**E144**

**THE DEHUMANIZATION OF REFUGEES** Stelian Medianu<sup>1</sup>, Victoria M. Esses<sup>1</sup>; <sup>1</sup>University of Western Ontario – Past research has shown that the dehumanization of refugees predicts attitudes and feelings toward refugees, as well as levels of support for refugee policies (Esses, Veenvliet, Hodson, & Mihic, 2008). In the current research, we investigated whether dehumanization also predicts the specific types of helping behaviour that people are willing to endorse for refugees. 100 Canadian undergraduates completed measures of the dehumanization of refugees, and degree of endorsement of three types of help that could be provided for refugees (see Jackson & Esses, 2000). Results revealed that dehumanization predicted lack of willingness to help refugees through empowerment (helping refugees to help themselves), and increased willingness to admonish refugees to change themselves in order to improve their situation; in contrast, dehumanization did not predict willingness to provide direct assistance to refugees. Results are discussed in terms of different models of helping behavior, power relations among groups, and the functions that dehumanization may serve.

**E145**

**FAIRNESS OF THE ACTION AS A CONSEQUENCE OF IDENTIFICATION AND ANTECEDENT OF THE FEELING OF COLLECTIVE GUILT** Nobuhiko Goto<sup>1</sup>, Minoru Karasawa<sup>1</sup>; <sup>1</sup>Nagoya University – The present study examined how justification for an action of one's own group influences the feeling of collective guilt. We argue that under certain circumstances people try to avoid experiencing collective guilt by justifying their in-group's wrongdoing. To test this idea, we conducted a scenario experiment in which participants were led to imagine themselves to be an employee of a company. The scenario explained that a department of their company bought up another company and fired many employees of this company. Identification with the department was manipulated by having participants imagine that either a friend of theirs, or a friend's friend, belonged to the department. After reading the scenario, participants completed measures of collective guilt. Specifically, they rated the extent to which they felt guilty for the company's and for the department's act. They also rated their relationships with the department and with the company using a modified version of the Inclusion of Ingroup in the Self measure (Tropp and Wright, 2001). Finally, they rated their company's action with respect to immorality, legitimacy, procedural justice, and fairness. We predicted and did find that individuals strongly identified with the department and felt less collective guilt in the friend condition than in the friend's friend condition. Furthermore, path analyses revealed that the evaluation of fairness was the only mediator of identification and collective guilt. A motivational perspective is proposed to explain the justification of the in-group's action, and implications for conflict prevention are discussed.

**E146**

**MORAL CRUSADING: THE EFFECTS OF DEHUMANIZING RHETORIC AND CREATURELINESS THREATS ON SUPPORT FOR WAR AND COMPENSATORY MORALITY** Matt Motyl<sup>1</sup>, Tom Pyszczynski<sup>2</sup>; <sup>1</sup>University of Virginia, <sup>2</sup>University of Colorado at Colorado Springs – The present research examines the effect of being dehumanized, from the perspective of terror management theory, and explores how people respond to the threat of being proclaimed an animal. In addition, this research assessed how people defend themselves against the threat created when they support violence while still maintaining the belief that they are moral human beings. Specifically, we hypothesized that when participants are primed with creatureliness and dehumanizing outgroup rhetoric, the participants will display increased intent to engage in moral behaviors as a response to endorsing war. Importantly, however, this relationship should only occur when participants are first asked to complete a measure assessing their support for war, but not when they are first asked to display their intent to engage in a number of moral behaviors (e.g., donating blood). Two hundred thirty-nine participants were randomly assigned to conditions in a 2 (Creatureliness: Human-Animal similarities or differences) x 3 (Iranian rhetoric: Aggressive and Dehumanizing, Aggressive and Humanizing, or Conciliatory and Humanizing) x (order of war support and moral behavior intent assessment) design. The results revealed that support for war predicted higher compensatory moral behavioral intent when participants were primed with creatureliness, dehumanizing rhetoric, and they indicated their support for war prior to indicating their intent to engage in moral behaviors. The fact that this occurred among participants threatened with creatureliness and insulted by dehumanizing Iranian rhetoric supports the hypothesis that compensatory moral striving is something people engage in to affirm their uniquely human moral standing.

**E147**

**EFFECTS OF PERCEIVED INGROUP VICTIMIZATION ON INTERGROUP TRUST** Katie N. Rotella<sup>1</sup>, Jennifer A. Richeson<sup>1</sup>, Joan Y. Chiao<sup>1</sup>; <sup>1</sup>Northwestern University – Trust is an important factor in positive intergroup relations and reconciliation between groups with a history of conflict, but most research has focused on these processes in majority group members. Much social psychological work has found that the introduc-

tion of threat to one's ingroup can lead to intergroup bias in the form of either ingroup favoritism or outgroup derogation. We hypothesize that feeling that one's ingroup has been highly victimized can act as a chronic state of threat and thus alter levels of intergroup trust through preconceived notions of how likely a partner is to reciprocate one's goodwill. Here we examine economic trust by minority group members with religious ingroup and outgroup members. Jewish participants played 24 rounds of an economic trust game each with partners of Jewish, Christian and unknown religious identity. All partners were gender-matched and practiced equal reciprocation rates. Results indicated that male participants who perceived their religious group as highly victimized trusted (i.e., invested more money with) religious ingroup partners significantly more relative to religious outgroup partners. Such a discrepancy did not exist for females or those males who perceived their group as less victimized. Measures of group identification were significantly negatively correlated with reported trust towards the outgroup ( $r = -.56$  and  $-.64$ , for females and males respectively) yet neither measure predicted actual trust behaviors. These findings suggest that perceptions of one's ingroup's level of victimization, rather than group membership or perceptions of the outgroup, influence intergroup trust behaviors. Implications for intergroup relations are discussed.

**E148**

**THE COMPANY YOU KEEP: FEAR OF REJECTION IN INTERGROUP INTERACTION** Matthew Baldwin<sup>1</sup>, Jenessa Shapiro<sup>2</sup>, Sophie Trawalter<sup>3</sup>; <sup>1</sup>University of Kansas, <sup>2</sup>UCLA, <sup>3</sup>UNC Chapel Hill – Intergroup contact is often awkward. Recent research reveals that this is often the case because both interactants believe the other will reject them (Shelton & Richeson, 2005). The present research explores how White participants evaluate Black males as a function of a cue to social rejection— who their friends are. In the first study, White participants evaluated a smiling Black male featured with an ostensible (smiling) Black or White friend. When Black males were paired with a White, compared to Black, friend, participants evaluated them as friendlier and more likely to want to be friends with the participant. Study 2 directly manipulated the role fear of rejection plays in evaluations of friendliness ratings. Participants were randomly assigned to a manipulation of social inclusion before evaluating the same targets from Study 1. In the social inclusion condition, participants wrote about a time when they were accepted. In the control condition they wrote about the previous day. As anticipated, we replicated the patterns from Study 1 in the control condition. However, when participants wrote about a time when they were accepted (i.e., buffering against rejection concerns), the Black males were no longer evaluated differentially as a function of whether they were with a White or Black friend. As a whole, the present findings suggest that intergroup contact is hampered by rejection concerns, and that these concerns may be exacerbated by simple cues, such as the company one keeps.

**E149**

**POLITICAL SOLIDARITY MEETS POLITICAL CONSUMERISM: COMMON FATE, SHARED IDENTITY MEANING AND OPPOSITION TO CORPORATE MISTREATMENT OF SWEATSHOP WORKERS** Emina Subasic<sup>1</sup>, Michael Schmitt<sup>2</sup>, Katherine Reynolds<sup>1</sup>; <sup>1</sup>Australian National University, <sup>2</sup>Simon Fraser University – As consumers, we are often asked to change particular behaviors in order to support a broader challenge to those companies or corporations whose practices, justified in the name of profit and low prices, nevertheless violate some ethical or moral standard. In this context, the key question is when will consumers become willing to boycott certain products and pressure the relevant authorities (e.g. government) to regulate corporations and ensure that the rights of those negatively affected by corporate malpractice (e.g. sweatshop workers) are protected. In line with the Political Solidarity Model of social change (Subasic, Reynolds & Turner, 2008), we demonstrate that this process is not only a function of shared experience of injustice at the hands of the corporation (i.e., common fate), but also the emergence of common cause and shared norms, values and beliefs (i.e. identity meaning) that corporate misbehavior is seen to violate. Common fate (the perception that the

corporation has in some way mistreated both its employees and consumers), increased willingness to act in solidarity with sweatshop workers, but did so through an enhanced sense of common cause between consumers and workers (Experiment 1) and only when corporate behaviour was seen to violate higher-order norms, values and beliefs defining who 'we' are (Experiment 2). Implications of the findings for the relationship between common fate, shared identity and collective action for social change are discussed.

**E150****COLLECTIVISM AS A MODERATOR OF DIRECT AND EXTENDED CROSS-GROUP FRIENDSHIP'S ATTITUDE-IMPROVING EFFECT: A CROSS CULTURAL STUDY COMPARING JAPANESE AND BRITISH**

**Kensuke Kamata<sup>1</sup>, Miles Hewstone<sup>2</sup>, Minoru Karasawa<sup>1</sup>; <sup>1</sup>Nagoya University, Japan, <sup>2</sup>University of Oxford, UK** – Direct (face to face interaction) and extended (listening to an in-group friend about her out-group friend) cross-group friendship has attracted considerable attention mainly because of their powerful out-group attitude-improving effects (Turner, Hewstone, Voci, Paolini & Christ, 2007). Previous studies have shown the in-group norm-following nature of collectivists (e.g., Hornsey, Jetten, McAuliffe & Hogg, 2006), suggesting that extended contact, which provides information through in-group friends, is more influential among high collectivists than among low collectivists. Opposite tendencies should be expected for direct cross-group friendship with the same rationale. Furthermore, unlike westerners, who emphasize category base intragroup relation, Japanese stress network base intragroup relation (Yuki, 2003), implying extended contact works more effectively in Japan than does in western countries. 207 British undergraduates and 207 Japanese undergraduates answered questionnaire, which was composed of the items measuring two types of friendship (direct and extended), out-group (Chinese) attitude, and horizontal collectivism (Singelis, Triandis, Bhawuk & Gelfand's, 1995). Positive correlations between both types of friendships and out-group attitude were found in two countries. Moderated regression (Jaccard, Turrisi & Wan, 1990) showed greater influence of direct friendship among low collectivists in both countries and greater effect of extended friendship among low collectivists as expected, but only in Britain. Extended contact exerted attitude-improving effect regardless of horizontal collectivism in Japan. This study supported external validity of direct and extended cross-group friendship and hinted the potential utility of extended contact in countries with highly collectivistic people and network base intragroup relation.

**E151****ASIAN MEN ON "YELLOW FEVER": EVIDENCE FROM QUALITATIVE AND QUANTITATIVE RESEARCH**

**Vicky Garafola<sup>1</sup>, Colin King<sup>1</sup>, Curtis Yee<sup>1</sup>, David Sears<sup>1</sup>; <sup>1</sup>UCLA** – Asian-American women date and marry outside their own race at disproportionately higher rates than Asian-American men. Much research has been done on the social and psychological factors contributing to this trend, but not on the reaction of Asian-American men. Our research question looks at whether this imbalance causes Asian-American men to dislike outgroup men who date Asian-American women, as predicted from Realistic Group Conflict theory. We approached this in two studies. First, in a focus group study, Asian-American men (N=20) were interviewed about their perspectives on White men who date Asian-American women. Second, in an experimental study (N=40), we tested whether Asian-American male participants socially avoided potential White targets who were dating Asian-American women. The results revealed a divergence in reported attitudes and actual behavior. The online focus group study found that while participants were not against White men who dated Asians, they would often mask their frustration with humor and stereotypes. In our experiment, participants chose between two White potential roommates from brief profiles with photos, with the major difference being the women they dated were either White or Asian. Asian-American men preferred the interracial dating White target, often citing they feel this candidate would more likely be more culturally sensitive. Results show that Asian-American men found White men who interracially date to be less threat-

ening. Even though they knew about stereotypes associated with White men dating, the behavioral data suggest that this does not apply to individuals they encounter.

**E152****PATTERNS AND PREDICTORS OF SELECTIVE EXPOSURE TO GROUP DIFFERENTIATING INFORMATION**

**Jason Popan<sup>1</sup>; <sup>1</sup>The University of Texas at Arlington** – In two experiments, patterns and predictors of selective exposure to group differentiating information were examined. Liberal and conservative participants first read an ostensible news article that served as a manipulation of intergroup distinctiveness. The article depicted the political orientations (liberal and conservative) as being either very similar or very different on a range of political issues. Across two studies, participants demonstrated a tendency to prefer group differentiating information. Because this tendency did not depend on experimental condition, little support for such preferences as a mechanism of intergroup boundary reassertion was found. Instead, the results suggest that intentional encounters with political outgroup sources that are expected to be more extreme and less rational take place out of a desire for personal enjoyment, rather than as a means of intergroup boundary maintenance. Implications of selective exposure to extreme political outgroup sources are discussed in light of potential negative effects on political discourse.

**E153****WHEN PERCEIVED STEREOTYPE-CONSISTENT SIMILARITY LEADS TO RESTRICTIVE IMMIGRATION ATTITUDES: THE ROLE OF NATIONAL IDENTIFICATION**

**Chiara C. Storar<sup>1</sup>, Eva G.T. Green<sup>1</sup>; <sup>1</sup>University of Lausanne, Switzerland** – Despite the multicultural composition of Western societies, immigrants' influence on the job market and their integration in society remain topics of societal debate. To understand the economic and cultural fears related to immigration, it is crucial to study the social psychological processes underlying the demarcation of boundaries between the national in-group and foreign out-groups. The present experimental study (N = 47) examined the extent to which perceived similarity between the national in-group and the immigrants' out-group on stereotypical in-group characteristics leads to restrictive immigration attitudes. We predicted that perceived similarity with immigrants' out-group on work-related characteristics is threatening because it evokes perceptions of intergroup competition. Perceived similarity should be particularly threatening for high national identifiers. That is, people who are committed to and identify with the national group should be especially motivated to maintain clear status boundaries between the in-group and out-groups. A national identification x intergroup similarity interaction was thus hypothesized. Indeed, when work-related similarity (e.g., ambition, efficiency and competence), as opposed to difference, was made salient between the in-group (Swiss) and the immigrant out-group (East European immigrants), national identification predicted more support for restricting immigrant rights and job opportunities, as well as less positive affect towards the immigrant group. Social identity and intergroup threat theories will be drawn upon to interpret these results.

**E154****FOLLOW THE INGROUP: INGROUP NORMS AND THE COMPLEMENTARITY OF DIRECT AND INDIRECT CONTACT**

**Pablo De Tezanos-Pinto<sup>1</sup>, Rupert Brown<sup>1</sup>, Roberto González<sup>2</sup>; <sup>1</sup>University of Sussex, <sup>2</sup>Pontificia Universidad Católica de Chile** – The extended contact hypothesis (Wright et al., 1997) has generated considerable interest as an alternative to direct contact with outgroup members, yet differences in the processes involved in these two types of intergroup contact have received little attention. In Study 1 (N=121; attitudes towards immigrants in the UK) we proposed a model in which direct and indirect contact have different mediators. Even though both variables shared a mediation by intergroup anxiety, direct contact affected attitudes via empathy, while the effect of indirect contact was mainly via ingroup norms about contact. This helps to explain why the effect of indirect contact is of a more cognitive nature

and the effect of direct contact is more affective (Paolini, Hewstone, & Cairns, 2007); Ingroup norms was the main predictor of prejudice, and empathy was the main predictor of affect towards the outgroup. In Study 2 (N=311; attitudes towards Peruvian immigrants in Chile), we added a measure of outgroup stereotypes to strengthen these results. As in Study 1, ingroup norms' effect was stronger on stereotypes, and intergroup anxiety's effect was stronger on affect. Furthermore, in both studies ingroup norms strongly predicted intention for future contact with outgroup members, an effect that was both indirect (suggesting an internalization effect) and direct (suggesting a compliance effect). In sum, these results show that indirect contact –because it can change the perception of ingroup norms– complements the effect of direct contact and can increase the chance of favourable direct contact with outgroup members in the future.

### E155

**IMPROVING INTERGROUP RELATIONSHIPS WITHIN AND OUTSIDE THE CONTACT SITUATION: THE ROLE OF GROUP REPRESENTATIONS AND EMOTIONS OF ANXIETY AND EMPATHY** Dora Capozza<sup>1</sup>, Irene Favara<sup>1</sup>, Elena Trifiletti<sup>1</sup>, Loris Vezzali<sup>2</sup>; <sup>1</sup>University of Padova, <sup>2</sup>University of Modena and Reggio Emilia – In two studies, we tested the basic tenets of the common ingroup identity model (Gaertner & Dovidio, 2000). Our aim was to examine the processes by which contact leads to improved relations with both known and unknown outgroup members. The hypothesis was that group representations would act as mediators in the relationship between: a) contact and emotions felt for outgroup members encountered (Studies 1 and 2); b) contact and evaluation of outgroup members encountered (Study 2). We also hypothesized that the positive effects of contact would generalize to the whole outgroup through the mediation of emotions and evaluation felt for known outgroup members. To test these hypotheses, we carried out two studies in naturalistic contexts. In Study 1, participants were employees (N = 243) of different organizations (hospitals and firms). In Study 2, participants were inhabitants of a small town of central Italy (N = 204). In both studies, respondents completed a questionnaire including measures of: cooperative contact; group representations (in Study 1, only the one-group representation was measured); emotions and evaluation of known and unknown outgroup members. The outgroup was that of immigrants. Findings from both studies supported the hypothesized double mediation pattern. Group representations mediated the relationship between cooperative contact and affect toward known outgroup members, which, in turn, produced more positive evaluations and emotions toward the whole outgroup. The theoretical and practical implications of results will be discussed.

### E156

**OUTGROUP DEHUMANIZATION: TESTING THE MODEL OF THE TWO SENSES OF HUMANNES** Anna Pasin<sup>1</sup>, Dora Capozza<sup>1</sup>, Luca Andrighetto<sup>2</sup>, Emilio Paolo Visentin<sup>1</sup>; <sup>1</sup>University of Padova, <sup>2</sup>University of Milano-Bicocca – Haslam and colleagues (2008) proposed, in addition to an animalistic, a mechanistic form of dehumanization (the outgroup is assimilated to a machine). We performed two studies to test this model; the relationship between Italians and the English was analyzed. The hypothesis was that the English are dehumanized in a mechanistic way. In a pretest, in fact, we found that Italian participants did not associate the typical traits of human nature (warmth, impulsiveness) to the English; moreover, there was no difference in attributions of uniquely human traits. In Study 1, we used two Go/No-gos (Nosek & Banaji, 2001): one for animalistic and one for mechanistic dehumanization. For the animalistic dehumanization, stimuli were: Italian and English names, human (e.g., nurses) and animal (e.g., ape) categories. For mechanistic dehumanization, stimuli were Italian and English names, human and automation (e.g., computer) categories. As expected, regarding mechanistic dehumanization, humanity was more associated with the ingroup than with the outgroup, and automation was more associated with outgroup than ingroup. Regarding animalistic dehumanization, there was no difference between the two groups. In Study 2, we used supraliminal

priming. Primes were: two human faces, one image of robot and one of computer, two neutral ovals. Targets were Italian and English names. We replicated results of Study 1: the ingroup was more associated to humanity than to automation; humanity was more associated to Italians than to the English.

### E157

**ALSO LEFT-WING PEOPLE ASSOCIATE AMERICANS WITH THE IMAGE OF FATHER? A STUDY WITH IMPLICIT MEASURES** Rossella Falvo<sup>1</sup>, Dora Capozza<sup>1</sup>, Elena Trifiletti<sup>1</sup>, Gian Antonio Di Bernardo<sup>1</sup>; <sup>1</sup>University of Padova – The aim of our study was to test the image theory (Herrmann, 1985, 2003) at an implicit level, in the context of Italians/Americans relationship. In two previous studies, examining Italian university students and Italian adults (e.g., Capozza, Trifiletti, Vezzali, & Andrighetto, 2009), it was found that political orientation affected structural perceptions (goal compatibility, relative power, relative status), and explicit images of Americans: left-wing participants perceived Americans as barbarians, while right-wing participants endorsed the images of ally and father. In the present study, we aim at extending previous findings by analyzing the implicit images of the United States in left-wing and right-wing Italian participants (N = 114, university students). The Go/No-go Association Task, adapted from the Nosek and Banaji's (2001) original procedure, was used. The implicit measures of the following images were obtained: ally, barbarian, imperialist, enemy, father. Participants also answered items, measuring the perceived structure of the intergroup relation. Results showed that political orientation influenced structural perceptions. However, at an implicit level, both for right-wing and left-wing participants Americans were represented as a father. Thus, irrespective of the ideological belief system, respondents may have developed automatic associations which can be activated even though they are considered incorrect or undesirable (e.g., Devine, 1989; Strack & Deutsch, 2004). The differential effects of political orientation on explicit and implicit images, as well as implications for behavioral tendencies, are discussed.

### E158

**ACCEPTANCE OF DISCRIMINATION AND WELL-BEING OVER TIME: DIFFERENTIAL CONSEQUENCES OF TYPE OF ACCEPTANCE AND ETHNICITY.** Mindi D. Foster<sup>1</sup>; <sup>1</sup>Wilfrid Laurier University – Studies consistently show that victims of discrimination do not actively combat discrimination, but rather, most often accept the status quo (e.g., Wright, 2001). To understand why victims do not engage in actions that could potentially benefit them it is important to understand the consequences of taking action. Indeed, as learning theory states, if a behavior has positive consequences it will be repeated, but a behavior followed by negative consequences will be avoided (Skinner, 1971). Research has shown that accepting unfair treatment will have more positive interpersonal consequences than taking action (e.g., Kaiser & Miller, 2001, 2003), however less is known about how victims themselves feel after accepting unfair treatment i.e., intrapersonal consequences. This study used a diary methodology to examine how acceptance of daily discrimination would affect measures of well-being over 28 days. Results showed three different types of acceptance: accepting due to fear, accepting due to minimization ("it was no big deal") and dissatisfied acceptance i.e., accepting the treatment despite wanting to do something. Moreover, there were changes in well-being as a function of ethnicity and type of acceptance: ethnic minority women who used dissatisfied acceptance showed increases in happiness, self-esteem and sense of purpose over time. In contrast, white women who used dissatisfied acceptance showed decreases in attentiveness and mastery over time. The differential consequences of dissatisfied acceptance has implications for future action: ethnic minority women who feel good after acceptance may feel little need to take action whereas white women may search for other responses.

**E159****NOW I BELONG TO THEM: EFFECTS OF GROUP CHANGE ON IMPLICIT AND EXPLICIT PREFERENCES TOWARDS ONE'S GROUP**

Jenny Roth<sup>1</sup>, Melanie C. Steffens<sup>1</sup>, Vivian L. Vignoles<sup>2</sup>; <sup>1</sup>Friedrich Schiller University of Jena, <sup>2</sup>University of Sussex – Merely belonging to a group leads to implicit and explicit preferences towards this group. Modern society constrains often force people to change their group membership. Implicit attitudes in general and towards social groups in particular have been claimed to be more stable than explicit attitudes. The present research program, comprising a total of five studies, investigated the malleability of implicit and explicit ingroup preferences. The present experiments investigated whether implicit and explicit ingroup preferences are reduced in people who had to change membership, compared to those who did not change groups. Participants were categorized into artificial groups; half of them had to change their group membership whereas the other half remained in their group. Implicit preferences towards the groups were assessed via an Implicit Association Test and explicit preferences via ratings. Results showed that implicit and explicit preferences towards current ingroups change easily when people do not share a common history with their group members (Experiment 1, N=107). In contrast, given a common group history, people stick more to the former ingroup (Experiment 2, N=175). Unlike models of attitude change the studies suggest that implicit attitudes towards ingroups change rather quickly and that they even may change more quickly than explicit attitudes after group change. The ease of creating an implicit preference towards novel ingroups independently of former group-membership indicates the use of a self heuristic. The reduction of explicit preferences towards the new ingroup after group change could partially be explained by a decline in identification with the new ingroup.

**E160****ARE THINGS GETTING BETTER OR WORSE IN SOUTH AFRICA? THE ANTECEDENTS AND THE CONSEQUENCES OF THE TRAJECTORY OF THREAT IN THE CONTEXT OF DRAMATIC SOCIAL CHANGE**

Emilie Auger<sup>1</sup>, Roxane De la Sablonniere<sup>1</sup>, Donald M. Taylor<sup>2</sup>, Jonathan Crush<sup>3</sup>, David McDonald<sup>3</sup>; <sup>1</sup>University of Montreal, <sup>2</sup>McGill University, <sup>3</sup>Queen's University – Dramatic social changes involve profound transformations that affect the history of a group (Rocher, 1992). Previous research has found that in such context, many group members perceive that the history of their ingroup follows a prototypical group trajectory. A prototypical group trajectory represents one that follows the important events that took place over the history of a group. However, research has also found that within the same in-group there is a significant number of people who perceive that their group's trajectory remained stable, and this, even when threatening social changes occurred (de la Sablonniere, Taylor, Perozzo, & Sadykova, 2009). The goal of our research is to understand why members of the same in-group perceive different group trajectories in terms of threat in the context of dramatic social change in South Africa (N = 3572). To achieve our objective, our research builds on both traditional and recent advances in the field of relative deprivation (Davies, 1962; de la Sablonniere et al., 2009) as well as on Tajfel's work (1978) on social identity. Specifically, we hypothesize that a high level of in-group identification will predict the membership to the prototypical group trajectory. We argue that because group members high in identification are more inclined to make group comparisons, it makes them more aware of the threats that their group faces over time. Results supported our hypothesis. Furthermore, results showed that the different group trajectories influence psychological well-being and intergroup attitudes.

**Norms and Social Influence****E161****BEHAVIORAL MIMICRY, GENDER, AND WELL-BEING**

Liane V. Gillis<sup>1</sup>, Eric A. Morris<sup>1</sup>, Martin J. Bourgeois<sup>1</sup>, Kristin L. Sommer<sup>2</sup>; <sup>1</sup>Florida Gulf Coast University, <sup>2</sup>Baruch College, City University of New York – Previous research has investigated the functions of social influence from the target's perspective, suggesting when one is influenced, there is an increased perception that the fundamental needs for accuracy, belongingness, and self-esteem are being fulfilled (Cialdini & Goldstein, 2004). Bourgeois et al. (2009) examined social influence from the source's perspective and found that successfully persuading another fulfilled these and the additional needs for control and purpose. The present study examined whether the effects of persuasion would generalize to another type of social influence, as seen in the form of behavioral mimicry. We hypothesized that being mimicked (i.e., being a source of influence) would increase a person's perception that the aforementioned needs were being met, and that mimicry would increase liking for the other person. Seventy-nine participants completed a task with a female confederate, who either mimicked their body language or did not. We found a gender by condition interaction in which males reported a greater sense of accuracy when being mimicked. There was also a trend in which males reported a higher sense of purpose and belongingness when being mimicked. Mimicry also tended to increase life-satisfaction and positive mood, and decrease negative mood for males and females. Collectively, the findings reveal that being mimicked by a female confederate enhances satisfaction of some needs and measures of well-being for males but not for females. These gender differences may warrant further research.

**E162****APPROPRIATE JUDGMENT OF INTERPERSONAL BEHAVIOR IN THE GAME SITUATIONS.**

Hiroshi Shimizu<sup>1</sup>; <sup>1</sup>Kwansei Gakuin University – In this study, we attempted to reveal how people would judge appropriateness of interpersonal behaviors. Shimizu and Kosugi (in printing) proposed a hypothesis that people would judge appropriateness of behaviors based on the benefit of their social group as a whole rather than that of individuals. Also, they predicted that this judgment could vary with social relationship between agents. Kelley and Thibaut (1978) suggested that there were two main types of conflict situation. One is the situation where the selections that maximize the benefit of individuals reduce the benefit of group (e.g. PD game: PDG). And another is the situation that there are two selections that maximize the benefit of group though it is unfair (e.g. Battle of sex game: BSG). From those arguments, this study investigated how people would judge appropriateness of selection in both PDG and BSG, by using a scene assuming method. 219 Japanese students at university participated in the study. Participants were asked to assume two scenes (PDG and BSG) where two characters cooperated and performed a college report assignment. Relationships between two characters were manipulated by closeness and hierarchy (close vs. not close, fifty-fifty vs. hierarchical). Then participants judged appropriateness of characters' selections. In the results, participants generally judged the situation with high benefit of group to be appropriate than the other situations. And this tendency was stronger for the fifty-fifty relationship in PDG than in the hierarchical relationship while the effect was reversed in BSG.

**E163****ROMANTIC PARTNER NORMATIVE INFLUENCE ON YOUNG ADULT POSITIVE AND NEGATIVE BELIEFS ABOUT SMOKING**

Paul E. Etcheverry<sup>1</sup>, Nicholas G. Hoffman<sup>1</sup>, Christopher R. Agnew<sup>2</sup>; <sup>1</sup>Southern Illinois University Carbondale, <sup>2</sup>Purdue University – Young adults' beliefs about smoking are predictive of cigarette smoking (Carvajal, et al., 2004). Although romantic partner smoking and approval of smoking is predictive of young adult smoking (Etcheverry & Agnew, 2008), romantic partner influence on smoking beliefs has not been studied. The proposed hypothesis is that romantic partner smoking and approval of smoking is predictive of young adult positive and negative smoking beliefs. Data

was collected in a longitudinal study of young adult smoking. Participants completed a baseline data collection session, indicating positive and negative smoking beliefs. Two weeks after baseline, participants began completing weekly surveys, indicating the number of cigarettes smoked each week. Every four weeks, participants indicated whether their romantic partner smoked and approved or disapproved of the participant smoking. At week 14, participants again reported positive and negative smoking beliefs. Two Structural Equation Models (SEM) were computed predicting week 14 positive and negative smoking beliefs, respectively. For both SEM models, partner smoking and partner approval of smoking for the weeks before week 14 were predictors. Weekly participant smoking and the corresponding baseline smoking beliefs were included as controls. When predicting week 14 positive smoking beliefs, partner approval ( $\beta=.145$ ,  $p<.05$ ) but not partner smoking ( $\beta=.018$ ,  $p=ns$ ) was associated with positive smoking beliefs. In the model predicting negative beliefs, partner approval was non-significant ( $\beta=.118$ ,  $p=ns$ ) but partner smoking was positively associated with week 14 negative smoking beliefs ( $\beta=.132$ ,  $p<.05$ ). These results suggest that romantic partner smoking characteristics are prospectively predictive of young adult beliefs about smoking.

#### E164

##### **GIRLS (AND BOYS) GONE WILD? MISPERCEPTIONS ABOUT OTHERS' COMFORT WITH CHEATING IN ROMANTIC RELATIONSHIPS**

**Kathleen Shaver<sup>1</sup>, Breeanna Caudill<sup>1</sup>, Alexander M. Czopp<sup>1</sup>,<sup>1</sup>Western Washington University** – The current study examined the phenomenon of pluralistic ignorance as it relates to college students' attitudes towards extradyadic sexual behaviors (i.e. infidelity in a romantic relationship). Previous researchers have found pluralistic ignorance to occur with a variety of deviant behaviors, such as drug use and binge drinking (Hines, Saris, & Throckmorton-Belzer, 2002). Pluralistic ignorance may actually contribute to an increase in such behaviors as a result of conforming to false norms (Prentice & Miller, 1993). In this study, 143 participants, 69 of whom were female and 74 of whom were male, rated their own comfort level with engaging in cheating behaviors (e.g. kissing, sexual intercourse). Participants also rated how comfortable they believed the average female and average male to be with those same behaviors. We hypothesized that students would rate their peers as more comfortable with cheating on their partner than they themselves would be. We also hypothesized that both men and women would rate other men as the most comfortable with engaging in cheating behaviors. We found that men believed that other men as well as women were significantly more comfortable with cheating than they themselves were. Women also believed that other women as well as men were significantly more comfortable with cheating than they themselves were. Men were rated by both genders as having the greatest comfort with cheating. False uniqueness and the fundamental attribution error are discussed as possible contributors to the results.

#### E165

##### **AN EGALITARIAN PARADOX: ANTI-DISCRIMINATION NORM AND PERCEIVED INTERGROUP SIMILARITY LEAD TO AN INCREASE IN PREJUDICE AND DISCRIMINATION**

**Fabrice Gabarrot<sup>1</sup>, Juan Manuel Falomir Pichastor<sup>2</sup>, Gabriel Mugny<sup>2</sup>, Clémentine Bry<sup>3</sup>,<sup>1</sup>University of Lausanne, Lausanne, Switzerland,<sup>2</sup>University of Geneva, Geneva, Switzerland,<sup>3</sup>University of Reading, Reading, UK** – One of the greater challenges for social psychology of intergroup relations seems to understand why, despite a generally accepted social norm prescribing tolerance and equality and proscribing prejudice and discrimination (i.e. an anti-discrimination norm), such negative intergroup attitudes and behaviour still persist. The purpose of this communication is to present 3 studies that explore how the interaction between normative principles and intergroup perceptions will affect normative influence (i.e., conformity) in terms of prejudice and discrimination. In particular, it is proposed that, as it proscribes intergroup differentiation, the anti-discrimination norm threatens ingroup's identity and leads to an increase in prejudice and

discrimination. In the first two studies, in-group norms and perceived intergroup similarity were manipulated and in-group identification was measured (Study 2). In the third study, a self-affirmation procedure was introduced in order to alleviate distinctiveness threat. Results consistently showed an interaction between intergroup similarity and in-group norm on intergroup attitudes characterized by high scores of prejudice when in-group norm was anti-discrimination and intergroup similarity was high, and when in-group norm was pro-discrimination and intergroup similarity was moderate to low (Study 1). Further results showed that this interaction was moderated by in-group identification (Study 2). These results are consistent with the idea that this norm induces or augments perceived distinctiveness threat. Furthermore, results showed that alleviating the threat through self-affirmation allows participants to express lower levels of prejudice (Study 3). These results will be discussed in relation with their epistemological implications in the understanding of prejudice, discrimination and social influence.

#### E166

##### **AN EXPLORATION OF THE APPRAISAL FOUNDATIONS OF THE NORMATIVE FULFILLMENT**

**Marisol Villegas<sup>1</sup>, Luis Oceja<sup>1</sup>,<sup>1</sup>Universidad Autónoma de Madrid** – A normative appeal may be not fulfilled because it is not salient; however, not all salient normative appeals are fulfilled. We propose that a salient normative appeal produces a normative-appraisal that, in turn, may influence on the willingness to fulfill it. We propose that normative-appraisal is the product of an assessment based on two dimensions related to the extent to which people perceive that the normative appeal (a) is supported by a formal institution and (b) creates a safe space to build up one's action. According to this two-dimension assessment, one of the following four basic normative-appraisals will be produced: Legitimate Law, Coercive Law, Prescription, and Folkway. We conducted two studies in which participants were presented with a set of 30 normative appeals, and results revealed that 85% of these appeals produced the same basic normative-appraisal in Spain, United States, and Venezuela (Study 1), and that these normative-appraisals predict the willingness to fulfill it (Study 2).

#### E167

##### **POWER, MOOD, AND SYNCHRONIZATION: INTERPERSONAL BEHAVIORAL AND EMOTIONAL CONTAGION OVER TIME**

**Deanna Jackson<sup>1</sup>, Robin R. Vallacher<sup>1</sup>,<sup>1</sup>Florida Atlantic University** – Research on emotional contagion and the chameleon effect have shown that moods and behaviors transmit between people who are interacting, which creates smooth, efficient coordinations. This study is the first to examine the patterns in the aforementioned emotional and behavioral synchronization as they unfold in an interaction. We wanted to test the hypothesis, generated by Nowak and Vallacher's (2005) computer simulations, that changing the strength of coupling between people would increase their synchronization, which would manifest both in convergent and compensatory synchronizations in behavior and mood. Conceptualizing contagion effects as synchronization emphasizes mutual entrainment processes rather than increases in similarities. We manipulated coupling by creating disparate power dyads and equal power dyads, and by inducing a positive or negative mood in one member of the dyad. We measured behavioral synchronization by recording the size of compensatory posture adjustments every 20 seconds. To measure emotional synchronization, participants reported their mood over the course of the interaction while watching a recording of the interaction. As the coupling hypothesis predicted, both disparate power and negative mood manipulations increased the levels of emotional and behavioral synchronization, whereas equal power and positive moods increased an active emotional de-synchronization process over the course of the interaction and decreased behavioral synchronization. These findings support a synchronization conceptualization of emotional contagion and the chameleon effect, and lay the groundwork for future research on the strength and duration of synchronization processes as interpersonal influences.

**E168****THE CONCEPT OF THE "BIOLOGICAL CLOCK" PRESSURES WOMEN TO ACCELERATE IMPORTANT LIFE CHOICES**

Sara Gottlieb<sup>1</sup>, Ruth Dittmann<sup>2</sup>, Tamar Saguy<sup>3</sup>; <sup>1</sup>Macalester College, <sup>2</sup>Yale University, <sup>3</sup>Interdisciplinary Center (IDC) Herzliya – The present research explores the social construct of the "biological clock" as it relates to stress, family planning and life choices among women. Study 1, which involved open-ended responses of both men and women, established that the concept of the biological clock is closely associated with a decline in women's fertility and the societal pressure for women to achieve important developmental milestones such as establishing a career and having children. In Study 2, heterosexual women age 27 to 41 were randomly assigned to either write about their biological clock or about a neutral topic (the television set). Subsequently, they completed an implicit stress measure and a series of questions regarding family and career choices. Results revealed that women who wrote about their biological clock, compared with women in the control condition, displayed significantly more stress and urged other women to focus more on advancing their careers and getting married. Taken together, the results suggest that thoughts about the "biological clock" cause stress for women and are associated with social norms that prescribe accelerating life choices in both the family and career domain. Implications for male-female relations and for how the concept of the "biological clock" is framed in popular discourse, are considered.

**E169****THE EFFECT OF RECIPROCITY IN DETERRING INCONSIDERATE BEHAVIOR**

Satoko Yuo<sup>1</sup>, Toshikazu Yoshida<sup>1</sup>; <sup>1</sup>Nagoya University – The norm of reciprocity implies that people should return favors (Gouldner, 1960). Although reciprocity was found to strongly induce positive behavior (e.g., Goeil et al., 2007), few studies have investigated its effect in preventing negative behavior; nevertheless, it is believed to do so effectively since it seldom causes an antagonistic attitude. This study determines its role in deterring inconsiderate behavior through an experiment conducted on 78 female Japanese students, aimed at examining whether the subjects would behave positively to return a favor done to them. In the experiment, three participants worked out puzzles. To induce inconsiderate behavior, two of them—called "chatterers"—were instructed to discuss aloud while solving a puzzle, while the third, the "quiet person," silently concentrated on it. The quiet person then intimated that their chatting was annoying. The experiment had two conditions: in the Favor condition, the quiet person was instructed to give the chatterers drinks at an intermission, as a favor; in the No Favor condition, she gave nothing. The ANOVA results showed that compared to those in the No Favor condition, those who did the favor felt that the chatterers subsequently lowered their voices considerably and were less of a disturbance. Moreover, they tended to reduce their actual speaking volumes in the Favor condition. These findings suggest that reciprocity is effective in deterring inconsiderate behavior among women who exchange favors frequently and who were sensitive to the norm. Future research should examine whether reciprocity influences men similarly with other types of favors.

**E170****POLITICAL IDEOLOGY AND CONFORMITY: EXTREME CONSERVATIVES ARE BETTER THAN LIBERALS AT RESIST CONFORMITY**

Brad Lytle<sup>1</sup>, Margaret Stevenson<sup>2</sup>, Nicholas Aramovich<sup>1</sup>; <sup>1</sup>University of Illinois at Chicago, <sup>2</sup>University of Evansville – Conservatives are high in rigidity, more dogmatic, and less tolerant of ambiguity (Jost, Glaser, Kruglanski, & Sulloway, 2003). Rigid people ignore new information that contradicts their initial judgments (Furnham & Ribchester, 1995). People often use other group members' judgments as a source of information for revising their initial judgments (Cialdini, 2001). Because conservatives are more rigid than liberals, they should be less likely than liberals to change their opinion under group pressures to conform. Although conservatives are more rigid than liberals, they also value in-groups more than liberals do

(Haidt & Graham, 2007). People who strongly value in-groups should also value trust and group cooperation. Thus, because conservatives value in-group adherence more than liberals, they should be more likely to cooperate with their group and change their opinion in the face of group conformity pressures. In study one, we examined conformity in the context of attitudes about controversial issues. In study two, we examined conformity in context of a jury's deliberation. In both studies participants believed they were interacting with real participants. All the mock group members' opinions and verdicts were the opposite of the participants' preferences. Whether participants switched their initial opinions and verdicts served as our dependant variable, conformity. In both studies, we found that conservatives moved further right of the political spectrum, they became more resistant to conformity. However, for liberals, political extremity did not impact conformity. These results provide a behavioral demonstration of conservative rigidity in two very distinct domains.

**E171****DECISION INFLUENCE FROM SIGNIFICANT OTHERS AND SURGICAL DECISION MAKING IN HIGH RISK PATIENTS**

Christine Rini<sup>1</sup>, Lina Jandorf<sup>1</sup>, Rachel Goldsmith<sup>2</sup>, Sharon Manne<sup>3</sup>, Noam Harpaz<sup>1</sup>, Steven Itzkowitz<sup>1</sup>; <sup>1</sup>Mount Sinai School of Medicine, <sup>2</sup>Reed College, <sup>3</sup>Fox Chase Cancer Center – Patients making major medical decisions often turn to people in their intimate social networks for assistance. Research on social control suggests that significant others influence people's ongoing health decisions (e.g., those related to diet or smoking). However, little is known about how they may influence highly consequential medical decisions made by patients coping with a serious illness. Importantly, these "single-event" medical decisions differ from ongoing health-related decisions in ways that are likely to affect the role of significant others. The present study examined these processes by investigating significant others' influence on the surgical decisions of inflammatory bowel disease (IBD) patients referred for surgery to remove their colon (colectomy) because of medically refractory disease or high risk for colorectal cancer. Patients completed questionnaires assessing their surgical decision, the difficulty of their decision making (decisional conflict), and modes of significant other decision influence that varied along two dimensions: positive versus negative and direct versus indirect. Analyses showed that significant others' use of persuasion/direct communication predicted patients' surgical decision. Furthermore, significant others' assistance with understanding the decision predicted lower decisional conflict. These effects were moderated by patient sex and whether the significant other was a partner or another relation. There was also evidence that negative significant other decision influence increased the likelihood that patients chose surgery, but also led to greater decisional conflict. Findings reveal that significant others can influence patients' decisions and the difficulty of their decision making, and argue for expanded consideration of social/interpersonal aspects of theories of patient decision making.

**E172****SOCIAL CONTAGION OF CORRECT AND INCORRECT INFORMATION IN MEMORY**

Ryan A. Rush<sup>1</sup>, Steven E. Clark<sup>1</sup>; <sup>1</sup>University of California, Riverside – Memories can be contagious such that one person's memory may influence the memory of another person (Loftus & Greene, 1980; Roediger, Meade, & Bergman, 2001). The present study addresses two important questions largely overlooked in the literature on social contagion and memory conformity: 1. How accurate is the information people are exposed to when they discuss an event with another person? 2. To what extent do people incorporate correct versus incorrect information in their own recall following exposure? The present experiment deviates from the social contagion paradigm in that it does not involve a confederate, but rather examines information exchange between participants. Ninety participants (45 pairs) viewed photographs of common household scenes (Roediger et al., 2001). They first recalled the scenes individually, then discussed their recall with their partners, and then recalled individually again. Results showed that initial individual recall was 80%

accurate, and that during discussion participants were exposed to unique items from their partner that were 74% accurate (correct,  $M = 2.68$ ; incorrect,  $M = .93$ ). Participants incorporated more correct ( $M = 1.30$ ) than incorrect ( $M = .22$ ) exposure items into their final individual recall (86% accurate). The study concludes that: 1. the information to which people are exposed when they discuss an event with another person may be largely accurate, although not as accurate as the information in their initial recall, and 2. people are able to distinguish between correct and incorrect exposure information, suggesting that fact may be more contagious than fiction.

### E173

#### CHARACTERIZATIONS OF DESCRIPTIVE AND SUBJECTIVE NORM IN THE THEORY OF PLANNED BEHAVIOR: INDEPENDENT OR COMBINED?

**Allecia Reid<sup>1</sup>, Leona Aiken<sup>1</sup>, <sup>1</sup>Arizona State University** – The theory of planned behavior (TPB; Ajzen, 1991) successfully predicts many health behaviors, including condom use (Albarracín, Johnson, Fishbein, & Muellerleile, 2001). The addition of descriptive norms to the TPB has been recommended (Fishbein, 2000). However, the question of how best to simultaneously account for two normative influences—descriptive and subjective norm—remains. Some retain the two norms as distinct predictors of intention (model 1). Others combine the norms to form a measure of normative pressure (model 2), as implied by Fishbein (2000). We compared these two norm specifications for prediction of condom use among 225 women. Participants rated all TPB constructs. Eight weeks later, they reported their intentions for condom use. Normative pressure was formed by averaging descriptive and subjective norm, which were positively correlated ( $r = .410$ ). Descriptive and subjective norm were correlated with ( $r = .359$  and  $.496$ , respectively) and made independent contributions in predicting intention in model 1. In model 2, normative pressure was similarly correlated with ( $r = .503$ ) and predictive of intention. Variance accounted for in intention was comparable in models 1 and 2 ( $r$ -squared =  $.427$  vs.  $.426$ , respectively). We observed no empirical gain from combining the measures. Different cognitive pathways may mediate the influence of each norm on behavior (Cialdini, 2003); moreover, the two norms may work in opposite directions in particular settings. Combining the two norms loses both the theoretical distinction between them and the empirical examination of their differential prediction of behavior. We recommend against combining them and in favor of retaining the distinctiveness of the norm constructs.

### E174

#### DO THESE NORMS MAKE ME LOOK FAT? CONFORMITY AND BODY TYPE PREFERENCE

**Allison Bair<sup>1</sup>, <sup>1</sup>York University** – Considerable research supports the assertion that body type preference is influenced by social norms. Investigations of participants exposed to manipulated social norms information (Bair & Steele, 2006), as well as examinations of participants from different cultures (Thompson et al., 1996), and different sexual orientations (Bergeron & Senn, 1998), all suggest that beauty ideals are malleable. However, an evolutionary perspective suggests that body type preferences in males originate from a more longstanding preference for physical cues indicating fertility (Buss & Schmitt, 1993). In the current study, we demonstrate that conformity to social norms is an important influence on body preference, by examining both opposite- and same-sex body preferences, and investigating the role that trait conformity has as a potential moderator. 703 University students selected their preferred same- or opposite-sex body from silhouette drawings ranging in size from thin to heavy. Participants were also shown social norms information represented by the purported preferences of other students. In reality, the preferences they saw were experimentally manipulated biases toward either thin bodies, heavy bodies, or a control condition with no social norms information. Participants also completed measures of trait conformity. The results revealed conformity to the manipulated social norms in both same- and opposite-sex body type preferences for male and female participants; however this effect was not

moderated by trait conformity. The findings are examined within both social norms and evolutionary frameworks and implications are discussed.

### E175

#### BEING MANLY MEN: CONVEYING MASCULINITY THROUGH EATING BEHAVIOR

**Lisa Lipschitz<sup>1</sup>, C. Peter Herman<sup>1</sup>, <sup>1</sup>University of Toronto** – Eating small amounts of food can portray femininity, as well as intelligence, morality, and politeness. Males might want to appear masculine and therefore avoid eating small amounts of food, unless they are trying to appear attractive on other dimensions. One hundred and twenty-four males were given false feedback that they scored low (low-M) or high (high-M) on masculinity (masculinity condition) and then given meat pizza to eat or the choice between meat or vegetarian pizza (food condition). Pilot testing equating desirability of meat and vegetarian pizza notwithstanding, men in the choice condition overwhelmingly chose meat pizza. An interaction between masculinity condition and food condition was found, with low-M participants given meat pizza eating a small amount, as did high-Ms given a choice. High-Ms given meat pizza ate a large amount of food, as did low-Ms given a choice. We propose that low-Ms in the meat condition try appear intelligent and polite because they cannot restore their threatened masculinity by freely choosing masculine food. High-Ms in the meat condition are content with their masculinity and therefore eat a lot. Low-Ms given a choice choose a masculine food and want to emphasize their masculinity and therefore eat a large amount. High-Ms given a choice choose a masculine food, but also want to also appear polite and intelligent and therefore eat only a small amount. Depending on the specific circumstances (threatened masculinity, availability of choice) males eat a lot to convey masculinity or eat a small amount to appear attractive on other dimensions.

### E176

#### REACTION TIME DIFFERENCES IN A LEXICAL DECISION TASK FOLLOWING SOCIAL-EXCLUSION.

**David Oberleitner<sup>1</sup>, Rusty B. McIntyre<sup>1</sup>, <sup>1</sup>Wayne State University** – The ramifications of an ostracism event have been widely studied. The effects of exclusion have been shown to include threatened "needs" including belonging, self-esteem, feelings of control, and feelings that one's life has meaning. It has also been established that aggressive responses often follow an exclusionary event. Given the linkage that has been shown between ostracism and aggressive behavioral outcomes, it can be hypothesized that ostracism may prime aggressive thoughts, and that increased accessibility of aggression may be what leads to individuals acting more aggressive following an exclusionary event. The present study tested this hypothesis by inducing an ostracism event in the lab via the Cyberball computer program. Participants were then given a lexical decision style word recognition and categorization task on the computer. Included in the list of words participants had to categorize were words naming a type of weapon (ex: Rifle, Knife). Following this, participants completed a set of questions on the computer, assessing the effect of the Cyberball game on their "fundamental needs" (Zadro, Williams & Richardson, 2004). Results replicated previous findings with participants who were ostracized showing significantly greater threat to belonging, self-esteem, control, and meaningfulness of life. Results further showed that participants identified weapons words faster when in the ostracized condition, without a significant increase in the number of errors made. These results help provide initial evidence of a cognitive link between ostracism and aggression. The ramifications of these results as well as directions for future study will be discussed.

### E177

#### EXAMINING THE PERSUASIVENESS OF THE AUTHORITY HEURISTIC ON EXERCISE

**Tatiana Schember<sup>1</sup>, Gregory Webster<sup>1</sup>, <sup>1</sup>University of Florida** – Although research shows that authority appeals are effective in increasing compliance to a request (Cialdini, 2001), little research has been conducted to test the effectiveness of different authority types against one another. Research also shows that the motivational state of a target can



influence the effectiveness of any given persuasion tactic (Griskevicius et al., 2007). The purpose of this work is to expand on previous research on the persuasiveness of authority appeals – taking a goal-based perspective – and to apply this research to increase health-enhancing behavior such as exercise. Participants completed the study on the Internet. First, participants read a short story designed to elicit one of three motivational states (neutral, affiliation, or status-seeking). Afterwards, participants viewed ads that contained a slogan encouraging exercise and either an expert, high-status, or celebrity authority figure. Participants rated the ads on persuasiveness and reported how much money they spend on gym memberships and how much they planned to spend in the future. As hypothesized, results for reported overall persuasiveness of the ads showed a significant three-way interaction of participant gender, motivational state, and authority type. Money spent on current gym memberships was subtracted from money participants planned to spend on future gym memberships. Results for the difference between current and future gym dollars also showed a marginally significant three-way interaction. The persuasiveness of appeals to exercise depended not only on the type of authority, but also on the motivational state and gender of the target of influence.

**E178**

**TAKING CARE OF BUSINESS--AS LONG AS IT'S EASY: PRIMING BUSINESS IMPACTS PERFORMANCE** Paul A. Story<sup>1</sup>, Ernest H. O'Boyle, Jr.<sup>2</sup>, <sup>1</sup>College of William & Mary, <sup>2</sup>Virginia Commonwealth University – While at work, employees are constantly being monitored and observed. Therefore exposing individuals to objects associated with business may activate these concerns and influence performance. Similar to research on social facilitation we expect these concerns to help on easy tasks but hurt on hard tasks. Across two studies, we exposed participants to business or neutral objects and then had them complete a series of word tasks. In study one, participants performed worse on these tasks while in the presence of business objects compared to neutral ones. The purpose of study two was to determine whether the decreased performance was due to the difficulty of the task rather than the business objects themselves. In addition to exposing participants to business or neutral objects, Study 2 manipulated task difficulty. Results showed that while participants' performance was unaffected by the neutral objects, participants exposed to business objects did better when the task was easy but worse when the task was hard. Future studies are discussed along with theoretical and practical implications concerning the effect of business settings on achievement motivation.

**E179**

**COMPENSATING VICTIMS LEADS TO MORE STATUS CONFERRAL THAN PUNISHING PERPETRATORS** Gabrielle Adams<sup>1</sup>, Elizabeth Mullen<sup>1</sup>, <sup>1</sup>Stanford University – Social psychological research investigating responses to injustice has generally focused more on punishment than on compensation. Additionally, researchers have examined motivations for punishment or the consequences of receiving punishment for the one who is punished, but not the effects of punishing or compensating for the punisher or compensator. In two studies, we demonstrate that individuals are more likely to confer status on (e.g., elect to leadership positions) third-parties who respond to injustice by compensating victims than by punishing perpetrators. In Study 1, participants were more likely to choose an individual to be their group leader who had previously compensated the recipient of an unfair dictator game allocation over someone who either punished the allocator or who did not respond to the injustice. In Study 2, participants were more likely to vote for a political candidate who allocated government funds to compensate victims of the Darfur crisis than one who allocated funds to punish the perpetrators or who did not respond. Participants perceived compensators to be competent and likeable, whereas they perceived punishers to be competent but unlikeable. Liking mediated the effect of injustice response on status conferral. In conclusion, although we need leaders

who are willing to punish norm violators, our results suggest that individuals are more likely to elect individuals who compensate victims than punish perpetrators.

**E180**

**NORM ENFORCEMENT AND CULTURAL CONTEXT: THE VARYING EXCULPATORY FUNCTION OF EXTERNAL ATTRIBUTIONS OF RESPONSIBILITY** William Self<sup>1</sup>, Philip Tetlock<sup>1</sup>, <sup>1</sup>University of California, Berkeley – An experimental study conducted in the United States and Singapore explored the joint effects of severity of consequences of norm violations and strength of external pressure to violate norms on the assignment of blame and punishment. This study sheds new light on a paradox rooted in the uneasy coexistence of three robust empirical findings: East Asians explain behavior in more situational terms than do Westerners; Westerners who advance situational explanations lean toward leniency; judged against modern Western jurisprudential standards, East Asian judicial systems have been more overtly punitive, for instance, in their countenancing of corporal punishment, public executions, penalizing families of offenders, and circumscribing due process rights to challenge accusers and appeal decisions. Both Americans and Singaporeans responded to more severe consequences with escalating levels of internal responsibility attributions and individual punishment, and both made more external responsibility attributions as peer pressure to violate norms grew more overt. The two cultures, however, diverged as group involvement grew stronger: Americans assigned less blame to individuals as external forces grew whereas Singaporeans held firm on individual culpability. Additional mediation tests helped to explain how the experience and target of retributivist anger resulted in different punitive patterns among Americans and Singaporeans. The study demonstrated a caveat against assuming invariance across cultures of mechanisms that intensify or alleviate blame and punishment. Although attribution-of-responsibility processing was strikingly similar in the two cultures studied, external causal attributions conveyed different culturally-derived exculpatory meanings, mitigating blame among Americans while expanding the circle of blame among Singaporeans.

**E181**

**PRACTICING AGAINST WHAT YOU PREACH: SELF, OTHER, AND THE DIFFERENTIAL IMPOSITION OF MORAL STANDARDS** Brian A. M. Clark<sup>1,2</sup>, Eric R. Stone<sup>1</sup>, <sup>1</sup>Wake Forest University, <sup>2</sup>University of Oregon – Previous research on moral hypocrisy has been based on two different working definitions: (a) the motivation to appear moral, but avoid the consequences of behaving morally and (b) the differential evaluation of one's own versus others' moral transgressions. There are also two working theoretical explanations: (a) people deceive themselves into thinking that their immoral behavior is actually moral by suppressing the discrepancy between their behavior and a relevant moral standard and (b) people employ valuable executive resources to suppress negative affect elicited by moral transgressions that violate our moral intuitions. What appears to be missing from this research is the common construal that moral hypocrisy involves the imposition of standards on others that one does not adhere to oneself. Therefore, investigation and theoretical explanation of moral hypocrisy should focus on the processes involved in how people advise others compared to how they decide for themselves. In our study, we adapted an existing paradigm used to study moral hypocrisy, which had college student participants (N = 184) either make decisions for themselves or for another participant (actually a confederate). Surprisingly, we did not find any difference between decisions for self and for other. However, follow-up questions indicated that it is deemed more fair and socially appropriate to choose a "selfish" option for another person than for oneself, which may have contributed to the lack of self-other differences in our study.

**E182****THE ROLE AND INFLUENCE OF SELF-PERCEPTION AND OTHERS ON STUDENT DECISION TO PURSUE HIGHER EDUCATION** Thomas Oliver<sup>1</sup>, Peary Brug<sup>1</sup>, Daniel Handanos<sup>1</sup>; <sup>1</sup>St. Mary's University College

– Previous studies have identified that there are numerous factors that contribute towards an individual's decision regarding education (Marriot, 2007). A review of the literature has shown there to be many reasons are considered when deciding whether or not to apply and attend university, with the majority of studies (e.g., Ball et al., 2002; Zhan et al., 2006) looking at how individual factors influence the decision making process. The current study sought to expand on prior studies by also examining the influence others, family, peers and schools, have on this decision making process. The study involved the completion of a questionnaire by participants who had previously attended university, currently in university and those who had never been. The questionnaire measured various components, previously identified as vital aspects of the decision making process, including concerns over the cost of university attendance, value of higher education, academic self-concept and family background. The results showed that both individual factors (e.g., self-concept) as well as group factors (e.g., family encouragement) played a significant role in predicting whether an individual did or did not attend college. Results show that group as well as individual factors play an important role in the decision process and that families are a key element with regard to the group influences. The findings are further discussed with regards to greater access to university by non-traditional students.

**Other****E183****THE TIME COURSE OF ATTENTION FOR EMOTIONAL INFORMATION: AN EYE-TRACKING STUDY** Mandy Nuszbaum<sup>1</sup>, Andreas Voss<sup>1</sup>, Karl Christoph Klauer<sup>1</sup>; <sup>1</sup>University of Freiburg

– As hypothesized by Kunda (1990), we see what we want to see. However, findings of research in motivated perception are fairly inconsistent (e.g., Juth, Lundqvist, Karlsson, & Öhman, 2005; Öhman, Lundqvist, & Esteves, 2001). Depending on stimulus materials and the actual tasks, a negativity bias or a positivity bias of perception was found in different studies. Analyzing eye movements might offer a better understanding of early perceptual processes. In a "Mood-of-the-Crowd" task, participants had to estimate whether faces showing neutral or valent (i.e. positive or negative in different blocks of the experiments) emotional expressions dominated a crowd of faces. In four studies stimulus material (schematic faces vs. photographic faces) and inspection time (short vs. long) was varied. The time course of attention was explored with an eye-tracking device. Findings suggest that negative faces were attended earlier than positive faces but receive less attention in later stages of the viewing phase, in which attention shifted to positive faces. Preliminary, we conclude that there is an early automatic negativity bias and a later positivity bias.

**E184****AVOIDANCE OF INTIMACY AND INCORPORATING OTHERS INTO THE SELF: THE EFFECTS OF POSITIVE AND NEGATIVE CHARACTERISTICS OF CLOSE OTHERS ON EVALUATIONS OF PERSONAL RESOURCES** Shannon P. Lupien<sup>1</sup>, Kimberly B. Arnold<sup>1</sup>, Jessica L. Almonte<sup>1</sup>, Erin Murphy<sup>1</sup>, Mark D. Seery<sup>1</sup>; <sup>1</sup>University at Buffalo, The State University of New York

– Although close relationships are valuable, not all relationships are optimally beneficial for everyone. Attachment styles play important roles in both developing relationships and deriving benefits from them. Specifically, research has shown that non-avoidants incorporate characteristics of close others into their self-concepts, resulting in reports of increased self-liking when considering friends' positive traits. Conversely, avoidants contrast characteristics, leading to increases in self-liking when considering friends' negative traits. This may indicate that thinking about particular relationships spontaneously induce evaluations of similarities and differences depending on one's tendency to avoid inti-

macy. These spontaneous contrast and assimilation effects may influence how one incorporates another's qualities into the self, thus affecting evaluations of personal resources. The biopsychosocial model of challenge and threat (Blascovich & Tomaka, 1996) holds that cardiovascular responses are sensitive to resource evaluations. Because cardiovascular measures do not depend on participants' conscious attention or prompts to self-reflect, they are well suited to investigate spontaneous evaluations of personal resources while avoidants and non-avoidants consider positive versus negative aspects of their friendships. Results demonstrated that when speaking about a friend's positive characteristics, non-avoidants exhibited cardiovascular responses consistent with high resources, whereas avoidants exhibited cardiovascular responses consistent with low resources. The opposite patterns occurred for negative characteristics. Previously demonstrated effects on self-liking were also replicated. These results provide insight into the processes leading to differential evaluations of personal resources, depending on the tendency to avoid intimacy and the specific friendship aspects that are considered. This has implications for well-being.

**E185****THE EFFECT OF DISTANCE ON FREE RECALL OF PICTURES AND WORDS** Elinor Amit<sup>1</sup>, Yaacov Trope<sup>1</sup>, Daniel Algom<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>Tel Aviv University

– How do watching news items on TV versus reading the news items in a newspaper affect one's memory for those items when they concern events that happened in one's own country versus in a foreign country? The broader question the present research investigates is how psychological distance affects episodic memory for pictorial and verbal representation of psychologically proximal and distant objects. As predicted, the results showed better recall of pictorial representations of proximal objects (e.g., a picture of a dollar bill) than distant objects (e.g., the word 'Yen') and of verbal representations of distant objects than near objects. These findings were obtained for various distance dimensions: social, temporal, and spatial. Consistent with functional approaches to episodic memory, we argue that pictures are better suited to represent proximal objects because pictures are concrete representations that are physically similar to the referent objects, and that words are better suited to represent distal objects because words are abstract representations that carry the invariant features of the objects.

**E186****THE LURE OF SUSPENSE: FORECASTING ERRORS IN GAMBLING BEHAVIOR** Cheryl Hahn<sup>1</sup>, Timothy Wilson<sup>1</sup>; <sup>1</sup>University of Virginia

– Based on research examining the pleasure of uncertainty and the hot-cold empathy gap, we hypothesized that people would underestimate the lure of suspense in gambling (Wilson et al., 2005; Lowenstein, 2005). Participants chose between a gamble (50% of winning 5 cents) and a "sure thing" (100% chance of winning 5 cents) on each of 40 trials. Forecasters predicted they would gamble on 20% of the trials when in fact participants gambled on 45% of the trials. We obtained some evidence that this misprediction occurred because people underestimated the pleasure of suspense. In one study we manipulated suspense by varying how long it took to reveal the outcome of the gamble (turning over 1 vs. 7 cards). Participants were especially likely to underestimate how much they would gamble in the suspenseful (7 card) condition, particularly if they were high in dispositional curiosity (Kashdan et al., 2004). In Experiment 2 we manipulated the odds of winning the gamble (50% vs. 75%), with the prediction that suspense would be higher in the 50% than the 75% condition. As hypothesized, there was a tendency for people to predict that they would gamble more when they expected to earn more money (75% odds of winning) but to actually gamble more when the odds were lower (50% odds of winning), particularly among participants with a low attraction toward gambling (Breen & Zuckerman, 1999).

**E187**

**THINKING ABOUT YOUR FAVORITE CELEBRITY: THE INFLUENCE OF PARASOCIAL RELATIONSHIPS ON BODY IMAGE** Ariana F. Young<sup>1</sup>, Shira Gabriel<sup>1</sup>, Gretchen B. Sechrist<sup>1</sup>; <sup>1</sup>University at Buffalo, The State University of New York – Research on the media and body image suggests that exposure to unrealistically thin female celebrities has negative effects on women's body image (see Grabe, Ward, & Hyde, 2008 for review). However, research on self-construal suggests that celebrities with whom one has a parasocial relationship (PSR; one-sided relationship with a media figure) can have positive effects on the self via assimilation of the celebrity's traits onto the self (Derrick, Gabriel, & Tippin, 2008). The present research merged the two lines of research to examine the effects of PSRs with thin female celebrities on body image. In this study, female participants either wrote an essay about their favorite female celebrity (PSR condition) or a non-favorite female celebrity (non-PSR condition), and then completed measures assessing their state body image. Results demonstrated that participants who thought about a thin celebrity with whom they did not have a parasocial relationship suffered losses to their body esteem, replicating the pattern found in most work on the media and body image. However, participants who thought about a thin celebrity with whom they had a parasocial bond actually experienced gains to their body esteem. Thus, this research demonstrates of the moderating role of PSRs on how celebrities influence body image.

**E188**

**THE ROLE OF PASSION IN MAINSTREAM AND RADICAL BEHAVIORS: A LOOK AT THE ENVIRONMENTAL CAUSE** Anne-Sophie Gousse-Lessard<sup>1</sup>, Noémie Carboneau<sup>1</sup>, Robert J. Vallerand<sup>1</sup>; <sup>1</sup>Laboratoire de Recherche sur le Comportement Social, Université du Québec à Montréal (UQÀM) – The Dualistic Model of Passion (Vallerand et al., 2003) proposes that individuals can have two distinct types of passion toward an activity: a harmonious passion (HP) or an obsessive passion (OP). HP is characterized by a volitional engagement in one's activity. Conversely, OP leads individuals to experience an uncontrollable urge to engage in the activity. Initial research has shown that OP leads to less adaptive outcomes than HP (e.g., aggressive behaviors). However, very little research has focused on passion for an activity considered as extremely important such as a cause. In line with the Dualistic Model of Passion, two studies were conducted to test whether similar results would be obtained with respect to HP and OP toward the environmental cause. Participants were people actively engaged in the environmental cause. In Study 1 (n = 106), results from partial correlations (controlling for the other type of passion) revealed that both HP and OP were positively associated with the judgment of acceptability of mainstream behaviors. However, OP (but not HP) was positively associated with the endorsement of radical behaviors. Globally, Study 2 (n = 123) replicated these results by looking at the extent to which participants were willing to engage in mainstream and radical behaviors in two specific real-life situations. By moving from a judgment of acceptability to behavioral intentions, Study 2 provided additional information on the more or less adaptive outcomes of passion. Overall, results underscore the importance of distinguishing HP from OP for an important cause such as the environment.

**E189**

**RESTORING POLITICAL TRUSTWORTHINESS BY APPEARING TO ACT CONTRARY TO SELF-INTEREST.** David JY Combs<sup>1</sup>; <sup>1</sup>University of Kentucky – Politicians sometimes misbehave and lose trustworthiness in the eyes of citizens. If a scandal ridden politician harbors any hopes of restoring trustworthiness, he or she must present some account for their misdeeds. There are many approaches politicians use in hopes of restoring trustworthiness. Sometimes they blame others, plead ignorance, or simply apologize. Prior research by Combs (2009) suggests that appearing to act contrary to self-interest can help build trustworthiness. Though there are many ways one could appear to act contrary to self-interest, one way is to engage in hostage posting (hostage posting generally refers to a self-imposed sanction). Participants read and reacted to

three articles which described an ongoing news story. The first described a sitting governor in very positive terms, the second described the governor being indicted as a result of a scandal, and the third described how the governor accounted for his misdeed. There were four variants of the final article (i.e. hostage post, plead ignorance, blame subordinates, control). Results indicated that the hostage post approach restored lost trustworthiness significantly more than each of the other approaches. Participants in the hostage post condition also reported a restoration in their willingness to consider voting for the scandal ridden politician compared to participants in each of the other conditions.

**E190**

**PREDICTING RAPPORT IN DYADS: MATTERING OVER MIND-READING** John E. Myers<sup>1</sup>, Sara D. Hodges<sup>2</sup>; <sup>1</sup>University of Minnesota, <sup>2</sup>University of Oregon – Which better predicts rapport in a conversation, people's ability to accurately infer another person's specific thoughts, or the overall perception that the conversation is meaningful and important? We sought to answer this question by studying 134 college students (51% female) who participated in previously unacquainted, same-sex dyads. In an intimacy-generating condition, partners first took turns discussing topics designed to generate interpersonal closeness (Aron et al., 1997). Control participants worked on a jigsaw puzzle with partners. All participants then took turns discussing topics similar to those in the intimacy-generating condition. Participants in both conditions watched a video of this final interaction. Following Ickes' paradigm for studying empathic accuracy, participants were asked to report thoughts and feelings they had during this final interaction, and were later asked to infer the thoughts reported by their partners (Ickes et al., 1990). Participants also reported how important their own thoughts and feelings were and how important they thought their partner's thoughts and feelings were. Finally, participants completed questions about rapport with their partner and how the interaction had gone. Analyses revealed that objective measures of empathic accuracy were unrelated to interactants' rapport. Even participants' ability to accurately infer their partners' more important thoughts had no impact on interaction outcomes. However, interactants' perceptions of how important their thoughts were and how important their partner's thoughts were predicted rapport. Thought-by-thought accuracy appears to be less critical than global perceptions of the importance of what is being discussed in terms of predicting rapport.

**E191**

**FUTURE DISCOUNTING IN MONETARY AND SEXUAL DOMAINS** Melissa R. Fales<sup>1</sup>, David A. Frederick<sup>1,2,3,4</sup>, Martie G. Haselton<sup>1,4,5</sup>, Elizabeth G. Pillsworth<sup>3,4,6</sup>; <sup>1</sup>UCLA Department of Psychology, <sup>2</sup>UCLA Center for Society and Genetics, <sup>3</sup>FPR-UCLA Center for Culture, Brain, and Development, <sup>4</sup>UCLA Center for Behavior, Evolution, and Culture, <sup>5</sup>UCLA Department of Communications, <sup>6</sup>UCLA Center for the Study of Women – Life history theorists propose that individuals develop different preferences due to varying developmental and environmental conditions. For example, individual variation in preferences for present versus future financial rewards may be contingent on uncertainty about the future. We propose that future uncertainty should also affect sexual strategies, and hence individuals who prefer immediate financial rewards will also engage in more opportunistic, short-term mating. Because men may be able to translate immediate financial gains into mating opportunities to a greater extent than women can, we further predict that the relationship between financial future discounting and permissive sexuality will be greater among men than among women. In a study of 1124 online participants, we examined the links between present-oriented financial preferences (i.e., preferring smaller, immediate rewards over larger, later rewards), interest in short-term vs. long-term sexual relationships, and number of sex partners. Participants completed established measures of future discounting (e.g., would you prefer 25 dollars now or 38 dollars in three weeks?). Individuals choosing immediate rewards were considered more present-oriented. Participants also completed measures of their sexual history and their attitudes towards casual sex. Consistent

with the predictions, present-oriented individuals reported greater interest in short-term mating, more sex partners, and less interest in long-term mating. As predicted, these associations were stronger among men than women. These findings provide support for a link between future discounting in the monetary and sexual domains. Considering general levels of future discounting is important for potentially determining social behaviors, including one's orientation towards short-term vs. long-term relationships.

### E192

#### WHAT PREDICTS PATIENCE IN A MUSLIM SAMPLE FROM TURKEY?

**Ozanser Ugurlu<sup>1</sup>, <sup>1</sup>Mutluluk Enstitüsü** – A recent study on patience (Schnitker & Emmons, 2007) argues that patience has been an important personal virtue for Jewish, Christian, Islamic, and Eastern (Buddhism, Hinduism, Taoism) perspectives. In the light of diverse religious and psychological perspectives, the researchers developed a valid and reliable measure of patience to explore the relationship between patience and other psychological constructs in the USA. Their 10-item Patience Scale measures a self-evaluation of one's own patience and patient behaviors (F1) as well as the individual's beliefs about the importance of patience (F2). Following the study of Schnitker and Emmons (2007), the purpose of the present study is to explore the association between patience and religious description, hope, gratitude, and optimism in Turkey, predominantly Muslim country. 349 Muslim participants filled out the measures of patience, hope, gratitude, optimism, and how much they feel themselves as religious via internet. Participants' ages ranged from 17 to 52 ( $M=30.05$ ;  $SD = 6.63$ ). Separate linear regression analyses for F1 and F2 were performed. Results showed that inconsistent with the earlier study there was no significant  $R^2$  among F1, whereas consistent with the earlier study there was a significant  $R^2$  for F2. The significant results for F2 indicated that hope ( $\beta=.16$ ,  $t = 2.73$ ,  $p < .01$ ), gratitude ( $\beta=.18$ ,  $t = 3.36$ ,  $p < .01$ ), optimism ( $\beta=.12$ ,  $t = 1.94$ ,  $p = .054$ ), and religious description ( $\beta=.13$ ,  $t = 2.38$ ,  $p < .01$ ) significantly predicted F2 ( $R^2 = .15$ ,  $F(4, 325) = 14.26$ ,  $p < .001$ ). Results are discussed with regard to relevant literature.

### E193

#### PEOPLE OR PROFILES?: SEEKING OUT OR WARDING OFF THE PERSPECTIVES OF OTHERS ON FACEBOOK

**Jordan Carpenter<sup>1</sup>, Melanie Green<sup>1</sup>, Jeff LaFlam<sup>1</sup>, <sup>1</sup>The University of North Carolina at Chapel Hill** – Traditional face-to-face communication requires a complicated, continual process of mutual mind-reading. Although all normal adults have Theory of Mind (an understanding that others have unique perspectives, different from one's own), individuals may differ in their motivation to understand the thoughts and perspectives of others. We have called this individual difference the Need for Social Cognition (NFSC; Carpenter & Green, 2008). Our NFSC scale measures motivations towards Theory of Mind activities along three dimensions: curiosity, engagement, and defensiveness. These dimensions may have different effects on people's use of social networking websites such as Facebook. To examine this question, we created an online survey which included the NFSC scale and questions about Facebook use. Curiosity and defensiveness predicted distinct behavioral and motivational patterns in Facebook usage. For example, those high in curiosity were more likely to use Facebook to find out more information about people they have just met, to browse other people's profiles, and to expect responses to their status updates, suggesting a relationship-seeking strategy integrating Facebook usage with other types of social interaction. Meanwhile, those high in perspective defensiveness used Facebook more often overall, were more likely to have Facebook-only friendships, and were more likely to use Facebook to search for romantic partners, perhaps suggesting that these individuals use Facebook to control the amount of social information they receive. These patterns, which could not be accounted for by extroversion scores, imply two discrete motivations towards Facebook usage: Facebook can be used either as a social or an isolating tool.

### E194

#### TO CONTROL YOU OR TO CONTROL ME? DISENTANGLING THE EFFECTS OF SOCIAL AND PERSONAL POWER

**Nathen B. Lester<sup>1</sup>, Sean M. Laurent<sup>1</sup>, Sara D. Hodges<sup>1</sup>, <sup>1</sup>University of Oregon** – Social power - or having control over others' outcomes - has been the focus of intensive study in past research. Van Dijke and Poppe (2006), however, demonstrated that participants preferred personal power - or control over one's own outcomes - to social power. In the current research, which attempted to further differentiate social power from personal power, 224 participants were first primed with high or low social power, or high personal power. As primes, participants wrote about either a time in their lives when they had power over someone else (high social power), when someone else had power over them (low power), or when they had control over their own actions (high personal power). Following this, participants rated themselves on power-related adjectives and answered power-related questions. Results suggested that people reliably differentiate personal power from social power. For example, low power (e.g., accountability, submissiveness) was strongly and negatively correlated with personal power (e.g., self-direction, freedom), but shared only a weak negative correlation with social power (e.g., dominance, leadership). Correlations between personal and social power varied by priming condition: Social and personal power were positively correlated in the social power condition, but negatively correlated in the personal power condition. This indicates that after priming with social power, social and personal power are not distinct concepts, while after priming with personal power, they are. These findings have important implications for power research, and suggest one possible reason why people seek out social power - to gain control over their own fates.

### E195

#### PERCEIVED DISCREPANCY REGARDING HOOKING UP NORMS

**John J. Grein<sup>1</sup>, Catherine A. Sanderson<sup>1</sup>, <sup>1</sup>Amherst College** – This study examined whether students feel discrepant from campus norms regarding hooking up as well as the long-term consequences of feeling discrepant from others. In the fall, eighty (40 male, 40 female) first year college students reported the number of times they had engaged in various hookup behaviors (i.e., kissing, sexual intercourse), their perceptions of the average students' responses to these items, and a measure of social satisfaction. In the spring, 92.5% of participants (35 male, 39 female) returned and completed the same measures. Findings indicated that across diverse behaviors, women consistently believed that they had engaged in fewer hookups than other women. In contrast, men perceived no self-other discrepancies for hookups involving milder forms of sexual behavior (i.e., kissing, touching), but believed that they had engaged in fewer oral/anal/vaginal sex hookups than other men had. Finally, feeling discrepant from campus hookup norms was associated with experiencing negative consequences: men and women who believed that they had engaged in fewer hookups than others in the fall reported lower levels of social satisfaction in the spring, even when controlling for social satisfaction in the fall and actual self-other hookup discrepancies. This study contributes to prior research on social norms by demonstrating that individuals perceive a discrepancy between their hooking behaviors and others' behaviors, that women perceive larger self-other discrepancies than men, and that feeling discrepant from such norms is associated with diminished social satisfaction for both sexes, even when no actual discrepancy exists.

### E196

#### IMPLICIT THEORIES IN THE CONFLICT CONTEXT: CAN IMPLICIT THEORIES ABOUT NEGOTIATION ABILITY PREDICT AFFECTIVE RESPONSES TO A DIFFICULT NEGOTIATION?

**Alexandra Russell<sup>1</sup>, Carol Dweck<sup>1</sup>, <sup>1</sup>Stanford University** – Previous research (Kray & Haselhuhn, 2007) suggests that incremental implicit theories about negotiation ability predict increased perseverance and success in a dyadic negotiation. Building on these findings, the authors hypothesized that lay theories about negotiation ability would also predict participants' affective

responses to a difficult interpersonal negotiation. To test this hypothesis, participants engaged in a difficult interpersonal negotiation. Following this, measures of attitudes toward the negotiation outcome and feelings toward the negotiation partner were taken. As hypothesized, results showed that implicit theories significantly predicted differences in affective reactions to the negotiation experience. Specifically, equating for negotiation outcome, implicit theories were significantly correlated with levels of irritation, annoyance, and satisfaction regarding the negotiation. Implicit theories also predicted perceptions of the negotiation partner as being warm and competent. An incremental implicit theory was associated with positive affect toward both the partner and the negotiation itself, while an entity theory was associated with more negatively valenced affect. Overall, an incremental implicit theory predicted increased positive feelings and positive regard for the partner and the negotiation experience. These findings suggest that incrementalists might be more inclined to continue difficult negotiations and build on prior successes in long-standing or intractable conflicts.

**E197****THE WAY WE LISTEN MATTERS: NON-COUNTERARGUING LISTENING AS AN INTERVENTION IN THE BIAS-PERCEPTION CONFLICT SPIRAL**

Kathleen A Kennedy<sup>1</sup>, Emily Pronin<sup>1</sup>; <sup>1</sup>Princeton University – The escalation from mere disagreement to conflict is partly driven by imputations of bias to one's opposition (Kennedy & Pronin, 2008). We hypothesize that listening to adversaries in a critical and counterarguing way, rather than with an open ear, is one source of these increased perceptions of bias. We tested this hypothesis by manipulating participants' listening goals in disagreements about university policy (Study 1) and healthcare reform (Study 2) in an attempt to attenuate naturally occurring bias-imputations and provide an intervention for the bias-perception conflict spiral. After providing their position on the issue, participants listened to a recording of another individual's position that was opposite their own. Instructions about how to listen to this target varied. In the control condition, participants were told to respond to the recording as they would naturally. In the counterarguing condition, participants' goal was to critique the recording. In the non-counterarguing condition (our intervention to improve bias-perceptions), the goal was to recreate the opponent's position such that the opponent would feel fairly represented and understood. After listening, participants rated the degree to which they believed their opponent's position was influenced by three objective and three biased sources. The difference between ratings of bias and objectivity varied significantly by condition; participants perceived their opponent more favorably after listening in a non-counterarguing way, while the control and counterarguing conditions did not differ. These improvements in perceptions of adversaries' bias and objectivity are a promising first step toward lessening conflict development by intervening in the bias-perception conflict spiral.

**E198****CONFLICTING OPINIONS: EXAMINING THE EFFECTS OF MULTIPLE THIRD PARTY OPINIONS ON ROMANTIC RELATIONSHIP INITIATION**

Brittany Wright<sup>1,2</sup>, H. Colleen Sinclair<sup>2</sup>; <sup>1</sup>University of Texas at Austin, <sup>2</sup>Mississippi State University – Research has established that social network opinions can influence an individual's romantic relationship quality. The majority of the previous research, however, has focused on examining how one source of opinion can influence one's current romantic relationship state. The present study focused on some gaps in the present literature by experimentally examining the effects of multiple third party opinions during romantic relationship initiation. The main goal of the present study was to examine if one third party's opinion emerged as being more influential than the other when opinions conflicted. Social Exchange theory was also incorporated to potentially explain the differences in source influence. The study employed a virtual dating game paradigm in which participants spoke to two potential romantic partners online and received positive or negative feedback from their friend and parent about one of the partners. The study employed a 2 (Parent Opinion: good match, bad match) x 2 (Friend Opinion: good match, bad

match) x 2 (Interaction Partner: Target, Control – within-subjects) mixed factorial design. Friend opinion emerged as being an influential factor in both the likeability rating of the target interaction partner and the likelihood that the participant would choose the interaction partner that their friend thought was a good match for their final interaction. Parent opinion did not affect likeability or choice until we accounted for how often participants received romantic relationship resources (e.g., advice) from their parent, such that those who depended on their parents more for advice resources were more likely to adopt their parent's perspective.

**E199****SOCIAL ORIENTING IN A COMPLEX SCENE: THE INFLUENCE OF OTHER AUDIENCE MEMBERS' GAZE DURING A LECTURE DELIVERED IN A VIRTUAL ENVIRONMENT**

Cade McCall<sup>1</sup>, Jeremy Bailenson<sup>2</sup>, Jim Blascovich<sup>1</sup>, Masaki Miyahara<sup>1</sup>, Andrew Beall<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara, <sup>2</sup>Stanford University – Gaze is a fundamental component of face-to-face social interaction. Research on social orienting has demonstrated that the mere presentation of an eye or a head pointed toward a given location directs the viewer's attention there. Research has yet to explore, however, the influence of this phenomenon in complex contexts. Along these lines, the current study sought to leverage social orienting to manipulate participants' attention during a lecture presented within an immersive virtual environment. The environment consisted of a conference room with a speaker and a group of other (virtual) attendees. The amount of time the other attendees spent oriented toward the speaker and the frequency of the attendees' orienting movements were manipulated. Participants' own orienting behaviors, memory for the speech, and impressions of the speaker were measured. In line with our hypotheses, participants oriented with the other attendees and stayed fixated on the speaker when the other attendees were oriented toward the speaker. More significantly, participants who experienced a high level of social presence remembered more of the speech when the other attendees spent more time oriented toward the speaker. Together these data suggest that social orienting has powerful effects in complex environments. Furthermore, the paradigm presented here demonstrates the utility of digitally transformed social interactions within virtual environments.

**E200****INTERROGATION THROUGH PRAGMATIC IMPLICATION: COMMUNICATING BENEFICENCE AND PROMISES OF LENIENCY**

Deborah Davis<sup>1</sup>, Jordan Hernandez<sup>1</sup>, William C. Follette<sup>1</sup>, Richard A. Leo<sup>2</sup>; <sup>1</sup>University of Nevada, Reno, <sup>2</sup>University of San Francisco – Interrogators' use of explicit promises of leniency to evoke suspect confessions may result in the suppression of any confession obtained. Hence interrogators are trained to convey such promises through implication. Courts, however, frequently fail to recognize the use of pragmatic implication as effective in communicating promises of help or leniency. We tested the effects of three widely taught interrogation tactics employing implication on perceived beneficence of the interrogator and likely harsh versus lenient outcomes of confession. Subjects read 8 interrogation transcripts varying in the use of three tactics, and then rated the beneficence (helpful intent) of the interrogator and expected results of confession. The "sympathetic detective" tactic consisted of statements of liking and desire to help the suspect. The "set up question" consisted of questions to the suspect regarding whether the guilty party should simply go to jail, or whether there are conditions under which he should get a second chance, maybe get counseling or not go to jail. The "accident theme" consisted of suggestions that perhaps the alleged crime of child molestation occurred by accident, perhaps touching the child while sleeping, thinking of his wife. Each tactic significantly affected perceptions of the extent of the interrogator's choices in whether and with what to charge the suspect, perceptions of the interrogator's liking and helpful intentions (beneficence) toward the suspect, and/or expectations of the likelihood, should the suspect comply and confess, that he would be charged with the most versus least serious versions of the crime, and be convicted if charged.

**E201**

**THE INFLUENCE OF TEAM STRESS APPRAISALS AND COORDINATION ON PERFORMANCE** Tamera R. Schneider<sup>1</sup>, Pamela Dowling<sup>1</sup>, Gaea Payton<sup>1</sup>, Charlene Stokes<sup>2</sup>, Joseph B. Lyons<sup>2</sup>; <sup>1</sup>Wright State University, <sup>2</sup>Wright Patterson AFB – This study examined team stressor appraisals and coordination, and their effects on performance. We expected that challenged teams would coordinate better in a virtual environment, as indexed by online communication, and thus perform better than threatened teams. Data were from 73 5-member teams, working as a crew of a computer-based aerial port. Teams were to prepare incoming aircraft for departure. Performance metrics included the accuracy of the sequence of events needed to depart the incoming aircraft (e.g., disembark passengers, remove cargo, clean and restock aircraft) and the amount of time (sec) taken to carry out the full sequence. Challenged teams appeared to be more accurate and time efficient, but not reliably. However, when teams coordinated well, they were marginally more accurate and reliably more time efficient. The lack of finding for appraisals may be due to losing variability as individual level data were aggregated to the team level. The findings for coordination show that teams who performed well have members who anticipate the needs of their teammates. Although virtual environments add to the complexity of communication in team work units, good team coordination can facilitate some types of performance.

**E202**

**THE JUSTICE-RESTORING EFFECTS OF FORGIVENESS IN INTERPERSONAL AND INTERGROUP CONTEXTS** Michael Wenzel<sup>1</sup>, Tyler Okimoto<sup>2</sup>; <sup>1</sup>Flinders University, Adelaide, Australia, <sup>2</sup>Yale University, U.S.A. – Forgiveness is often assumed to be antithetical to subjective justice, requiring the lowering or sacrificing of justice standards. In our view this notion assumes narrow understandings of justice (as retributive, not restorative) and forgiveness (as a sentiment, not an act). We argue that two symbolic implications of transgressions fuel feelings of injustice in victims: the lowering of the victim's status/power and the questioning of presumably shared values. An act of forgiveness can alleviate either concern; it can give victims moral status and control, and express the expectation or hope that the offender will re-endorse shared values. Forgiveness can restore justice via either of these mechanisms, depending on the victim's (oppositional vs. shared) identity with the offender. In Study 1, participants were instructed to express forgiveness towards a (hypothetical) offender. The forgiveness act significantly repaired victims' feelings of status/power and perceived value consensus with the offender, which independently mediated a positive effect on perceived justice. Using a similar paradigm, Study 2 also manipulated whether the offender was a distant or close other. The forgiveness act again had a positive effect on perceived justice, but this was mediated by status/power for a distant other and by perceived value consensus for a close other. Study 3 used a lab paradigm: after being victimized by an outgroup, the ingroup allegedly decided by vote to send a forgiving or unforgiving message to the outgroup. The forgiveness act led to greater perceived justice, partially mediated by a sense of status/power.

**E203**

**CLASSIFICATION FLUENCY MODERATES THE APPEAL OF CROSS-RACE FACE BLENDS** Jamin Halberstadt<sup>1</sup>, Piotr Winkielman<sup>2</sup>; <sup>1</sup>University of Otago, <sup>2</sup>University of California, San Diego – Cross-race face blends are generally more attractive than the individual faces that compose them, and even more attractive than same-race blends. Although various evolutionary accounts have been offered for their appeal, racial blends may also be attractive by virtue of their cognitive fluency: A racial blend may be a particularly good, easily classified, and therefore attractive example of a face. The same blend, however, may be a relatively poor, difficult to classify, and unattractive example of a specific racial group. Therefore, we hypothesized that cross-race face blends should be less attractive when judgment requires classification in terms of their racial identity. In a test of this hypothesis, participants rated the attractiveness of both same-race and mixed-race blends. Prior to making each rating, half of the

participants classified the face in terms of its racial identity. As expected cross-race blends were more attractive than same-race blends, but the advantage was significantly reduced when faces were categorized prior to rating. The results illustrate that a complete account of the appeal of racial blends must include contextual, high-level cognitive factors that take into account an individual's subjective category structure.

**Personality Processes****E204**

**SCALE DEVELOPMENT AND CONSTRUCT VALIDATION OF A CHIMPANZEE RATING SCALE** Hani Freeman<sup>1</sup>, Samuel D. Gosling<sup>1</sup>, Susan P. Lambeth<sup>2</sup>, Steve Schapiro<sup>2</sup>; <sup>1</sup>University of Texas at Austin, <sup>2</sup>Michale E. Keeling Center for Comparative Medicine and Research – The current study involved the development and evaluation of the reliability and construct validity of a personality rating scale in chimpanzees. The scale is based on a bottom-up approach to scale development and was developed using steps from both Uher (2008a,b) and Gosling (1998). The construct validity was evaluated using a nomological network that specifies predicted relationships between the developed scale and data based on theories from previous studies about age, rearing history, behavior, injuries, minor and major illnesses, blood chemistry, cortisol, and genetics. The scale contained 41 adjectives and was used to rate 160 chimpanzees at the University of Texas MD Anderson Cancer Center Facility in Bastrop, TX. Fifteen people who have worked with the chimpanzees between 6 months to 20 years rated each of the animals. In addition behavioral, epidemiological and biological data were collected on the chimpanzees. Preliminary findings indicate that the scale is reliable for most adjectives. The reliabilities of individual ratings, ICC(3,1), ranged from .17 (depressed) to .80 (dominant), with a mean reliability of .56. The reliabilities of mean ratings, ICC(3,k), ranged from .38 (depressed) to .92 (dominant), with a mean reliability of .76. On-going data analysis will indicate the factor structure and validity of the scale in terms of the variables mentioned above. The results can be used to inform research in primates, animal welfare and wildlife management, and should be used to examine basic issues in animal behavior and human psychology.

**E205**

**THE SOCIAL SIDE OF DRUG USE: LANGUAGE CUES ASSOCIATED WITH DRUG USE** Gabrielle Wirth<sup>1</sup>, Ewa Kacewicz<sup>1</sup>, James Pennebaker<sup>1</sup>; <sup>1</sup>University of Texas at Austin – Substance abuse research has focused primarily on alcohol use. Use of marijuana has been largely neglected because of legality issues. The purpose of this study was to use a naturalistic method to examine how marijuana affects psychological states. Analysis of natural language has been shown to reflect how people are thinking or feeling, thus we examined language use on forums dedicated to smoking marijuana as compared to other comparable forums. The current study examined online posts on the etiquette of marijuana use (n=20), alcohol use (n=20), or carpooling (n=20). Posts were analyzed using LIWC (Linguistic Inquiry and Word Count). Preliminary results suggest that different linguistic variables are associated with different forms of drug use. People writing on alcohol forums seem to be more focused on themselves and others as reflected in higher use of social words (F=6.5; p<.05), such as talk and they, and pronouns (F=8.5; p<.01). Posts on marijuana etiquette appear to be more concrete as gauged by higher article use (i.e. a, an) (F=10.6; p<.01). Posts on carpooling, on the other hand, are the most cognitively complex, using more insight, (i.e. inform, wonder) (F=4.2; p<.05), causal (i.e. solve, thus) (F=10.4; p<.01), and six letter words (F= 19.5; p<.01). These differences in language suggest that people posting to these 3 forums differ in their psychological states. Language can give us a sense of how certain substances influence people's thoughts and perceptions. More broadly, this could have implications in law enforcement, use of medicinal marijuana and public safety in general.

**E206****HIGH NEUROTICISM AND LOW CONSCIENTIOUSNESS ARE ASSOCIATED**

**WITH INTERLEUKIN-6** Angelina Sutin<sup>1</sup>, Antonio Terracciano<sup>1</sup>, Paul Costa<sup>1</sup>; <sup>1</sup>National Institute on Aging, NIH, DHHS – High Neuroticism and low Conscientiousness are frequently implicated in health-risk behaviors, such as smoking and overeating, as well as health outcomes, including mortality. Their associations with physiological markers of morbidity and mortality are less well documented. Using a population-based sample from Sardinia, Italy (N = 4,923), we examined the association between personality and interleukin-6 (IL-6), a pro-inflammatory cytokine often elevated in patients with chronic morbidity and frailty. Consistent with the literature on personality and self-reported health, high Neuroticism and low Conscientiousness were both associated with higher levels of IL-6. The findings remained significant after controlling for smoking, weight, aspirin use, and disease burden. Further, smoking and weight partially mediated the association between impulsivity-related traits and higher IL-6 levels. Identifying critical medical biomarkers associated with personality may help to elucidate the physiological mechanisms responsible for the observed connections between personality traits and physical health.

**E207****SITUATIONAL SIMILARITY AND PERSONALITY TRAITS AS PREDICTORS OF BEHAVIORAL CONSISTENCY**

Ryne Sherman<sup>1</sup>, Christopher Nave<sup>1</sup>, David Funder<sup>1</sup>; <sup>1</sup>University of California, Riverside – This study examines the degree to which situational similarity and personality is associated with behavioral consistency in ecologically representative environments of undergraduate students. On four separate occasions participants provided written descriptions of a situation they had experienced within the past 24 hours. In addition, they described the psychological features of the situation using the recently developed Riverside Situational Q-Sort (RSQ; Wagerman & Funder, 2009) and their behavior using the Riverside Behavioral Q-Sort (RBQ; Funder, Furr, & Colvin, 2000). Results indicate that 1) people demonstrate impressive behavioral consistency across situations ( $r = .40$ ), 2) situational similarity is a strong predictor of behavioral consistency ( $r = .67$ ), and 3) personality characteristics predicted behavioral consistency even when controlling for situational similarity such that persons who, "behave in an ethically consistent manner" ( $r = .21$ ), "favor conservative values" ( $r = .20$ ), and are "calm; relaxed in manner" ( $r = .18$ ) behaved more consistently. Taken together, these results imply that "real world" behavioral consistency is likely caused by multiple sources. These include processes of situation selection (i.e. particular kinds of people selecting themselves into similar situations) and the influence of personality traits that lead to behavioral consistency beyond what is implied by situation similarity.

**E208****WORKERS BEHAVING BADLY: PERSONALITY AT AGE 18 PREDICTS**

**WORKPLACE DEVIANCE AT AGE 32** Kimdy Le<sup>1</sup>, Edward A. Witt<sup>2</sup>, M. Brent Donnellan<sup>2</sup>, Sarah Spilman<sup>3</sup>, Rand D. Conger<sup>3</sup>; <sup>1</sup>Indiana University Purdue University Columbus, <sup>2</sup>Michigan State University, <sup>3</sup>Iowa State University – Workplace deviance includes a variety of behaviors such as absenteeism, theft, and incivility. These actions impose significant costs to organizations in terms of lost capital and reduced morale. A robust finding in the personality literature is that general antisocial behavior is positively associated with Negative Emotionality (the susceptibility to distressing emotions) and negatively associated with Constraint (the ability to exercise self-control). In this poster, we extend this previous research to the prediction of workplace deviance. Data come from the Family Transitions Project (e.g., Conger & Conger, 2002), an ongoing community study based in Iowa (Minimum N = 382, 55% women). Personality was assessed in 1994 using the Multidimensional Personality Questionnaire (Tellegen, 1982) when sample participants were an average age of 18.11 years. Workplace Deviance (e.g., taking property, acting rudely) was measured in 2007 using self-reports on the Bennett and Robinson (2000) measure ( $\alpha = .83$ ) when sample participants were an average age of 31.72

years. Workplace Deviance at Age 32 was correlated with Negative Emotionality ( $r = .20$ ) and Constraint ( $r = -.15$ ) at Age 18. Effects held controlling for gender, even in light of the mean-level differences in Workplace Deviance ( $d = .41$  such that men reported higher scores). However, the personality effects for Negative Emotionality were somewhat stronger for men than women. All in all, broad personality traits statistically predict workplace deviance in a span of over a decade. Moreover, workplace deviance appears to be a specific outcome associated with generalized personality predispositions toward antisocial behavior.

**E209****NARCISSISM AND SELF-DETERMINATION**

Ben Porter<sup>1</sup>, Helen Lee Lin<sup>1</sup>, C. Raymond Knee<sup>1</sup>, Ahmet Uysal<sup>1</sup>; <sup>1</sup>University of Houston – Prior research has shown that narcissism can have both positive and negative effects on well-being. Specifically, entitlement has been linked to lower well-being and grandiosity has been linked to positive well-being (Brown, Budzek, & Tamborski, 2009). The current research seeks to establish the importance of self-determination when studying narcissism. Participants (N=188) completed the 37-item Narcissistic Personality Inventory (NPI) and measures of need satisfaction, authenticity, and well-being. Entitled narcissists should demonstrate lower need satisfaction and authenticity because entitlement shows a discrepancy between how one views oneself and how one is treated by others. Self-admiring narcissists should demonstrate higher need satisfaction and authenticity because self-admiration is more conducive to a coherent (though possibly inflated) sense of self. Consistent with the hypotheses, need satisfaction and authenticity were positively correlated with self-admiration and negatively correlated with entitlement. Furthermore, the relationships between well-being variables and entitlement and self-admiration were mediated by both need satisfaction and authenticity. The results suggest that self-determination theory could be important to consider for the study of narcissism and possibly explain some of the discrepancies associated with narcissistic well-being.

**E210****EFFECTS OF AFFLUENCE LEVEL ON PERCEPTIONS OF CONSCIENTIOUSNESS AND AGREEABLENESS FACETS**

Kevin L. Zabel<sup>1</sup>, Andrew N. Christopher<sup>1</sup>; <sup>1</sup>Albion College – Fiske, Cuddy, Glick, and Xu (2002) proposed a mixed model of stereotype content, in which competence and warmth perceptions are influenced by status and competition, respectively. Based on their similarities with competence and warmth, we evaluated the conscientiousness facets (proactive vs. inhibitive) and agreeableness facets (active vs. interpersonal management tools), and the influence of affluence level on conscientiousness and agreeableness perceptions. College students (N = 251) were randomly assigned to an affluence level condition (affluent or non-affluent), and after reading a vignette, were asked their conscientiousness and agreeableness perceptions of the character. Conscientiousness and agreeableness perceptions were analyzed separately. Our experimental design was a 2 (affluence level: high or low) x 2 (personality facet), with repeated measures on the latter factor. An ANOVA revealed an affluence level by conscientiousness interaction,  $F(1, 247) = 47.44, p < .001, \eta^2 = .16$ , such that participants perceived the affluent character ( $M = 5.27$ ) to be more proactive than the non-affluent character ( $M = 4.77$ ) but perceived the non-affluent character ( $M = 5.67$ ) to be more inhibitive than the affluent character ( $M = 5.34$ ). Regarding agreeableness, an ANOVA revealed solely an affluence level main effect,  $F(1, 246) = 106.81, p < .001, \eta^2 = .30$ , such that the non-affluent character ( $M = 5.11$ ) was perceived as more agreeable than the affluent character ( $M = 4.29$ ). Results support findings regarding affluence level and personality facet associations, and suggest links between the stereotype content model and personality factors (i.e., conscientiousness and agreeableness).

**E211****EMERGING ADULTS' PERCEPTIONS AND DESIRES IN SELF-MOTIVATED, INTENTIONAL PERSONALITY CHANGE** Erik Nofhle<sup>1</sup>, <sup>1</sup>Linfield College –

Clearly, personality changes: a recent meta-analysis of normative personality trait change revealed moderate, mostly positive, amounts of change across the lifespan (Roberts, et al., 2006). Emerging adulthood is a developmental period with one of the largest, most pervasive, pattern of trait changes, and is theoretically the most "volitional" period of life (Arnett, 2000, p. 469), distinguished by active identity pursuits and newfound independence. However, personality change has been typically studied as a passive process – something that happens to a person – stemming from genetic and environmental influences and transactions. What if the sizable personality changes during emerging adulthood result partly from individuals' intentional efforts to improve themselves, characterized by an active, self-guided process rather than a passive one? How do young adults desire to and expect to change? I begin addressing these questions with two samples of college students. Study 1 (N=146) and Study 2 (N=206) assessed individuals' expectations, attributions, and desires for future, intended, personality change, using non-overlapping sets of Big Five adjectives balanced for social desirability. Across both studies, Extraversion-related traits were nominated as the most personally important for individuals to change, followed by Conscientiousness and Emotional Stability-related traits. In addition, Extraversion was expected to increase the most in the near future, followed by Conscientiousness. Finally, Extraversion and Conscientiousness had the greatest discrepancies between current self-ratings and ideal ratings. The findings reveal that young adults are motivated to change on some traits more than others, and suggest intentions to change may result from feeling furthest from one's ideal.

**E212****ARE YOUR NEEDS BEING SATISFIED? HOW INTERPERSONAL STRENGTHS AND PROBLEMS AFFECT INTRAPERSONAL HEALTH AND WELL-BEING.** Alana Greco<sup>1</sup>, Lara Kammrath<sup>1</sup>, <sup>1</sup>Wilfrid Laurier University –

The distribution of a person's interpersonal strengths and weaknesses contains rich information about their behavioral abilities and their behavioral difficulties during various social interactions. Understanding where a person's strengths and problems lie may be useful in predicting important intrapersonal variables. Using our newly developed brief measure of interpersonal functioning, the Good Me Bad Me Questionnaire (GMBM-Q; Greco & Kammrath, 2009), we assessed how a person's overall mean level of strengths and problems and their distribution of strengths and problems differentially predicts global psychological/emotional health and domain specific intrapersonal health. Participants were asked to complete the GMBM-Q, the Basic Psychological Needs Scale (Deci & Ryan, 2000), and Ryff's Well-being Scale (Ryff, 1989). The results indicated that a person's overall interpersonal functioning, in other words having many strengths and few problems, was significantly predictive of their well-being. Furthermore, people's distribution of strengths and problems independently and differentially predicted satisfaction of the basic psychological needs for autonomy, competence, and relatedness.

**E213****DIMENSIONS OF PERSONALITY IN EXPLOSIVE-DETECTOR MILITARY WORKING DOGS** Samuel D. Gosling<sup>1</sup>, David L. Sinn<sup>1</sup>, Stewart J. Hilliard<sup>2</sup>;

<sup>1</sup>University of Texas, Austin, <sup>2</sup>341st Training Squadron, Lackland Air Force Base – Perhaps the most promising domain of canine-personality research is in the area of working dogs. Dogs are called upon to perform a great variety of tasks, ranging from rounding up sheep to assisting the visually impaired, that are of great importance to special economic interests or narrow segments of the population. However, because specially bred and trained working dogs are critical front-line assets in military and law enforcement functions (e.g., suspect apprehension, explosives detection, narcotics interdiction), they also exert have a much more pervasive influence on life in the developed world, especially in this age of

terroristic threat and globe-spanning low-intensity warfare. As in the case of humans, it is becoming clear that some individuals are better suited to some tasks than are others. As the first step in developing models to predict working performance from personality we present a structural analysis of twelve behavioral tests performed on over 465 Military Working Dogs when first acquired during procurement trips in Europe. Factor analyses suggested a four-factor solution. To examine the robustness of the solution, targeted procrustes analyses were performed; these analyses revealed that the solution was almost identical (overall factor congruence = .97) to that found when the dogs were tested again several weeks later prior to training at Lackland Air Force Base, TX. These analyses underscore the viability of measuring personality in working dogs and lay the foundation for developing predictive models of working-dog performance.

**E214****INVESTIGATING THE ASSOCIATION OF ETHNIC IDENTITY, NEUROTICISM, AND THE MODERATING EFFECTS OF COPING STRATEGIES ON REPORTS OF RACIAL DISCRIMINATION** Lenwood Hayman<sup>1</sup>, <sup>1</sup>Wayne State University –

Studies have found racial discrimination to be one of the most significant contributors to chronic stress in Blacks. However, few studies have investigated the role of ethnic identity and neuroticism in how Blacks perceive racial discrimination. Therefore, the purpose of the current study was to explore the influences of individuals' neuroticism and ethnic identity on their perceptions of racial discrimination and how the coping strategies they utilize moderate the resulting stress. It was hypothesized that the more racial discrimination throughout their lifetime individuals experienced, 1) the higher their levels of neuroticism and 2) the lower their ethnic identity. It was also hypothesized that for those individuals reporting frequent usage of a coping strategy, either adaptive or maladaptive, the higher their reports of racism-related stress. Two-hundred ninety-nine Black students, faculty, and staff from a large, urban, Midwestern university responded to an online to questionnaire. Eighty-two percent of the sample was women, with the mean age being 26 years (range = 17-61). Contrary to what was hypothesized, ethnic identity was significantly positively related to the number of lifetime racist events and no significant relationship was observed between neuroticism and number of lifetime racist events. Results also indicate the maladaptive coping strategy of substance use as having a moderating effect on the relationship between lifetime racial discrimination and discrimination-related stress. These findings suggest that past experiences with racial discrimination and how identified individuals are with their ethnicity are more important predictors of perceived racial discrimination than neuroticism and coping strategies.

**E215****"(I CAN'T GET NO) SATISFACTION": EXAMINING THE ROLE OF ACCOMPLISHMENTS AND GUILT IN THE RELATION BETWEEN CONSCIENTIOUSNESS AND LIFE SATISFACTION** Jennifer V. Fayard<sup>1</sup>,

Brent W. Roberts<sup>1</sup>, Richard W. Robins<sup>2</sup>; <sup>1</sup>University of Illinois at Urbana-Champaign, <sup>2</sup>University of California, Davis – Previous research has shown that the Big Five trait domain of conscientiousness is related to emotion, particularly to higher life satisfaction (DeNeve & Cooper, 1998). However, the mechanisms behind this connection have been largely unexplored. One possible explanation for this phenomenon is that conscientious individuals promote positive affect through accomplishments and by engaging in behaviors leading to positive life experiences, and avoid negative affect by avoiding behaviors that would result in negative experiences. This increased positive affect and decreased negative affect should ultimately lead to higher life satisfaction. An alternative explanation is that this relationship may be due to overlap between conscientiousness and extraversion and neuroticism. In a four-year longitudinal study (N = 508), we examined these hypotheses using students' Year 4 cumulative GPAs (accomplishments) and the resulting affect about their GPAs as potential mediators of the association between conscientiousness and life satisfaction. Results confirmed that conscientiousness and life satisfaction. Results confirmed that conscientiousness and life satisfaction.



tiousness at Year 1 predicted life satisfaction at Year 4. Further, these data indicate that Year 4 GPA and guilt about GPA partially mediated the relation between Year 1 conscientiousness and Year 4 life satisfaction. Additionally, we found that extraversion and neuroticism partially, but not fully, accounted for the relationship between conscientiousness and life satisfaction. These results demonstrate that achieving a high GPA and thus experiencing less guilt about GPA could help explain, in part, the relation between conscientiousness and life satisfaction. Also, a genuine relationship may exist between conscientiousness and life satisfaction that is not completely due to overlap with other personality traits.

#### E216

**EXTRINSIC AND INTRINSIC VALUES, FORECASTS, AND EXPERIENCES: AN EXPERIMENTAL APPROACH** Charles Nichols<sup>1</sup>, Kennon Sheldon<sup>1</sup>, <sup>1</sup>University of Missouri – Values and affective forecasts both influence the choices we make. Little research has examined individual differences in affective forecasts and their relation to value differences. An experiment was conducted wherein participants with different values were provided with either a value-congruent or a value incongruent experience, the affective consequences of which they had previously forecasted. Specifically, participants were unexpectedly given the chance to choose an Apple Itune song download, which they were either told to send to themselves or to some other person of their choice. Following this Itune manipulation, hedonic and eudaimonic well-being were assessed. While people in general tended to think that getting something would make them happier than giving something comparable to someone else, there was no significant difference by condition in affect or subjective happiness following the manipulation. Interestingly, giving (but not getting) an Itune significantly boosted participants' scores on a global measure of meaning in life. While relative extrinsic value orientation (REVO; Kasser & Ryan, 1996) did moderate the relationship between condition and forecasts (with more extrinsic participants predicting a larger well-being boost from getting, compared to giving), REVO did not moderate the relationship between condition and the different well-being outcomes. Study results suggest the existence of an affective forecasting error where people systematically overestimate the benefits of receiving relative to giving. Such a bias may be contributing to inefficiency in overall societal well-being maximization.

#### E217

**LESS THAN SATISFIED: EXPLORING THE PURCHASING DECISIONS OF MAXIMIZERS.** Alison L. Purvis<sup>1</sup>, Ryan T. Howell<sup>1</sup>; <sup>1</sup>San Francisco State University – Past research on decision-making has suggested that individuals tend toward a disposition that is characterized by either optimality and deliberation (i.e. maximizers) or sufficiency and action (i.e. satisficers). A recent study reported counterintuitive findings that maximizers are more likely to make spontaneous decisions based on a one-item assessment (Parker, de Bruin, Fischhoff, 2007). The present study was designed to explore any relationship between maximizing and impulsivity within the context of purchasing decisions. The implications for impulsive buying and maximizing tendency on well-being are also examined. Method. A diverse sample (N=140) was recruited using online social networks and a snowball recruitment method. Respondents completed an online survey assessing maximizing tendencies, impulsive buying tendencies, and life satisfaction. Results. Correlational analyses showed no association with self-reported maximizing or impulsive buying; however, both maximizing and impulsive buying tendencies were associated with lower life satisfaction. Strong relationships did emerge between planned buying and life satisfaction as well as self-reported maximizing and experiences of regret following purchases. Conclusion. The present study is the first to explore impulsive buying decisions in maximizers. Although there was no evidence supporting an association between maximizing tendencies and impulsive buying behavior, results suggest maximizers may experience a spike in life satisfaction from pre-buying deliberation followed by a significant life satisfaction drop due to

post-buying regret. Additionally, this study corroborates with past research indicating that self-reported maximizers are less satisfied with life than satisficers.

#### E218

**STRATEGIES TO ENHANCE CREATIVITY: NOVEL IDEA GENERATION AND THE CREATIVE COMBINATION PROCESS** Lian Rameson<sup>1</sup>, Steven Smith<sup>2</sup>, Catherine Mulvenna<sup>1</sup>; <sup>1</sup>UCLA, <sup>2</sup>Texas A&M – The generation of novel ideas is fundamental to the survival of a variety of systems, from social problem solving in everyday life, to the evolution of art and science. Conceptual combination is one of the central processes to novel idea generation. It occurs when two previously known concepts are combined to generate one new concept. The resulting concept can be judged for newness, or 'emergence', by whether it has attributes that are exclusive to it, and not shared with either of the parent concepts. The number of emergent attributes a new concept has can be used as the dependant variable for idea novelty. In an experimental setting, conceptual combinations of two known words, such as 'motorcycle' and 'carpet' are used to form fictional combinations, such as 'motorcycle carpet' for participants to generate definitions for. These definitions are subsequently used to generate lists of attributes, rated for emergence. Previous research has focused on the generative effects of similarity between the two parent words. Here (n=65), we examined the effects that environmental factors have on the creative process, namely generation rate over time (in a 1 hour sitting) and three taught strategies for idea generation. The taught strategies were designed to encourage or discourage idea fixedness. Results showed a significant effect of time and of taught strategy. This suggests it is possible to optimize novel idea generation by manipulating environmental factors. It has implications for individual and group brainstorming, and personal development in creativity.

#### E219

**AUDIENCE-SPECIFIC EXTRAVERSION PROFILES: ULTIMATE SIGNIFICANCE AND PROXIMATE CALIBRATION** Aaron Lukaszewski<sup>1</sup>, James Roney<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara – Recent research in personality psychology has supported the general proposition that personality traits exhibit substantial situational specificity in their intra-individual structure. However, the exact logic of such situational specificity has yet to be elucidated for many aspects of personality. The current research focuses on extraversion, taking an evolutionary psychological approach to identifying the situational dimensions along which individual differences along intraversion-extraversion continua may vary independently. Specifically, it is proposed that individual differences in extraversion should vary somewhat independently with respect to behavioral audiences that have been of distinct adaptive significance across human ancestral environments – specifically, family members, friends, and relatively unfamiliar individuals. In order to evaluate these hypotheses, the current study asked participants (N = 240) to rate a variety of introverted-extraverted behavioral decisions for the extent to which they would describe the behavior they would likely exhibit with respect to each of the focal behavioral audiences (family, friends, and four different unfamiliar audiences). Consistent with predictions, participants were highly consistent in their extraversion scores across the four heterogeneous unfamiliar audiences, while family- and friend-directed extraversion scores, respectively, explained minimal variance in extraversion expressed with respect to any other behavioral audience category (including one another). Furthermore, these audience-specific behavioral profiles were uniquely predicted by other person variables that are theorized to have determined the adaptiveness of an introverted vs. extraverted behavioral strategy across ancestral environments. In sum, these findings preliminarily support the novel proposal that audience-specific behavioral profiles may represent the natural structural units of individual differences in extraversion.

**E220**

**EVALUATING PRESCRIPTIONS FOR OPTIMISM: IDEAL PREDICTIONS ARE OFTEN (BUT NOT ALWAYS) OPTIMISTIC** Sara E. Andrews<sup>1</sup>, David A. Armor<sup>1</sup>, <sup>1</sup>San Diego State University – Is optimism always best? Decades of research has shown optimism to be associated with positive outcomes. However, several additional (and essentially independent) lines of research suggest two common-sense concerns: (1) that people may sometimes be too optimistic, and (2) that while optimism may be advantageous in some situations it may be disadvantageous in others. In the present research, we seek to integrate these considerations. Drawing from recent work on prescribed optimism (Armor, Massey, & Sackett, 2008) participants (N = 115) were randomly assigned to either make prescriptions (i.e., to indicate what predictions would be "best" to make), or to describe what predictions they would actually make, in each of 30 distinct situations. Analyses revealed three principal results: First, participants who were asked to prescribe ideal predictions clearly prescribed optimism. Across situations, these participants indicated that the best predictions would be significantly more optimistic than accurate, and significantly more optimistic than participants in the descriptive condition said they would be in these situations (implying that people are not optimistic enough). Second, there was a significant effect of situation, with participants reliably prescribing (and describing) more optimism in some situations than in others (pessimism was sometimes, though rarely, prescribed). Third, among participants who were asked to describe what predictions they would make, those who claimed to make predictions that were closer to the average prescribed ideals were better adjusted than those who claimed to make predictions that were further from these ideals. Implications of this situationally-sensitive approach to optimism will be discussed.

**Physical Health****E221**

**CONSCIENTIOUSNESS & HEALTH BEHAVIORS: CONSIDERATIONS OF LOWER ORDER FACETS AND OBSERVER RATINGS OF CONSCIENTIOUSNESS** Karen Sixkiller<sup>1</sup>, Yusuke Takahashi<sup>2</sup>, Grant W. Edmonds<sup>1</sup>, Joshua J. Jackson<sup>1</sup>, Tim Bogg<sup>3</sup>, Kate E. Walton<sup>4</sup>, Dustin Wood<sup>5</sup>, Peter Harms<sup>6</sup>, Jennifer Lodi-Smith<sup>7</sup>, Brent W. Roberts<sup>1</sup>; <sup>1</sup>University of Illinois, <sup>2</sup>University of Tokyo, <sup>3</sup>Indiana University, <sup>4</sup>St. John's University, <sup>5</sup>Wake Forest University, <sup>6</sup>University of Nebraska, <sup>7</sup>University of Texas – Although past research has shown strong correlations between conscientiousness and health behaviors, systematic multiple method assessment of this relation is lacking. This set of three studies examined the lower order structure of conscientiousness and its relationship to specific health behaviors (N = 617, 325, 259). Using participants from Illinois statewide, community and student samples and both self and observer reports, the results show differences in the predictive validity of self versus observer reports of conscientiousness when predicting health behaviors. Specifically, observer ratings were superior predictors of health behaviors than self reports. We also tested which facets of conscientiousness were the strongest predictors of health behaviors. Consistent with past research, Impulse Control and Conventionality were robust predictors of risky health behaviors across method. Preventative health behaviors were best predicted by Industriousness and Orderliness.

**E222**

**THE INFLUENCE OF CLOSE OTHERS' EXERCISE HABITS** Xiaomeng Xu<sup>1</sup>, Susan Darlow<sup>1</sup>, Arthur Aron<sup>1</sup>; <sup>1</sup>Stony Brook University – Previous research in the health domain has shown that support for exercise from close others is related to greater adherence to exercise. In the present study, building on social psychological theoretical models we investigated the role in this basic effect of potential mediators and moderators including interpersonal closeness, type of relationships, and context relevant attitudes and motivations. Specifically, we asked undergraduates to report on their own exercise habits, the exercise habits of their best friend and their

romantic partner (if they had one) for a typical week, as well as on the other hypothesized relevant variables. As expected, frequency of own exercise was positively correlated (especially strongly for mild and moderate forms of exercise) with frequency both of partner's and of friend's exercise. Exercise frequency was also positively correlated with frequency of exercising with another person (regardless of whether this person was a friend, partner, or someone else). Intrinsic, introjected, and identified motivation (but not external motivation) were significantly positively correlated with frequency of own exercise. Social support was not significantly correlated with frequency of exercising on one's own, but was significantly related to frequency of exercising with someone else. Felt closeness to the other person was also related to exercise frequency. These findings illustrate the role that social factors such as closeness and type of relationship may have on influencing exercise behavior and bears on our more general understanding of the role of relationship variables in important personal behaviors.

**E223**

**TARGET SEX AND FACIAL EXPRESSIVITY AFFECT OLDER ADULT OBSERVERS' FIRST IMPRESSIONS OF INDIVIDUALS WITH PARKINSON'S DISEASE** Amanda Hemmesch<sup>1</sup>, Linda Tickle-Degnen<sup>2</sup>, Leslie Zebrowitz<sup>1</sup>; <sup>1</sup>Brandeis University, <sup>2</sup>Tufts University – Problems with social relationships are common complaints for individuals with Parkinson's disease (PD). These difficulties may be related to facial masking, a symptom characterized by reduced expressivity in the face. Because gender norms suggest that women should be more socially-oriented and expressive than men, facial masking may be particularly detrimental to women with PD. Fifty-eight older adult observers viewed thin-slice videotapes of 12 individuals (6 women) with PD with lower or higher facial masking. Observers expressed less interest in getting to know women with higher facial masking and also rated them as less likely to provide social support than lower masking women. Facial masking was not associated with observers' ratings of men in these domains, possibly because higher facial masking violates gender norms for expressivity in women but not in men. These results highlight the role of facial expressivity in first impressions and suggest that biased impressions may contribute to social difficulties for individuals with PD, especially women.

**E224**

**COPING WITH CANCER: THE ROLE OF DEATH THOUGHT ACCESSIBILITY IN QUALITY OF LIFE AMONG WOMEN DIAGNOSED WITH BREAST CANCER** Cathy Cox<sup>1</sup>, Stephanie Reid-Armdt<sup>2</sup>, Jamie Armdt<sup>1</sup>; <sup>1</sup>Department of Psychological Sciences, University of Missouri, <sup>2</sup>Department of Health Psychology, University of Missouri – The diagnosis and progression of cancer can be a traumatic event for those affected and may trigger fears associated with pain, suffering, helplessness, and death (e.g., Ferrell et al., 1998). A long tradition of existential theorizing and the more contemporary perspective of terror management theory (Greenberg, Solomon, & Pyszczynski, 1986) suggest that the human struggle with the awareness of death can greatly affect people's physical and psychological well-being. The purpose of the present research was to examine whether being diagnosed with cancer increases concerns about death, and how associated increases in death accessibility influence health-related quality of life. Participants consisted of a community sample of 44 females who were diagnosed with either a cancerous or a non-cancerous breast mass. Participants completed a word-stem completion task measuring the accessibility of death-related thoughts (Greenberg et al., 1994), as well as the Functional Assessment of Cancer Therapy-Breast scale (FACT-B; Brady et al., 1997), which assesses quality of life across four domains: physical, emotional, social, and functional well-being. Consistent with past research, the results revealed that women diagnosed with cancer reported impaired physical, emotional, and functional well-being. Interestingly, they also evidenced greater death thought accessibility compared to those in the non-cancerous control condition. This heightened death thought accessibility was associated with lower well-being, and the effect of cancer diagnosis on well-being was mediated by death

thought accessibility. Implications of this research for coping with cancer diagnoses and the terror management health model (Goldenberg & Arndt, 2009) will be discussed.

### E225

**PSYCHOSOCIAL CONTRIBUTORS TO LATER LIFE HEALTH OPTIMISM AND PESSIMISM** Joelle Ruthig<sup>1</sup>, Bridget Hanson<sup>1</sup>, Heather Pedersen<sup>1</sup>, Alyssa Weber<sup>1</sup>, Judy Chipperfield<sup>2</sup>; <sup>1</sup>University of North Dakota, <sup>2</sup>University of Manitoba – Emerging research yields valuable information by comparing older adults' subjective health appraisals to an objective health (OH) indicator (e.g., physician's assessment). According to this "health congruence" comparison (Chipperfield, 1993), "health optimists" appraise their health as good despite poor OH, whereas "health pessimists" appraise their health as poor despite good OH. Health optimism benefits well-being, functional health, and survival. Health pessimism is maladaptive to well-being, functioning, and reliance on formal health care services. We extend limited research on contributors to health optimism and pessimism by examining psychosocial predictors (depression, dispositional optimism, social support, and life event stress) of health optimism among 297 older adults (60+) in poor OH and of health pessimism among 192 older adults in good OH. Controlling for age, gender, and income, OLS regression results showed significant predictors of health optimism were dispositional optimism ( $\beta = .16$ ), social support ( $\beta = .14$ ), and depression ( $\beta = -.26$ ). Significant predictors of health pessimism were dispositional optimism ( $\beta = -.19$ ) and life event stress ( $\beta = .16$ ). Using structural equation modeling (SEM), we examined health optimism and pessimism's associations with functional ability, health care management, healthy behaviors, and health control, accounting for the aforementioned psychosocial predictors. SEM results revealed significant positive paths from health optimism to functional ability ( $\beta = .43$ ), healthy behaviors ( $\beta = .38$ ), and health control ( $\beta = .15$ ); and negative paths from health pessimism to functional ability ( $\beta = -.33$ ) and health care management ( $\beta = -.20$ ). Findings indicate health optimism and pessimism have different psychosocial contributors and health correlates, highlighting the validity of the health congruence approach to later life health and well-being.

### E226

**PEERS AND PARENTS: MEDIATORS OF A DISCRIMINATION-TO-RISK RELATIONSHIP** Megan E. Roberts<sup>1</sup>, Meg Gerrard<sup>1,2</sup>, Frederick X. Gibbons<sup>1</sup>; <sup>1</sup>Dartmouth College, <sup>2</sup>Norris Cotton Cancer Center, Dartmouth Medical School – Considerable research has demonstrated the negative effects of early racial discrimination on subsequent developmental outcomes, such as poor mental health and behavioral problems. However, very few studies have focused on the association between racial discrimination and subsequent risky sexual behavior. In order to explore this relation, the present study used data from the Family and Community Health Survey (FACHS), a prospective study of 889 African American adolescents. Survey participants were aged 10-12 at time 1, and data were gathered 4 times over an 8-year period. In addition to assessing perceived racial discrimination and sexual behaviors, the survey also contained measures of deviant peer affiliations and parenting quality. Structural equation modeling that controlled for age, gender, socioeconomic status, and early sexual onset revealed that perceived discrimination at time 1 was associated with more risky sexual behavior at later waves. Furthermore, this relationship was mediated by deviant peer affiliations, parenting, and interactions between these two constructs. Specifically, early discrimination increased the likelihood of affiliating with deviant peers, which in turn promoted higher sex-risk behaviors. Deviant affiliations at early waves also appears to have prompted more effective parenting, and increases in effective parenting, in turn, indirectly protected against subsequent increases in risky sex, by way of a reduction in ensuing deviant peer affiliations. These results bear implications for the relation between racial discrimination and risky health behaviors during adolescent development, and are particularly consequential given the disproportionately high incidence of human immunodeficiency virus (HIV) within the African American community.

### E227

**SUNSCREEN USE AMONG RECREATIONAL CYCLISTS: MODERATORS OF HOW INTENTIONS PREDICT REPORTED BEHAVIOR** C. Raymond Knee<sup>1</sup>, Kristen N. Petty<sup>1</sup>, Aaron K. Joseph<sup>2</sup>; <sup>1</sup>University of Houston, <sup>2</sup>Baylor College of Medicine – Sunscreen use is known to be a major cancer-preventive behavior for those often exposed to the sun. Recreational cyclists are a unique group who spend prolonged time in the sun but who otherwise tend to be motivated for improved health and fitness. We examined social cognitive predictors of intentions and reported sunscreen use among a national sample of 927 (696 male) recreational cyclists. The online survey included measures of perceived rewards, costs, and self-efficacy of sunscreen use, as well as perceived susceptibility to photoaging. Intentions to use sunscreen and reported sunscreen use were the primary criteria. Potential moderators of the intention-behavior link were frequency of outdoor cycling, family history and personal experience with skin cancer, desirability of being tan, and having a skin type that is more likely to burn. Descriptive analyses revealed considerable variability in sunscreen use. Multiple regression analyses supported a model in which perceiving susceptibility to photoaging, perceiving fewer costs of sunscreen use, and having higher self-efficacy predicted stronger intentions to use sunscreen. Importantly, moderation analyses indicated that the association between intentions and sunscreen use was stronger among those who ride more frequently, those who have a family history or personal experience with skin cancer, those who tend to not burn easily, and those who find tanned skin less desirable. These findings suggest several avenues for prevention research on a population that normally is not considered at high risk for negative health behaviors.

### E228

**WHY ARE SELF-GENERATED ARGUMENTS PERSUASIVE?: AN EXAMINATION OF TWO POTENTIAL CAUSAL MECHANISMS IN HEALTH BEHAVIOR** Austin S. Baldwin<sup>1</sup>, Mark W. Vander Weg<sup>2,3</sup>, Alan J. Christensen<sup>2,3</sup>, Alexander J. Rothman<sup>4</sup>; <sup>1</sup>Southern Methodist University, <sup>2</sup>University of Iowa, <sup>3</sup>CRIISP, Iowa City VAMC, <sup>4</sup>University of Minnesota – People tend to be more persuaded by their own arguments than by someone else's, thus self-generated arguments may be an effective form of behavior change. Yet their effectiveness in changing behavior is limited by a lack of understanding the causal mechanisms underlying their effect. The purpose of this study was to test two possible underlying mechanisms: people being the source of the arguments (source effect), or the content of the arguments being naturally tailored (matching effect). Participants (N=109) were smokers who, prior to the experimental session, identified aspects of smoking most and least concerning to them. To test the research question, we used a 2 (argument source: self vs. other) X 2 (matched content: matched vs. mismatched) factorial design. Participants either wrote (self-generated) or read (other-generated) arguments with content based on aspects of smoking most (matched) or least (mismatched) concerning to them. Participants then evaluated the arguments and reported their intention to quit. There were no effects of argument source. However, matched argument participants (both self- and other-generated) evaluated the arguments to be of higher quality, more helpful in quitting smoking, and more personally relevant than did mismatched participants ( $ps < .001$ ). They also listed more positive and fewer negative thoughts about the arguments than did mismatched participants ( $ps < .003$ ). Moreover, perceptions of argument quality were associated with greater intention to quit smoking ( $p = .006$ ). The results suggest that self-generated arguments are effective because of a matching effect and not a source effect. The theoretical and applied implications of the findings will be discussed.

**E229****NOT SIMPLY "IN THEIR HEADS:" BEING BULLIED PREDICTS HEALTH PROBLEMS ABOVE AND BEYOND KNOWN INDIVIDUAL DIFFERENCES ASSOCIATED WITH HEALTH**

Priya A. Iyer<sup>1</sup>, Jennifer M. Knack<sup>2</sup>, Lauri A. Jensen-Campbell<sup>1</sup>; <sup>1</sup>University of Texas at Arlington, <sup>2</sup>University of Ottawa – Bullied children and adults are likely to report more health problems. However, no research to date has examined whether being bullied continues to predict health after controlling for personality differences known to influence both victimization and health. In Study 1, college students (N = 1182) completed online surveys that assessed bullying, health, and personality. In study 2, college students participated in a short-term longitudinal study (N = 69) that examined whether (1) fall victimization predicted health changes; (2) increases in victimization led to increased health problems; and (3) fall health predicted spring victimization when personality was taken into consideration. Victimization predicted negative health outcomes even after controlling for individual differences and was related to more negative health problems over time. These findings suggest that the influence of bullying on health may be occurring due to physiological changes rather than individual differences associated with both bullying and health.

**E230****INDIVIDUAL TRAITS AND INTERPERSONAL RELATIONSHIPS ARE ASSOCIATED WITH WOMEN'S RISK PERCEPTIONS FOR CHRONIC DISEASE**

Jada G. Hamilton<sup>1</sup>, Marci Lobel<sup>2</sup>; <sup>1</sup>Cancer Prevention Fellowship Program, National Cancer Institute, <sup>2</sup>Stony Brook University – Perceptions of disease risk are critical motivators of behavioral changes that can improve and protect people's health. Yet, little is known about social and personality factors that contribute to disease risk perceptions. Research suggests that traits such as optimism may influence how people think about their susceptibility to disease. Interpersonal relationships, such as the presence of disease-afflicted others in one's social networks, are also likely to contribute to risk perceptions. Additionally, factors that objectively increase disease risk are likely to affect risk perceptions. This study used structural equation modeling to test hypothesized associations of traits (optimism, health locus of control), interpersonal relationships (social exposure to disease, perceptions of stigmatization), and objective risk factors (family disease history, age, body mass index, preventive health behaviors) with women's risk perceptions for cardiovascular disease, breast cancer, and lung cancer. Hypothesized models were tested separately in 454 younger (ages 18-25) and 180 older (ages 40+) women who completed psychometrically-robust study measures. Results indicate that objective risk factors were largely unrelated to women's risk perceptions. Predictors of disease risk perception differed for younger and older women: Interpersonal relationships contributed to heightened risk perceptions in both groups, whereas individual traits were associated with decreased risk perceptions in older women only. Results underscore the central role of social and personality factors in affecting how women view their health risks and suggest that differences in the factors that reduce perceived vulnerability with advancing age reflect attempts to cope with elevated risk for chronic disease.

**E231****FEELINGS OF INSECURITY CAUSE GREATER PHYSICAL SYMPTOM REPORTING**

Diane Eaton<sup>1</sup>, Matthew Giddens<sup>1</sup>, James Hamilton<sup>1</sup>; <sup>1</sup>The University of Alabama – This study investigated the relationship between attachment style and self-reported symptoms of physical illness. Previous research has indicated a link between insecure attachment and medically unexplained symptoms, but the nature of that relationship is poorly understood. One possibility is that persons with insecure attachment use illness behavior as an interpersonal strategy to buffer themselves against rejection and criticism. We hypothesized that an insecure attachment prime would increase symptom reporting, particularly for individuals with an anxious attachment style. Participants completed a screening measure of physical symptoms. In the main portion of the study they read one of three randomly assigned stories that included (1)

a secure attachment prime, (2) an insecure attachment prime, or (3) no attachment prime. After reading the story, participants repeated the physical symptom checklist. As expected, participants primed with the insecure attachment story reported more physical symptoms (comparing pre to post test measure) than participants in the two other conditions. Furthermore, results indicated that the relationship between the prime condition and increased self-reported symptoms was mediated by the degree to which participants believed they would feel unsupported and unappreciated had the events described in the story happened to them. However, general negative affective reactions to the priming story did not mediate the effect. None of the effects were moderated by pretest measures of attachment. These results support the possibility that physical symptom reporting might reflect a means of coping with attachment threats.

**E232****THE DAILY UPS AND DOWNS: USING ECOLOGICAL MOMENTARY ASSESSMENT TO UNDERSTAND HOW WITHIN-PERSON VARIABILITY IN PSYCHOSOCIAL FACTORS AFFECTS WEIGHT CONTROL**

Jutta Mata<sup>1</sup>, Teresa Santos<sup>2</sup>, Paulo N Vieira<sup>2</sup>, Marlene N Silva<sup>2</sup>, Sílvia R Coutinho<sup>2</sup>, Pedro J Teixeira<sup>2</sup>; <sup>1</sup>Technical University Lisbon & Stanford University, <sup>2</sup>Technical University Lisbon – Objective: Higher levels in psychosocial factors such as motivation and self-efficacy are known to help successful weight control. However, the effects of their within-person fluctuation over time on weight loss and maintenance are unknown. Design: This study uses a process-oriented method, ecological momentary assessment with daily measurements in two 3-week assessment periods at three and ten months into a one-year weight control intervention. Participants were 109 women (age M=38.67 years, BMI M=31.70 kg/m<sup>2</sup>). Main Outcome Measures: Determinants of weight-related health behavior, such as exercise and eating self-efficacy, exercise motivation, and physical self in a natural context. We investigated the extent of fluctuation in those factors and how well their fluctuation predicted weight loss and other weight-related outcomes. Results: We found substantial amounts of within-person fluctuation for all psychosocial variables at both assessment points. Importantly, the amount of fluctuation in eating self-efficacy and physical self at three months predicted weight loss at twelve months. Also, instability in key variables such as physical activity self-efficacy and exercise motivation was associated with level of depressive symptoms and general self-esteem at twelve months. Conclusion: These findings underline the importance of investigating within-person variability in psychosocial factors to better understand weight control.

**E233****COLLEGE STUDENTS' PERCEPTIONS OF BEING "EXEMPT" FROM THE NEGATIVE CONSEQUENCES OF BINGE DRINKING: ABSENT-EXEMPT THINKING AND ALCOHOL POISONING**

Miko Wilford<sup>1</sup>, Michelle L. Stock<sup>2</sup>; <sup>1</sup>Iowa State University, <sup>2</sup>The George Washington University – Absent-exempt is the belief that if one has not yet experienced negative consequences, despite engaging in risky behavior, then one is unlikely to in the future (Weinstein, 1989). The purpose of the present study was to design and test an absent-exempt construct for alcohol poisoning (AP) due to alcohol consumption. This study also examined the associations between absent-exempt, willingness and intentions to binge drink, perceived vulnerability (PV) to the negative consequences of drinking, and binge drinking behaviors among three samples of college students (total N = 1924). A 5-item absent-exempt endorsement scale regarding feelings of being exempt from future AP among drinkers was created and found reliable ( $\alpha$ s = .85, .84, .77). On average, 71% of participants reported binge drinking and 38% reported experiencing AP in the past. Absent-exempt endorsement was strongly associated with reports of binge drinking ( $r$ s = .17, .34, .16,  $p$ s < .001). In addition, absent-exempt endorsement was associated with higher levels of willingness ( $r$ s = .13, .30, .16,  $p$ s < .005) and intentions to binge drink ( $r$ s = .13, .26, .11,  $p$ s < .005). Although absent-exempt correlated highly with PV ( $r$  = -.31, -.16, -.19,  $p$ s < .02), factor analyses revealed that for all datasets they loaded onto their

own construct. Independent samples t-tests revealed that the men reported higher levels of absent-exempt endorsement than the women ( $t > -4.9$ ,  $ps < .001$ ). These results suggest that lowering absent-exempt endorsement could be an effective method to lowering participation in risky binge drinking behaviors.

#### E234

##### **A MOTIVATIONAL UNDERSTANDING OF THE RELATION BETWEEN MEDICALLY UNEXPLAINED SYMPTOMS AND DEPRESSION** Julie

Cunningham<sup>1</sup>, Courtney Worley<sup>1</sup>, Lauren Hayes<sup>1</sup>, Jim Hamilton<sup>1</sup>; <sup>1</sup>University of Alabama – There is a connection between the reporting of medically unexplained symptoms and depression, however, the exact nature of this relation is unknown. In this investigation, we hypothesized that depressed individuals' enactment of the sick role may be motivated by various esteem and interpersonal needs. For instance, these individuals may view the sick role positively because it affords them the opportunity to feel special if they are presenting a unique illness, or an illness can function as an excuse personal or social failings. College students completed questionnaires measuring self-appraised health and attitudes towards the sick role, as well as a depression screener. Regression analyses replicated the finding from earlier research that depression is related to poor self-rated health. Our analyses also confirmed our own hypotheses that medical uniqueness and medical excuse making – two variables measuring positive attitudes toward the sick role – mediate this relation. These results support interpersonal and self-enhancement theories of medically unexplained symptom reporting.

#### E235

##### **RACIAL DISPARITIES BETWEEN LATINA AND CAUCASIAN WOMEN IN FACTORS ASSOCIATED WITH HPV VACCINATION** Rachel Reimer<sup>1</sup>, Amy

Houlihan<sup>2</sup>, Melissa Deer<sup>3</sup>, Andrea Lund<sup>4</sup>; <sup>1</sup>Des Moines University, <sup>2</sup>Texas A & M - Corpus Christi, <sup>3</sup>Simpson College, <sup>4</sup>University of Minnesota - Morris – The purpose of the current research was to examine social and behavioral factors that contribute to the documented racial disparity in prevalence of human papillomavirus (HPV) and risk for cervical cancer. This research is important because HPV is the most common sexually transmitted infection in the United States and Latina women are at a disproportionate risk of cervical cancer relative to other racial/ethnic groups. Research on the prevalence and predictors of HPV vaccination is emerging, but often methodologically flawed, atheoretical, and conducted without a focus on the most at-risk population (i.e., Latinas). Three hundred Latina and Caucasian women aged 15-30, were recruited from Primary Health Care Clinics to participate in a survey study. Measures from the Integrated Behavioral Model and the Prototype Willingness Model included: religiosity, acculturation, machismo, knowledge about STDs and HPV, descriptive and injunctive norms, beliefs and attitudes about HPV and the HPV vaccine, vaccination status, mother-daughter communication, and previous health protective and risk behaviors. A series of ANCOVAs and hierarchical linear regressions were conducted. Covariates included education, income, marital status, and age. Vaccine rates were quite low (10%) and no race differences emerged. Results indicated that Whites ( $M = 15$ ) initiated sexual activity earlier than Latinas ( $M = 17$ ), and had more lifetime sexual partners ( $M_s = 10-12$  vs.  $7-9$ ). Mother-daughter communication was associated with higher HPV knowledge among Latinas, but not among Whites. Results suggest that significant differences between Latina and White women with respect to social and behavioral factors are important for HPV prevention behaviors.

#### E236

##### **I EXERCISE THEREFORE I DRINK: STRESS, ALCOHOL USE, AND EXERCISE ADHERENCE** Susan Whitbourne<sup>1</sup>, Catherine Sanderson<sup>2</sup>;

<sup>1</sup>University of Massachusetts Amherst, <sup>2</sup>Amherst College – A paradoxical finding in the health literature on undergraduates is the positive association between exercise adherence and alcohol use. The present study extends prior work by examining the role of stress in mediating this relationship. 166 undergraduates completed measures of stress, exercise

adherence, and a variety of health-related behaviors. Although there was no direct association between ratings of stress intensity and exercise adherence, students who engaged in high risk health behaviors showed distinct patterns of exercise adherence. First, students who drank more frequently had higher exercise adherence scores. Second, and not surprisingly, smokers were more likely to exercise than were non-smokers. Arguing against the interpretation that high stress is associated both with greater propensity to exercise and greater tendency to drink, there was no association between stress and either exercise or alcohol use. Individuals with high self-rated stress stated that they were more likely to exercise for reasons related to health rather than for non-health related reasons, although their exercise adherence scores were no higher than those who exercised for social reasons. Thus, although stress was related to exercise motivation, the perception of high levels of stress did not moderate the relationship between exercise adherence and frequency of alcohol consumption. The present findings extend previous literature showing the relationship between alcohol use and exercise frequency and present yet a further paradox, that although perceived stress is related to the stated desire to exercise for health reasons, there are no objective differences in exercise frequency for low and high stressed individuals.

#### E237

##### **CHILDREN'S ASCRIBED MOTIVATIONS FOR SMOKING ELICITED BY PROJECTIVE QUESTIONING** Merrie Brucks<sup>1</sup>, Paul M. Connell<sup>2</sup>, Dan

Freeman<sup>3</sup>; <sup>1</sup>The University of Arizona, <sup>2</sup>Stony Brook University, <sup>3</sup>University of Delaware – The goal of this study was to generate a theoretical model for processes involved in children's learning of lifestyle associations with adult-themed products. Because we suspected that children's lifestyle associations have been learned implicitly, and because social desirability biases are a threat to validity in substance use research, we employed projective interviewing techniques. We conducted 271 interviews with second and fifth graders using advertisements and pictures of people who have various personal and lifestyle characteristics as stimuli to elicit responses. Each child saw two cigarette ads cigarettes embedded in a series of five ads (including unrelated products). For each ad, children selected pictures of people who might be likely or unlikely to use that product. Each child was probed with follow-up questions to reveal motivations attributed to these people. Qualitative data analysis revealed three broad motives attributed to characters in the images: social, esteem, and relaxation. Themes within the social motive included smoking for fun in social situations and smoking to impress others, whereas themes within the esteem motive included issues with weight and thinness. Themes within the relaxation motive included needing to escape one's troubles or smoking for leisure. We argue that similarity of lifestyle picture selections and attributed motivations between the second and fifth graders, in combination with the non-verbal nature of the second graders' associations, suggests that children did not purposefully and thoughtfully develop them. This pattern is consistent with an associative processing model of memory, in which advertisements, media images, and personal observations are encoded pre-consciously.

#### E238

##### **A MODEL OF HIV TESTING AND DISCLOSURE IN SOUTH AFRICA** Lauren

Wong<sup>1</sup>, Heidi Van Rooyen<sup>2</sup>, Precious Modiba<sup>3</sup>, Linda Richter<sup>2</sup>, Glenda Gray<sup>3</sup>, James McIntyre<sup>3</sup>, Christine Dunkel Schetter<sup>1</sup>, Thomas Coates<sup>4</sup>; <sup>1</sup>Department of Psychology, UCLA, <sup>2</sup>Human Sciences Research Council, Pretoria, South Africa, <sup>3</sup>Perinatal HIV Research Unit, University of Witwatersrand, South Africa, <sup>4</sup>Program in Global Health, UCLA – Background: HIV-positive diagnoses are high among South Africans and continues to rise. The current study presents a theoretical model of the psychosocial determinants and consequences of HIV disclosure. Methods: Cross-sectional survey from random community samples of men and women in urban and rural South Africa ( $n = 217$  HIV positive individuals, 89% female). Results: The proposed model was well supported. Two thirds of all known HIV-infected adults in these communities had disclosed their status to sexual

partner(s). On average, individuals who disclosed were 2 years older, higher in socioeconomic assets, and had known their HIV status 7 months longer than those who had not told their sexual partner(s). People who eventually disclosed their HIV status to sexual partner(s) were significantly more likely to report always or more frequently using condoms, reducing their number of sexual partners, and/or becoming monogamous. Among individuals who disclosed their HIV status, 77% reported increases in social support, with families providing the most support.

### E239

**RISK UNDERESTIMATION FOLLOWING RECEIPT OF POSITIVE MELANOMA GENETIC TEST RESULTS PREDICTS IMPROVEMENTS IN PREVENTION AND SCREENING** Jennifer M. Taber<sup>1</sup>, Lisa G. Aspinwall<sup>1</sup>, Sancy A. Leachman<sup>2,1</sup>, <sup>1</sup>University of Utah, <sup>2</sup>Huntsman Cancer Institute – A major goal of predictive genetic testing is to alert people to their elevated risk prior to the development of illness, when early detection and prevention are still possible. In the case of melanoma, a pathogenic CDKN2A/p16 mutation confers a 76% lifetime risk of this aggressive and potentially fatal cancer. A great deal of evidence suggests that people process threatening health information defensively, but little is known about how people adjust to such highly self-relevant and consequential health-risk information over time as they consider risk-management options. We examined changes in both subjective risk perceptions and recall for the risk estimates provided in conjunction with their genetic test results among 62 adult members of melanoma-prone families over a 2-year period. Unaffected members (those without a personal history of melanoma) who received positive test results consistently reported subjective lifetime risk estimates that were approximately 29% lower than what they were actually told. These differences were obtained immediately after test reporting and were maintained at 1 month and 2 years. Of particular interest, participants who explicitly indicated that their risk was lower than what the counselor told them reported prospective improvements in prevention and screening behavior over the 2-year period. Such underestimation was not observed among patients with a melanoma history, who reported risk estimates for new melanomas that equaled or exceeded what they had been told. These findings suggest that less-than-complete acceptance of one's risk for serious disease may coexist with, reflect, or even foster efforts to manage one's risk.

### E240

**THE IMPACT OF PROVOCATION AND SOCIAL SUPPORT ON CARDIOVASCULAR REACTIVITY AND DISPLACED AGGRESSION.** Laura Matthews<sup>1</sup>, William Pedersen<sup>1</sup>, Joaquin Castro<sup>1</sup>, Melissa Drysdale<sup>1</sup>, Jennifer Eifler<sup>1</sup>, Holly Gomez<sup>1</sup>, Marianne Grosvenor<sup>1</sup>, Kasey Fong<sup>1</sup>, Naoko Kitabayashi<sup>1</sup>, Kristian Miranda<sup>1</sup>, Yasmin Renteria<sup>1</sup>, Alison Sheldon<sup>1</sup>; <sup>1</sup>California State University, Long Beach – Previous research has demonstrated that cardiovascular reactivity predicts hypertension, coronary disease, and possibly contributes to the development of cardiovascular disease (Christenfeld et al., 1997). Social support has been shown to have protective effects against stressors and behaviors that negatively impact mental and physical health (Cohen & Wills, 1985). The aim of this study is two-fold, in that it is the first to examine the interaction of social support and provocation on cardiovascular reactivity, and investigate how receiving social support can impact subsequent displaced aggression after a provocation. Participants were either provoked or not provoked, then did or did not receive social support during a stressful situation. Participants then were given the opportunity to displace aggression against an innocent other. As expected, those who were provoked and then received social support had lower systolic blood pressure and displayed less displaced aggression relative to those who did not receive social support. Implications of social support in the reduction of cardiovascular reactivity and displaced aggression are also discussed.

## Self-Esteem

### E241

**FRAGILE SELF-ESTEEM: HIGH LEVELS OF SELF-ESTEEM INSTABILITY IN RESPONSE TO DAILY EVENTS** Loraine F. Lavalley<sup>1</sup>, Cherisse L. Seaton<sup>1</sup>, Cheyenne R. Murray<sup>1</sup>, Joanna A. Pooley<sup>1</sup>; <sup>1</sup>University of Northern British Columbia – The vast majority of North Americans report that they feel quite positively about themselves (Heine, Lehman, Markus & Kitayama, 1999). The number of people who view themselves positively, however, seems remarkably high given the cultural preoccupation with maintaining and increasing self-esteem. We postulated that people report positive self-regard but nevertheless remain concerned about their self-esteem because, in general, their positive self-regard is fragile and frequently shaken in daily life. To examine this proposition, we conducted two daily diary studies on undergraduates (N=129; 85) and assessed how frequently they experienced declines in self-esteem following their most negative daily events during a two week period. In pretest surveys we assessed self-esteem levels and desire for higher self-esteem. Global self-esteem scores conformed to the typical negatively-skewed distribution indicating that the majority of participants (81%) had self-esteem scores above the mid-point of the scale. Nevertheless, a large proportion of participants (72%) endorsed the statement "I would like my self-esteem to be higher". In terms of self-esteem instability, in both samples participants on average reported decreases in self-esteem for about half of the negative events (56%, 45%); in other words, every other day participants typically experienced an event that decreased their self-esteem. Gender did not moderate these findings. Thus, just as positive self-esteem is pervasive, fragile self-esteem appears to be as well. Regression analyses demonstrated that people with low self-esteem and people with unstable high self-esteem were more likely to desire higher self-esteem than people with stable high self-esteem.

### E242

**WHAT PSYCHOSOCIAL RESOURCES CAN BUFFER AGAINST NEGATIVE EFFECTS OF IMPLICIT AND EXPLICIT SOCIAL EXCLUSION?** Kuniaki Yanagisawa<sup>1</sup>, Chikae Isobe<sup>1</sup>, Mitsuhiro Ura<sup>1</sup>; <sup>1</sup>Hiroshima University – Extensive research has confirmed that social exclusion evokes negative affects in socially excluded individuals. Also, previous research found social exclusion accentuates social pain which is reflected in activation of the anterior cingulate cortex. This accentuation occurred not only as a result of explicit social exclusion (i.e. individuals were prevented by other players from participating in a social activity: ESE) but also resulted from implicit social exclusion (i.e. individuals were unable to join other players in a social activity because of extenuating circumstances: ISE) (Eisenberger, Lieberman & Williams, 2003). Thus, even if the social exclusion is subtle, it elicits negative affects for the excluded individuals. However, some recent studies suggest that people with high psychosocial resources suffer less negative effects after social exclusion (e.g., Gardner, Pickett & Knowles, 2005). Therefore, the present experiment was conducted to investigate whether psychosocial resources can buffer against negative effects of ISE and ESE. In particular, we focus on the distinct effects of trait self-esteem and general trust as psychosocial resources. University freshmen (n=72) individually participated in a laboratory experiment that ostensibly used instant messaging through a computer network. Results showed that higher trait self-esteem predicts lower negative affects in ISE conditions, but the level of general trust is not effected by ISE conditions. In contrast, results showed that higher general trust predicts lower negative affects in ESE conditions, but the level of self-esteem is not effected by ESE conditions. Finally, we discussed the function of psychosocial resources on the adaptation process after social exclusion.

**E243****CONTINGENT SELF-ESTEEM AND AGGRESSION IN MALE AND FEMALE ADOLESCENTS: EVIDENCE FOR DEFENSIVE PROCESSES**

Arjan Bos<sup>1</sup>, Eric Rassin<sup>2</sup>, Ayla Gözek<sup>2</sup>, Ana Salgado Dominguez<sup>2</sup>; <sup>1</sup>Maastricht University, The Netherlands, <sup>2</sup>Erasmus University Rotterdam, The Netherlands – Contingent self-esteem refers to the extent to which self-esteem is contingent upon outcomes and achievements (Kernis, 2002). People with contingent self-esteem are preoccupied by their performance and evaluations of others. Their self-esteem levels fluctuate depending on success or failure. It is conceivable that persons with high contingent self-esteem engage more in defensive processes and display more physical or verbal aggression, anger and hostility than those with low contingent self-esteem. The relationship between contingent self-esteem and aggression has received limited attention, and has never been examined among adolescents. Adolescents (171 boys and 144 girls; Mean age 13.83 years) filled out a questionnaire, containing Rosenberg Self-Esteem Scale (Rosenberg, 1965), the Self-Worth Contingencies Questionnaire (Burwell & Shirk, 2003) and the Aggression Questionnaire (Buss & Perry, 1992). Unique and interactive effects of global and contingent self-esteem on the four subscales of the Aggression Questionnaire were examined by means of hierarchical regression analyses. Results revealed no significant effects of both self-esteem measures on physical or verbal aggression. Global self-esteem was negatively related to anger in boys ( $\beta = -.27$ ) and girls ( $\beta = -.34$ ). Global self-esteem was also negatively related to hostility in boys ( $\beta = -.36$ ) and girls ( $\beta = -.37$ ). Contingent self-esteem was positively related to hostility in boys ( $\beta = .31$ ) and girls ( $\beta = .23$ ). Results show that global and contingent self-esteem are related to reactive forms of aggression in adolescents rather than proactive forms. Furthermore, the results provide more evidence for the link between contingent self-esteem and defensive processes.

**E244****EMBODIED SELF-ESTEEM: CHAIR HEIGHT INFLUENCES SELF AND SOCIAL STATUS EVALUATIONS**

Neville Todd<sup>1</sup>, Jamin Halberstadt<sup>1</sup>; <sup>1</sup>University of Otago – Recent views of "embodied cognition" (e.g., Barsalou, 2008; Niedenthal, 2007) assume that concepts are grounded in the sensory-motor experiences accompanying them. As a result, activation of a concept results in a partial re-instantiation of the associated behaviors and, conversely, the behaviors are sufficient to activate the concept. Several studies have already reported changes in particular self-perceptions (e.g., power; Schubert & Koole, 2009) as a function of participants' immediate behavior (e.g., making a fist). In the current study, we provide evidence to suggest that self-esteem itself can be embodied by one's physical position and/or visual angle. Participants completed measures of self-esteem and social status while seated in either a tall or a short chair, requiring them to look down or up to the computer monitor, respectively. Results show that participants in a tall chair reported greater status-related self esteem and viewed themselves higher in the social hierarchy. Women in high chairs also rated their surname initial more positively in the name letter task, a measure of implicit self esteem. The results were not due to mood or comfort differences across the two conditions. It appears that people feel better about themselves when they are literally looking down on others.

**E245****"I NEED YOU, I NEED YOU NOT" THE ROLE OF RELATIONSHIP-CONTINGENT SELF-ESTEEM IN RELATIONSHIP COMPARISONS**

Craig Vollert<sup>1</sup>, Amy L. Bush<sup>1</sup>, Alma Correa<sup>1</sup>, C Raymond Knee<sup>1</sup>; <sup>1</sup>University of Houston – The relationships of others can be a valuable source of information about one's own close relationship (Buunk, Collins, Taylor, VanYperen, & Dakof, 1990). Relationship comparisons involve examining how one's romantic relationship fares in comparison to others' relationships. Individuals generally vary in their concern with and tendency to engage in comparisons with others (Buunk, 2006). One factor expected to influence this individual difference was Relationship-Contingent Self-Esteem (RCSE; Knee, Canevello, Bush, & Cook, 2008). Relationship-Con-

tingent Self-Esteem is an unhealthy form of self-esteem that pertains specifically to romantic relationships, and reflects the degree to which one's sense of self depends on one's romantic relationship. Those who are higher in RCSE are more sensitive to relationship events and the implications that they carry. We hypothesized that those higher in RCSE would be more likely to compare their relationship with others' relationships, especially when unsatisfied with their romantic partner. Couples (N=71) in relationships of 1 month or longer completed a written survey that included measures of RCSE, satisfaction with one's partner, and tendency to engage in relationship comparisons. Multilevel modeling revealed that those higher in RCSE reported more frequent comparisons between their own relationship and others' relationships, but only when they were less satisfied with their partner. Thus, when one's self-worth is largely based on romantic relationships and one is less satisfied with his or her partner, frequent relationship comparisons may be one way individuals obtain additional information about where their relationships stand.

**E246****DO PEOPLE WITH HIGH SELF-ESTEEM ALWAYS BOOST THEIR INDEPENDENCE THROUGH EGO THREAT? ASYMMETRY EFFECT OF TASK-RELEVANT AND INTERPERSONAL THREAT ON CULTURAL SELF-CONSTRUAL.**

Ken'ichiro Nakashima<sup>1,2</sup>, Kuniaki Yanagisawa<sup>1</sup>, Mitsuhiro Ura<sup>1</sup>; <sup>1</sup>Hiroshima University, <sup>2</sup>Research fellow of the Japan Society for the Promotion of Science – Previous research (Heatherton & Vohs, 2000; Vohs & Heatherton, 2001) has indicated that people with high trait self-esteem become more independent after experiencing a task-relevant threat, whereas low trait self-esteem people become more interdependent. However, in these studies, it remained an open question as to whether interpersonal threat has the same effect. The purpose of this study was to clarify whether the level of trait self-esteem moderates what type of threat is related to independent or interdependent self-construal. It was hypothesized that for high self-esteem people, the level of task-relevant stress would be positively (or negatively) related to their independence (or interdependence), whereas the level of interpersonal stress would have an opposite effect. In order to examine the hypothesis, we conducted a longitudinal questionnaire survey with a 3-month interval. Respondents were 126 undergraduates. They completed a questionnaire consisting of scales regarding trait self-esteem, cultural self-construal (independence / interdependence), and the frequency of task-relevant and interpersonal stressful events. The results of a multi-population analysis of structural equation models were consistent with our hypothesis. Only for those with high self-esteem was the increase of task-relevant stress positively related to their independence, while the increase of interpersonal stress was related to their lowered independence and heightened interdependence. These findings suggest that task-relevant and interpersonal threat have an asymmetry effect on cultural self-construal for high self-esteem people.

**E247****THE "OPENNESS" OF A SOCIETY DETERMINES THE RELATIONSHIP BETWEEN SELF-ESTEEM AND SUBJECTIVE WELL-BEING:**

Kosuke Sato<sup>1</sup>, Masaki Yuki<sup>1,64</sup>; <sup>1</sup>Hokkaido University, Japan – Previous studies have shown that the impact of self-esteem on subjective well-being (SWB) is stronger in North America than in East Asia. While this difference is typically explained by the theory of cultural self-construals, we propose a more generalizable theory to explain it in terms of differences in relational mobility (RMob), a socio-ecological factor reflecting the general amount of opportunity to form new relationships in a given society/ social context. We hypothesized that the association between self-esteem and SWB should be moderated by RMob. In high (vs. low) RMob society where people have to compete with others to acquire desirable new relationships, one's self-esteem or "relational value" predicts the success to form them thus self-esteem should have a higher impact in predicting SWB. Our previous research using multi-methods (such cross-national, cross-regional, and priming experimental studies) obtained consistent

results supporting our hypothesis. In the current study, we tested our hypothesis with another method-- a cross-situational comparison with Quasi-experimental design. We compared the moved and non-moved freshmen who just entered university. Freshmen moved for university are in a situation higher in RMob than non-moved ones because, having left physically from their previous relationships, they need to find new partners and establish new relationships. On the contrary, non-moved freshmen are in a situation lower in RMob because they still retain their previous relationships, such as their family and friends from high school. As predicted, we found stronger positive correlations between self-esteem and SWB among the moved freshmen than non-moved freshmen.

#### E248

**SOME CONSEQUENCES OF BASING SELF-WORTH ON BEING VIRTUOUS** Ryan P. Gladding<sup>1</sup>, Lora E. Park<sup>1</sup>; <sup>1</sup>University at Buffalo, The State University of New York – Researchers have identified seven primary domains in which people may base their self-worth (Crocker, Luhtanen, Cooper, & Bouvrette, 2003). To this point, researchers have focused primarily on contingencies that rely mostly on others for validation (e.g., appearance). Little research has been conducted on contingencies (e.g., virtue) that are thought to be less reliant on external validation. The present studies investigated the effect of basing self-worth on virtue (i.e., adherence to one's moral standards) on prosocial behavior and attitudes about societal issues following a threat to one's sense of virtue. Participants completed initial questionnaires assessing contingencies of self-worth, trait self-esteem, volunteer motivations, and dimensions of moral values. Next, participants were randomly assigned to receive either positive (i.e., boost) or negative (i.e., threat) bogus computerized feedback about their morality and virtuousness compared to other students, or to receive no feedback (control). Afterwards, they completed measures of state self-esteem, mood, and a measure of helping behavior (Study 1) or a measure of attitude change (Study 2). Regression analysis revealed significant two-way interactions, controlling for relevant measures. Following threat, participants who strongly based self-worth on virtue reported less positive affect ( $\beta = -.31, p < .01$ ; Study 1), decreased state self-esteem ( $\beta = -.25, p < .05$ ; Study 2), were significantly less likely to help ( $\beta = -.40, p = .01$ ; Study 1), and reported more conservative attitudes ( $\beta = -.13, p < .01$ ; Study 2). Basing self-worth on virtue thus appears to be at least partially susceptible to external validation and threat.

#### E249

**DISCRIMINATING AGAINST PEOPLE WITH LOW SELF-ESTEEM: ARE LSES EACH OTHER'S WORST ENEMY?** Jennifer C. D. MacGregor<sup>1</sup>, Jessica J. Cameron<sup>2</sup>, John G. Holmes<sup>1</sup>; <sup>1</sup>University of Waterloo, <sup>2</sup>University of Manitoba – Our previous research suggests that low self-esteem (LSE) is perceived as an undesirable characteristic. The purpose of this research was to examine real-world implications of this stigma. Participants evaluated an applicant for a Data Entry/Analyst position after reading the applicant's resumé, reference letter and a job ad. Half the participants were led to believe that the applicant had low self-esteem; the other half were not. We also manipulated whether or not excellent social skills were a job requirement in order to examine the extent to which treatment of LSEs varied as a function of the relevance of self-esteem to the position. Results indicated that even when excellent social skills were not required, participants with higher self-esteem (HSEs) discriminated on the basis of applicant self-esteem, having less confidence in the LSE applicant and rating him/her as less suited for the position than the control applicant. However, when excellent social skills were required, only LSEs rated the LSE applicant less favourably, suggesting a lower pay rate and hiring likelihood. Surprisingly, LSEs in this condition also over-extended their negative view of the LSE applicant to other qualities such as how intelligent and interesting to talk to the applicant seemed. This study reveals that LSEs may be better than HSEs at understanding the role of self-esteem as it relates to situational demands. However, it also

suggests that, on a personal level, LSEs are overly harsh on their fellow LSEs, perhaps projecting their own insecurities about deservingness onto similar others.

#### E250

**IS MERITOCRACY BENEFICIAL FOR LOW STATUS GROUPS? EVIDENCE THAT MERITOCRACY PROTECTS SELF-ESTEEM BY INCREASING PERCEIVED CONTROL** Joseph D. Wellman<sup>1</sup>, Shannon K. McCoy<sup>1</sup>, Ellen E. Newell<sup>1</sup>, Brandon Cosley<sup>1</sup>, Laura Saslow<sup>2</sup>; <sup>1</sup>University of Maine, <sup>2</sup>University of California - Berkeley – In America, some groups and individuals have more power and access to social goods than other groups and individuals. This unequal status hierarchy is maintained in part by endorsement of beliefs that legitimize the status quo (e.g. meritocracy). Many scholars have argued that while endorsing status legitimizing beliefs is beneficial for the stability of the system, it is likely detrimental for the psychological wellbeing of members of low status groups - leading to low self-esteem and neuroticism (e.g. Jost & Hunyady, 2002; Marx & Engels, 1846; Valian, 1998). However, meritocracy provides a ready explanation for the existence of disadvantage (e.g. lack of hard work) while simultaneously providing the illusion of control over one's future outcomes (e.g. simply work harder). In the current research we examine whether meritocracy is protective of self-esteem for members of one low status group: women. A community sample of women (N=558; 58.8% White, Age: 19-65) completed multiple measures of meritocracy, perceived control and self-esteem. Using SEM, we found that meritocracy was positively associated with self-esteem ( $\beta = .24, p < .05$ ) and perceived control ( $\beta = .34, p < .001$ ). Further, we demonstrated that perceived control mediated the relationship between meritocracy and self-esteem both by eliminating the relationship between meritocracy and self esteem ( $\beta = -.05, p = .28$ ) and by demonstrating overall model fit. Alternative conceptualizations of status in these data (e.g. ethnicity, SES) were also examined. Our findings suggest that meritocracy may be protective for even members of low status groups by encouraging the perception of personal control.

#### E251

**SELF-ESTEEM AND BINGE DRINKING: THE MODERATING ROLE OF IMPLICIT SELF-ESTEEM** Alicia Wood<sup>1</sup>, Ruth C. Lewis<sup>1</sup>, Michelle Rai<sup>1</sup>, Samantha Fields<sup>1</sup>, Daniel R. Berry<sup>1</sup>, Megan Smith<sup>1</sup>, Chad E. Lakey<sup>1</sup>, Shawn K. Acheson<sup>2</sup>; <sup>1</sup>East Tennessee State University, <sup>2</sup>Duke University – Heavy episodic drinking, or binge drinking (BD), is an especially common and problematic occurrence, particularly on college campuses. Various theorists have discussed the role of self-esteem (SE) for BD, yet notably weak and inconsistent findings have emerged between these two constructs. One possible means to address this situation is to examine self-esteem as a multifaceted construct with secure and fragile forms that differentially relate to adaptive behavior and positive psychological outcomes (Kernis, 2003). Discrepant high esteem (DHSE; i.e., high explicit self-esteem coupled with low implicit self-esteem) represents one form of fragile self-esteem, and research supports the self-enhancement and defensive tendencies inherent to it. In this research, we sought to test the possibility that maladaptive drinking behavior would be especially common among people with DHSE. Freshmen college students (n = 106) completed the Rosenberg (1965) Self-esteem Scale and the Name-Letter Task (Nuttin, 1987) as the measures of explicit and implicit self-esteem, respectively, and a questionnaire about their drinking history. About one month later, they completed the drinking history questionnaire again, this time specifically worded to address drinking behavior over the 30 days. Using separate hierarchical regression analyses, we found that the small bivariate relations between a) explicit self-esteem and overall drinking frequency as well as b) explicit self-esteem and binge drinking frequency were moderated by the expected explicit X implicit self-esteem interaction, even controlling for gender, drinking history, and fraternity/sorority status. Our discussion focuses on the role of DHSE for drinking motivations and maladaptive drinking behaviors.



**E252****IS ANONYMOUS DISCLOSURE OF PERSONAL SECRETS MORE PROTECTIVE OF PSYCHOLOGICAL WELL-BEING THAN DISCLOSURE OF SHARED SECRETS?** Ryan Pickering<sup>1</sup>, Brandon Cosley<sup>1</sup>, Shannon K. McCoy<sup>1</sup>, <sup>1</sup>University of Maine – Although one might expect that disclosure of painful experiences (or a troubling secret) might be accompanied by negative emotions, research suggests that when such disclosures are made in a journal, to a trusted friend, or anonymously online, they are accompanied by feelings of relief and positive emotions (Pennebaker, 1997). In fact, providing individuals an outlet to express suppressed inner problems may be quite beneficial to psychological wellbeing and has real consequences for life outcomes (for a review see Pennebaker, 2007). But does the type of information disclosed affect self-esteem? To examine this hypothesis, participants (volunteers) were randomly assigned to write about personal secrets ("something you've never told anyone") or shared secrets ("something you've shared with close friends") in an anonymous web-based survey. While participants wrote equivalent amounts, they had significantly higher self-esteem than participants in the shared secrets condition. Because these differences may be based on what people are writing about, we applied a textual analysis method (LIWC, Pennebaker, 1997) to explore the relationship between the content of the writing, perceived disclosure, and psychological wellbeing. Thus, we examined what aspects of disclosure and writing content are most strongly predictive of self-esteem and mood. Our findings further our understanding of when and why anonymous disclosure of personal secrets may be beneficial to psychological wellbeing.

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**E253****HOW LOW CAN YOU GO? THE STIGMATIZATION OF LOW SELF-ESTEEM** Jessica J. Cameron<sup>1</sup>, Christine Hole<sup>1</sup>, Jennifer C. D. MacGregor<sup>2</sup>, John G. Holmes<sup>2</sup>, <sup>1</sup>University of Manitoba, <sup>2</sup>University of Waterloo – Self-esteem is no longer a purely academic concept. Popular culture has been inundated with reports of the suspected negative effects of low self-esteem, bookstore shelves are lined with self-help books promoting high self-esteem and several private and public institutions have incorporated programs designed to boost self-esteem. What has the public learned about self-esteem from these initiatives? Two studies are reported that investigated lay theories of self-esteem. In Study 1, just over 200 undergraduate participants completed an online survey that asked them to report their views of lower self-esteem people (LSEs) and higher self-esteem people (HSEs) in both closed-ended and open-ended formats. Results revealed that participants viewed LSEs as more interpersonally difficult and as having a more negative standing on almost all characteristics than HSEs. The open-ended questions revealed a very similar story: People described LSEs in very negative terms and described HSEs in more glowing terms. In Study 2, we asked 200 undergraduate participants in an online survey to indicate how much the characteristics derived from participants' descriptions in the first study were indicative of LSEs and HSEs. Results revealed that participants, again, had very negative views of LSEs. When an individual was described as having a negative trait, participants thought it was more likely that individual would have LSE whereas individuals who were described as possessing positive traits were thought to have HSE. Overall, it seems that people use an implicit theory whereby they trust a person's own self-evaluation to infer that person's value.

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**E254****HIGH OR LOW, FRIEND OR FOE? SELF-PROTECTION AND CONNECTEDNESS GOALS MEDIATE THE ASSOCIATION BETWEEN SELF-ESTEEM AND NEGATIVE INTERPERSONAL BEHAVIOURS** Tara Galagher<sup>1</sup>, Kelley J. Robinson<sup>1</sup>, Jessica J. Cameron<sup>1</sup>, <sup>1</sup>University of Manitoba – Despite a fundamental need to form and maintain close relationships with significant others, individuals often sacrifice the benefits of closeness by knowingly engaging in acts that may harm or even destroy relationships. Individuals with low self-esteem are particularly likely to engage in such destructive interpersonal behaviours (e.g., Mur-

Despite a fundamental need to form and maintain close relationships with significant others, individuals often sacrifice the benefits of closeness by knowingly engaging in acts that may harm or even destroy relationships. Individuals with low self-esteem are particularly likely to engage in such destructive interpersonal behaviours (e.g., Mur-

ray et al., INSERT YEAR). What motivates lower self-esteem individuals to engage in destructive behaviours to the detriment of their valued relationships with significant others (i.e., friends, family, romantic partners)? The present research used a risk regulation perspective to address this question. From this perspective, the higher self-protection goals and lower connectedness goals of those lower in self-esteem may lead them to "lash out" or "run away" after feeling hurt by a significant other's behaviour. Inadvertently, these self-protective behaviours may damage the relationships that lower self-esteem individuals need to satisfy their chronically unfulfilled need to belong. Over 350 participants completed online self-report measures of self-esteem, self-protection goals, connectedness goals, and destructive relationship behaviours. In order to determine whether high self-protection goals and low connectedness goals explain the association between harmful relationship behaviours and low self-esteem, a mediation model was tested. Path analysis revealed that lower self-esteem individuals reported more negative reactions to feeling hurt by a significant other and that these self-reported behaviours were mediated by both self-protective and connectedness goals. Results suggest that interventions aimed at reducing self-protective goals and enhancing connectedness goals may reduce lower self-esteem individuals' tendencies to react destructively to hurts in their relationships.

**E255****UNDERSTANDING THE PSYCHOLOGICAL MAKE-UP OF PEOPLE WITH DISCREPANT HIGH EXPLICIT AND LOW IMPLICIT SELF-ESTEEM** Daniel R. Berry<sup>1</sup>, Michelle Rai<sup>1</sup>, Ruth C. Lewis<sup>1</sup>, Alicia Wood<sup>1</sup>, Samantha Fields<sup>1</sup>, Chad E. Lahey<sup>1</sup>, <sup>1</sup>East Tennessee State University – Previous empirical research supports that high explicit self-esteem mated to discrepant low implicit self-esteem is a manifestation of fragile self-esteem fraught with tendencies to discriminate against others (Jordan et al., 2005), self-enhance (Bosson et al., 2003), verbally defend the self (Kernis et al., 2008), and fail at self-regulation (Lambird & Mann, 2006). Questions remain, however, as to the underlying psychological make-up of these individuals. To address this situation, we had participants complete Rosenberg's (1965) Self-Esteem Scale and the Name-Letter Task (Nuttin, 1987) as measures of explicit and implicit self-esteem, respectively. Participants also completed the Self-Determination Scale (e.g., Sheldon, 1995) and a measure of Unrealistic Optimism (e.g., Bosson et al., 2003). Finally, participants completed twice-daily assessments of their explicit self-esteem over the next week to measure their self-esteem stability (Kernis, 2005). A series of hierarchical regression analyses revealed statistically significant explicit self-esteem X implicit self-esteem interactions. As predicted, we found that when compared to their congruent high explicit and implicit self-esteem counterparts, people with discrepant high self-esteem were a) more unrealistically optimistic in their attitudes and judgments (thereby replicating Bosson et al., 2003), b) less self-determined in their behavior, and c) more unstable in their explicit feelings of self-worth. Our findings suggest that the defensive nature inherent to individuals with discrepant high self-esteem stems from their tenuous psychological make-up that includes a sense-of-self that is highly unstable, is inclined to bias self-related judgments, and is prone to engage in behaviors for reasons due to external pressures rather than self-determined reasons.

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**E256****THE MOTIVATION TO RESOLVE IMPLICIT-EXPLICIT SELF-ESTEEM DISCREPANCIES AND ITS RELATION TO SEXUAL BEHAVIOR** Valerie L. Laws<sup>1,2</sup>, Luis M. Rivera<sup>1</sup>, <sup>1</sup>California State University, San Bernardino, <sup>2</sup>Kansas State University – Based on the Meta-Cognitive Model (Petty & Briñol, 2006) of the structure and formation of attitudes, individuals can simultaneously possess different degrees of implicit vs. explicit self-esteem because attitudes can be linked to disparate yet jointly activated evaluations about the self. Furthermore, these implicit-explicit self-esteem discrepancies (SED) can lead to implicit ambivalence, which is an internal evaluative conflict outside of conscious awareness. We posit that implicit ambivalence rooted in SED can motivate individuals to engage in discrepancy reduction as a way to obtain an overall positive and consistent self-image. More specifically, just as explicit ambivalence (e.g., cognitive

Based on the Meta-Cognitive Model (Petty & Briñol, 2006) of the structure and formation of attitudes, individuals can simultaneously possess different degrees of implicit vs. explicit self-esteem because attitudes can be linked to disparate yet jointly activated evaluations about the self. Furthermore, these implicit-explicit self-esteem discrepancies (SED) can lead to implicit ambivalence, which is an internal evaluative conflict outside of conscious awareness. We posit that implicit ambivalence rooted in SED can motivate individuals to engage in discrepancy reduction as a way to obtain an overall positive and consistent self-image. More specifically, just as explicit ambivalence (e.g., cognitive

dissonance) leads to changes in conscious attitudes and feelings to meet an individual's desire to restore their self-image, so can implicit ambivalence lead to changes in nonconscious attitudes and feelings to meet self-image maintenance needs. We examined this hypothesis across two studies in which SED was either measured (Study 1) or manipulated (Study 2), and then we assessed automatic attitudes toward condoms. Study 1 demonstrated that individuals with strong SED held relatively positive implicit (but not explicit) attitudes toward condoms. Study 2 tested the conditions under which SED shift by providing affirming (positive) versus threatening (negative) feedback after completing an intelligence test. Participants who received threatening feedback exhibited larger self-esteem discrepancies and, in turn, more negative implicit attitudes toward condoms when compared to those participants in the affirmation and control conditions. This research suggests that individuals are motivated to reduce implicit-explicit self-esteem discrepancies in order to achieve an overall positive and consistent self-image.

**E257**

**PHYSICAL AGGRESSION IS RELATED TO LOW–NOT HIGH–UNSTABLE SELF-ESTEEM** Gregory D. Webster<sup>1</sup>, John B. Nezek<sup>2</sup>, Lee A. Kirkpatrick<sup>2</sup>, <sup>1</sup>University of Florida, <sup>2</sup>College of William & Mary – Does high or low unstable self-esteem relate to aggression? In Study 1, a mini meta-analysis of 6 studies (N = 566) showed significant convergent validity between temporal and self-reported measures of self-esteem instability. In Studies 2 and 3, 116 and 552 undergraduates provided measures of trait self-esteem, self-esteem instability, and physical aggression. In Study 4, 67 undergraduates provided measures of state self-esteem and self-esteem instability, and participated in a laboratory experiment in which they had an opportunity to aggress against a person they believed had given them negative feedback on an essay that they had written by allocating hot sauce for them to consume. Studies 2-4 revealed significant self-esteem level × self-esteem instability interactions; the effects of self-esteem on physical aggression became more negative as instability increased. People with low, unstable self-esteem were the most aggressive. The measurement of self-esteem instability and its importance to the self-esteem/aggression debate is discussed.

## Social Judgment/Decision-Making

**E258**

**INFLUENCE OF PICTURES ON PERCEPTIONS OF MORALITY** Cory J. Clark<sup>1</sup>, James Leonhardt<sup>1</sup>, David Tannenbaum<sup>1</sup>, Peter H. Ditto<sup>1</sup>; <sup>1</sup>University of California, Irvine – In recent months, considerable controversy has occurred over the effect of pictures on the public's moral perceptions of recent government decisions and real world events. No research has shown pictures to affect moral judgments, and in general the role of "vividness" has been equivocal. Two studies were conducted to assess whether (and how) pictures influence perceptions of morality. In study 1, 116 subjects evaluated four moral dilemmas while seated at a desk where inconspicuously sat a framed picture of either a baby (treatment group) or a rock (control group). Two of the dilemmas involved acts that required harm to children in order to achieve a greater good, and the other two dilemmas were unrelated to children. Participants in the treatment group perceived harmful acts toward children to be significantly less morally acceptable than participants in the control group. There were no group differences for scenarios not involving children. Study 2 (N=78) examined whether the effect of the baby picture was due to incidental affect. No differences in self-reported positive or negative affect were found between participants exposed to the baby versus the rock picture, and there were no significant correlations between positive or negative affect and responses to other classic moral dilemmas. These findings argue against mood as the cause of the picture effect. The results of these studies are consistent with a moral intuitionist perspective. Pictures may affect moral judgments if they generate specific intuitive reactions (e.g., sympathy) to a moral agent.

**E259**

**BODY SHAPES THE MIND: THE POSTURAL FEEDBACK HYPOTHESIS** Andy J. Yap<sup>1</sup>, Dana R. Carney<sup>1</sup>, Amy J. C. Cuddy<sup>2</sup>; <sup>1</sup>Columbia University, <sup>2</sup>Harvard University – What is mental and what is physical is not clearly separated. Research has shown that behavior shapes mental states, for example, research on facial feedback proposes that an unobtrusive smile elicits feelings of happiness. This research proposes the Postural Feedback Hypothesis, which suggests that the body shapes the mind. Specifically, we demonstrated that unobtrusively engaging in High Power (HP)/ Low Power (LP) postures heightened one's sense of Powerfulness, and influenced one's tolerance for risk-taking. Individuals who engaged in High Power poses took more risk in a gambling game. Contrastingly, those who performed Low Power poses were more risk averse. In this study, employing a between-subjects design, participants in the HP condition imitated an actor on the computer screen and performed postures that powerful individuals are known to exhibit, such as open-body postures that are erected, and take up physical space. Contrastingly, those in the Low Power condition imitated closed-body postures that slouch, and take up less space. They then participated in a gambling dice-game where participants were first offered \$2 and asked to call a number. They would earn another \$2 if the dice showed the number that was called. However, the initial \$2 would be confiscated if the number called was not shown. Nonetheless, participants could keep the initial \$2 if they chose not to play. Our results demonstrate that participants who engaged in HP poses were more likely to take the risk and play the game. This suggests that what the body acts, influences what the mind thinks.

**E260**

**LOOK BUT DON'T TOUCH: SHIFTS IN ATTENTION FOR IMPULSIVE VERSUS REFLECTIVE STATES** Chantal Den Daas<sup>1</sup>, Michael Häfner<sup>1</sup>, John De Wit<sup>1</sup>; <sup>1</sup>Utrecht University – People tend to make riskier decisions in impulsive states as compared to reflective states. We address the question why and focus on one particular explanation. We examine the hypothesis that reflective and impulsive states not only affect information processing but also attune the focus of attention. Whereas people in reflective states are assumed to integrate all available information and distribute their attention over the available information, people in impulsive states are assumed to focus their attention on central information. Two experiments tested our hypothesis. In Experiment 1, participants judged the sexual attractiveness of photographs of (attractive or unattractive) people in stimulating or inhibiting backgrounds. Impulsive participants based their judgement solely on the person's attractiveness and did not take into account additional information, whereas background did influence reflective participants. In Experiment 2, participants searched for two differences in two almost identical photographs. One difference was in the person, the other in the background. As predicted, impulsive participants were slower in detecting differences in a person when the person was sexually attractive. Reflective participants showed no differences in speed for differences in the persons but were slower for differences in the background of a sexually attractive person. These results suggest that impulsive people differ in their attention to certain aspects of information. When judging attractiveness they do not take into account additional information and while performing an unrelated task they take their time when a photograph is sexually attractive. It is discussed how these behaviours can lead to riskier decisions when tempted.

**E261**

**MONEY REDUCES CONNECTION TO AND INTEREST IN NATURE** F. Stephan Mayer<sup>1</sup>, Cynthia McPherson Frantz<sup>1</sup>, Sarah Epstein<sup>1</sup>, Vasil Zlatev<sup>1</sup>, Case Lovell<sup>1</sup>; <sup>1</sup>Oberlin College – Previous research has demonstrated that priming people with money makes them feel more independent from and less altruistic towards other people. Two studies tested whether money makes people feel more independent from nature, and less interested in spending time in nature. High school students (N = 29) and col-

lege students ( $N = 54$ ) were paid to participate in a study either before completing a questionnaire (money prime condition) or after (control condition). All completed a measure of connection to nature. They also indicated their preference for a series of solitary vs social activities, and indoor vs outdoor activities. Replicating past work, those primed with money showed greater preference for solitary activities to social ones. In addition, those primed with money showed a lower sense of connection to nature and lower preference for outdoor activities. The results suggest that the effect of money as a prime for independence is not limited to the social world, thus extending the potential implications of this effect. The results also have implications for well-being and pro-environmental behavior in a consumer-based, materialistic culture. Exposure and connection to nature have physical and mental health benefits, and increase environmentally responsible behavior. Reminders of money may undermine interest in nature and its protection.

### E262

**THE FOLK CONCEPT OF FREE WILL: SCHOLARS' ASSUMPTIONS AND THE FOLK'S (EMPIRICAL) REPLY** Andrew Monroe<sup>1</sup>, Bertram Malle<sup>1</sup>; <sup>1</sup>Brown University – Psychology has recently seen a surge of interest in the issue of free will. However, confusion remains over what scientists and ordinary people mean when referring to this concept. Our research seeks to clarify two common assumptions about the folk concept of free will. First, scholars assume that this concept contains untenable beliefs about a “soul,” non-determinism, and “uncaused” causes. Second, scholars assume that the expression of free will requires full conscious control over action, an assumption seemingly contradicted by research on unconscious causes of behavior. Two studies tested these assumptions against data gathered about people’s actual concept of free will. Study 1 asked participants to provide a brief description of what it means to have free will. Responses were coded for the most central and shared definitional features. Study 2 presented participants with a challenge from neuroscientists that “all of our behavior is caused by our neural impulses, and feelings of control are illusory.” Participants were asked whether they accepted the claim, and if not, to provide a rationale for rejecting it. The results suggest that the folk concept of free will is defined as the mental process of choice, free from severe constraints (e.g. coercion, brain damage) and consistent with one’s desires and beliefs. Further, most participants reconciled their concept of free will with the neuroscience challenge, arguing that unconscious causes of behavior may function as antecedents to choice, part of choice, or as something that choice can influence.

### E263

**THE EFFECT OF MORTALITY SALIENCE ON FACIAL PREFERENCES IN FEMALES** James Vaughn<sup>1</sup>, Shelia Kennison<sup>1</sup>, Kristopher Bradley<sup>1</sup>, Jennifer Byrd-Craven<sup>1</sup>; <sup>1</sup>Oklahoma State University, Stillwater, Oklahoma – Previous research has shown that individuals who are reminded of death show an increased desire for offspring compared to individuals who were not reminded of their mortality. The present research investigated whether being reminded of mortality affects facial preference judgments in women. Prior research on mate selection has shown that women prefer more masculine faces when they are ovulating (i.e., high risk for pregnancy) than when they are experiencing menses (i.e., low risk for pregnancy). The present research tested the hypothesis that reminding women of their mortality would increase their preference for masculine features in male faces. Using a QuickTime movie of morphing faces ranging from extreme masculine to extreme feminine from Johnston (2001), women who were not taking hormone-based contraception were tested either during menses or during the week of ovulation. Participants were randomly assigned to either a mortality salience or control condition. The results showed that women’s choice of the attractive male face was determined by an interaction between ovulation status and condition. In control conditions, ovulating women preferred a significantly more masculine face than women who were not ovulating. In MS conditions, ovulating women preferred a significantly less masculine (i.e.,

more average) face than women who were not ovulating. The results indicate that biological processes involved in mate selection can be influenced by environmental factors, such as death reminders.

### E264

**CAUSAL REASONING AND HINDSIGHT BIAS** Jennelle Yopchick<sup>1</sup>, Nancy Kim<sup>1</sup>; <sup>1</sup>Northeastern University – What processes underlie the ubiquitous phenomenon of hindsight bias, whereby the outcome of an event appears obvious only after the fact? According to the causal reasoning hypothesis (Wasserman, Lempert, & Hastie, 1991), when a causal link can be easily constructed from the event to its outcome, the outcome will appear inevitable and hindsight bias will result. However, empirical support for this hypothesis is not yet clear. In two experiments, we tested the causal reasoning hypothesis as an alternative to the assumption that simply knowing the outcome is sufficient to elicit hindsight bias (Fischhoff, 1975). In Experiment 1, we explicitly manipulated the ease with which a causal link could be drawn from the event to the outcome by supplying an additional event-related factor of either high or low plausibility and high or low relevance to the outcome (as pre-rated by a separate group). Hindsight bias occurred only when this factor was both highly plausible and highly relevant to the actual outcome, supporting the causal reasoning hypothesis. Experiment 2 investigated the phenomenon known as reverse hindsight bias (Mazursky & Ofir, 1990). In accord with the causal reasoning hypothesis, we found that when it is easier to draw a causal link to the alternative outcome than to the actual outcome, there is a reversal of likelihood estimates. Overall, Experiments 1 and 2 provide the first empirical support for the causal reasoning hypothesis of hindsight bias. Implications of these results for both the cognitive and motivational camps of hindsight bias research are discussed.

### E265

**APPLICATION OF PSYCHOPHYSICS TO SOCIAL JUDGMENTS** Sandra Stershic<sup>1</sup>, Sean Stevens<sup>1</sup>, David Wilder<sup>1</sup>; <sup>1</sup>Rutgers University – Two experiments examined the applicability of Weber’s classic research on physical judgments to social stimuli. It was hypothesized that the perception of a change in social behavior is dependent on the extremity of the initial behavior. More extreme behaviors require greater change to be detected. In the first experiment, subjects rated fictitious people on extremity of a behavior and indicated how much more of that behavior would be necessary to increase the rating. Results supported the hypothesis that with increasing extremity of the initial rating, a greater degree of change was required to be noticed. Experiment 2 extended this finding to judgments of people in groups. It was hypothesized that a deviant group member would be more readily detected when the group stereotype was moderate than when extreme. Borrowing again from Weber’s Law, when the stereotype is moderate, persons should be more sensitive to small changes in the behavior of group members than when the stereotype is extreme. Results supported the hypothesis on some but not all measures. Taken together, the two experiments provided some, but not complete, support for the argument that social judgments are subject to the same principles as have been found for sensory judgments in psychophysics research.

### E266

**WHY PROCESSING FLUENCY IS A UNITARY CONSTRUCT** Christian Unkelbach<sup>1</sup>, Myriam Bayer<sup>1</sup>; <sup>1</sup>Universität Heidelberg, Germany – Mental processes vary along a fluency dimension; people experience the ease or difficulty for perceiving stimuli, retrieving memories, or solving logical problems. This experienced fluency has profound influences on social judgments and evaluations: fluently processed statements are judged to be true (i.e., the truth effect), faces to be likeable (i.e., the mere exposure effect), and events to be frequent (i.e., the ease-of-retrieval effect). However, theoretically, it is unclear whether the same construct underlies these effects or if they are distinct phenomena. Although there is suggestive evidence, for example, when different fluency manipulations result in similar effects, direct experimental proof is lacking that indeed the same construct underlies these effects. Here, we present evidence from

fluency effects on memory and truth, showing that the same dimension underlies fluency manipulations such as repetition, contrast, or mental rotation. In three experiments, participants learned an interpretation of a specific fluency manipulation; for example, that easy-to-read statements are false. This learned interpretation was spontaneously transferred to the interpretation of fluency experiences from other sources; for example, after learning that high contrast statements are false, repeated statements were judged to be false as well. Thus, the only connecting construct between these differing manipulations was indeed processing fluency. The transfer from learned fluency effects across different manipulations strongly supports that processing fluency is a unitary construct. This insight allows establishing general principles of how processing fluency influences social judgments and evaluations.

**E267**

Poster withdrawn.

**E268**

**SALIVARY ALPHA-AMYLASE LEVELS AND REJECTION OF UNFAIR OFFERS IN THE ULTIMATUM GAME** Haruto Takagishi<sup>1</sup>, Fujii Takayuki<sup>2</sup>, Shinya Kameshima<sup>2</sup>, Michiko Koizumi<sup>1</sup>, Taiki Takahashi<sup>1</sup>; <sup>1</sup>Hokkaido University, <sup>2</sup>Kansai University of Welfare Sciences – Recent neuroeconomics studies have shown the importance of emotions in responses to unfair allocation of resources (Sanfey et al., 2003; Van't Wout et al., 2006; Tabibnia et al., 2008). Sanfey and his colleagues showed that the activation of anterior insula which is related to emotional awareness was observed when participants faced the unfair offers in the ultimatum game. In this study, we measured salivary alpha-amylase (sAA) as an indicator of emotional arousal to examine the role of emotion in rejection of unfair offers in the ultimatum game. Thirty-seven participants played a one-shot ultimatum game. All participants were assigned to the role of the responder and faced unfair offers by the proposer (a proposer: US\$ 8, a responder: US\$2). The participants could accept or reject the unfair offers. When the participants accept the proposers' offer, both receive the amount of money according to the proposers' offer. However, when the participants reject the offer, both receive nothing. Salivary alpha-amylase (sAA) was assessed prior and after the ultimatum game. Forty-four percent of the participants rejected the unfair offers. Results showed that while sAA levels of the participants who rejected the unfair offers increased between prior and after the ultimatum game, sAA levels of the participants who accepted the unfair offers did not. Emotional arousal was observed when the participants rejected the unfair offers but not when they accepted the unfair offers. These results showed the importance of emotion in social decision-making.

**E269**

**THE PEN IS MIGHTIER THAN THE WORD: OBJECT PRIMING OF EVALUATIVE STANDARDS** Abraham Rutchick<sup>1</sup>, Michael Slepian<sup>2</sup>, Bennett Ferris<sup>3</sup>; <sup>1</sup>California State University, Northridge, <sup>2</sup>Tufts University, <sup>3</sup>Phillips Exeter Academy – We argue that, despite teachers' efforts to free themselves from extraneous influences when grading, the very act of picking up a red pen can bias their evaluations. Because red pens are closely associated with error-marking and poor performance, the use of red pens when correcting student work can activate these concepts. Study 1 demonstrated that people randomly assigned to use a red pen to correct an essay marked more errors than people assigned to use a blue pen. Study 2 showed that people using red pens to complete a word-stem task completed more words related to errors and poor performance than did people using black pens, suggesting that these concepts were more accessible when red pens were being used. The findings contribute to the emerging literature on object priming, and have clear practical implications for issues in teaching and student evaluation.

**E270**

**THE IMPACT OF SOCIAL RELATIONSHIPS ON MORAL JUDGMENTS ABOUT BREAKING PROMISES** Gul Gunaydin<sup>1</sup>, David A. Pizarro<sup>1</sup>; <sup>1</sup>Cornell University – Breaking a promise is widely regarded as immoral, partly because knowing that others will keep their promises is critical for a cooperative society to survive. But the prohibition against promise-breaking can become a dilemma in cases where keeping a promise may lead to a worse overall outcome. We hypothesized that in such cases, individuals would still judge promise-breaking as immoral despite the negative consequences, unless the promise was made to a stranger. Accordingly, we used a desert island scenario in which a promise is made between a healthy survivor and a dying one. Participants (N=92) were assigned randomly to one of two versions: in one scenario the survivors were described as close friends, and in the other they were described as strangers. In both scenarios the person promised the dying survivor that he would use her wealth to protect her prized orchid collection, but subsequently broke his promise and used the money to save human lives. Participants who read the "close friends" version of the scenario considered promise-breaking more immoral than those who read the "strangers" version, were more likely to report that they would keep their promise to a dying friend than to a dying stranger, and were more likely to judge that the "close friend" promise-breaker was a worse person overall. This study provides evidence that moral prohibitions are not treated invariantly, but that social relationships play an important role in how rigidly we apply these moral rules, and in how we judge these violations in others.

**E271**

**WHO SHOULD BE SAVED? –IT DEPENDS ON HOW YOU ASK!** Meng Li<sup>1</sup>, Gretchen Chapman<sup>1</sup>, Alison Galvani<sup>2</sup>; <sup>1</sup>Rutgers, the State University of New Jersey, <sup>2</sup>Yale School of Public Health – Who should be saved when health resources are limited? We investigated how the public values life when evaluating vaccine allocation policies on an Internet survey right after the recent H1N1 flu outbreak. 1039 participants (age 18-89) completed a web-survey describing a hypothetical scenario where 1000 people were expected to die from the H1N1flu. Subjects rated the acceptability of 12 vaccination policies on a 0-100 scale. In the lives saved condition, policies were described as saving 500 people of specified age (ranging from 5-80), who were either ill (with 2 years to live) or healthy (living to full life). The lives lost condition described the same 12 policies phrased as resulting in 500 lives lost. Afterwards, they also chose an explicit metric in evaluating life. We found that people's ratings of the acceptability of policies were dramatically influenced by question framing. In the lives-saved version, people judged policies based on total number of life years saved, consistent with a "years left" metric; however, in the lives-lost version, people judged policies based on the age of beneficiaries, and prioritized young targets over older targets even if both would live just 2 years. In addition, young targets were judged as more valuable in general, but young participants valued young targets even more than elderly participants did. Ironically, when explicitly asked, the majority of participants (58%) chose an "all lives equal" metric, instead of "years left" (23%) or "age per ce" (11%) metrics.

**E272**

**PERCEPTIONS OF UNFAIRNESS AND SOCIAL PROTESTS AMONG JAPANESE: EFFECTS OF THE IMMUTABILITY BELIEF** Nobuyoshi Kawashima<sup>1,2</sup>, Ken-ichi Ohbuchi<sup>1</sup>, Tomohiro Kumagai<sup>1</sup>, Nobuko Asai<sup>1</sup>; <sup>1</sup>Tohoku University, <sup>2</sup>The Japan Society for the Promotion of Science – In contemporary Japan, a public concern about social inequalities has been increased. Although the equity theory (Adams, 1965) expects that the perception of unfairness motivates people to redress it, Japanese people generally do not appear to be actively engaged in activities for social reforms. We assume that though many Japanese recognize that the society is unfair, only a few of them feel that they are personally treated unfairly. Then, we predict that the perception of unfairness based on the mere recognition (social unfairness) will less lead to social protests than

that based on personal experiences (personal unfairness). As an alternative explanation of the low level of social protests, Ohbuchi (2007) postulated that Japanese generally have an immutability belief that the society is unchangeable. Thus, our second prediction is that Japanese having the belief will not actively engage in social protests even if they feel unfairness. We sent a questionnaire to 3600 residents in Japan and obtained 1386 respondents. The results showed that while 65.6% of respondents perceived social unfairness, only 12.4% perceived personal unfairness. A regression analysis revealed that both the perceived personal unfairness and that of social unfairness led the respondents to social protests but the effects of the perceived personal unfairness were larger. It was also found that only among those low in the immutability belief, the perceptions of unfairness led to social protests. The findings suggest that different types of perceived unfairness differently affect social protesting activities and the immutability belief moderates the relationships between them.

### E273

**NEURAL DISSOCIATIONS BETWEEN REWARD EXPECTATION AND REGRET IN A SIMULATED GAMBLING TASK** Wei Zhang<sup>1</sup>, Hackjin Kim<sup>1</sup>, Taekyun Hur<sup>1</sup>, <sup>1</sup>Korea University – Recent neuroimaging studies revealed the reward-related neural mechanisms involved in both reward expectation and regret elicited by counterfactual thinking. Although reward expectation and regret are clearly distinguished from each other in many aspects, so far little has been done to investigate the differences between these two mechanisms. In the present study using functional magnetic resonance imaging (fMRI), participants performed a simple decision task resembling a card gambling, which was designed to elicit and compare between monetary gain/loss expectations as and rejoice/regret following revealed alternatives. As a result, the ventral striatum, known as a key reward center in the brain, showed increased (or decreased) activation, when an experienced outcome was higher (or lower) than expectation, which is consistent with its well-known role in encoding prediction error. In regret condition, however, the ventral striatum showed increased activation when the alternatives were better than the chosen options, suggesting that regret may not be only negative emotional experience but may also help to facilitate behavioral motivation towards rewarding values of alternatives. In summary, the present study provides novel biological evidence that reward expectation and regret have distinctive functional recruitments of shared neural circuitry, which is strongly implicated in reward processing.

### E274

**REACTIONS TO SINGLE VERSUS MULTIPLE UPWARD AND DOWNWARD COMPARISONS** Kathryn Bruchmann<sup>1</sup>, Suls Jerry<sup>1</sup>; <sup>1</sup>University of Iowa – Many social comparison studies have found effects on self-evaluations when participants compare themselves to a superior or inferior target (Morse & Gergen, 1970; Stapel & Koomen, 1991). However, little is known about reactions to multiple targets and reactions to being simultaneously outperformed by someone but underperformed by someone else (see Ahrens, 1981). Two experiments examined how people responded to single versus multiple comparisons which were upward, downward or both. In Experiment 1, participants were given false feedback about their performance on a lie detection test and the performance(s) of co-participants. Experimental conditions included: no comparison information, upward comparison, downward comparison or both. Also, in some conditions, there was exposure to one vs. two comparison targets. There was little effect of self-evaluations of being exposed to single vs. multiple comparison targets, regardless of direction. However, if there was a downward comparison target available, participants rated their satisfaction and lie detection ability higher than control groups ( $p$ 's < .05), even if someone else also simultaneously outperformed them. A second experiment replicated the design, but also manipulated information about average student performance. Even when participants "learned" that they performed comparably to most students, they still responded differentially to a downward comparison target ( $p$  < .05). The findings suggest exposure to single vs. multiple tar-

gets or to aggregate feedback (Buckingham & Alicke, 2002) may not be critical, but exposure to a downward comparison target has special significance for self-evaluations.

### E275

**THE IMPACT OF EXPERTISE LEVEL: A COMPARISON BETWEEN FAST AND FRUGAL AND LOGISTIC REGRESSION MODELS** Neda Kerimi<sup>1</sup>, Lars G Backlund<sup>2</sup>, Ylva Skaner<sup>2</sup>, Lars-Erik Strender<sup>2</sup>, Henry Montgomery<sup>1</sup>; <sup>1</sup>Stockholm University, <sup>2</sup>Center for Family and Community Medicine, Karolinska Institutet – Fast & Frugal (F&F) and regression models are popular methods for judgment analysis. These have shown to be differently suitable at modeling decision behavior. However, little attention has been paid to whether these models are differently suitable depending on the level of the expertise of the decision maker. In this study we compared and cross validated the fit and prediction of three logistic regression models (each model using different cue inclusion methods) and two F&F models (Take The Best and an extended version of Take The Best) on clinical judgments of doctors with different expertise levels. The three expertise groups were: 21 medical students, 27 general practitioners, and 22 cardiologists. The task was to judge the probability of heart failure in 40 real patient cases, each case consisting of ten cues. Results showed that the fit and prediction did not differ significantly in the f&f models for the different expertise levels. In LR, however, general practitioners had the worst fit and prediction while cardiologists had the best fit and prediction. This can be explained by the "intermediate-effect" for medical expertise (Schmidt, Boshuizen, 1993) which means general practitioners decide more according to guidelines, while the students decide more based on intuition because they do not have enough knowledge, and cardiologists have more automated decision making. Nevertheless the results of this study also shows that in judgment analysis, the level of expertise has an important impact on the modeling, and LR models are better at capturing this impact.

### E276

**BLACK AND WHITE OR SHADES OF GREY: HOW DIFFERENT CONCEPTIONS OF MORALITY SHAPE PERCEPTIONS OF THE WRONGNESS OF ACTIONS** Kimberly A. Hartson<sup>1</sup>, David K. Sherman<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara – How does seeing morality as a black and white construct versus a spectrum in which actions may be more or less wrong affect individuals' perceptions of acts and their willingness to do acts? The present study examined how two conceptions of right and wrong, as black and white categorical constructs or as continuous constructs in a spectrum of shades of grey, affect participants' ratings of acts and their willingness to do similar acts. Participants rated the rightness or wrongness of several scenarios, each describing an instance of academic dishonesty, on either a categorical scale, as right or wrong, or on a continuous scale, from 1-right to 100-wrong. Following each rating, participants indicated the extent to which they would do the act if in a similar situation. Results indicate that the scale on which participants rated the act significantly affected how they thought of the act with more individuals rating the acts as wrong, on average, in the continuous rather than the categorical condition. Additionally, the differing scales affected participants' later willingness to do the act with those in the categorical condition indicating more willingness to do a similar act than those in the continuous condition. The results suggest that it's easier for people who view morality as continuous to judge actions as wrong because they need only judge them as somewhat wrong, while those who view morality as categorical are forced to make stronger judgments, that actions are absolutely wrong. Discussion centers on implications for psychological research and moral decision-making.

### E277

**ADAPTIVE RELIANCE ON FLUENCY IN JUDGMENTS OF TRUTH** Sabine Czenna<sup>1</sup>, Rainer Greifeneder<sup>1</sup>, Herbert Bless<sup>1</sup>; <sup>1</sup>University of Mannheim, Faculty of Social Sciences, Germany – Past research has reliably demonstrated that repeated statements are more frequently judged to be true (e.g., Hasher, Goldstein, & Toppino, 1977). This so-called truth-effect is

often explained in terms of metacognitive experiences of fluency, suggesting that repeated statements are more frequently judged to be true because they are processed more fluently. Interestingly, while most prior research focused on why fluency influences truth judgments, less is known about when fluency is used as a cue in judgments of truth. Three studies addressed the moderating role of fluency's perceived validity. In particular, we hypothesized that participants use fluency as a source of information if fluency has proven to be a valid cue in the past. In contrast, if relying on fluency has proven to be a misleading cue, individuals should not use fluency as a source of information. To test this hypothesis, we manipulated participants' experiences with the validity of fluency as a source of information in a learning task (valid vs. not-valid) and then assessed reliance on fluency in subsequent tasks. These tasks were either identical, similar, or different from the learning task. The experiments consistently demonstrate that fluency is used as signal of truth particularly if fluency has proven to be a valid cue in the past. This suggests that the use of fluency in truth judgments is not an inevitable automaticity, but an adaptive process that reflects cue validities. Consequences for our understanding of the truth-effect and the adaptive use of fluency are discussed.

### E278

**"I KNOW THIS IS BIASED, BUT...": EFFECTS OF KNOWINGLY ENGAGING IN A BIASED PROCESS** Katherine Hansen<sup>1</sup>, Emily Pronin<sup>1</sup>, <sup>1</sup>Princeton University – People are reluctant to see themselves as biased even while they readily recognize bias in others. This error in self-perception, or "bias blind spot," is due to the unconscious nature of bias; when introspecting, people do not find any conscious evidence of bias in themselves and therefore assume objectivity. How far does this tendency go? Two experiments examined whether people would claim objectivity even in cases where they were aware that the process leading to their judgment was biased (e.g. when that process involved evaluating the validity of a test by focusing only on its weaknesses). Participants took a test, received failure feedback on it, and then were asked to assess the test's quality by using either a biased process (focusing only on the test's weaknesses) or an unbiased one. Participants who were instructed to use a biased evaluative procedure rated that procedure as biased, engaged in it, and then claimed to have been objective in their evaluation of the test. In other words, participants knowingly engaged in a biased process, but in the end still claimed objectivity. These experiments suggest the difficulty of inducing people to recognize the presence of bias in their judgments. Even when people recognize that their judgmental processes may be biased, they nonetheless appear inclined to view the decisions resulting from those processes as objective.

### E279

**WHAT MAKES YOUR HEART BEAT FASTER?: CARDIOVASCULAR STRESS REACTIVITY, RISK PERCEPTION, AND EXPECTED BENEFITS** Wan H. Ellen Yeung<sup>1</sup>, Elaine Perea<sup>1</sup>, Michelle N. Shiota<sup>1</sup>; <sup>1</sup>Arizona State University – Previous studies of the relationship between stress and risk-taking have produced inconsistent findings. Several studies have found that state stress increases people's risk-taking, whereas other studies find that individuals showing high dispositional stress reactivity are more likely to be risk-averse. Many of these studies emphasize risk perception as the key link between stress and risk. However, the risk-return model argues that risk behavior is the result of a tradeoff between perceived risk and expected benefit (Sarin & Weber, 1993), and stress may influence the latter component as well. The present study examined the relationship between intensity of physiological responses to psychosocial stress and dispositional risk-taking, risk perception and expected benefit. Participants completed a questionnaire assessing these three aspects of dispositional risk (Weber et al., 2002) during prescreening. Then, cardiac interbeat interval (IBI, the inverse of heart rate) was measured while participants performed a stressful mental arithmetic task with negative social feedback in the laboratory. Greater baseline-to-trial reduction in IBI was significantly associated with higher self-reported risk behavior. Risk perception showed no relationship with cardiac reactivity. However,

those with greater cardiac reactivity tended to score higher on expected benefit associated with risk. Our findings highlight the importance of expected benefits in models of risk behavior, and suggest that accounting for both perceived risk and expected benefits in such models may help clarify the relationship between stress and risk.

### E280

**THE EFFECT OF STRATEGIZING ON THE SUBJECTIVE IMPORTANCE OF DECISIONS** Aaron S. Wallen<sup>1</sup>, Malia F. Mason<sup>1</sup>; <sup>1</sup>Columbia University – We investigated whether strategizing for a decision affected its subjective importance to the decision-maker. Central to our prediction is the notion that people overestimate the importance of decisions when they fail to adequately plan how much to invest in a given decision. We predicted that, when considering decision options prior to strategizing for a decision, people would ascribe greater importance (measured by time allocated and number of reasons generated for options) to a decision compared with people who considered options after strategizing. To test this prediction we recruited adult participants (N = 154) and presented each participant with four decision scenarios. Each scenario differed with respect to timing of strategizing (before or after generating reasons to support each option). The data were subjected to a mixed-model regression (participant effects were treated as random) using Hierarchical Linear Modeling. A statistically significant main effect suggested that, when participants did not strategize regarding how much time to invest in a decision prior to considering their options, they expected to allocate more time to a decision ( $p < .05$ ) and identified more reasons to support selection of each option ( $p < .05$ ) than when they explicitly strategized prior to consideration of response options. These results supported our prediction that failing to strategize for a decision prior to consideration of alternatives can lead to overestimation of decision importance. We discuss implications of these findings for theory and decision-making in several contexts.

### E281

**IDEAL ATTRIBUTES OF POLITICAL CANDIDATES IN NEAR AND DISTANT FUTURE ELECTIONS** Kate Jassin<sup>1</sup>, Jeremy Ginges<sup>1</sup>; <sup>1</sup>The New School for Social Research – Consider the characteristics you would like to see in the next President of the United States. Common sense might suggest that your preferences about such an important issue will remain relatively stable over time; your decision about which candidate best fits your ideal may change but presumably your ideal should remain constant. Construal Level Theory (CLT; Liberman & Trope, 1998) suggests different predictions. According to CLT, temporal distance influences the way we think about objects or events; the greater the temporal distance the more we invoke and rely on higher level construals that are more schematic, abstract, and rely more on the central features of events or objects. CLT has been supported by a number of studies that typically involve hypothetical and mundane scenarios (e.g., moving into a house, negotiation games, buying a clock radio or sitting for an exam). Thus it is unclear whether temporal distance will influence the way people think about a non-mundane issue: ideal attributes for the next President of the United States. One week before the New York primaries we manipulated temporal distance by asking participants to list the ideal attributes they look for in a presidential candidate in the New York state primaries (near future) or the general presidential election (distant future). Participants in the distant future condition listed more abstract attributes (e.g. personality traits) than in the near future condition, and fewer concrete attributes (e.g. leadership skills). We discuss implications for understanding changes in preferences for candidates to elected office over time.

**E282****FUTURE ACTION INFLUENCES THE CONTENT OF SPONTANEOUS AUTOBIOGRAPHICAL MEMORY: A NEW PARADIGM**

Meredith Lanska<sup>1</sup>, Avi Ben-Zeev<sup>1</sup>, Ezequiel Morsella<sup>1,2</sup>; <sup>1</sup>San Francisco State University, <sup>2</sup>University California, San Francisco – Social cognition research has revealed that daydreaming and wandering thoughts are far from indeterminate and can be influenced by goals, future tasks, and evaluations of past events. For example, in our previous (content analysis-based) study, intrusive cognitions (about geography) were triggered automatically by anticipating a future task (geography quiz) that could benefit from forethought. Can such data be collected using continuous measures? In a paradigm examining whether the contents of autobiographical memory are also influenced by future tasks, participants ( $n = 30$ ) were told that they would later have to interact with an expert in chemistry (a challenging task). (Controls,  $n = 29$ , were told that they would later view an expert lecture about chemistry.) After the experimental manipulation, participants were asked to reflect freely upon their autobiographical memories. Using a new method of assessing memory content, participants were then shown a series of photographs of different daily settings – academic, artistic, competitive, familial, professional, and recreational – and asked to rate on a continuous scale how representative each setting was of their autobiographical memory. Faced with the challenge of interacting with an expert in chemistry, and consistent with prior research, experimental participants had more autobiographical memories about recreational environments than did controls,  $F(1, 58) = 7.682, p < .05$ , but they did not have more academic-related memories, which was our primary prediction. A follow-up study is re-examining this intriguing effect. More generally, this paradigm provides an effective way of assessing mental (episodic memory) content using a continuous measure.

**E283****BROTHER, CAN YOU SPARE A DIME? HOW RELIGION AND GOD PRIMING AFFECT INGROUP AND OUTGROUP SWINE FLU DONATIONS DIFFERENTLY**

Ivan Hernandez<sup>1</sup>, Jesse Lee Preston<sup>1</sup>; <sup>1</sup>University of Illinois at Urbana-Champaign – Past research has used religion and God primes interchangeably. However, the function and development of these two concepts have been theorized as serving distinct purposes. Religion is thought to have evolved as a way of aiding survival by associating with similar others and disassociating with dissimilar outgroups. God, on the other hand, is theorized as being associated with positivity and vigilance. In this study, the proposed dichotomy between religion and God was examined in the context of prosocial behavior. Priming religion should lead to more ingroup protective behaviors while priming God should lead to more outgroup favoritism. After being primed with either religion, God, or a control condition, 88 participants around the University of Illinois campus completed a brief survey informing them of the Swine Flu epidemic, and asking them to allocate a portion of a 99 cents between the American (ingroup) and the Mexican Red Cross (outgroup). Participants in the control condition showed an ingroup bias, donating more to the US than to Mexico as did participants primed with religion. However, participants primed with God showed a reverse effect, allotting more money to the outgroup. When primed with religion, however, total donations decreased to both the ingroup and outgroup. Further analyses revealed that this decrease occurred only among religious participants. The results suggest that the treatment of religion and God as equivalent in priming is perhaps unwarranted, and that the two concepts have distinct mental representations.

**E284****MENTAL STATE DECODING IN DYSPHORIC INDIVIDUALS: THE ROLE OF SOCIAL MOTIVATION**

Brooke M. Sinclair<sup>1</sup>, Kate L. Harkness<sup>1</sup>, Jill A. Jacobson<sup>1</sup>, Emilie Chan<sup>1</sup>, Kevin Rounding<sup>1</sup>; <sup>1</sup>Queen's University – Individuals with mild to moderate depression (i.e., dysphoria) show an enhanced ability to decode others' mental states (e.g., Harkness et al., 2005). According to Weary et al. (1993), dysphoric individuals' expectations of

uncontrollability often are accompanied by uncertainty about their ability to understand, predict, and control the social world. These feelings are hypothesized to elicit a goal of accurate causal understanding resulting in a more sensitive, effortful, and vigilant search for and processing of social information. Such processing could yield more accurate or at least less biased social judgments. The goal of the current research was to investigate social motivation as an underlying mechanism contributing to dysphoric individuals' greater mental state decoding accuracy. Participants engaged in a mental state decoding task that involved attributing emotions to photographs of eyes. Before the task, participants were randomly assigned to one of three motivation conditions. In the control condition, participants received no additional instructions. In the monetary motivation condition, they expected to receive more tickets for a cash prize drawing, the more emotions they identified correctly. The instructions for the social motivation were adapted from Twenge et al.'s (2001) social exclusion manipulation. Specifically, participants were told that poorer performance on the task was predictive of greater loneliness and social problems later in life. Dysphoric individuals showed the greatest accuracy under the social motivation followed by the monetary motivation and then the control condition. Nondysphoric individuals, in contrast, performed best under the monetary motivation with no difference between the social motivation and control conditions.

**E285****THE PROJECTION OF MOTIVATIONAL ORIENTATIONS AS A FORM OF EGOCENTRIC BIAS**

Karl-Andrew Woltin<sup>1</sup>, Vincent Yzerbyt<sup>1</sup>, Olivier Comeille<sup>1</sup>; <sup>1</sup>Catholic University of Louvain at Louvain-la-Neuve, Belgium – Egocentric biases in social predictions of others are well-documented in social psychology (e.g., Krüger, 1998) and initial evidence has been found for the projection of implicit and explicit goals (Kawada et al., 2004). However, research has so far not investigated the projection of motivational orientations, independent of specific goals, which is the aim of the current research. While regulatory focus (Higgins, 1998) differs chronically between individuals, it can also be induced by situational framing. In line with the distinction between strong and weak situations (Snyder & Ickes, 1985) we assume that in strong situations (concerning the self) individuals will be sensitive to the situational promotion or prevention framing. However, in weak situations (concerning others) we assume individuals to rely on their chronic regulatory focus and thus to project. Study 1 measured chronic regulatory focus and used a prevention focus framing of a situation that depending on condition concerned either the self or another student. Prevention- and promotion-emotion ratings were assessed as dependent variables. Results confirmed our hypothesis and indicated that in predicting their own emotions, individuals' chronic prevention focus indeed did not have an impact. However, when predicting others' emotions, the chronic orientation is projected. Study 2, using a promotion focus framing, replicated the results for promotion focus and additionally found evidence for projection on measures of behavioral reactions. Taken together, not only attitudes and goals are projected, but also very basic motivational processes. These findings potentially shed a new light on scenario studies due to regulatory focus projection.

**E286****THE EFFECT OF REGRETS ON REPEATED MISTAKES**

Rumiko Dohke<sup>1</sup>; <sup>1</sup>Asia University Junior College – Previous research has shown that regrets caused by the upward counterfactuals lead to improved future performance. However, people sometimes fail to learn from regrets and they make the same mistake again. The present study aimed to examine when people make the same mistake as last time. It was predicted that they would make the same mistake when the intensity and the salience of regrets were reduced. Participants read a scenario in which a person made a mistake to feel regret about. To manipulate the intensity of regret, the end of the event in the scenario was described either positive or negative. Participants in the salient regret condition rated the likelihood that the target person would make the same mistake in the future, immediately after reading the scenario. Participants in the less salient

regret condition judged it following the filler task which was conducted to decrease the regret salience. As expected, participants in the salient regret condition judged that the target person would be more likely to repeat the same mistake when the end of the event was positive than when it was negative. Participants in the less salient regret condition judged high likelihood of the same mistake whether the end of the event was positive or negative. The result of this study indicated that regrets could help to prevent the same mistakes only when people have the great intense and high salient regret.

### E287

#### **EGOCENTRIC PREDICTIONS ABOUT OTHER PEOPLE'S EMOTIONAL STATES: WHEN WE DON'T PROJECT OUR OWN EMOTIONAL EXPERIENCE TO PREDICT OTHER PEOPLE'S EMOTIONAL STATES.**

**Eriko Kudo<sup>1</sup>**; <sup>1</sup>Tokyo Woman's Christian University – People tend to overestimate negative emotion they experience after negative events (impact bias). If we rely on our own experience to predict others' emotional states, those who have actually experienced the negative event might not overestimate the emotional impact of the same negative event on others. On the other hand, we might egocentrically make predictions about others' emotional states. Such that we might not project our own experience because we think our experience is unique. Sixty six female undergraduate students were randomly assigned to role (experience or forecaster) and margin (narrow or wide) conditions. They missed or asked to imagine they had missed a reward by a narrow margin or by a wide margin. And they were also asked to imagine the emotional state of an average student in the same situation. Those participants who missed a reward by a narrow margin experienced regret but much less than they had expected. However, those participants didn't project their emotional states to an average student when asked to predict her emotional state. Their predictions didn't differ from those who not experiencing the event and had no chance of knowing their predictions were wrong. Overall, the estimated regret for an average student was more intense. The actual experience of negative event and regret didn't produce any difference in the prediction of others' emotional experience. These results suggest that we egocentrically make predictions about others' emotional states not projecting our own unexpected experience because we think our own experience is unique.

### E288

#### **BIASED ABOUT OTHERS' BIASES? NAIVE BELIEFS ABOUT OTHERS' MOTIVATED CONSENSUS PERCEPTION**

**Joanne Kane<sup>1</sup>, An Oskarsson<sup>2</sup>, Leaf Van Boven<sup>3</sup>**; <sup>1</sup>Princeton University, <sup>2</sup>University of California, Davis, <sup>3</sup>University of Colorado, Boulder – Individuals tend to be unaware of their own biases, but able to perceive bias in others' judgments. The goal of the present research was to investigate the explanations people give for others' social projection. In Experiments 1 and 2 we found that individuals believe other people exhibit both false consensus and false uniqueness biases in strongly self-serving ways. In Experiment 3, we explicitly manipulated others' level of motivation and found that the overestimation of the false consensus effect in others is moderated by people's beliefs about the strength of the others' motivations to maintain favorable self-views. The results of the three experiments suggest that individuals expect others to exhibit self-enhancing biases, and believe that the strength of the self-enhancing bias depends on others' motivations and personalities.

### E289

#### **QUANTIFYING THE COSTS OF THE NATURALNESS BIAS**

**Chia-Jung Tsay<sup>1</sup>, Mahzarin Banaji<sup>1</sup>**; <sup>1</sup>Harvard University – In previous research on the judgment of musical talent, we demonstrated a dissociation between an explicit endorsement of hard work ("strivers") and the actual preference for innate talent ("naturals"). This naturalness bias was visible in the data of music experts but not novices. In this experiment, we quantify the costs of the naturalness bias using conjoint analysis, a methodology which allows the deduction of preferences from the tradeoffs made when choosing between sets of attributes. Participants (N=466) encountered target individuals who differed on several attributes, some of

which were objective (positive critic reviews, repertoire size, prior performance record); others of which were not (natural/striver, ethnicity). The attributes of musicians that were created for this purpose allowed us to include an additional variable, ethnicity, a social category that we have not tested previously and that may be related to the naturalness bias. In addition to replicating the naturalness bias in experts, we found that those with the greatest level of expertise were most likely to trade off better-qualified musicians in favor of hiring the natural musician. We also found that experts were more likely to select on the basis of group membership, with group membership itself being viewed as a proxy for naturalness. Some domains, like music and the arts, where judgment criteria for talent are subjective, are prone to the presence of disparities between beliefs that are proclaimed (such as faith in hard work) and actual preferences exhibited in judgment and decision-making.

### E290

#### **SELF-CONSTRUALS AND RISK TAKING**

**Jo Sasota<sup>1</sup>**; <sup>1</sup>The Ohio State University – Two studies examine whether self-construals influence risk taking. Interdependent self-construals were hypothesized to result in less risk taking than independent self-construals. Because an interdependent individual tends to construe the self within the context of his social relationships, he will take into account his interpersonal relationships when making decisions that involve risk; however, because an independent individual tends to construe the self as stable and separate from interpersonal connections, he will not take into account his interpersonal relationships when making decisions that involve risk (Markus & Kitayama, 1991). Presumably, one can assume more risk when one only thinks of oneself than when one has to consider others. Participants were induced to construe the self independently vs. interdependently by circling independent (e.g., I, mine) vs. interdependent (e.g., we, ours) pronouns (Study 1, Brewer & Gardner, 1996) or by thinking of a decision involving a non-family vs. a family member (Study 2, Trafimow et al., 1991). Participants then completed the Choice Dilemma Questionnaire (CDQ) (Kogan & Wallach, 1964). The CDQ measures risk taking by asking individuals to respond to hypothetical situations. Each situation presented a choice between two courses of action: (a) a high-risk, high-reward action or (b) a low-risk, low-payoff action. Individuals select the minimum odds for success they would require before pursuing the high-risk option. As predicted, in both studies, participants who were induced to construe the self independently were willing to assume more risk (i.e., higher CDQ scores) than participants who were induced to construe the self interdependently.

### E291

#### **IN THE MOOD FOR CONTROL: NEGATIVE MOOD FACILITATES RULE-BASED DECISION MAKING IN A SIMPLE RULE GAME**

**Eefje Rondeel<sup>1</sup>, Marieke De Vries<sup>2</sup>, Rob W. Holland<sup>3</sup>, Niek Wijngaards<sup>1</sup>, Masja Kempen<sup>1</sup>, Ad van Knippenberg<sup>3</sup>**; <sup>1</sup>D-CIS Lab/TRT-NL, The Netherlands, <sup>2</sup>Leiden University Medical Center, The Netherlands, <sup>3</sup>Behavioural Science Institute, Radboud University Nijmegen, The Netherlands – Previous research showed that positive mood individuals are more likely to base their decisions on recent experiences than negative mood individuals. We tested the complement idea that a negative mood facilitates rule-based decision making. In order to follow a specific rule, individuals should be able to inhibit tendencies to act on experience. The latter suggests that, in addition to mood, cognitive control is of importance in rule-based decision making. Subjects participated in a task that investigated rule versus experience-based decision making. Beforehand, individual differences in cognitive control were assessed. Participants repeatedly chose between two gambles: gamble A with a 50 % chance of winning 500 points and a 50 % chance of winning 50 points, and gamble B with a 50 % chance of winning 250 points and a 50 % chance of winning 50 points. Sticking to the simple rule of always choosing gamble A would increase winnings. Individual differences in mood were measured afterwards. In line with our hypothesis the results showed that a more positive mood was associated with more switches from gamble A to B. Interestingly, the number of games subjects played before switching to gamble B was found to be



dependent on the interaction between mood and cognitive control. Less positive mood states resulted in more rule-based decision making, but only when subjects had high levels of cognitive control. Apparently, when in a negative mood, the use of cognitive control is triggered by the characteristics of the situation.

**E292**

**UNCONSCIOUS THOUGHTS? MOOD, NOT LEVEL OF CONSCIOUSNESS, PREDICTS DECISION QUALITY** E. Samuel Winer<sup>1</sup>, Daniel Cervone<sup>1</sup>, Marina Fiori<sup>1</sup>, Ritu Tripathi<sup>1</sup>, Jennifer Veilleux<sup>1</sup>, Dariusz Barwacz<sup>1</sup>; <sup>1</sup>University of Illinois at Chicago – Unconscious Thought Theory (Dijksterhuis & Nordgren, 2006) posits that people make better complex decisions when allowed sufficient time to process information unconsciously. In one study, Dijksterhuis et al. (2006, study 1) found that when considering four cars of varying quality, people who consciously deliberated about a car purchase made poorer choices than people who were distracted before choosing. A recent critique of this study (Lassiter et al., 2009), has shown that the task's instructions alter participants' goals at the stage of encoding. Similarly, people in the conscious condition may face a more unfamiliar task than those in the unconscious condition, because they are overloaded with information that is beyond the limits of short term memory. Thus, the effect may have resulted from impaired conscious encoding as opposed to facilitated unconscious encoding. We therefore altered the order of car attributes presented to make the task complex yet manageable, while retaining the unconscious and conscious conditions. We predicted that this would increase conscious, but not unconscious, choice quality. We also assessed mood to determine whether it was associated with performance regardless of condition (e.g., Schwarz et al., 1991). We found that conscious and unconscious conditions did not differ in choice quality, Wald (1, N = 74) < 1, ns, despite unconscious performance remaining at approximately the same percentage as in Dijksterhuis et al. As well, we found that positive mood predicted performance, regardless of condition, with those reporting a higher positive mood more successfully choosing the best car, Wald (1, N = 74) = 3.96, p < .05.

**E293**

**VERB ASPECT AFFECTS MENTALIZING AND ATTRIBUTIONS OF PSYCHOLOGICAL AGENCY** William Hart<sup>1</sup>; <sup>1</sup>National Opinion Research Center (NORC) at the University of Chicago – People often view agents along a continuum of psychological agency; some agents are viewed as possessing small amounts of purpose, intention and forethought behind their actions and others are viewed as possessing large amounts of these psychological characteristics. We predicted that the verb used in a linguistic description of an agent's prior actions might influence tendencies to mentalize (i.e., attribute psychological states to an agent) and, in turn, judgments of an agent's level of psychological agency. In four experiments, we tested whether describing an agent's prior actions in terms of what the agent was doing versus did would enhance mentalizing and psychological agency judgments. In each experiment, participants read action descriptions conveyed in terms of either what the agent of the actions was doing or did (e.g., "Keith was making/made small talk with his neighbor"). Subsequently, participants completed measures to assess the accessibility of the mentalizing process and the amount of psychological agency attributed to the agent. In Experiment 1, we found that the reading of what an agent was doing (vs. did) enhanced psychological agency attributions by promoting mentalizing. Experiments 2 and 3 established the generality of this linguistic effect on psychological agency attributions, and Experiment 4 showed that this effect required cognitive resources. All in all, this research contributes to the understanding of the language-thought interface, and it provides novel evidence of how language influences mentalizing and psychological agency attributions.

**E294**

**ENVIRONMENTAL GROUP DECISION MAKING** Juliana A. Smith<sup>1</sup>, Nicole A. Yoskowitz<sup>1</sup>, Gaby Reijseger<sup>2</sup>, Michel J.J. Handgraaf<sup>2</sup>, Elke U. Weber<sup>1</sup>; <sup>1</sup>Columbia University, <sup>2</sup>University of Amsterdam – Decisions related to the environment typically involve uncertainty about outcomes that are realized at different points in time, and often generate conflict between material and moral/ethical goals. Environmental decisions are also frequently made by groups, in part because support by a large number of people is necessary for their successful implementation. Our study therefore examined environmental decision making in a group context. Three-person groups were asked to consider a scenario that described different types of windmills to reduce carbon emissions. The two windmill types varied in the certainty about carbon emission reduction and when it would occur. Half of the 50 groups (predecided) had previously individually considered the decision, whereas the other half (naïve) saw it for the first time in the group. The decision was how much out of a specified development budget to allocate to one or both of two types of windmills. Group discussions were videotaped and transcribed. After the group decision, participants could revise their individual decisions anonymously. There was no significant difference in the group decisions between predecided and naïve groups. However, individual decisions prior to the group discussion influenced the frequency with which arguments supporting prior decisions were raised in the group discussion. Decision makers from predecided groups also seemed more satisfied with the group decision, i.e., they were less likely to deviate from the decision made by their group than individuals from naïve groups. These results have implications for the design of group processes for environmental decisions.

**E295**

**THE MODERATING ROLES OF CHRONIC REGULATORY FOCUS IN THE REVERSED REFLECTION EFFECT OF DECISION MAKING** Taekyun Hur<sup>1</sup>, Yulwoo Park<sup>1</sup>, Moonki Hong<sup>1</sup>; <sup>1</sup>Korea University – The reflection effect of the prospect theory in which people are more likely to take risks in loss domains but avoid risks in gain domains has been robust in numerous studies. But a few recent studies proposed and found that the reflection effect could be reversed in fun-related contexts (taking risks in gain domains and avoiding risks in loss domains) rather than in traditional materialistic contexts (Hur, Namkoong, & Roese, 2008). The Regulatory focus theory has been proposed to underlie such reversal, since people are relatively promotion-focused in leisure and prevention focused in work. The present study examined directly the role of chronic regulatory focus on the reversal of the reflection effect. 146 college students completed a chronic regulatory focus and then made decisions in 4 leisure- and 4 work-related contexts framed as either gain or loss (the last frame condition was a between-subject factor). The results revealed that chronically promotion-focused participants preferred risky choices in the gain-framed leisure contexts. Among chronically prevention-focused participants, an interaction effect was reported in which risks in loss (vs. gain) domains was preferred in work contexts and vice versa in leisure contexts. The results replicated the reversal of the reflection effect and, more importantly, partially supported the moderating role of chronic regulatory focus in the reversal of the reflection effect. Implications of the results were also discussed in psychological mechanisms underlying fun-effects in decision making and cultural and individual differences.

# Poster Session F

Saturday, January 30, 12:30 – 2:00 pm, Grande Ballroom

## Culture

### F1

**CULTURE, SOCIAL SUPPORT, AND SEXUAL RISK** Jeffrey M. Hunger<sup>1</sup>, Paul Robert Appleby<sup>2</sup>, John L. Christensen<sup>2</sup>, Lynn Carol Miller<sup>2</sup>, Steven J. Read<sup>2</sup>; <sup>1</sup>California State University-Fullerton, <sup>2</sup>University of Southern California – For some men who have sex with men (MSM), intercourse with a primary partner as well as non-primary partners is common. Previous research has shown that condom use with a non-primary partner is greater than with a primary partner; within a primary relationship, the lack of a condom during intercourse reflects trust and intimacy, leading to their diminished use. However, individuals in a relationship who engage in unprotected anal intercourse (UAI) with a non-primary partner can put their primary partner at a greater risk for HIV and sexually transmitted infections. There is a need to explicate individual and socio-cultural factors that promote greater condom use during intercourse outside of the primary relationship in order to create tailored safer sex interventions. In a sample of 244 MSM with both primary and non-primary partners, the relationship between perceived social support and sexual risk (i.e., UAI with non-primary partners) was examined across ethnicities. Controlling for age and attitudes toward condom use, negative binomial regression analyses revealed that significant other support (for African Americans and Caucasian MSM) and family support (for African American MSM) predicted less UAI with non-primary partners. Conversely, family support was paradoxically related to a greater amount of UAI with non-primary partners among Latinos. Although further research is needed to clarify the exact mechanisms underlying these findings, the current results stress the importance of a culturally-tailored approach to behavioral interventions.

### F2

**SEXUAL MINORITY STATUS AND SUBSTANCE USE OUTCOMES IN EMERGING ADULTHOOD** Amelia Talley<sup>1,2</sup>, Kenneth Sher<sup>1,2</sup>; <sup>1</sup>University of Missouri, <sup>2</sup>Midwest Alcoholism Research Center – The current study sought to examine developmental changes in substance use patterns among sexual minority and majority individuals. The analyses also attempted to address a number of methodological limitations in the extant longitudinal literature. (i.e., timing of sexual identification assessment; linear growth modeling). Data from a longitudinal study of incoming first-time college students at the University of Missouri–Columbia were used in the current study. Participants were asked to complete a Web-based survey every fall and spring for four years (n = 2854). Latent growth models revealed that sexual minorities in emerging adulthood demonstrated significant heterogeneity with regard to substance use trajectories, controlling for age, race, ethnicity, and gender. Also, initial levels of and changes in the frequency of substance use over emerging adulthood were distinct, generally, for sexual minority individuals, as compared to their heterosexual peers. The timing of the assessment of sexual minority status influenced the conclusions drawn from the results. Additionally, curvilinear models supported that some sexual minorities were especially prone to accelerate in their frequency of certain substance use behaviors over time (i.e., drunkenness; cannabis use). Findings may inform models of sexual identity development by providing information regarding the etiology and course of risk behaviors for the GLB community. The results also suggest, in the very least, sexual minority individuals may need to be exposed to interventions prior to their early twenties, to prevent the acceleration of problematic substance use.

### F3

**THE RELATIONSHIP BETWEEN LINGUISTIC EXPRESSIONS AND SELF-CONSTRUAL -- AN EMPIRICAL STUDY USING JAPANESE SAMPLE** Victoria Wai-lan Yeung<sup>1</sup>, Masaki Yuki<sup>1</sup>, Melody Chao<sup>2</sup>; <sup>1</sup>Hokkaido University, Japan, <sup>2</sup>University of Illinois at Urbana-Champaign, United States – Many researchers have noted the cultural difference in linguistic expression: Eastern communicators tend to use implicit and indirect expressions, whereas Western communicators tend to use explicit and direct expressions. They explain this in terms of the differences in individualistic vs. collectivistic cultures, low- context vs. high-context cultural system (Hall, 1976; Ting-Toomey, 1985), and independent vs. interdependent self-construal (Gudykunst et. al, 1996). However, these conclusions were not empirically-based. In this paper, using Japanese samples, we tested if Japanese would be more likely to use indirect than direct expressions, and how the directness would be related to cultural self-construals. One hundred and one Japanese read 20 scenarios and in each scenario rated how likely they would use each of the presented utterances (direct, indirect, and very indirect). Results showed that Japanese were more likely to use indirect and very indirect utterances than direct utterances. And female (male) were more likely than male (female) to use indirect (direct) expressions. Participants also completed Takata's (2000) self-construal scale. Results showed that the higher participants' independent self-construal score, the more likely they used direct utterances, and the higher their interdependent self-construal score, the more likely they used indirect utterances and less likely they used direct utterances. This study, using Eastern sample, provides empirical evidence for the claim that was made in the past research.

### F4

**PERCEPTIONS OF SOCIAL SUPPORT AMONG CAUCASIANS, ASIANS, AND LATINOS** Christine Chu<sup>1</sup>, Belinda Campos<sup>1</sup>, Roxane Cohen Silver<sup>1</sup>, Eric Knowles<sup>1</sup>; <sup>1</sup>University of California, Irvine – Research on cultural influences on social support processes has typically focused on East-West differences. We extend previous work by examining perceptions of social support among Caucasians, Asians, and Latinos in the United States. Among Caucasians, social support from family and friends has been found to be beneficial when it does not diminish the self (Bolger & Amarel, 2007). Emerging research shows that Asians consistently benefit from perceived social support but are more reluctant to seek it than Caucasians (Taylor et al., 2004). Latinos, however, are more likely to endorse explicit social support seeking (Campos et al., 2008). In the present study, 1,001 university students (247 Caucasians, 294 East Asians, and 117 Latinos) completed an online survey that included measures of demographics, acculturation, perceptions of social support, and personality. As expected, Asian Americans and Latino Americans, members of two distinct interdependent cultures, varied in their perceptions of emotional/informational support, tangible support, affection and perceptions of positive social interaction. Asian Americans consistently reported the lowest levels of social support. In contrast, Latino Americans reported comparable or higher levels of social support than Caucasians. Level of acculturation to the US and the participants' culture of origin had different associations with the various types of social support for Asian Americans and Latino Americans. Although Asians and Latinos may appear to share relationship process similarities because they are both members of interdependent cultures that highlight the importance of the group, the cultural scripts of harmony and *simpatía* emphasize different approaches to relationships.

**F5****RESIDENTIAL MOBILITY AND INTERDEPENDENCE WITH PLACE** Kate

Pickett<sup>1</sup>, Tugçe Kurtis<sup>1</sup>, Glenn Adams<sup>1</sup>, <sup>1</sup>University of Kansas – Environmental psychology and cultural psychology hold in common that places are psychologically constituted and constitutive of the psychological. Research in cultural psychology has focused on the experience of embeddedness in relational contexts (e.g. Markus & Kitayama, 1991; Oishi, Lun, & Sherman, 2007; Anderson, Adams, & Plaut, 2008). However, in the present study we extend this idea of embeddedness in social-relational context to consider embeddedness in physical-place context. Specifically we consider interdependence with place: the extent to which people experience self and identity as embedded (versus abstracted from) particular locations. The present study focuses on the relationship between interdependence with place and residential mobility. University students completed potential measures of interdependence with place including the Rootedness Scale (McAndrew, 1998), attitudes about place connections, and inclusion of place (and community) in the self. They also reported their history of residential mobility and rated likelihood of future relocation. Results revealed that indicators of interdependence with place showed hypothesized negative relationships with both a history of personal residential mobility and intentions to relocate in the future. Discussion focuses on the mutually constituting relationship between place and subjectivity and possible refinements to understanding interdependence with place.

**F6****CULTURAL VARIATIONS IN SPONTANEOUS TRAIT INFERENCES**

Jinkyung Na<sup>1</sup>, Shinobu Kitayama<sup>1</sup>, <sup>1</sup>University of Michigan – Previous studies on Spontaneous Trait Inferences (STI) showed that while observing a behavior of another person, people spontaneously inferred the corresponding trait of the actor and ascribe the trait to him or her. However, we propose that STI is a cognitive procedure that is grounded in a cultural assumption of a person as a separate and independent entity. Thus, we hypothesized that STI would be relatively unique to people with Western cultural backgrounds. To test the hypothesis, European and Asian Americans were recruited. In the first phase of the study, they were presented with many pairs of a face and a behavior. In the second phase, they were asked to make a lexical judgment (word or non-word) and previously shown faces were served as a fixation. For the half of the word trials (congruent trials), a trait word was preceded by the face of the actor whose behaviors implied the "very" trait word. For the remaining half (control trials), the face was paired with an irrelevant trait. We found that European Americans showed a STI effect such that a lexical judgment of a trait word was faster in congruent trials than in control trials. Moreover, the STI effect was positively correlated with their memory on information presented in the first phase. In contrast, for Asian Americans, there was no difference in RT between congruent and control trials. Furthermore, the correlations between STI and memory were not significant although they remembered as much information as European Americans did.

**F7****POST-DECISIONAL JUSTIFICATION IN THREE TYPES OF INTERPERSONAL RELATIONSHIPS: A STUDY ACROSS FOUR ACADEMIC INSTITUTIONS AND FOUR CULTURAL GROUPS** Etsuko Hoshino-Browne<sup>1</sup>, Barry Schwartz<sup>1</sup>,

Anjali Thapar<sup>2</sup>, Sean Duffy<sup>3</sup>, Steven Fein<sup>4</sup>, Sharon Goto<sup>5</sup>; <sup>1</sup>Swarthmore College, <sup>2</sup>Bryn Mawr College, <sup>3</sup>Rutgers University, <sup>4</sup>Williams College, <sup>5</sup>Pomona College – Past research found that strong interdependence prevalent in collectivistic East Asian culture motivates East Asians to be concerned for and justify their interpersonal decisions, compared to North Americans (Hoshino-Browne et al., 2005). Does this mean that individualistic North Americans would not have any interpersonal concerns at all? Research (e.g., Brewer & Gardner, 1996; Oyserman, Coon, & Kenmelmeier, 2002; Tajfel & Turner, 1986; Yuki, 2003) suggests that individualistic and collectivistic orientations are not mutually exclusive, but they co-exist, albeit they may be manifested in relatively different

degrees in different cultures. Then, individualistic North Americans could be concerned for their interpersonal choices, depending on different social relationships. The current research investigated this question with three different interpersonal relationships as a target for an interpersonal decision (i.e., a family member, a close friend, and an acquaintance), among middle class European American and Asian American college students, working class college students, and the elderly (age 60–90). The consistent finding across these different cultural groups was a significant gender difference: females justified their choices for others, regardless of relationship types. However, each cultural group also showed a different pattern of post-decisional justification depending on relationship types. In particular, middle class European American and Asian American college students showed an interaction between their gender and relationship types in their justification, whereas working class college students and the elderly showed only a main effect of their gender. The result indicates variations in post-decisional justification across different SES and age groups within the US.

**F8****CULTURAL DIFFERENCES IN RESPONSE TO OTHER'S SETBACKS: THE****ROLE OF PRAISE AND SYMPATHY** Felicity F. Miao<sup>1</sup>, Shigehiro Oishi<sup>1</sup>;

<sup>1</sup>University of Virginia – Some individuals respond to a friend's setback by providing praise, while others respond with sympathy and compassion. In other words, some individuals choose to boost their friend's self-esteem, while others choose to remind their friend about possessing a self-critical attitude. Although both patterns of responding theoretically exist in all cultures, we predicted that within a friendship context, European Americans would be more likely to respond to a friend's setback by providing praise, while Asian Americans would be more likely to respond to a friend's setback by providing sympathy. In Study 1, we examined how European Americans and Asian Americans responded when their same-sex and same-ethnicity friend received a low score on a test. As predicted, European Americans provided praise, approval, and admiration more and sympathy and compassion less than Asian Americans. In Study 2, we sought to understand whether these patterns of responding differ when participants interacted with a stranger. We predicted that the culturally prevalent ways of responding to another person's setback would differ. Specifically, we predicted that within a same-ethnicity stranger context, European Americans would be more likely to respond to a stranger's low score on a test by providing sympathy, while Asian Americans would be more likely to respond to a stranger's low score on a test by providing praise. We found results in the expected direction for European Americans, but did not find cultural differences in the amount of praise provided. These findings provide empirical support for theoretical models of culture, social relations, and well-being.

**F9****CULTURE AND THE POSTER DESIGN: COMPARING THE COMPLEXITY PREFERENCES OF EASTERNERS AND WESTERNERS** Huaitang Wang<sup>1</sup>,**Takahiko Masuda<sup>1</sup>; <sup>1</sup>University of Alberta, Edmonton, Canada** – Previous

cultural research found that East Asians are more likely than Westerners to prefer context-rich information to context-impooverished information (Masuda, Gonzalez, Kwan, & Nisbett, 2008; Miyamoto, Nisbett, & Masuda, 2006). Recent findings suggest that homepages in eastern societies are more complex than western ones (Masuda, Wang, & Ito, 2008). We hypothesized that such cultural patterns of preference also exist in conference presentations. To test this hypothesis, we randomly collected 247 conference posters from the SPSP conference in 2008/09. Posters were categorized into three groups according to the first authors' names and their working locations: Easterners, Westerners and authors from the unmatched group. Easterners were scholars with eastern names, who were working in East Asia (e.g., China, Japan, and Korea); Westerners were those with North American names, who were working in North America (e.g., USA and Canada); and authors from the unmatched group were those with eastern names working in North America or vice versa. Posters were analyzed by four criteria: words, characters, pictures and tables. The results indicated that: (1) Eastern posters were more

complex than posters produced by Westerners and authors from the unmatched group when posters contained two or more studies; (2) there was no cultural effect when posters contained only one study. The results reinforced the previous cultural research on physical scenes, pictorial representations and homepage designs, and suggested that Easterners were more likely than Westerners to prefer complex designs.

### F10

#### SHOW IT OR HIDE IT? CULTURAL DIFFERENCES IN SELF-PRESENTATION STRATEGIES

Albert Lee<sup>1</sup>, Li-Jun Ji<sup>1</sup>; <sup>1</sup>Queen's University – Self-presentation is the process by which people influence the impressions other people form of them by behaving in a certain way. In highly competitive situations, such as in a boxing match or a poker tournament, self-presentation offers a useful means to create stress or anxiety in one's opponents, which may, in turn, compromise their performance. The present study examined the different ways European Canadians and Chinese present themselves in a competitive context. Their respective preference for self-presentation strategies frequently appears in historical texts, novels, movies, and other cultural products of these two cultures. In this study, we asked participants from both cultures to read scenarios involving competitions in various domains (e.g., rivalry between two athletic contestants or business firms). Participants' task was to choose a self-presentation strategy that they believed can maximize the chance of success in these situations. The results showed an interesting cultural difference: whereas European Canadians believed that revealing their strengths to their opponents is a better strategy for success, Chinese believed that concealing their strengths from their opponents is a more effective approach. Possible underlying mechanisms are discussed.

### F11

#### BI-CULTURE COMPARTMENTALIZATION AND INTEGRATION EFFECTS OF PSYCHOLOGICAL ADJUSTMENT

Weifang Lin<sup>1</sup>, Yicheng Lin<sup>1</sup>, Chinlan Huang<sup>2</sup>; <sup>1</sup>National Taiwan University, <sup>2</sup>National Taiwan University of Science and Technology – Modernization and globalization have brought values and concepts of diverse cultural together. It remains unclear, however, how one could successfully resolve these potential bi-cultural conflicts. Yang (2003) proposed that compartmentalization and integration are two ways to resolve the bi-cultural conflicts. The present research followed Showers' (1992) card sorting task to measure individual differences in the degree of compartmentalization and integration and compared the effect of compartmentalization and integration on psychological adjustments. Moreover, Zhong-Yong thinking style was hypothesized to be the underlying mechanism that leads to successful integration. Study 1 compared the differential effect of compartmentalization and integration of traditional and modern values on psychological adjustments. The results, however, were unstable. It is possible that because the current college students tended to be significantly high on modernity and low on traditionality, contrasting traditional and modern values became insensitive to index cultural conflicts. Thus, in Study 2, progressive and humble adjectives were used as material to measure degree of compartmentalization and integration. Results showed that for those people who adopted both progressive and humble values, integration strategy significantly outperformed the compartmentalization strategy on its effect on psychological adjustments. Furthermore, the integration tendency significantly correlated with Zhong-Yong thinking style. That is, people who are able to integrate the seemingly conflicting values also showed the tendency to think globally and behave flexibly. The hypothesis that Zhong-Yong thinking style is a key component to integration was supported. The implications for bi-cultural conflict resolution were discussed.

### F12

#### THE EFFECT OF RELATIONAL MOBILITY ON THE FORMATION OF INTERPERSONAL RELATIONSHIPS: A WITHIN-"CULTURE" INVESTIGATION

Joanna Schug<sup>1</sup>, Masaki Yuki<sup>1</sup>, Kosuke Sato<sup>1</sup>, Kosuke Takemura<sup>2</sup>; <sup>1</sup>Hokkaido University, <sup>2</sup>University of British Columbia – Previous studies have found that many cultural differences observed between Japan and the United States, such as the degree of similarity between friends, the impact of self-esteem on happiness, and differences in causal attribution styles, can be explained by a socio-ecological factor we call relational mobility. Relational mobility is defined as the amount of opportunities to form new relationships when necessary in a given social context, and had been found to vary across cultures. However, one benefit of taking into account socio-ecological factors such as relational mobility is that the theoretical hypotheses which apply to between-culture analysis are equally relevant to within-culture analysis. In this study, we used a representative sample of 608 adults in the United States in order to further examine the impact of relational mobility on the formation of interpersonal relationships. We predicted that relational mobility would moderate the relationship between the desire to form new relationships and the actual amount of new relationships formed in the recent past. Consistent with this prediction, we found that participants who were motivated to form new relationships were more likely to have actually done so in the recent past if they perceived their surrounding society to be high, rather than low, in relational mobility. Furthermore, a state-level analysis found that self-reported perceptions of relational mobility in one's immediate society were strongly correlated with the actual availability of new relational partners in one's state, providing evidence for the validity of different assessments of relational mobility. Future directions are discussed.

### F13

#### PROTOTYPICAL HONOR-RELEVANT SITUATIONS AND ASSOCIATED EMOTIONAL REACTIONS: A CULTURAL APPROACH

Cansu Alozkan<sup>1</sup>, Ayse K. Uskul<sup>2</sup>, Susan E. Cross<sup>3</sup>, Berna Gercek-Swing<sup>3</sup>, Bilge Ataca<sup>4</sup>; <sup>1</sup>Istanbul Bilgi University, <sup>2</sup>University of Essex, <sup>3</sup>Iowa State University, <sup>4</sup>Bogazici University – Conceptions of honor vary across cultures. We examined honor-relevant situations in Turkish and Midwestern American cultural contexts to examine features of situations that are viewed as most or least prototypical and associated emotional reactions. In Study 1, Turkish and American participants freely generated examples of situations viewed as attacks to one's honor. In Study 2, situations generated in each cultural group were rated for centrality to the prototypical honor-attacking situation by respective members of that cultural group. Honor-attacking situations rated as most prototypical by Turkish participants were more likely to have a relational reference and to include an audience than those rated as most prototypical by American participants. In Study 3, we took the most and least prototypical situations from both groups in Study 2 and asked both Turkish and American participants to rate different emotions these situations would evoke. Situations rated as most prototypical by Turkish participants evoked the most negative feelings in both samples, followed by situations rated as most prototypical by American participants. The two criteria for demonstrating prototype structure (that participants find it meaningful to judge situations in terms of their centrality and that centrality affects psychological functioning (Fehr, 1988)) were met. In sum, prototypicality of honor-relevant situations differed in the two cultural groups and prototypical Turkish situations were more potent in generating negative emotional ratings. These findings extend the study of prototypes to include situations and reveal how honor is experienced differently through prototypical situations in Turkey and the US.

**F14**

**HOW LONG CAN I SEE YOUR EMOTION? CULTURAL DIFFERENCES IN EMOTION PERCEPTION** Claudia Marinetti<sup>1</sup>, Michelle Yik<sup>2</sup>, Batja Mesquita<sup>1</sup>, Ashleigh Haire<sup>3</sup>, <sup>1</sup>University of Leuven, <sup>2</sup>Hong Kong University of Science and Technology, <sup>3</sup>Wake Forest University – In daily life facial expressions are not isolated. Rather, emotional intentions change constantly as a function of shifting relational aims (Parkinson, 2008). In this study, we were interested in the cross-cultural similarities and differences of the perception of time dynamics of emotions. We examined how long Chinese (n = 30) and American (n = 30) respondents perceived an initial emotion on faces using morphing movies that changed from an emotion expression to another. Respondents were asked to stop the movie when they ceased to see the original target emotion. The faces in the morphing movies varied in ethnicity (Caucasian vs. Asian), gender (female vs. male), and initial emotion shown (happiness vs. anger). Results showed that perception of emotion signals depended on the observer's culture as well as on the target's ethnicity and initial emotion expressed, with stronger effects for female targets than male ones. Interestingly, both respondent groups ceased to perceive anger later than happiness, this effect being stronger for Chinese than Americans. Moreover, while all respondents saw happiness longer on Asian faces than on Caucasian ones, anger was seen by both Americans and Chinese longer on ingroup faces than on outgroup ones. Finally, while Chinese judged the face in the frame at which they stopped seeing happiness as happier than Americans, Americans judged the frame at which they stopped seeing anger as angrier than Chinese. These results show that cultural differences together with environmental factors (i.e. the nature of the target) can lead to variability in emotion perception.

**F15**

**FRIEND, ALUMNI OR STRANGER, DO THEY DESERVE SAME BLAME? CULTURAL DIFFERENCE BETWEEN CHINESE RELATION-BASED AND AMERICAN GROUP-BASED RESPONSIBILITY ATTRIBUTION** Xiaowei Lu<sup>1</sup>, Kaiping Peng<sup>1</sup>, <sup>1</sup>University of California at Berkeley – Previous research on trust behavior has shown that Americans give more trust to those who share same category membership with them, whereas Chinese give trust based on interpersonal relationships. The current study explored how these category-based and relation-based cultural tendencies would influence people's perception of responsibility, blame and punishment. Two scenarios were provided to participants about bad decisions committed in working environment. Participants were assigned into four conditions in which they had different relationships with main character in each scenario: close friend, potential friend, fellow alumnus or stranger. Participants were asked to read the scenarios first, and then rated on a nine-point scale how much responsibility, blame and punishment would be assigned to main character and company in each story. One hundred and seven undergraduate students from Tsinghua University in China and UC Berkeley in US participated into the study. In the Chinese sample, participants assigned most responsibility, blame and punishment in the alumnus condition, whereas least to characters who were close friends or strangers. However, American participants assigned most responsibility, blame and punishment in the stranger condition. The results revealed that Chinese would give harsher judgment to those who shared same category membership with them, but milder judgment to those who had relationship with them. The Americans would give harsher judgment to those who have no relationship with them. The implications of the results were discussed.

**F16**

**INFORMATION GATHERING AND SELF-CONCEPT FORMULATION: DO JAPANESE DIFFER FROM NORTH AMERICANS?** Lindsay M. Schaefer<sup>1</sup>, Li Jun Ji<sup>1</sup>, Keiko Ishii<sup>2</sup>, <sup>1</sup>Queen's University, <sup>2</sup>Hokkaido University – Previous research with North Americans shows that, when people are asked questions about themselves, they recruit information that is consistent with the direction of the question, and consequently, formulate self-concepts that are congruent with the question (Kunda, Fong, Sanitoso, & Reber,

1993). The present research, however, suggests that this tendency may not be true of Japanese people. Japanese participants responded to one of two social life questions: "Are you happy with your social life?" or "Are you unhappy with your social life" (Study 1), or one of two personality questions: "Are you extroverted?" or "Are you introverted?" (Study 2). For the social life questions in Study 1, unlike North American participants in Kunda et al.'s (1993) study, Japanese' self-ratings did not differ between conditions, although participants in the happy condition reported more happy thoughts than did those in the unhappy condition. For the personality questions in Study 2, participants in the extroverted condition rated themselves as more extroverted than did those in the introverted condition; however, in contrast to Kunda et al.'s (1993) findings with North Americans, the number of extroverted and introverted thoughts Japanese wrote down did not differ between conditions. In sum, unlike North Americans, a disconnection lies between the type of information Japanese gather when answering questions about themselves and the self-concepts they construct, indicating that the thoughts they recruit and the self-concepts they develop are not always consistent with the direction of self-relevant questions.

**F17**

**"THANKS, BUT I'M NOT THAT SMART AND NEITHER IS MY DAUGHTER:" CULTURAL DIFFERENCES IN FIRST-PERSON AND THIRD-PERSON COMPLIMENT RESPONSES** Karen Choi<sup>1</sup>, Michael Ross<sup>1</sup>, <sup>1</sup>University of Waterloo – Four studies examined cultural differences in responses to compliments. Study 1 found that Asian-Canadian students were less accepting of hypothetical compliments about the self (first-person compliments) than European-Canadian students. This cultural difference was evident on both measures of public responses to compliments and private feelings about compliments. Study 2 demonstrated that the cultural difference is robust and generalizes to compliments about close others (third-party compliments). Asian-Canadian mothers were less accepting of compliments about their child, and deemed these compliments to be less accurate, than European-Canadian mothers. Public responses to the third-party compliments also did not differ from private feelings about the compliments. Study 3 replicated the cultural difference in third-party compliment responses, while showing that mothers of both cultural groups were highly and equally satisfied with their relationship with their child. Acceptance of third-party compliments was unaffected by the child's presence or absence. In Study 4, an analysis of interviews with female golf tournament winners showed that East Asian players were less accepting of compliments than their Western counterparts. Together, these studies provide strong evidence for cultural differences in both first-person and third-person compliment responses.

**F18**

**TASK FRAMING AND CULTURAL BELIEFS PREDICT STUDENTS' CHOICE OF ACADEMIC TASKS** Sylvia Rodríguez<sup>1</sup>, Rainer Romero-Canyas<sup>1</sup>, Geraldine Downey<sup>1</sup>, E. Tory Higgins<sup>1</sup>, <sup>1</sup>Columbia University – Previous research has found that a fit between one's beliefs about the interdependence of the self and the message conveyed by a task predicted better performance on challenging math tasks and increased engagement in those tasks. In these previous studies, participants were randomly assigned to a task framed in a way that did or did not reflect their beliefs about the interdependence of the self. In this study we asked: do individuals choose tasks that fit their beliefs about the self? Participants first read what seemed like a legitimate newspaper article describing research that had identified two types of math questions that were linked to different professional and personal outcomes: one that was linked to service and societal development and one that was linked to personal uniqueness. Participants were then provided with a chance to select solving one of two sets of math problems, one that was associated with societal development or one that was associated with personal uniqueness. We hypothesized that higher interdependence would predict choosing a task associated with societal development while beliefs about the uniqueness of the self (horizontal individualism) would predict choosing a task associated with personal uniqueness. Results sup-

port our hypotheses. The research extends previous work on the relevance of beliefs about the self to achievement by showing that under certain circumstances individuals will seek out challenging tasks that mirror their beliefs. Implications for fit, engagement and achievement are discussed.

#### F19

**EQUALITY, HARMONY, AND THE ENVIRONMENT: AN ECOFEMINIST APPROACH TO UNDERSTANDING CULTURAL IMPACTS ON CLIMATE CHANGE** Brittany Bloodhart<sup>1</sup>, Janet K. Swim<sup>1</sup>; <sup>1</sup>The Pennsylvania State University – This research investigated the associations between gender equality, cultural values, and environmental protection. Psychologists have largely studied domination of people over other people (e.g., men over women) rather than domination of people over the environment. Ecofeminism, however, theorizes that hegemonic systems of power and oppression materialize both as domination of men over women and as domination of people over the environment, leading to degradation of the ecosystems. Consequently, cultural tendencies to value hierarchy (v. egalitarianism) of people and mastery (v. harmony) over the environment should be related to negative impacts on climate change. Data from the United Nations (2007) on gender equality and women's empowerment, Schwartz's (2008) assessment of cultural value orientation, and Yale's Environmental Performance Index (2008) for 74 countries partially support ecofeminist predictions. Controlling for GDP, gender empowerment is related to a country's tendency to endorse egalitarianism more than hierarchy,  $r = .28$ ,  $p < .05$ . Further, egalitarianism is highly correlated with a country's tendency to endorse harmony with (rather than mastery over) the environment,  $r = .60$ ,  $p < .001$ , and both values (egalitarianism,  $r = .29$ ,  $p < .05$ , and harmony,  $r = .32$ ,  $p < .01$ ) are significantly related to a culture's protection of the ecosystem. That is, the more egalitarian and harmonious with nature a culture is, the less impact that culture has on the ecosystem via less production of greenhouse gases, better water quality, and less air degradation. Implications and future directions for research on gender and the environment are discussed.

#### F20

**CULTURE THAT 'FITS': CULTURAL CONGRUENCY INCREASES PERSISTENCE FOR AND PLEASURE FROM GOAL PURSUIT** Bobby Cheon<sup>1</sup>, Joan Chiao<sup>1</sup>; <sup>1</sup>Northwestern University – Cultural variation in how the self is defined relative to others is an influential factor underlying culturally-valued behaviors and goals. Individualistic cultures (i.e. North America) tend to value personal goals, while collectivistic cultures (i.e. East-Asia) tend to emphasize socially-shared goals. However, little is known about whether pursuing goals that are congruent with one's cultural values affects task motivation. Here we examined the effect of culturally-congruent goal pursuit on motivation. 41 Asian-American and 49 Caucasian-American participants thought about either individualistic (personal goals for oneself) or collectivistic (goals shared with their mother) goals. Following cultural priming of independent or collectivistic goals, participants completed a cognitively-demanding reasoning task. Results indicate that participants that received culturally-congruent primes (e.g. Asian-Americans thinking of goals valued by their mothers and Caucasian-Americans thinking of personal goals) devoted more time to solving problems and exhibited greater persistence throughout the duration of the task compared to participants that received culturally-incongruent primes. Furthermore, participants who thought of culturally-congruent goals reported more positive subjective experiences with the demanding task, reporting lower perceived difficulty, frustration and unpleasantness associated with the task. These findings suggest that activation of culturally-valued goals may boost motivation and self-regulation, which may lead to increased engagement, effort and enjoyment towards overcoming subsequent goal-pursuit challenges. Furthermore, the study suggests that cultural congruency, or a match between one's cultural background and the relevance of a goal to fulfilling cultural values, may be a potent means by which a sense of "fit" between one's phenomenological state and goal-directed action is fostered.

#### F21

**BRIDGING THE CULTURAL DIVIDE: SOCIAL INFERENCES ACROSS CULTURES** Holly Oh<sup>1</sup>, Steve Guglielmo<sup>2</sup>, Bertram Malle<sup>2</sup>; <sup>1</sup>University of Oregon, <sup>2</sup>Brown University – We examined whether people's ease and speed of making social inferences from behavior (e.g., about intentionality, goals, and personality) differs by people's own cultural background and the level of cultural familiarity with the observed behavior. European American students and students from mainland China, Japan, and South Korea were recruited during their first term at the University of Oregon. Participants watched videos designed to be culturally specific for each cultural group and were probed, after each video, for one of the social inferences (e.g., intentionality, goal) or asked whether they could identify the video character's cultural origin. People's frequency of making inferences of each type and their speed of doing so were analyzed as a function of perceiver culture and behavior familiarity. Results showed that people were faster to identify the target person's culture than the person's mental states or personality traits. Moreover, consistent with recent studies, people were faster to infer the intentionality and goal of others' behavior than to infer others' personality. Most important, however, people's social inferences from behaviors that were culturally familiar to them were no faster than those from culturally unfamiliar behaviors (and this was true across all groups of participants). These results suggest that the processes underlying social inferences are highly consistent across culturally familiar and novel behaviors, which points to some common ground, not another divide, in intergroup perception.

#### F22

**THE ROLE OF ISSUE FRAMING AND SELF-CONSTRUAL IN POLICY OPINIONS** Christie Cathey<sup>1</sup>, Christopher Panza<sup>2</sup>, Jiangqun Liao<sup>3</sup>; <sup>1</sup>Missouri Southern State University, <sup>2</sup>Drury University, <sup>3</sup>Tsinghua University – Different social policies can be seen as presupposing different underlying notions about the basic nature of personhood. For example, some policies (e.g., freedom of speech policies and other so-called first generation rights) are generally understood to be aimed at protecting the individual from others and thus seem to be based on an independent conception of personhood. Other policies (e.g., universal health care policies and other so-called second generation rights) are aimed at ensuring that people within a society share in meeting one another's basic needs and thus seem to be based on an interdependent conception of personhood. We examined the possibility that the same policy can be given different frames that appeal differently to people depending on their own self-construals. Seventy-eight Chinese university students read one of two sets of persuasive essays about a proposed educational policy. Half the participants read an essay arguing in favor of the policy that was framed in terms of the need to protect individuals from others (pro-protection essay) and an essay arguing against the policy that was framed in terms of the need to meet people's basic needs (con-provision essay). The other half read a pro-provision essay and a con-protection essay. Contrary to predictions, results showed that higher levels of interdependence predicted greater policy support in the pro-protection/con-provision framing condition and that this support was mediated by participants' reception of the protection policy framing. These unexpected results are discussed in terms of the notion of protection as understood within the Confucian ideal of jen.

#### F23

**DIFFERENT AFFECTS ON THE SAME MORAL BEHAVIORS ACROSS CULTURES** Sieun An<sup>1</sup>, David Trafimow<sup>1</sup>; <sup>1</sup>New Mexico State University – An and Trafimow (2007) found differences in moral attributions for Americans and Koreans: Americans had more moral attributional weight after perfect duty violations (e.g. dishonesty, disloyalty) than imperfect duty violations (e.g. unfriendliness, uncharitability). Koreans did not differentiate between perfect and imperfect duties. Subsequently, responses to moral violations were tested to assess the role of affect: Koreans did not appear to use affect in making attributions about moral violations. However, another study involved manipulating affect

of participants and suggested that Koreans do use affect in response to moral violations in making moral attribution, but do so differently. Therefore, differences in evoked affect may cause differences in moral attributions. To test this idea we chose the four basic negative affects: fear, anger, sadness, and disgust. The results replicated previous findings about the number of immoral behaviors needed to override previous impressions. Participants indicated how they felt about others' immoral behaviors, and which was the most negative of the four emotions. Importantly, there were differences between Koreans and Americans for types of negative affective response to immoral behaviors: Koreans reported sadness most strongly; Americans reported anger most strongly for unfriendly behavior. Only two Americans reported fear as the most negative affect. In contrast, more than half of the Koreans reported fear at least once as the most negative affect in response to immoral behaviors. These results suggest that people in different cultures have different affective responses, and this may reflect in their behaviors. Specifically, processes surrounding moral judgments differ across cultures.

#### F24

**SOME THINGS ARE THE SAME ALL OVER: SIMILARITIES BETWEEN CHINESE AND AMERICAN PERCEPTIONS OF POWER** Melissa Sanders<sup>1</sup>, Fiona Lee<sup>1</sup>; <sup>1</sup>University of Michigan – Undergraduates at a large American Midwestern university and a Chinese university completed a checklist of power behaviors for course credit. The checklist contained examples of different types of power use (relational vs. independent) used by either high or low status individuals which were developed to be relevant in both cultural contexts. Analysis showed that a similar factor structure emerged in both samples. Both Chinese and American participants were more likely to recognize actions undertaken by high status individuals as power than actions undertaken by low status participants. Independent actions were recognized as power by both American and Chinese participants more often than relational actions. This suggests that cultural understandings of power using this taxonomy (type of behavior and status of user) are similar in both collectivistic and individualistic cultures.

#### F25

**"NEITHER EAST NOR WEST:" LAY THEORIES OF CHANGE IN THE MUSLIM MIDDLE EAST** James Greenberg<sup>1</sup>, Jeanne Tsai<sup>1</sup>, Hazel Markus<sup>1</sup>, Sanad Haider<sup>2</sup>; <sup>1</sup>Stanford University, <sup>2</sup>University of Aden – Lay theories of change, i.e. implicit beliefs about how trends develop over time, differ in North American and East Asian settings (Ji et al. 2001). Most people in the former hold a linear theory, assuming that past trends will continue unchanged, whereas most in the latter hold a cyclical theory, assuming that past trends will reverse themselves. Analytic reasoning appears to foster a linear theory and holistic reasoning appears to foster a cyclical theory (Nisbett 2003). Given that individuals in the Muslim Middle East tend to engage in holistic reasoning (Norenzayan et al. 2007), we anticipated that a cyclical theory of change would be prevalent in this region. To test this hypothesis, we presented 50 Yemenis and 25 European-Americans with 12 graphs depicting global trends in non-controversial social and economic phenomena (e.g. deaths due to traffic accidents) over the past 6 years (2002-2008), and asked them to indicate where data points would fall in 2010 and 2012 (cf. Ji et al. 2001, Study 3). Yemenis and European-Americans significantly differed in their predictions. European-Americans forecast a continuation in the direction and rate of past trends. Yemenis, however, exhibited a "pessimistic" theory of change. If a past trend indicated increasingly positive outcomes, Yemenis forecast a reversal in the trend's direction. If a past trend indicated increasingly negative outcomes, Yemenis forecast that the trend would continue or accelerate. These findings suggest that factors other than analytic-holistic reasoning may shape lay theories of change and highlight the need for research on other non-Western cultures.

#### F26

**SCRIPTING STALKING: EXAMINING THE PORTRAYAL OF UNWANTED PURSUIT BEHAVIORS IN THE MEDIA** John Mac Arthur<sup>1</sup>, Jessie Weiss<sup>1</sup>, H. Colleen Sinclair<sup>1</sup>; <sup>1</sup>Mississippi State University – There has been considerable conjecture about the media's portrayal of stalking; however, no one has empirically examined what message the media is actually providing. Examining media messages is important because past research has shown that the media conveys norms that affect our feelings, cognition, and behavior (e.g., Anderson, 1997). While much research focused on the media's portrayal and effects on aggression in general, the present archival study sought to specifically examine media's portrayal of stalking-related behavior. Consistent with the literature, we expected to find 1) that stalking-related behavior would be portrayed positively (e.g., as normal, acceptable, & successful), on average, & 2) this would be even more evident in men's pursuit of women, than vice versa due to gender norms that depict men as the romantic pursuers. We coded a random selection of 200 popular movies and found that pursuers employed an average of 9.15 different stalking-related behaviors and these behaviors were portrayed negatively just as often as positively. However, if the pursuer was male, the tactics were portrayed more positively than negatively, and male pursuers were more successful than female pursuers at using stalking to win their love interest. Implications are tied into Gentile et al.'s (in review) General Learning Model as the first step toward understanding what influence the media's portrayal of stalking tactics have on the prevalence of stalking is to first chronicle how the media is, in fact, portraying stalking.

#### F27

**CULTURAL DIFFERENCES IN ATTENTION TO THE FUTURE** Tiejuan Guo<sup>1</sup>, Li-Jun Ji<sup>2</sup>, Ye Li<sup>3</sup>; <sup>1</sup>University of Macau, <sup>2</sup>Queen's University, <sup>3</sup>Huazhong Normal University – Past research indicates that because the past can serve as the context for the present on the time dimension, Chinese people attend to past information more than do North Americans (Ji et al., 2009). We believe that the future can serve as the context for the present as well. Therefore, Chinese people may attend to future information more than do North Americans. Two studies were conducted to test this hypothesis. In Study 1, we found that when future events were equally distant in time across cultures, Chinese perceived the future events as being closer to the present than did Canadians. In Study 2, we adopted an event-listing approach and found that the future events listed by Chinese participants were further away from the present than those listed by Canadian participants. These studies provided converging evidence that Chinese attend more broadly into the future than do their North American counterparts.

#### F28

**ATTENTIONAL BIAS PREDICTS HISPANICS' WILLINGNESS TO SEEK HELP** L. Omar Rivera<sup>1</sup>, Stephanie Quezada<sup>1</sup>, Michael Zarate<sup>1</sup>; <sup>1</sup>University of Texas at El Paso – To improve our understanding of disparities in healthcare seeking behavior between Hispanics and Non-Hispanic Whites, cognitive behavioral research has investigated the causal attributions that Hispanics make for their illnesses. Not only are Hispanics more likely than Non-Hispanic Whites to attribute their illnesses to external forces, external attributional bias positively predicts the amount of time Hispanics remain ill before seeking healthcare services. Based on research suggesting a relationship between attributional bias and attentional bias, we predicted that attentional bias would account for unique variability in Hispanics' willingness to seek healthcare services. Our hypothesis was that attentional bias toward contextual (or background) information would predict less willingness to seek healthcare services, even after external attributional bias was taken into account. Hispanic subjects (N = 94) completed an attentional bias measure that provided an index of attentional bias toward focal (or central) information and an index of attentional bias toward contextual (or background) information. They also completed a behavioral attribution measure and a willingness to seek healthcare services questionnaire. We regressed willingness to

seek healthcare services on external attributional bias, contextual attentional bias, and focal attentional bias. Although external attributional bias predicted less willingness to seek help ( $\beta = -0.57, p = 0.05$ ), contextual attentional bias did not ( $p > 0.05$ ). Instead, focal attentional bias predicted less willingness to seek help ( $\beta = -0.41, p = 0.02$ ). These results deviate from prediction, yet nonetheless provide preliminary evidence that attentional bias accounts for unique variability in Hispanics' willingness to seek help.

### F29

**HEALTH CONSEQUENCES OF EMOTION REGULATION ON DIFFERENT CULTURAL POPULATIONS: A COMPARISON OF ASIAN AND EUROPEAN AMERICANS** Elizabeth A. Lee<sup>1</sup>, Christopher Perez<sup>1</sup>, Jose A. Soto<sup>1</sup>, <sup>1</sup>The Pennsylvania State University – Emotion regulation is one aspect of emotional functioning with important consequences for health. Suppression of emotion (hiding emotionally expressive behavior) was found to relate to lower well-being, whereas reappraisal of emotion (changing the meaning of an emotion-eliciting event) was found to relate to enhanced well-being (Gross & John, 2003). Little research has examined the possibility that consequences of emotion regulation may vary according to contextual factors. For instance, East Asian cultures are known for instilling moderation of emotional responses, which contrasts with mainstream American culture that emphasizes freedom of expression. The purpose of this study is to assess how the relationship between emotion regulation and health outcomes that have been demonstrated in prior research are observed in different cultural populations, namely Asian American and European American students. Asian and White college students completed a survey reporting emotion regulation tendencies, indicators of health, and measures of ethnic identity. Asians reported higher levels of suppression than Whites, however, both groups reported equal frequencies of reappraisal. Post-hoc analysis that separates the Asian sample into those whose ethnicity is either East Asian or South Asian showed that South Asians reported more suppression than East Asians. Suppression related to diminished health outcomes for Asians, whereas appraisal mainly factored into improved health for Whites. Additionally, individual differences in identification with the ingroup related to increased health for all groups. Our findings support the need for further research on emotion regulation across cultural contexts.

### F30

**UNITED WE STAND, DIVIDED WE FALL: COLLECTIVISM AND ITS CONSEQUENCES FOR KENTUCKY APPALACHIAN COLLEGE STUDENTS** Jodi R. Treadway<sup>1</sup>, Victoria C. Plaut<sup>1</sup>, Jonathan S. Gore<sup>2</sup>, Kristina R. Wilburn<sup>2</sup>, <sup>1</sup>The University of Georgia, <sup>2</sup>Eastern Kentucky University – This study contained two aims: (1) to develop a cultural psychological portrait of Appalachia, an American regional subculture that varies from the mainstream in several ways, and (2) to determine the effects of aspects of that culture on the success of college students from that region. Previous research (Wilson & Gore, 2009) has suggested that Appalachia is more collectivistic than mainstream American culture. We sought not only to find evidence consistent with that hypothesis, but also to examine the role of collectivism in college achievement. We hypothesized that Appalachian students who maintained collectivistic tendencies would have greater success in college than those who did not. Online questionnaires were distributed to 171 students at a medium-sized public university in Kentucky. Participants completed the Chen, Brockner, & Chen (2002) Group Value scale, and provided information on familial histories, GPA, and demographics. Analyses revealed that Appalachian natives were more likely to be from rural areas, reported greater family support for their educational goals, and visited their relatives much more frequently than non-Appalachians. In particular, Appalachian natives visited their mother's relatives far more frequently, although they were only marginally more likely to live near them. Moderated regression analysis revealed a significant interaction of Appalachian background and collectivism on GPA. Simple slopes analysis revealed a negative association between collectivism and GPA for non-Appalachians but a positive asso-

ciation for Appalachians. This analysis helps to establish a cultural psychological profile for Appalachia, and has practical implications for improving and maintaining college success among students from this region.

### F31

**COMPASSION AND MINDFULNESS MEDITATION: BOTH ROADS LEAD TO A CALM IDEAL** Birgit Koopmann-Holm<sup>1</sup>, Camaron Ochs<sup>1</sup>, Jeanne L. Tsai<sup>1</sup>, <sup>1</sup>Stanford University – Previously, we predicted that cultural practices like meditation alter how people ideally want to feel more than how they actually feel. We found that engagement in mindfulness meditation promoted the valuation of calm states but minimally altered the actual experience of calm states, assessed globally over an 8-week program. In the present study, we examined whether these findings generalize to daily assessments of ideal affect and to another form of meditation, compassion meditation, which focuses on cultivating compassion towards others. Seventy-four participants were randomly assigned to a mindfulness or compassion meditation class, an improvisational theater class (to control for effects of learning a new skill, being part of a social group), or a no intervention control group. We assessed global as well as daily ideal and actual affect (i.e., how much people ideally wanted to experience and actually experienced different affective states over the course of a typical week/over the course of the day) during the 8-week program. As predicted, participants in the two meditation classes showed a larger increase in the value they placed on calm states at both the global and daily levels, compared to the two control groups. The global and daily actual experience of calm states increased only slightly among participants in both meditation classes. These findings suggest that meditation shapes ideal more than actual affect and that different forms of meditation have similar effects on global and daily emotional ideals. Future studies should examine when practices begin to alter ideal as well as actual affect.

### F32

**DEVELOPING AN UNDERSTANDING OF POLITICAL HUMANISM** Carl Henthorn<sup>1</sup>, Matt Motyl<sup>2</sup>, <sup>1</sup>University of Colorado at Colorado Springs, <sup>2</sup>University of Virginia – Derived from various humanist manifestos penned over human history, the political humanism scale provides an initial attempt to understand a group often neglected in social and political psychological research: liberals. Social psychology, in particular, tends to be fascinated by conservatives and often focuses on conservatism as pathological. The present study marks an attempt at understanding liberal, political humanist beliefs which may serve as a springboard for future research that will allow scientists to begin to paint as complete a picture of liberal political humanists as currently exists of political conservatives. The Political Humanism scale (PHS) consists of 28 items intended to measure people's belief in humanist ideals. The 28 items contained in the PHS were entered into a principal components analysis and revealed a two-factor solution with factor loadings ranging from .40 to .85. The items within the first factor, religious humanism, rendered an eigenvalue of 6.53, accounting for 35.38% of the variance within the subscale. The items within the second factor, social humanism, rendered an eigenvalue of 4.76, accounting for 21.85% of the variance within the subscale. These two subscales were correlated with one another and demonstrated excellent internal reliability. Construct validity for the PHS was demonstrated by positive correlations between self-reported liberalism, support for peacemaking behaviors, perception of a common humanity, and support for President Obama. Furthermore, negative correlations between the PHS and religious fundamentalism, right-wing authoritarianism, social dominance orientation, support for war, support for Senator John McCain for the presidency, and self-reported conservatism.



**F33****CULTURAL DIFFERENCES IN REASONING ABOUT CRITICISM AND PRAISE FROM OTHER PEOPLE** Rie Toriyama<sup>1</sup>, Kang Lee<sup>1</sup>, Shoji Itakura<sup>2</sup>;

<sup>1</sup>University of Toronto, <sup>2</sup>Kyoto University – Background: In this study, we tried to examine how we perceive evaluations from other people in a different situations and cultural differences in it. Regarding the cultural difference in the reasoning about evaluations from others, following 3 components seem to play important roles. The first one is situation where the evaluation is given, which is public situation or private situation. The second one is the type of the evaluation, which is positive or negative. The third one is congruency with evaluations on others such as everybody received the same evaluation or the one person received a different one from others. Method: 24 Canadians and 25 Japanese undergrads participated in this study. They read hypothetical situations in which they were given evaluations by their teacher. There were 8 conditions, which is 2 situations x 2 types x 2 congruencies. Participants were asked to answer how much they believe the evaluation in each condition. Results: The results suggest that Japanese believe the evaluations more in the private situation than in the public situation while Canadian seemed not to distinguish these two situations. Compared to Canadians, when everyone received the same evaluations, Japanese believe it less. We also found that Japanese feel significantly more comfortable to be praised in a private situation than in a public situation. Possible mechanisms behind these cultural differences will be discussed.

**F34****MULTICULTURALISM AS A MECHANISM OF MINORITY EMPOWERMENT** Moira Shaw<sup>1</sup>, Andreanna Duron<sup>1</sup>, Nazanin Heydarian<sup>1</sup>, Verenice Quiroz<sup>1</sup>, Perla Pena<sup>1</sup>, Michael Zarate<sup>1</sup>;

<sup>1</sup>University of Texas at El Paso – The empirical debate about cultural contact should consider the effects of cultural change and contact on members of minority cultures' attitudes towards their own culture. Research demonstrates that exposure to multicultural ideologies causes members of Latino cultures to feel proud to be Latino. This study tests whether this sense of empowerment causes Latinos to work to maintain their culture. Latino participants were assigned to read either an article that espoused a multicultural approach to cultural contact in the United States, one that espoused an assimilation approach, or a control article. Afterwards, they expressed their support for pro-Latino legislation, completed a collective self esteem measure, and completed a measure of their perceptions cultural change. They were also given the opportunity to sign up for pro-Latino student groups. The results of this study indicate that Latinos who identify highly with their group are more likely to get involved in pro-Latino student organizations when they believe that the United States is becoming more multicultural. The results also indicate that Latinos believe they will have to change their cultural identity to accommodate a White-American majority when led to believe that the United States is becoming more assimilated. Also, participants' collective self esteem related to greater support for pro-Latino legislation. Together, this study suggests that Latinos who identify with their culture will work to maintain their own culture- but even more so in a multicultural society. It also suggests that Latinos do not see a place for their culture in an assimilated American society.

**F35****CULTURE MEETS FORM AND FUNCTION: BALANCING DESIGN AESTHETICS AND FUNCTIONALITY ACROSS CULTURES.** Thai Chu<sup>1</sup>,

Heejung Kim<sup>1</sup>;

(Culture: European American vs. Korean) × 2 (Website Interface: Simple vs. Complex) design to examine functional and aesthetic evaluations of different types of website design. Relative to Koreans, European Americans perceived more text and images in the complex website and reported less of a desire for additional functionality, suggesting a lower tolerance for complex designs. Although Koreans preferred more complex designs in terms of functionality, they aesthetically preferred the simple to the complex design. Furthermore, Study 2 found that for Koreans, higher aesthetic ratings are inversely related to functionality whereas Europeans Americans did not show this relationship. These results suggest cultural differences in the meaning of "beauty." In Asian cultures where dialectic thinking is common, products with visibly positive features (e.g., higher levels of aesthetics) are perceived to also possess negative features (e.g., lower functional value). These findings marry these traditional components of design as it impacts and is a product of the systematically varying psyches of different cultures.

**F36****DARK TRIAD TRAITS RELATED TO SEXUAL STRATEGIES ACROSS 58 NATIONS: PATTERNS AND UNIVERSALS ACROSS GENDERS, CULTURES, AND LOCAL ECOLOGIES** David Schmitt<sup>1</sup>;

<sup>1</sup>Bradley University – Three well-studied traits—Machiavellianism, Narcissism, and psychopathy—have been labeled the "Dark Triad" of personality. Previous studies suggest men have evolved to score higher on all three dimensions of the Dark Triad, and those who score higher on the Dark Triad tend to adaptively engage in more unrestricted mating strategies, including short-term mate poaching. To date, no previous study has examined the Dark Triad and its relationship to mating strategies in non-Western samples. In the current study, new findings from a cross-cultural survey of over 37,000 people across 58 nations demonstrate that those who score higher on Dark Triad dimensions generally do tend to engage in more unrestricted mating strategies. Significant sex differences in the Dark Triad traits were evident in nearly every culture. However, among nations with high levels of ecological and cultural stress (e.g., high pathogen loads, fertility rates, homicide rates, population densities), sex differences in were somewhat attenuated. This trend was largely due to women exhibiting especially elevated levels of anti-sociality in "high stress" cultures.

**F37****CULTURE, POSITIVE EMOTIONS, AND DEPRESSION SYMPTOMATOLOGY: THE MEDIATING ROLE OF EMOTIONS IN THE STRESS PATHWAY AMONG EUROPEAN AMERICANS AND ASIANS** Janxin Leu<sup>1</sup>, Jennifer Wang<sup>1</sup>, Kelly Koo<sup>1</sup>;

<sup>1</sup>University of Washington – It is important to develop culturally-relevant models of mental health for diverse communities in the US. Ethnicity may influence whether positive emotions, but not negative emotions, mediate the relationship between stress and depression. In a survey of over 600 European and Asian American college students, we predicted greater mediation of stress and depression symptoms by positive emotions among European Americans, compared with Asians. Evidence from mostly European American samples in the past ten years suggests that positive emotions may protect against stress and depression. However, the mediating effect of positive emotions on depression may be stronger among European Americans than Asian immigrant youth. While maximizing positive emotions is at the core of North American cultural contexts, pure pleasantness appears to be undesirable in many Asian contexts. European American (N = 347; 66% female) and Asian immigrant (N = 316; 69% female) college students completed an hour-long survey at the University of Washington in exchange for extra credit in a college course. Measures included a scale of perceived stress (Cohen, Kamarck, & Memelstein, 1983), positive and negative emotions (PANAS-X; Watson & Clark, 1994), and symptoms of depression (CES-D; Radloff, 1977). As predicted, positive emotions mediated the effect of stress on depression among European American, but not among immigrant Asian, youth. Negative emotions mediated stress and depression among both European American and immigrant Asian youth.

## Groups/Intragroup Processes

### F38

Poster F38 moved to C78.

### F39

**SOCIAL INFLUENCES ON THE EMERGENCE OF INTERPERSONAL SYNCHRONY** Lynden K. Miles<sup>1</sup>, Joanne Lumsden<sup>1</sup>, Michael J. Richardson<sup>2</sup>, C. Neil Macrae<sup>1</sup>; <sup>1</sup>University of Aberdeen, <sup>2</sup>University of Cincinnati – The temporal coupling of behavior serves as a foundation for effective social interaction with synchronized actions moderating core components of social-cognitive functioning. Questions remain, however, regarding the precise conditions under which behavioral coordination emerges. In particular, does social context influence the dynamical systems that support interpersonal synchrony? To this end, the current investigation considered whether social factors modulate the extent to which people synchronize their movements with others. In experiment 1, the effects of negative feelings toward an interaction partner on the emergence of synchrony was examined. Participants performed a repetitive activity (i.e., stepping) with a confederate who either turned up for the experiment on time or was 15 minutes late. Their movements were recorded using a magnetic motion tracking system, and the degree of coordination assessed. Results revealed that coordination (i.e., in-phase synchrony) was substantially reduced when participants interacted with a tardy partner. In experiment 2, a minimal group situation was created in order to examine the effects of social group membership on the emergence of coordination. Participants performed arm curls while forming an impression of a confederate who was a member of either the same or different (minimal) group. Results revealed that although all participants coordinated with the confederate regardless of group status, those in the different group synchronized to a significantly greater degree. Taken together these results suggest that the self-organizing systems that govern interpersonal synchrony are sufficiently flexible to accommodate social goals and motives, underscoring the importance of coordinated action for effective social exchange.

### F40

**PUT ME IN, COACH: BEHAVIORAL CONFIRMATION IN FREE THROW SHOOTING** Jason Weaver<sup>1</sup>, Jennifer Filson<sup>1</sup>, Mark Snyder<sup>1</sup>; <sup>1</sup>University of Minnesota – People rarely enter a social situation without expectations. Previous research has revealed that individuals who hold expectations will often shape interactions so that their expectations of other people are confirmed (for a review, see Snyder & Stukas, 1999). Although this effect has often been demonstrated for personality traits, experimental research is less definitive in the realm of abilities. We recruited 127 undergraduate participants (79 male, 48 female) for a study utilizing a basketball free throw shooting paradigm to measure the effects of an ability-based expectation on performance. We gave some participants (“coaches”) false information regarding other participants’ (“players”) ability level. We hypothesized that coaches would give high expectation players more opportunities than low expectation players and that this preferential treatment would influence player performances. Consistent with our hypotheses, the manipulated expectations predicted coach selections ( $p < .01$ ) and marginally predicted player performances ( $p = .07$ ), even after controlling for actual player ability. The effect of coach expectations on player performance was mediated by the number of opportunities that the coach gives each player ( $p = .02$ ). Furthermore, player performances influenced player confidence levels ( $p < .01$ ). We propose that these confidence levels could influence future performances and serve to further confirm the coach’s original expectation. These effects could occur in athletics, business, education, or other social situations in which people develop ability-based expectations of others.

### F41

**INGROUP AS A SOCIAL RESOURCE: POLITICAL IDENTITY AS A TOOL FOR AFFIRMATION** Arina Goyle<sup>1</sup>, Joshua Correll<sup>1</sup>, Bernadette Park<sup>2</sup>; <sup>1</sup>The University of Chicago, <sup>2</sup>University of Colorado at Boulder – The assertion that groups are a source of individual self-worth warrants a qualification. Certainly, not all groups indiscriminately enhance self-worth. Instead, groups presumably differ in characteristics that render them psychologically meaningful. Correll & Park (2005) have recently proposed that it is a group’s perceived value, identification, and entitativity that determine its psychological utility or self-affirming potential. In a bid to provide initial support for this model, in study 1 we had participants rate the value, identification, entitativity, and utility for various social groups. Value, identification and entitativity emerged as independent dimensions in a factor analysis and each predicted unique variance in group utility. In study 2, we sought to demonstrate that high utility groups act as a psychological resource under threat. We hypothesized that when faced with a self-threat, writing about an ingroup (political party affiliation) would affirm individuals and bolster their self-esteem, but only when that group was rated as high in utility. We further predicted that utility is continuously re-evaluated. In particular one factor that could impact utility is the salience of the group. We thus collected data at three points of time - a year before elections (political identity low in salience), during elections (high salience), and after elections (moderately low salience). Results indicate that under self-threat, writing about one’s political identity bolstered self-esteem, but only if political affiliation was rated as high in utility. Further, this effect was determined by group salience, such that high-utility groups were affirming primarily when group identity was salient and meaningful.

### F42

**EMOTIONAL SYNCHRONY AS A GROUP BONDING MECHANISM** Selin Kesebir<sup>1</sup>, Jonathan Haidt<sup>1</sup>; <sup>1</sup>University of Virginia – In this study, we assessed the effect of collectively experiencing emotions on subsequent group interaction. We brought to the lab groups of three to six participants, who did not know each other beforehand. Before engaging in any interaction, participants together watched a video clip with either emotional or non-emotional content. The emotionally neutral video was a clip on painting techniques. One emotional video was from the Oprah Winfrey show, about a teacher who saved disadvantaged teenagers from a life of violence and drugs; and the other one was a documentary clip about Lance Armstrong’s brave battle with cancer and subsequent world championship. After watching the clip, participants told each other an embarrassing memory. Supporting our hypothesis, those who watched an emotional video together reported substantially more liking for each other than those who watched the neutral video (average Cohen’s  $d = 0.71$ ). Moreover, participants who reported stronger emotional reactions to the video liked other group members more ( $r = .33, p < .01$ ). Our codings revealed non-significant trends such that participants in the neutral condition were less open, wrote and told less embarrassing stories, and gave less support to group members when listening to each others’ stories. These results suggest that emotional synchrony may bring group members closer, even if these emotions originate from outside the group.

### F43

**COLLECTIVE GUILT MEDIATES THE EFFECTS OF INCLUSIVE TEMPORAL CATEGORIZATION ON WILLINGNESS TO ACT ON BEHALF OF FUTURE GROUP MEMBERS** Mark Ferguson<sup>1</sup>, Nyla Branscombe<sup>2</sup>; <sup>1</sup>University of Calgary, <sup>2</sup>University of Kansas – Present group actions can harm future group members, but is thinking about the effects on future members sufficient to lead present members to act on their behalf? Based on self-categorization theory (Turner, Oakes, Haslam, & McGarty, 1994), we suggest that categorizing future group members as part of the ingroup increases willingness to act on their behalf, and that such willingness is mediated by collective guilt (Wohl & Branscombe, 2005). In Experiment 1, 40 participants listed three ways that students in 10 years would be similar to or different from present students. They then read about a tuition policy

change that benefitted present students but harmed future students. Afterwards, they completed a measure of collective guilt for the policy change. Participants in the similar condition reported more collective guilt than did those in the different condition. In Experiment 2, 84 participants listed three ways that Americans would be the same in 20 years, different in 20 years, or did not do either. They then read about how climate change would harm Americans in 20 years. Afterwards, they completed measures of collective guilt for greenhouse gas emissions and willingness to engage in pro-environmental behavior. Participants in the same condition reported more willingness than did those in the other conditions. These effects were mediated by collective guilt. The results suggest that acting on behalf of future group members necessitates thinking about them as ingroup members. The implications of these results for research on collective guilt and pro-environmental behavior will be discussed.

#### F44

**EXPLORING GROUP PERCEPTION: THE COHESION-ENTITATIVITY DISTINCTION** Joel Thurston<sup>1</sup>, David Hamilton<sup>1</sup>; <sup>1</sup>University of California Santa Barbara – Research on group perception has extensively studied the concepts of cohesion and entitativity, which are generally assumed to be related. However, the exact nature of this relationship has never been systematically examined. We hypothesize that, although similar, cohesion and entitativity are conceptually distinct properties. On the basis of this premise, we predicted that individuals would sort a large number of exemplar groups into different categories when prompted with the two concepts. Additionally, we predicted that intramural basketball teams would report different levels of cohesion and entitativity over the course of their season and that these two concepts would be differentially related to a number of antecedent behaviors as coded by independent observers. A Brunswick Lens model was used to map the relationship between specific antecedent behaviors, the perception of entitativity among teams, and levels of team cohesion. Our analysis supported the hypothesis that cohesion and entitativity, while related, are distinct group properties.

#### F45

**FEMALE VOTERS' AND FRATERNITY MEMBERS' REACTIONS TO INGROUP VICTIM'S BEHAVIOR: THOSE WHO FORGIVE ARE MATURE BUT INCOMPETENT** Chris Goode<sup>1</sup>, Rachel Hersh<sup>1</sup>, Heather Smith<sup>1</sup>; <sup>1</sup>Sonoma State University – To err is human; to forgive divine. Do observers agree with Alexander Pope that forgiveness is the best choice? When an ingroup member forgives an offender, observers might view the victim negatively because their behavior violates shared group values or makes the group appear weak to outsiders. In the first study, 103 fraternity members read that a fellow member learned via a Facebook web posting that his girlfriend had been unfaithful. The member either, 1) forgave the girlfriend, 2) slashed her tires or 3) left her. In the second study, 114 women, ranging in age from 20 to 79, read a similar scenario in which a female politician learns, as part of a front page news story, that her husband had been unfaithful. Across both studies, respondents rated a victim who forgave the offender or took revenge as less competent and less vote worthy in comparison to a victim who left his or her partner. These differences occurred even though respondents did not rate a forgiven offender as less blameworthy or less likely to cheat again in comparison to the other two experimental offender descriptions. Ratings of whether the victim damaged the group's reputation predicted ratings of victim weakness for both samples and voting behavior for fraternity members. Ratings of whether the victim behaved appropriately predicted ratings of victim competence and vote worthiness for both samples. When a victim forgives an (outgroup) offender, they can repair the interpersonal relationship but they also can harm their relationship with other group members.

#### F46

**AFFIRMING THE SELF BY NOT CONFORMING TO THE GROUP: FEELING GOOD NOW DESPITE EXPECTING TO FEEL BAD LATER** Nicholas P. Aramovich<sup>1</sup>, Brad L. Lytle<sup>1</sup>, Linda J. Skitka<sup>1</sup>; <sup>1</sup>University of Illinois at Chicago – The choice of whether to express our true beliefs when faced with opposition from a group of peers presents a dilemma. Should we abandon our original position and conform to the majority to gain acceptance and avoid punishment? Or should we publicly affirm our beliefs thereby maintaining a favorable view the self but risking punishment and disenfranchisement from the group? Previous research suggests that the choice not to conform is associated with negative emotions likely due to fears of ridicule and rejection (Asch, 1956; Berns, et al., 2005). However, an alternative view suggests that because conformity threatens one's sense of integrity, nonconformity may be self-affirming, and therefore should be associated with positive, agentic emotions, especially when people express their beliefs regarding important, self-relevant issues. To test this latter prediction, we employed an Asch-style paradigm in which participants shared their opinion about the use of torture on suspected terrorists after learning that all or a majority of group members disagreed with their opinion. Consistent with the self-affirmation perspective, results indicated that participants who maintained their position felt stronger positive emotions (e.g., powerful, assertive) than those who conformed. Those participants for whom the issue was the most self-relevant reported the strongest positive emotions, but also stronger negative expectations about future interaction with the group. For nonconformists, positive emotion mediated the relationship between issue self-relevancy and negative future expectations, suggesting that those who felt the most positive about affirming their beliefs expected to do so again, despite creating tension in the group.

#### F47

**THE INFLUENCE OF DOMINANCE, NARCISSISM, AND TESTOSTERONE ON HIGH STATUS BEHAVIOR** Scott Liening<sup>1</sup>, Robert Josephs<sup>1</sup>; <sup>1</sup>University of Texas at Austin – Research on the relationship between status and behavior generally focuses on competitive environments. Few studies have examined status-seeking behaviors in the context of cooperation. The present study examined how personality constructs, such as dominance and narcissism, would influence individuals' behaviors in a cooperative setting. Two participants were told they would be working together on a series of cooperative tasks, with one participant assigned to the high status position of leader. After rating how strongly they wanted to be the leader, they were randomly assigned to their positions. The leader was given the choice of helping their partner or watching television while their partner worked alone. After the first task, the partner was told about the leader's options and made a hypothetical choice between helping and television. Participants re-rated their desire to be leader. Dominance interacted with testosterone to predict choice. Among participants high in dominance, higher testosterone levels increased the likelihood they would choose television. The inverse effect was found for those low in dominance. Narcissism also interacted with testosterone to predict choice independent of dominance. Among participants high in narcissism, higher testosterone levels increased the likelihood they would choose television. Those high in narcissism with a strong desire for the leader position also experienced a decrease in testosterone following the task, independent of status condition or choice. These findings suggest that different constructs can drive similar behaviors, either cooperative or selfish, for individuals in high status positions.

#### F48

**DOES SELF-CONCEPT STRUCTURE SERVE A PROTECTIVE FUNCTION FOR BLACK INDIVIDUALS?** Aisha Baker<sup>1</sup>, Virgil Zeigler-Hill<sup>1</sup>, Alicia Limke<sup>2</sup>; <sup>1</sup>University of Southern Mississippi, <sup>2</sup>University of Central Oklahoma – Previous research has shown that self-concept structure is associated with psychological adjustment (see Showers & Zeigler-Hill, 2003, for a review). The present study examined whether self-concept structure may be especially important for Black individuals. The underlying ratio-

nale was that Black individuals are likely to encounter a variety of negative racial stereotypes about their group during the course of their daily lives. The manner in which they organize self-knowledge may provide at least a partial buffer from these negative stereotypes. The model of self-concept structure examined in the present study was evaluative organization, which focuses on the distribution of positive and negative beliefs across an individual's self-concept. This model identifies two forms of self-concept structure: compartmentalization and integration. Compartmentalization refers to the tendency to separate positive and negative attributes into distinct self-aspects such that each contains primarily positive or primarily negative information about the self. In contrast, integration refers to the tendency to combine positive and negative information into the same self-aspects. The present results from 348 undergraduates (138 Black participants and 210 White participants) found a stronger association between compartmentalization and lower levels of depressive symptoms among Black individuals than was observed for White individuals ( $\beta = -.19, p < .01$ ). These results suggest that compartmentalization may serve a protective function for Black individuals that may be similar to the idea of a "dual consciousness." Discussion will focus on the potential role that self-concept structure may play in buffering minority group members from the negative consequences of prejudice.

#### F49

##### **INGROUP AS A SOCIAL RESOURCE: THE IMPACT OF SOCIAL THREAT AND SELF-INTEGRITY ON GROUP NORM COMPLIANCE** Jessica J. Sim<sup>1</sup>, Joshua Correll<sup>1</sup>, <sup>1</sup>The University of Chicago

Group membership provides individuals with a range of physical and psychological resources. Integrating the diverse functions of groups, the Model of the Ingroup as a Social Resource (MISR) proposes that groups ultimately serve a more general concern for self-worth (Correll & Park, 2005). Drawing on the MISR, we predict that ingroups may serve as a social resource in the face of a social threat; however, ingroups may be less consequential following a boost to self-worth or self-integrity. To test these predictions, undergraduates recalled either an experience of social exclusion, engaged in a self-affirmation, or wrote about their daily activities (control condition). Participants were then presented with a fictitious campus issue and were led to believe that the majority of their fellow students were in favor of (or opposed to) the issue. Participants were then asked for their own attitudes toward the issue. As predicted, participants who recalled an experience of social exclusion were particularly likely to go along with peer consensus opinion; however, participants who engaged in a self-affirmation did not vary their attitudes as a function of peer consensus. The findings suggest that ingroups matter to individuals because of their psychological utility, or capacity to boost feelings of self-worth. Whereas self-affirmed individuals were less sensitive to group opinion, socially threatened individuals appeared to strive to connect with the ingroup by adjusting their attitudes to be consistent with specific group norms.

#### F50

##### **WHAT DO THEY THINK OF ME? EVALUATIVE UNCERTAINTY DURING INTERGROUP INTERACTION** Yumiko Sakamoto<sup>1</sup>, Jacquie Vorauer<sup>1</sup>, <sup>1</sup>University of Manitoba

Intergroup contact is often awkward due to individuals' concern with evaluation. Indeed, this preoccupation frequently leads to negative intergroup contact experiences, involving outcomes such as activation of negative meta-stereotypes regarding how the outgroup views the ingroup and reduced self-disclosure. Evaluative concerns can actually be almost as damaging as prejudice. One potential strategy for reducing evaluative concerns involves reducing individuals' uncertainty regarding how outgroup members view them (Vorauer, 2006). However, to date no empirical studies have investigated evaluative uncertainty. Thus, the first goal of the present investigation was to develop measures of evaluative uncertainty. The second goal was to test the contention of the information search model (Vorauer, 2006) that evaluative uncertainty is higher in intergroup than in intragroup interaction. The study followed a 2 (Participant Group Status: Majority vs. Minority) x 2 (Contact Type: Intergroup vs. Intragroup) design. Twenty-three

majority group members (12 female and 11 male European/Caucasian Canadians), and twenty-four minority group members (11 female and 13 male) were recruited for an Interethnic Interaction Study. The minority group consisted of participants with Asian ethnic backgrounds: 11 Chinese, 7 Korean, 5 Japanese and 1 participant with Filipino background. They engaged in an ostensible interaction with a 21 year-old fellow student either "Mark" (minority or majority male) or "Amanda" (minority or majority female), depending on the participant's sex, background, and the assigned condition. Evaluative uncertainty was measured using indirect measurements (e.g., response latency). In line with predictions, higher evaluative uncertainty was observed for both majority and minority group members during intergroup contact.

#### F51

##### **THE IMPACT OF TEAMWORK IN HIGHLY COMPETITIVE AND LESS-COMPETITIVE PROFESSIONAL BASKETBALL GAMES** Andy Martens<sup>1</sup>, Jeff Schimel<sup>2</sup>, Chad Forbes<sup>3</sup>, <sup>1</sup>University of Canterbury, <sup>2</sup>University of Alberta, <sup>3</sup>University of Arizona

Though somewhat inconsistent, the bulk of evidence suggests that teamwork improves the performance of sports teams (Carron et al., 2002). To further examine the impact of teamwork we looked at its effects on winning in conjunction with game difficulty/competitiveness in professional U.S. basketball games from the 2006-2007 season. The social facilitation and social loafing literatures suggest that low individual accountability/focus can improve performance on difficult tasks (e.g., by reducing evaluation apprehension) but can worsen performance on easy tasks (e.g., by triggering social loafing). Drawing from this work we hypothesized that teamwork—because it should lessen individual accountability and self-focus—may be particularly beneficial in competitive/difficult games but counterproductive in easier/less-competitive games. We used a team's average assists per game (controlling for shots attempted) as a proxy for teamwork. An assist occurs when a player passes the ball to a teammate in a way that leads to a score. As a proxy for the competitiveness of the game, we examined whether games were played against teams with similar winning percentages or against teams with worse winning percentages. The results showed that, although there was not a main effect for assists on the game outcomes, assists did interact with the competitiveness of the games. In competitive games, teams that averaged more assists won significantly more than teams averaging fewer assists. However, in less competitive games, more assists predicted less winning. No other statistical category (e.g., steals, blocks, rebounds) interacted with game competitiveness to predict winning.

#### F52

##### **IF VALUES ERODE, PUNISHMENT PREVAILS? THE EFFECT OF GROUP-VALUE THREAT ON LAYPERSONS' PUNITIVE RESPONSES** Livia Keller<sup>1</sup>, Mario Gollwitzer<sup>1</sup>, <sup>1</sup>University of Koblenz-Landau, Germany

In order to understand laypersons' attitudes concerning retributive and restorative sanctions, recent theoretical approaches have stressed the role of group values (Wenzel, Okimoto, Feather, & Platow, 2008). A transgression poses a threat to a group's (or society's) value system; punishment has the potential to revalidate these values. However, relatively little attention has been given to the relation between perceived value threat and severity of punishment. Across three studies, value threat was found to be a valuable predictor of punishment severity. In a first study, value threat enhanced support for harsh, retributive punishment, but not for consensual, restorative sanctions. A second study replicated these results and showed that the relation between value threat and punishment severity cannot be explained by individual differences in authoritarianism. Furthermore, Study 2 tested the predictive value of threat compared to the seriousness of a transgression. Although the variables were highly correlated, they explained unique variance proportions in punishment severity. In the third study, value threat was experimentally manipulated, and ingroup identification was measured beforehand. As expected, higher threat led to harsher punishment recommendations, both for low and high identifiers. In sum, the results demonstrate that in order to understand laypersons' attitudes, it is crucial to study the social

context of the transgression. People's sense of how much an offender should be punished depends on whether societal values have been threatened.

### F53

**TOWARD FORGIVENESS BETWEEN GROUPS: INTERGROUP APOLOGY AND THE REGULATORY FUNCTION OF INTERGROUP EMOTION** Diana J. Leonard<sup>1</sup>, Wesley G. Moons<sup>2</sup>, Diane M. Mackie<sup>1</sup>, Eliot R. Smith<sup>3</sup>; <sup>1</sup>University of California, Santa Barbara, <sup>2</sup>University of California, Los Angeles, <sup>3</sup>Indiana University, Bloomington – Although apology may be an effective way to resolve conflicts, this has not yet been demonstrated in the intergroup context. We sought to examine the role of intergroup emotions in regulating the reaction to an apology made by an offending outgroup. Undergraduate participants were falsely informed that the faculty had published a letter insulting the students as a group. After reading about this intergroup insult, participants reported the emotions they felt toward the faculty and whether they thought their group should forgive them. Next, we told participants that the ingroup had protested the event or that they had not done so, and that the faculty had ultimately apologized or not. Finally, participants completed a second round of the emotion and forgiveness measures. Interest in forgiveness was promoted when the ingroup successfully responded to the insult (i.e. protested and received an apology) but was weakened by an unsuccessful response (i.e. the ingroup protested and did not receive an apology). However, intergroup apology appeared to have no significant impact on forgiveness in the absence of ingroup protest. As predicted, these outcomes were regulated by the intergroup emotions experienced toward the outgroup (Maitner, Mackie, & Smith, 2006). That is, although intergroup anger uniquely predicted forgiveness directly following the insult, satisfaction took over this role once participants were told how the ingroup and outgroup had subsequently responded. These findings represent early evidence that forgiveness can be promoted via intergroup apology and also provide support for the regulatory function of intergroup emotions in this process.

### F54

**THE ROLE OF MOTIVATION TO RESPOND WITHOUT PREJUDICE IN THE PERCEPTION OF OUTGROUPS.** Claire R. Gravelin<sup>1</sup>, Elizabeth L. Ewell<sup>1</sup>, Jennifer J. Ratcliff<sup>1</sup>; <sup>1</sup>The College at Brockport, State University of New York – Research shows robust gender differences in attitudes toward gay men, with females expressing less prejudice than males (Herek, 1988). Recent evidence suggests that these gender differences are partially mediated by females' greater internal motivation to respond without prejudice (IM), and that this greater IM derives, in part, from females' stronger endorsement of a feminine self-concept as true of the self (Ratcliff et al., 2006). The primary purpose of the present work was to extend these findings by demonstrating that regardless of gender, viewing the self as more feminine—in response to a conceptual priming task—would lead to corresponding increases in IM. In addition, the present work examined whether experimentally enhancing IM would result in a greater liking for, and willingness to interact with, gay men. Finally, given that IM was shown to impact liking for and willingness to interact with sexual minorities, the current study also examined the mechanism by which IM influences these variables. Specifically, the extent to which gay speakers were individuated and categorized was measured via Klauer and Wegener's (1998) multinomial model of social categorization. Results revealed that enhancing femininity self-ascriptions elicited increases in IM, and that IM was associated with increases in both categorization and individuation of gay speakers. Consistent with predictions, IM was positively related to both liking and willingness to interact with gay men. Additionally, for individuals who received the femininity prime, individuation increased liking, whereas individuation decreased liking for those in the control condition. The implications of these findings will be discussed.

### F55

**MORALITY SHIFTING IN THE CONTEXT OF INTERGROUP VIOLENCE** Bernhard Leidner<sup>1</sup>, Emanuele Castano<sup>1</sup>; <sup>1</sup>The New School for Social Research, New York – Recent research (Castano & Giner-Sorolla, 2006; Leidner, Castano, Giner-Sorolla, & Zaiser, 2008) on moral disengagement from ingroup atrocities raises the question whether people suspend morality altogether or whether they stick to morality without judging the ingroup actions as immoral. We propose that the latter is the case, via a process called morality shifting. This process alters the influence of moral principles on moral judgments, with the goal to protect people's identity. Two experiments investigated morality shifting in the context of intergroup violence. We predicted that only ingroup violence threatens people's identity, so they shift their morals away from harm and fairness, allowing for the judgment "not immoral" and identity protection. In Study 1 (N = 140), participants read about atrocities committed by either an ingroup or an outgroup and then completed, in an allegedly unrelated study, the Moral Foundation Questionnaire (Haidt & Graham, 2007). It was found that both harm and fairness were rated as less important and relevant than loyalty and authority in the ingroup-perpetrator as compared to the outgroup-perpetrator condition. The reverse was true for loyalty. Study 2 (N = 40) was a conceptual replication of Study 1, but using an implicit measure of concept accessibility (Lexical Decision Task). It was found that loyalty and authority were more accessible in the ingroup-perpetrator as compared to the outgroup-perpetrator condition, while the reverse was true for harm and fairness. This research demonstrates that people engage in morality shifting under identity threat. Implications and consequences for intergroup relations are discussed.

### F56

**WHEN PARTING IS SWEET SORROW: PREDICTORS OF NOSTALGIA WHEN LEAVING GROUPS.** Ilka H. Gleibs<sup>1</sup>, Janelle M. Jones<sup>1</sup>; <sup>1</sup>University of Exeter, School of Psychology – According to social identity theory (e.g., Tajfel, 1982), individuals derive identities from their social group memberships. They may also be motivated to leave these groups when they no longer provide a sufficient basis for identification (e.g., low status, minority, or marginalized groups). Yet, it may not only be when groups are no longer of use that individuals leave them behind. Individuals are often forced to leave groups for a variety of different reasons including life transitions (e.g. graduation), opportunities (e.g., a new job), or circumstances (e.g. arbitrary assignments). The aim of this research was to examine the characteristics of groups that would make parting more poignant for individuals, leading to increased nostalgia about the left group membership. Study 1, where we manipulated identity salience (group vs individual) and choice (choice vs no-choice) in group assignment, found that nostalgia was highest for participants who had to leave a group that they had chosen when group identity was salient. Study 2, where we manipulated group cohesion (high vs low) and who leaves the group (self only vs everyone), found that nostalgia was highest when leaving cohesive groups, yet, in a non-cohesive group, nostalgia was higher when the complete group dissolved. These results are discussed in relation to identity (dis)-continuity and previous research on nostalgia.

### F57

**LOW STATUS MEMBERS JUSTIFY AMERICAN IDEALS NOT AMERICAN OUTCOMES** Jennifer Zimmerman<sup>1</sup>, Caitlin Minarchek<sup>1</sup>, Christine Reyna<sup>1</sup>; <sup>1</sup>DePaul University – System justification theory posits that all people legitimize the status quo. Motives to justify the system are congruent with motives to justify the self and group for high status members but incongruent for low status members. Thus, it is reasoned that if low status members legitimize American systems, they prioritize system needs over self and group needs. However, previous studies rely predominantly on perceptions of American ideals rather than actual outcomes. We predict that people's perceptions of what should be happening and what is actually happening in America will be similar for high status members but quite divergent for low status members. We also predict

that people of low status will prioritize self and group needs over system needs. Seventy-eight non-college adults rated the extent to which they support the ideals and outcomes of the Protestant work ethic. They also rated a series of items asking the extent to which they support raising taxes so that government programs would benefit different groups. Results indicate that low status members support the ideals of the PWE more so than high status members; however, high status members endorse the belief that PWE is a reality more so than low status members. We also found that low status members support raising taxes in order to benefit themselves, their family, and their community over America. These findings suggest that high status members are truly justifying the status quo. Low status members are only justifying the ideals of a system and prioritizing self and group needs.

#### F58

**MEMORY BIAS FOR THE OUTGROUP RELATIVE TO INGROUP: THE DIFFERENTIAL EFFECTS OF POSITIVE AND NEGATIVE OUTGROUP MESSAGING** Priscila Diaz<sup>1</sup>, Delia Saenz<sup>1</sup>; <sup>1</sup>Arizona State University – Recent research has extended the self-reference effect (SRE; Rogers, Kuiper, & Kirker, 1977), in which information related to the self and related groups may enhance memory recall. Specifically, memory for the outgroup may vary according to prejudice level (Diaz & Saenz, 2009). The present study examined how memory recall may vary based on primed negative or positive messages of cultural, religious ingroups and outgroups. White, Christian college students (N=135) read a positive or negative message about Arab Muslims, or read a neutral message defining social psychology. Following the passage, the participants completed a similar SRE task with neutral adjectives paired with self referent (i.e., does this word describe you), ingroup referent (i.e., does this word describe White Christians), and outgroup referent (i.e., does this word describe Arab Muslims). The participants were then given a cognitive distracter task followed by a surprise recall test of the adjectives. Overall, recall for the self was significantly higher than for White Christians and Arab Muslims, as expected. However, individuals primed with negative messages had a higher recall for Arab Muslims than for White Christians, relative to individuals primed with positive messages. The results show how different types of information about groups may influence how attentive we are when that group is referenced. This study reflects how societal messages may be a factor in how relevant certain cultural religious groups are to our perceptions and future studies can further examine the mechanisms behind memory and prejudice.

#### F59

**EXCLUSION TYPICALITY MODERATES THREATENED NEEDS AND STATE SELF-ESTEEM IN RESPONSE TO RECALLED EXPERIENCES OF EXCLUSION** Douglas Cooper<sup>1</sup>, Jamie Goldenberg<sup>1</sup>; <sup>1</sup>University of South Florida – The present study examined the interaction of exclusion typicality and exclusion on psychological needs and state self-esteem. Reactions to exclusion are thought to be part of an evolved ostracism detection system designed to quickly detect and react to real or imagined experiences of exclusion (Sporer & Williams, 2006; Williams & Zadro, 2005). Thus, the degree to which one feels that exclusion is typical of their life experiences influences negative expectations of exclusion in social situations and may also exacerbate one's reactions to exclusion. To test this, one-hundred eleven participants were asked to indicate the extent to which they felt exclusion or inclusion was typical of their life experiences and then wrote about a time they were excluded or included in a group. Participants subsequently completed the Needs Threat Scale (Williams et al., 2000), which assesses mood, levels of belonging, self-esteem, control, and meaningful existence, as well as a measure of state self-esteem (Rosenberg, 1965). Participants high, but not low, in exclusion typicality responded to recalled experiences of exclusion with decreased perceptions of control and self-esteem, as well as a decrease in state self-esteem. In contrast, writing about inclusion, for those high, but not low in inclusion typicality, increased perceptions of belonging,

mood, and meaningful existence. The findings suggest that chronic experiences of exclusion moderate reactions to exclusion, having differential effects on psychological needs.

#### F60

**POOR BUT FAIR: THE ROLE OF OUTCOMES VS. PROCEDURES IN GROUPS BASED COMPARISON AND INTERGROUP RELATIONS** Avital Mentovich<sup>1</sup>, Tom Tyler<sup>1</sup>; <sup>1</sup>New York University – Past research in social psychology has shown the central role of social comparison in generating meaningful judgments about one's self, group and culture. Such social comparisons have been mainly investigated in the context of relative material resources or outcomes. This research separately investigates the different effects of outcomes and procedures as the basis of intergroup comparisons and intergroup relations. We hypothesize that outcomes and procedures will be different. First, we predict that procedures will have more information value and therefore will have a stronger impact on intergroup relations. Second, we predict that the positive distinctiveness dynamics found with outcomes will be weaker with procedures. Four studies examine the effects of outcome vs. procedure based intergroup comparisons. As expected both outcomes and procedures influenced intergroup attitudes. Both arguments receive support. First, procedures had a generally stronger influence on intergroup relations and intergroup biases. Second, procedures were less influenced by comparative judgments. These findings have important implications for political systems because they suggest that groups should focus more heavily upon procedural issues when designing institutions, and less upon issues of outcome distribution.

#### F61

**OLDER ADULTS' PERCEPTIONS OF ANTI-AGING ACTIONS** Alexander M. Schoemann<sup>1</sup>, Nyla R. Branscombe<sup>1</sup>, Kristopher J. Preacher<sup>1</sup>; <sup>1</sup>University of Kansas – Youth is valued in Western culture and older people are targets of discrimination. To avoid such consequences, increasing numbers of older adults attempt to look younger. Older adults who attempt to look younger are a threat to the distinctiveness of young adults' social identities and are disliked by young adults (Schoemann & Branscombe, 2009). In this study, we examine how older adults who attempt to look younger are viewed by other older adults. We hypothesized that older adults who attempt to look young will cause ingroup members to feel shame and therefore be disliked. The study manipulated "passing" (attempting to look young) and gender of a target older adult. Older adult participants (age M=73.24) read a description of a male or female target who was attempting to "pass" or not. Participants rated their shame and target likeability. Participants disliked a target who attempted to look young, regardless of gender, and this effect was moderated by age group identification. Highly identified older adults disliked a target that was passing more than low identified older adults. Participants felt more shame about a target who attempted to look young, regardless of gender, and this effect was moderated by age group identification. Highly identified older adults felt more shame about a target that was passing than low identified older adults. Shame mediated the relationship between target passing and liking. Older adults are spending increasing sums of money in attempts to look younger, however, attempting to look younger results in negative evaluations from ingroup members.

#### F62

**CONFESSING OUR SINS: THE EFFECT OF INGROUP-AFFIRMATION ON COLLECTIVE GUILT AND COLLECTIVE SHAME** Gregory R. Gunn<sup>1</sup>, Anne E. Wilson<sup>1</sup>; <sup>1</sup>Wilfrid Laurier University – The defensive strategies employed by perpetrator groups to protect their social identity may have the unfortunate effect of undermining collective guilt and its pro-social consequences. However, if collective guilt and identity threat are distinct processes, then perpetrator groups may be able to alleviate threat without undermining guilt. Extending self-affirmation theory, the current research examines whether reflecting on valued aspects of the ingroup effectively buffers against identity threat, thus reducing defensiveness and allowing greater collective guilt. Moreover, in light of the theoretical

distinction between collective guilt and collective shame, the effect of ingroup-affirmation on each emotion is examined. In Study 1, the perpetrator group was more willing to acknowledge both guilt and shame once the threat to their social identity had been attenuated by ingroup-affirmation. We expected that when social identity is threatened (non-affirmation condition), shame would predict compensation as a means of restoring positive identity. However, when threat is disarmed (ingroup-affirmation condition), guilt would predict compensation out of concern for the victims. As predicted, affirmation moderated the relation between each emotion and compensation. When controlling for each other, only collective shame predicted compensation in the non-affirmation condition, whereas collective guilt was the sole predictor of compensation in the ingroup-affirmation condition. In Study 2, the effect of affirmation on each emotion was mediated by defensiveness. Specifically, after ingroup-affirmation, the perpetrator group was less likely to appraise their transgression defensively, and in turn more likely to acknowledge collective guilt and collective shame. Affirmation again differentially moderated the link between guilt/shame and compensation.

### F63

**WE'RE THE BEST, PERIOD: THE RELATIONSHIP BETWEEN THE NEED FOR CLOSURE AND INGROUP PREFERENCE** Corrie V. Hunt<sup>1</sup>, Emily Fisher<sup>1</sup>, Christopher M. Federico<sup>1</sup>; <sup>1</sup>University of Minnesota-Twin Cities – How a person defines a specific ingroup identity can interact with cognitive style to predict ingroup and outgroup attitudes. Prior research has demonstrated that a marked preference for clear, stable information over uncertainty can lead to relatively aggressive stances with regard to an outgroup (Federico & Golec, 2005). We extend these findings by examining how the need for closure interacts with perceived group status to influence ingroup bias. Because people high in the need for closure tend to seize and freeze on salient cues about the social environment, we predicted that high status should lead to greater ingroup bias. However, we expected the relationship between need for closure and ingroup bias to weaken for members of low status groups. To test our hypothesis, we first established ingroups and outgroups by informing participants that their answers to a questionnaire revealed that they were deductive thinkers, as opposed to inductive thinkers. We then manipulated the perceived status of the ingroup by telling participants that deductive thinkers tend to achieve higher (or lower) social and occupational status relative to inductive thinkers. Multiple regression analyses revealed that when in the high status group, people high in the Need for Closure tended to rate other deductive thinkers more positively ( $p < .05$ ). In addition, they showed a greater preference for working with deductive thinkers in an employment setting ( $p < .05$ ), on a problem solving task ( $p < .10$ ) and a creativity task ( $p < .05$ ). We address implications for preference for the status quo and intergroup relations in a hierarchical context.

### F64

**INTERGROUP OPTIMALITY OF THE SELF-ENHANCEMENT BIAS** Chris Kast<sup>1</sup>, Michael R Ransom<sup>2</sup>; <sup>1</sup>Iowa State University, <sup>2</sup>Ohio University – Research examining in-group effects have traditionally posited that individuals are prone toward an in group bias as a form of self enhancement. Recent research has demonstrated that this self enhancement on personal traits is limited to an optimal level trending away from the extremes (Borkenau, Zaltauskas, and Leising 2009). The present study attempts to explore differences in this optimal level of self enhancement in reference to an in-group out-group framework. Utilizing a Klee and Kandinsky minimal group paradigm all participants were privately informed that they expressed a preference for Klee and were subsequently given either positive or negative information about Klee or Kandinsky lovers or a fictional past participant who also expressed a preference for either Klee or Kandinsky artwork. Participants were then asked to make judgments about group members as a whole, a fictional past participant, and themselves. Results replicate the traditional phenomenon (Hewstone, Ruben, Willis 2002) with those who evaluated ingroup members giving them much higher ratings on the trait spontane-

ity than those who evaluated an out-group member. Finally paired samples T tests indicate that mean self ratings in a situation where both the individual and in-group members are designated as high performing is indistinguishable from the group mean. While self ratings where the individual and out-group members are designated as high performing are significantly higher than the group mean. This would suggest that the optimal level of discrepancy between group and self is higher in an out-group scenario.

### F65

**ARE YOU GOING TO EAT THAT? A NATURALISTIC EXAMINATION OF INTRAGROUP VARIABILITY IN CONSUMPTION BEHAVIOR** Rachel Burns<sup>1</sup>, Maryhope Howland<sup>1</sup>, Traci Mann<sup>1</sup>, Alex Rothman<sup>1</sup>, Jeff Simpson<sup>1</sup>; <sup>1</sup>University of Minnesota – Eating behavior is a central part of everyday life and is heavily influenced by those with whom a meal is shared. For instance, individuals tend to eat more in the presence of well-known others—a phenomenon known as social facilitation of eating (de Castro, 1994). The extended duration of a shared meal is an empirically-supported explanation of this phenomenon (Pliner, Bell, Hirsch & Kinchla, 2006). However, much of the work in this domain has been conducted in the laboratory, has required participants to monitor and record their own consumption behavior, and has neglected group-level outcomes. Our study attempts to expand upon the extant body of work by examining natural consumption behavior at the group, rather than individual, level; specifically we focus on the variability of food consumption within the group. Unobtrusive behavioral observation was used to examine the eating of 81 groups of students in a buffet-style dining hall. Consistent with prior research, meal length predicted the groups' mean number of calories taken, caloric intake, number of trips taken to the buffet and number of items taken to the table. Interestingly, meal length also predicted the within-group variability on each of the four outcome variables. Although the results support the extended duration explanation of social facilitation of eating, they also suggest that our current views of eating behavior may neglect a central dimension of group influence— in-group variability in eating behavior. Examination of this dimension would lead to a more nuanced and dynamic understanding of social eating behavior.

### F66

**PERCEIVED INTERRACIAL COMPATIBILITY IN AN ASIAN/ WHITE MATCHMAKING TASK** Curtis Yee<sup>1</sup>, Vani Murugesan<sup>1</sup>, Aston Tsui<sup>1</sup>, David Sears<sup>1</sup>; <sup>1</sup>UCLA – Asian-American men date and marry outside their race at much lower rates than Asian-American women (Census, 2006). One reason may be the perceived compatibility of interracial couples favoring White-male/ Asian-female couples, with media/ stereotypes portraying such couples as more compatible and normal, whereas Asian-male White-female couples are less so. We conducted a matchmaking experiment to examine perceived compatibility based on race and gender. In a 2x2x2 within-subjects study, participants (N=200) completed a matchmaking task, where they reviewed a profile of an Asian-American female, then a White female, and chose the best male match amongst 4 suitors. Of the 4 suitors, 2 were Asian and 2 were White. Also, we counterbalanced their dating profiles such that one of each was a good match with the target, and one of each was a poor match. In general, we found that Asian male matches were rated as less compatible compared to White matches, even though attractiveness was controlled for. Moreover, Asian matches were found to be less compatible with White women than White matches were. However, Asian matches and White matches were found to be equally compatible with Asian women. Finally, we also found that among the poorly matched suitors, White matches were still rated higher than Asian matches. Results did not support assortative mating theories, but instead supported a group-based Social Dominance hypothesis. We propose that lack of perceived compatibility may actually contribute to the disintegration of certain interracial relationships.

**F67**

**UNCERTAINTY, ENTITATIVITY, AND SOCIAL STATUS: IDENTIFICATION WITH GROUPS WITHIN AN INDIAN SAMPLE** Namrata Mahajan<sup>1</sup>, Michael A. Hogg<sup>1</sup>, <sup>1</sup>Claremont Graduate University – Participation and identification with groups has been a widely-studied phenomenon within social psychology. Uncertainty-Identity Theory (Hogg, 2007) suggests that people do not like to feel uncertain about their world, and identifying with groups allows them to reduce uncertainty because groups provide directions on how to feel, think, and act. The more people feel uncertain, the more they identify with groups that have clear boundaries, structure, and high internal homogeneity (i.e., high entitativity groups). The purpose of the current study was to understand how a group's social status affects the identification process. It was predicted that when uncertainty was high, people would identify with clearly-defined groups (i.e., groups high in entitativity). However, when uncertainty was low, people would identify with groups that were high in social status rather than entitativity. Data were gathered from 195 students at a university in India (mean age = 20.97). Participants read about a hypothetical company that would soon recruit employees in their community. Uncertainty, entitativity, and social status were manipulated and identification with the company was the dependent variable. The results indicated a significant 2-way interaction between uncertainty and entitativity. Specifically, data showed that as uncertainty increased, identification with low entitativity groups decreased and identification with high entitativity groups increased. In contrast to previous studies on status, this pattern of results was the same regardless of the group's social status. The results suggest that the entitativity of a group may play a greater role in the identification process than its social status.

**F68**

**TASK INTERDEPENDENCE IMPROVES RAPPORT, BUT NOT OTHER AFFECTIVE CONSTRUCTS** Jon Grahe<sup>1</sup>, Emily Hoppeler-Treichler<sup>1</sup>, <sup>1</sup>Pacific Lutheran University – Task Interdependence (Riggio, 2008) often increases group performance (Doorewaard, Van Hootegeem, & Huys, 2002), but can generate resistance in employees (Friberg, Segesten, Gedda, & Mattsson, 2008). The present research examined how Task Interdependence impacted experiences during the Dyadic Puzzle Task (Grahe & Sherman, 2007). Because Task Interdependence requires contributions from each member, the mutuality required to experience high rapport (positivity, attention, coordination; Tickle-Degnen, 2006) should improve rapport, but not other affective constructs (cohesion, enjoyment, frustration). Dyads (N = 64) completed an 8-piece puzzle under various Task Structure conditions where both members' contributions were necessary (Dyadic) or the worker could complete the task without the instructor's help (Individualistic). Dyads then completed a 25-piece puzzle and a brief questionnaire measuring their experiences (rapport, cohesion, enjoyment, frustration). Task Interdependence impacted rapport,  $F(4, 60) = 2.76, p < .05$ , such that dyads in the Individualistic condition (M = 6.10) reported lower rapport than any of the Dyadic conditions (blindfold, M = 6.52; shield, M = 6.63; shield+blindfold, M = 6.69; visual shield+mirror, M = 7.24). Task Interdependence did not impact cohesion, enjoyment, or frustration,  $Mdn F(4, 60) = .55, all ps > .34$ . Further analyses examined behavioral differences. These findings support the importance of mutuality to dyadic rapport. Additionally, rapport increased even though performance decreased under the more challenging conditions suggesting that implementation of Task Interdependence in the workplace should result in positive outcomes, even with initial resistance.

**F69**

**RACIAL IDENTITY AND RACE-RELATED STRESSORS: THEIR RELATION TO MENTAL HEALTH AMONG ASIAN PACIFIC AMERICANS** Nellie Tran<sup>1</sup>, Sabine Elizabeth French<sup>1</sup>, Noe Chavez<sup>1</sup>, <sup>1</sup>University of Illinois at Chicago – Using the risk and resilience model, the current study examined the risk of race-related stressors (racial discrimination, stereotype confirmation concern, and own-group conformity pressure) on the mental health of

Asian Pacific Americans (APIs) and the resilience of APIs through the potential protective role of racial identity (centrality, private regard, public regard, and other-group orientation). We found that race-related stressors in the form of perceptions of general discrimination, stereotype confirmation concerns, and own-group conformity pressures are risk factors to the mental health of APIs in this study. Second, we explored the protective role of dimensions of racial identity and found that the extent to which racial identity dimensions were protective for mental health depended on other factors. As expected, private regard was protective. However, the ability of racial identity to protect APIs from the negative influence of race-related stressors on their mental health is more complex. Racial identity only protects students' mental health when stereotype confirmation concerns are low. Additionally, centrality and private regard showed different patterns of protection against the effects of own-group conformity pressure on mental health outcomes. Findings are interpreted by addressing the racially diverse context that may create acculturative pressures and/or stereotype threat conditions.

**F70**

**ARE GROUPS WHO ARE OSTRACIZED MORE AGGRESSIVE THAN INDIVIDUALS WHO ARE OSTRACIZED?** Adrienne R. Carter-Sowell<sup>1</sup>, Ilja van Beest<sup>2</sup>, Eric van Dijk<sup>3</sup>, Kipling D. Williams<sup>1</sup>, <sup>1</sup>Purdue University, <sup>2</sup>Tilburg University, <sup>3</sup>Leiden University – The Model of Ostracism – ignoring and excluding by individuals or groups – (see Williams, 1997; 2001; 2007a; 2009) suggests that once ostracism is detected, the target reacts in lowered satisfaction levels of four basic needs: belonging, self-esteem, control, and meaningful existence, plus increased negative moods: anger and sadness. A theory-derived measure (Zadro, 2004) assesses two reaction stages (reflexive and reflective) following detection of being ignored and excluded. Two experiments were conducted to examine the reflexive (immediate) and reflective (delayed) responses of ostracized co-target groups compared to ostracized solo targets. Does sharing ostracism with a co-target dilute the impact (social impact theory) or do intergroup relations promote aggressive behavior (discontinuity effect)? For both experiments, participants were randomly assigned to play Cyberball either individually (with two other individual players) or in co-target groups (playing with two other co-target groups), and they were either included or ostracized during the game. For both experiments, immediately following the Cyberball session, self-reports of affect and need threat were measured. Next, aggression was measured using hot sauce allocations to other players (Experiment 2). To measure recovery from the inclusion manipulation and intergroup motivations to aggress, fundamental needs were assessed before and after the hot sauce allocations. The overall results suggested that in the reflexive stage, ostracism is universally distressing to both individuals and groups. With reflection, however, groups can recover satisfaction of basic needs quicker than individuals. Additionally, the findings show that co-target groups, compared to solo targets, behave more aggressively.

**F71**

**SOCIAL DOMINANCE ORIENTATION AND THE WILL TO POWER: SELF-ENHANCEMENT FOLLOWING UPWARD INTERRACIAL COMPARISON** Curtis D. Hardin<sup>1</sup>, Rick M. Cheung<sup>1</sup>, <sup>1</sup>Brooklyn College and Graduate Center, City University of New York – Just as self-enhancement motivation can lead people to respond to negative information about the self with enhanced self-esteem, social dominance motivation can lead people to respond to apparent inferiority with feelings of superiority. Two experiments demonstrate that white participants outperformed by non-whites self-enhance to the degree that they are high in social dominance orientation (SDO), whether relative performance is imagined (Exp. 1) or manipulated in a classic quiz-game procedure (Exp. 2). Findings suggest that when white superiority is interpersonally challenged, high-SDO whites may react by psychologically (re)establishing racial dominance.



**F72****HOW LEADERS INDUCE UNCERTAINTY: A CASE OF IDENTITY**

**AFFIRMATION AND NEGATION** Amber Gaffney<sup>1</sup>, David Rast, II<sup>1</sup>, Michael Hogg<sup>1</sup>, Richard Crisp<sup>2</sup>; <sup>1</sup>Claremont Graduate University, <sup>2</sup>Kent University – Uncertainty-identity theory posits that when individuals feel uncertain about themselves and their places in the world, they will seek to identify with groups that provide them with a clear and coherent identity (Hogg, 2007). Feeling uncertain may also lead individuals to support leaders who embody important group norms (i.e., are prototypical of their group). Research has yet to elucidate if leaders possess the ability to make their followers feel uncertain about themselves and their places in the world, and moreover research has yet to outline the ways in which leaders may induce uncertainty in their followers. One way in which leaders may induce uncertainty is to make followers feel as if they are non-prototypical or marginalized group members (e.g., Marques, Abrams, & Serôdio, 2001). The current study examined whether leaders can induce uncertainty in their followers by marginalizing or affirming their followers' group identities. Participants were university students (N = 103) who read a vignette in which we manipulated whether or not a leader highlighted that s/he and the majority of the student body shared in participants' opinions regarding tuition fees. Our findings suggest that among participants with a marginalized identity, as identification with their university increases, uncertainty increases,  $\beta = .42$ ,  $t(50) = 3.17$ ,  $p = .003$ . Conversely, among those with affirmed identities, identification is unrelated to uncertainty ( $p = ns$ ). These results suggest that leaders may have the ability to elicit uncertainty among their followers by affirming or marginalizing their followers' identities within their group.

**F73****HOW DO WE EXPERIENCE OURSELVES WHEN WE ARE IN SOCIAL**

**ENERGY?** Donnan Canavan<sup>1</sup>; <sup>1</sup>Boston College – In images of Obama's inauguration, the 9/11 clean-up, or John Kennedy's funeral, we see people mutually engaged in something meaningful. 'Social energy' as a desirable powerful social phenomenon in which a person (P) gets involved in an intrinsically motivated relationship with another person (O), and these people are mutually aware that they each have an independent intrinsic interest in a topic or activity (X). Canavan (2002) and her students have shown that social energy positively affects effort, concentration, performance, affect, and relationships. In this study 60 participants were randomly assigned in a 2X3 factorial design with high, medium, or low social energy and two levels of competition. Participants were asked to remember vividly a seminar/class experience they had that corresponded to one of the cells and to answer a series of questions that described dimensions of their self-experience. The Analyses of Variance revealed that In High Social Energy (HSE) compared to Medium or Low Social Energy (LSE), that participants described themselves as most involved in participation and relationship, and least involved in self/other evaluation. Similarly, HSE described themselves as most closely connected on the IOS Scale yet highest in Self Clarity, a combination that makes the HSE most psychologically independent. Interestingly as predicted, since participants attributed their differing experiences to the situation of social energy, there were no differences in self rated intelligence, or self-esteem. Finally, HSE rated themselves as highest in intrinsic motivation, energy, positive affect and quality relationship with the teacher.

**F74****THREAT CONTAGION DURING CROSS-RACE INTERACTIONS**

Katrina Koslov<sup>1</sup>, Elizabeth Page-Gould<sup>2</sup>, Wendy Berry Mendes<sup>1</sup>; <sup>1</sup>Harvard University, <sup>2</sup>University of Toronto at Scarborough – In the past decade much evidence has accumulated that observing or interacting with racial outgroup members results in fear, cardiovascular threat responses, and amygdala activation, which is associated with fear and uncertainty. Much of this research has focused on the majority group members' experience with interacting with a minority or stigmatized group member. A parallel line of research has examined the effects of being a minority group member

in a society that historically discriminates against one's group. There has been very little research that has attempted to bridge these research traditions to examine affective, behavioral, and physiological responses during ongoing social interactions among two naïve participants, even though it is the reciprocal nature of these interactions that is likely to shed light on the affective consequences of intergroup interactions. In this study we recruited two naïve participants matched on age, gender, and current occupation/student status. More than half of these dyads were cross-race, specifically White and African-Americans. We obtained baseline physiological responses prior to the dyad meeting, and then recorded their on-line physiological responses, affective reactions, and non-verbal behavior during a variety of tasks, several of which were designed to activate the two primary stress systems. Consistent with past research, intergroup interactions resulted in more threat responses than same race interactions. Importantly, these data allow us to extend prior research by examining the contagiousness of threat responses, which is how affective and behavioral responses of one member of the dyad leaks out to influence the other member's reactions.

**F75**

Poster withdrawn.

**F76****INGROUP ALLOCATION MODEL – LANGUAGE AS A TOOL TO REDISTRIBUTE RESOURCES**

Marie Gustafsson<sup>1</sup>, Sverker Sikström<sup>2</sup>; <sup>1</sup>Stockholm University, <sup>2</sup>KTH, Royal Institute of Technology, Stockholm – We present a theory – the Ingroup Allocation Model (IAM) that propose how language may function as a tool for influencing behaviors of other to boost resources of the speaker. Resources can be increased either by recruiting members to the ingroup, leading to that other people engage in behaviors that share the speakers goal and diminished threat from the outgroup, or by redistributing individual resources to collective resources, leading to greater possibility of using resources collected by other ingroup members. This framework is supported by empirical data on how social groups are valued in text corpora. These values are measured by semantic spaces in large text corpora. We measure values of social groups by studying the valence of the context of personal pronouns. The personal pronouns are semantic markers for individual or collective identity, as well as for ingroup and outgroup belonging. Different inflection of the pronouns also signals activity and ownership. The IAM framework is further supported by results of a computer simulation showing how allocation of resources leads to greater fitness of speakers. We discuss how previous theories such as social identity theory (Tajfel & Turner, 1979), and self expansion model (Aron & Aron, 1996) can be integrated in the IAM framework where language is seen as a tool to redistribute wealth.

**F77****GOOD FEELINGS AND POOR PERFORMANCE: THE REVERSE "OBAMA EFFECT"**

Jamie Barden<sup>1</sup>, Edward Orehek<sup>1</sup>; <sup>1</sup>Howard University, <sup>2</sup>University of Maryland – Evidence of the impact of Barack Obama on the academic task performance of Blacks has been mixed, with some studies showing improvements (Marx, Ho, & Freidman, 2009), but others not (Aronson, Jannone, McGlone, & Johnson-Campbell, 2009). In the current study, Black student participants viewed a video of similar press conferences given by either Obama or George W. Bush followed by an anagram task framed as a separate study. Low academic achievers (lower GPA) performed better on the anagram task following the Obama than Bush video, showing the Obama effect. However, high achievers (higher GPA) performed worse following the Obama video than the Bush video, showing a reverse Obama effect. Critically, positive emotions elicited by the Obama video fully explained performance decrements among high achievers, but were unrelated to low achiever performance. So, while various explanations have been postulated for performance enhancements, the current results establish that positive affective responses to Obama can have an ironic detrimental impact on performance, particularly for a critical group, high achieving Blacks.

## Individual Differences

**F78**

**IT'S A MIRACLE! LAY PEOPLES' CONCEPTIONS OF MIRACLES** Michael R Ransom<sup>1</sup>, Mark D Alicke<sup>1</sup>; <sup>1</sup>Ohio University – Many people believe in miracles. A 2008 survey in AARP magazine discovered that 80% of their sample, consisting of 1315 people, believed that miracles occur today as they did in ancient times (Anderson, 2008). Additionally, philosophers have weighed in on the concept of miracles asserting that miracles must violate natural laws and be caused by a deity/supernatural force (Hume, 1748). However, there is scant research investigating what lay people think about miracles and whether their miracle definitions/conceptions mirror those of famous philosophers and theologians. A total of 145 participants answered a wide-variety of miracle-related questions such as if they personally believed in miracles (81.4% of our sample indicated they did believe in miracles) and if so, why they think miracles occur. Participants also defined a miracle. We then coded, using two independent raters, participants' miracle definitions into three categories: low probability, beneficial outcome, and divine intervention. Their miracle purpose responses were coded into two categories: to demonstrate God's power/presence and to instill hope/faith in people. The most represented miracle definition category was low probability; 48% of participants alluded to low probability in their definitions, followed by beneficial outcomes and divine intervention. 41.4% of participants mentioned that the purpose of miracles was to give hope/restore peoples' faiths and 24.1% of the surveys were classified into the second category, power/presence. These results match well with scholars' miracle notions which characterize miracles as highly improbable events and maintain that miracles restore people's faiths and show God's power/presence in the natural world (Brown, 1984).

**F79**

**PERCEIVED CONTROL AS A PREDICTOR OF MORTALITY: THE MODERATING ROLE OF HEALTH VALUE** Judith Chipperfield<sup>1</sup>, Raymond P Perry<sup>1</sup>, Reinhard Pekrun<sup>2</sup>, Petra Barchfeld<sup>2</sup>, Loring P Chuchmach<sup>1</sup>; <sup>1</sup>University of Manitoba, <sup>2</sup>University of Munich – Perceiving little control over the maintenance of one's health care has been shown to predict mortality (Chipperfield, 1993). However, Krause and Shaw's (2000) study showed that perceived control predicted mortality only in the context of highly valued roles. These findings and the Control Value Theory (Pekrun, 2006) suggest that the effect of perceived control may be qualified by the value placed on an outcome. We systematically examined whether health value (HV) moderated the role of perceived control (PC) over health in predicting survival 13 years later among a representative sample of older adults (n=325). A significant HV x PC interaction (Beta = -.10; Wald = 4.1, p < .05) emerged in a logistic regression that controlled for age, gender, education, marital status, and emotional, functional and physical well being. The HV x PC interaction illustrated that health value moderated the effects of perceived control on mortality. Moreover, the pattern of findings conformed to the expectation that a protective effect of PC would only emerge when health value was high. In particular, by follow-up, approximately 40% of those with strong perceptions of control over their health had died compared to about 60% of those with weak perceptions of control. These findings imply that feelings of control have a survival benefit, but only when health is valued.

**F80**

**ONLINE GAMING: NEGATIVE RELATIONS WITH PERSONALITY TRAITS AND SOCIAL SUPPORT** Mallori L. Warren<sup>1</sup>, Tera D. Letzring<sup>1</sup>; <sup>1</sup>Idaho State University – The internet is becoming an increasingly popular source of information and social networking for many people. Online gaming, specifically, is a phenomenon that is quickly becoming main stream. Many people use this outlet for social interaction, relaxation, and an escape from everyday life. Discussions about online gaming can be heard on talk radio shows and seen on nightly news broadcasts. Researchers have examined how internet use is related to real world

relationships in adolescents (Sanders, Field, Diego, & Kaplan, 2000), perceptions of social support and well-being among people with spinal cord injury (Miller, 2008), and communication with family members, social circle size, depression, and loneliness among new internet users (Kraut et al., 1998). The current research focuses on college students and examines the relations of personality traits and social variables with self-reports of time spent playing online games. Results show that males and people in less committed romantic relationships spend more time in online gaming. Even more interestingly, participants who reported spending more time in online gaming were lower in agreeableness (especially the facets of cooperation, morality, sympathy and trust), conscientiousness (especially achievement striving, orderliness, and self-discipline), satisfaction with life, happiness, perceptions of social support, and ego-control; and higher in openness (especially imagination and liberalism) and loneliness. Overall, results show that more time spent in online gaming is related to less desirable personality traits and a lack of connectedness with others in the real world.

**F81**

**RIGHT-HAND MAN OR THE MAN UPSTAIRS? HOW DOES THE CONCEPT OF THE DIVINE INFLUENCE VISUAL ATTENTION?** Alison L. Chasteen<sup>1</sup>, Donna C. Burdzy<sup>1</sup>, Jay Pratt<sup>1</sup>; <sup>1</sup>University of Toronto – How strongly do we associate "God" and "Devil" with our physical world? Humans have long used spatial metaphors for abstract concepts of the divine, ranging from Mt. Olympus and the underground Hades in ancient Greece to the current conceptions of Heaven and Hell. Such metaphors are useful as they provide a common metric, physical space, to which abstract information can be bounded and communicated to other people. Indeed, such spatial metaphors are so pervasive in divine concepts that many religious and cultural traditions have representations in either or both vertical and horizontal space. Given the reliance on spatial metaphors in concepts of the divine, it is possible that merely thinking of concepts of God or Devil might invoke brain activity associated with the processing of spatial information and orient people's attention to associated locations. To examine if exposure to divine concepts shifts visual attention, participants completed a target detection task in which they were first presented with God and Devil-related words. We found faster RTs when targets appeared at locations compatible with the concepts of God (up/right locations) or Devil (down/left locations), and also found that these results do not vary by participants' religiosity. These results demonstrate the power of metaphors associated with the divine, as merely activating those concepts influences low-level cognitive processes such as orienting visual attention. As well, the lack of individual differences in this effect indicates the robust influence of divine concepts on cognition across a variety of religious and cultural groups.

**F82**

**WHAT MAKES NEGATIVE COMMUNICATIONS BECOME THE SOCIAL SKILLS?** Yukako Ishii<sup>1</sup>; <sup>1</sup>Graduate School of Literature and Human Sciences, Osaka City University – Traditional social skill studies have treated only Positive (so-called desirable) Communications such as assertion and relational maintenance as social skills. However, under the circumstance of real life, we often use Negative-Communications including deception, lying, avoiding, and aggression as useful communication tools. To reconsider the definition about social skills and the possibility of Negative-Communications to be social skills must be examined. In this study, I did the questionnaire investigation about the relationship between social adjustments and Negative-Communications which are potential to be social skills. 284 male and female participated to the survey (mean age was 22.5). The result of ANOVA, there were some interaction effects. When meta-cognition about one's communication situations were exerted, using Negative-Communications reduced negative emotions, and the person who could combine both Positive-Communications and Negative-Communications tended to increase positive emotions. In conclusion, Negative-Communications can be the social skills under the specific conditions, and detailed studies of its functional capabilities are needed.

**F83****SOCIAL DOMINANCE ORIENTATION AND PERCEPTIONS OF RESOURCE ENTITLEMENT**

Leslie Janes<sup>1</sup>, Victoria Esses<sup>2</sup>, Lynne Jackson<sup>3</sup>, Constance Sibanda<sup>1</sup>, <sup>1</sup>Brescia University College, <sup>2</sup>The University of Western Ontario, <sup>3</sup>Kings University College – This research examined whether individuals from western nations are more likely to criticize other countries for damaging the environment to benefit themselves than for damaging the environment in order to provide resources for western nations. Participants read one of six bogus newspaper articles that discussed a strip-mining project producing bauxite in either Romania, Vietnam, or Jamaica. Half of the articles stated that the bauxite was for homebuilding use in those countries, whereas the other half stated that the bauxite would be exported to participants' own country for this use. The strip mining project was described as environmentally disastrous, creating both air and water pollution and defacing the land. After reading the article, participants were asked to evaluate the acceptability of the environmental impact of the mining project. Individual differences in Social Dominance Orientation (SDO) were also assessed. It was hypothesized that participants would find environmentally-damaging projects more problematic if the resources obtained from these projects were intended for the source country as opposed to participants' own country. Additionally, it was hypothesized that individuals higher in SDO would be especially likely to show these effects. Results indicated that participants higher in SDO rated the damage as more acceptable if their own country was to benefit than if the source country was to benefit, whereas participants lower in SDO showed the opposite effect. Results are discussed in terms of western nations' feelings of entitlement regarding the world's resources, and their perceptions of the costs and benefits of harvesting these resources.

**F84****RELATIONSHIP BETWEEN INDIVIDUAL DIFFERENCES AND REGIONAL CONTACT WITH US REGIONAL PERSONALITY STEREOTYPE ACCURACY**

Kate Rogers<sup>1</sup>, Dustin Wood<sup>1</sup>, <sup>1</sup>Wake Forest University – Recent research indicated that people's impressions of how personality traits vary across cultures may be no more accurate than chance (Terracciano et al., 2005). As this has not been investigated in other contexts, we explored whether Americans can accurately describe the typical personality differences between people in different regions of the US. By cluster analyzing US state similarity ratings provided by 16 participants, 20 regions were created. Using these regions, 93 participants completed surveys rating people from each region on their Big Five personality characteristics. Finally, we compared perceived regional personality profiles to regional personality profiles found from actual self-ratings by Rentfrow, Gosling, and Potter (2008). We explored individual differences and regional contact as possibilities for accuracy. We used two measures of personality (the Big Five Inventory and the Inventory of Individual Differences in the Lexicon) to find the relationship between individual differences and US regional personality stereotype accuracy. While some individual differences correlated with accuracy, we found no systematic pattern. Furthermore, contrary to expectations, we found little evidence that residency in a region was associated with increased accuracy in judgments. Instead, we found that individuals reported trait levels of a region to be more positive if they had lived in the region. Thus, individuals from a region reported higher levels of agreeableness, conscientiousness and extraversion and lower levels of neuroticism. The results suggest that people are able to obtain accuracy in regional personality judgments, but indicate that more work needs to be done to understand the reasons for accuracy.

**F85****STUDENT BELIEFS ABOUT EFFECTIVE TEACHING AND LEARNING AND THEIR RELATIONSHIP TO PERSONALITY TRAITS**

Brian Pauwels<sup>1</sup>, Bettina Zengel<sup>1</sup>, <sup>1</sup>Doane College – Many popular notions of classroom learning espouse approaches to teaching that promote so-called "active learning," in contrast to presumably passive, lecture-based classrooms. In addition, such notions often promote the importance of the individual learning

styles or classroom preferences of the students. However, these conceptions of learning have been criticized recently by some cognitive scientists for being overly simplistic or ineffective. Given the apparent popularity of such models among some teachers and students, the present study examined the personality and cognitive correlates of belief in such models in a sample of college students. A correlational study examined the relationships between student beliefs regarding the nature of effective learning, several personality traits, and academic performance. One hundred eleven college students (48 men, 63 women) completed a questionnaire assessing a) their beliefs about the effectiveness of lecture vs. other pedagogical approaches in a classroom environment, b) their beliefs about the existence and relevance of different learning styles among students, and c) personality traits including academic self-handicapping and need for cognition. Consistent with predictions, preference for lecture-based approaches was associated with higher college GPA, higher need for cognition scores, lower academic self-handicapping scores, and less endorsement of learning-style models of education. The data suggest that student endorsement of some popularized notions of education (e.g., the importance of students' presumed individual learning styles, the general inferiority of lecture-based pedagogy) may not be entirely desirable.

**F86****CHANGING CAUSAL UNCERTAINTY BELIEFS OVER TIME: THE ROLE OF DIFFERENTIAL RECALL OF PAST UNCERTAIN EVENTS**

Ryan P Brunner<sup>1</sup>, Gifford Weary<sup>1</sup>, <sup>1</sup>The Ohio State University – Recent research has shown that a reflective memory perspective can aid in the reduction of negative feelings associated with past events (Kross, Ayduk, & Mischel, 2005; Kross & Ayduk, 2008). The current study seeks to examine the relationship between the level of chronic causal uncertainty (CU) and how past uncertain memories are recalled. Feelings of 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). The present study builds upon previous work showing that individuals with chronically available CU are more likely to recall uncertain past events from an immersed visual perspective. Participants were asked to recall either an uncertain event or a visit to the dentist. They then were asked to rate the memory on a number of different dimensions. Results showed that participants with higher levels of measured CU recalled past uncertain events with more intensity, focused more on the details of the event, had less confidence in their ability to understand similar events in the future, and used significantly fewer causal words when describing the event. These findings provide further evidence for how chronic CU beliefs are maintained over time. The implications for work on memory perspective and chronic belief states will be discussed.

**F87****DESIRE FOR CHANGE AND COGNITIVE UNCERTAINTY INFLUENCE PREFERENCES FOR GAIN FRAMED SURE-THING CHOICES**

Verlin B. Hinsz<sup>1</sup>, Jared L. Ladbury<sup>1</sup>, <sup>1</sup>North Dakota State University – Uncertainty

avoidance assesses a person's comfort with and reactions to elements of the world that are uncertain. We hypothesize that uncertainty avoidance should relate to sure thing and risky choices, but previous research demonstrates this is only true if the sure thing is framed in terms of gains. We extend previous research by (1) using multiple measures of uncertainty avoidance including emotional reactions to uncertainty (EU), desire for change (DFC), and cognitive reactions to uncertainty (CU), and (2) assessing choices in relatively context-restricted problems which involve gaining or losing money versus the relatively context-rich "Asian Disease" problem. Participants (N=945) completed uncertainty avoidance measures from the Uncertainty Response Scale (Greco & Rogers, 2001) and chose between a sure monetary gain/loss or a risky choice that could result in a greater gain/loss or nothing. The disease problem involved choosing between saving a subset of people infected with a dis-

ease or risk a treatment that could save all or none of them. Logistical regression results replicate and extend prior findings. No effects are found for EU or in problems framed as losses. For problems framed as gains, DFC and CU predict choice preference in the monetary problem. DFC and the interaction between DFC and CU predict preference for risky options in the disease problem such that an individual's DFC impacts choices only when CU is low. Thus, uncertainty avoidance relates to risky choices, but only when those choices appear in a context that engages the proper cognitive and affective systems.

### F88

**THE EFFECT OF PERSONALITY FACTORS IN PREDICTING INFORMATION DISCLOSURE ONLINE** Emily Christofides<sup>1</sup>, Amy Muise<sup>1</sup>, Serge Desmarais<sup>1</sup>; <sup>1</sup>University of Guelph – Privacy is an underdeveloped area, and the role of information disclosure in the negotiation of privacy has not been fully explored. In addition, new technology is changing the way that privacy is experienced, and is changing people's ability to control what information they share and keep private. In previous work, one of the current authors theorized that individual factors affect privacy orientation and that situational factors affect privacy goals (Christofides, unpublished manuscript). The current research attempted to elucidate which personality factors affect disclosure behavior on the popular social network site, Facebook. In order to explore this, we conducted an online survey with a sample of university undergraduates. Regression analysis showed that the need for popularity predicted likelihood of disclosing on Facebook. However, self-esteem and trust, two factors that have previously been associated with disclosure (Ellison, Steinfeld, & Lampe, 2007; Henderson & Gilding, 2004), did not predict disclosure on Facebook, but they did predict the likelihood that someone would use the Facebook privacy settings. While all of the factors we measured were hypothesized to be individual factors, it could be that the need for popularity makes people more open to situational factors. If the Facebook environment provides cues that indicate that disclosure is expected and safe, and sharing information online is the main way of accessing popularity, then Facebook may be an environment that normalizes disclosure. As such, the nature of the relationship between privacy and disclosure may be different in this environment than in other, less public, environments.

### F89

**DEPENDABLE MOST OF THE TIME: THE ROLE OF EXCUSES IN RATIONALIZED MISCONDUCT** Michael Tamborski<sup>1</sup>, Ryan Brown<sup>1</sup>; <sup>1</sup>The University of Oklahoma – Almost by definition, the processes that facilitate rationalized misconduct, such as certain forms of cheating, should include self-deception. However, previous research has found no link between rationalized cheating and general self-deceptive enhancement (von Hippel, Lakin, & Sakarchi, 2005). We propose that a more narrow form of self-deception, excuse-making, might more accurately underlie the rationalization process. Participants completed multiple questionnaires related to excuse-making and dependability and later completed a computerized arithmetic task with a design feature allowing participants to engage in both deliberative, overt cheating and subtle, rationalized cheating. An item-level factor analysis of the questionnaires revealed three latent variables: dependability, locus of control, and willpower. Dependability was positively associated with deliberative cheating, but dependability and willpower interacted to predict rationalized cheating. Participants low in willpower engaged in more rationalized cheating than those high in willpower, but only among those high in dependability. Participants low in dependability engaged in rationalized cheating regardless of willpower levels. This pattern is consistent with an excuse-making interpretation, such that dependable individuals could only cheat if they claimed they had little willpower. Undependable individuals, on the other hand, needed no such excuse to cheat. Future studies are planned to test the validity of this interpretation by experimentally manipulating excuse-making ability.

### F90

**MITIGATING THE EFFECTS OF THREAT ON AUTHORITARIANISM** David Winter<sup>1</sup>, Sara Konrath<sup>1</sup>; <sup>1</sup>University of Michigan – Authoritarians are characterized by their obedience to authority, outgroup aggression, and traditional values. Research has consistently found that authoritarianism increases under various types of threat (e.g. economic threat, ego threat). In two studies we attempt to mitigate increases in authoritarianism after threat by giving participants information about how to manage the threat. In Study 1 online participants received information about what to do in case of potential national emergencies (e.g. possible terrorist attack). Participants in one condition were randomly assigned to receive this information before completing personality measures, including the authoritarianism scale, while participants in our control group received it after completing personality measures. In Study 2 college students completed a conceptually similar study, except that the source of threat was more applicable to a college setting (e.g. possible campus shooter). In Study 1, we find that authoritarianism remains level when participants are exposed to a threat in combination with preparedness information. In Study 2, we include a manipulation check finding that participants i) indeed felt more threatened in the high threat condition, and ii) also felt more prepared in this condition. We also replicate the finding that authoritarianism remains level when threat is combined with preparedness information. Our findings suggest that authoritarianism, typically shown to rise in people facing threat, remains level when presented with information on how to deal with threat. We suggest that perhaps the increase of authoritarianism typically seen in threatened persons can be mitigated or even counteracted when they are supplied with relevant information.

### F91

**THE RELATIONSHIP BETWEEN INDIVIDUAL DIFFERENCES IN DEATH-THOUGHT ACCESSIBILITY AND DEFENSIVE BEHAVIOR** David Webber<sup>1</sup>; <sup>1</sup>University of Alberta – Research on Terror Management Theory (Greenberg, Pyszczynski, & Solomon, 1986), has consistently demonstrated the importance of one's cultural worldview in defending against death. The current study further examined this finding by assessing if holding a fragile, easily threatened cultural worldview leads to increased defensive behavior. It was proposed that individual differences in death-thought accessibility (DTA) may indicate the state of one's worldview, such that dispositionally high DTA may be a proxy of a fragile cultural worldview. Thus, it was hypothesized that individuals with high dispositional levels of DTA would behave more defensively than their low DTA counterparts, but that this defensive tendency would dissipate if given the opportunity to validate their worldview. Participants completed a word fragment task to measure the accessibility of death-thoughts, and read one of three webpages designed to validate, threaten, or not manipulate their worldview belief. Subsequently, defensive behavior was measured by giving participants an opportunity to self-handicap prior to completing a bogus intelligence test. Results supported the predictions. In the control condition, in which worldview belief went unaltered, individuals high in DTA engaged in greater self-handicapping. On the other hand, worldview validation led to a significant decrease in self-handicapping among those dispositionally high in DTA, and participants both high and low in DTA did not differ in their amount of self-handicapping. Although this study provides an initial foray into understanding worldview fragility and the use of DTA as an individual differences variable, more research is needed before any definitive conclusions can be made.

### F92

**CONTEXTUALIZED PERSONALITY ASSESSMENT: IDENTIFYING SITUATION DIMENSIONS ASSOCIATED WITH BEHAVIORAL CONSISTENCY AND SITUATION SPECIFIC BEHAVIOR.** Robert Griffo<sup>1</sup>, C. Randall Colvin<sup>1</sup>; <sup>1</sup>Northeastern University – Current social and personality perspectives agree that behavior is determined by an interaction between characteristics of persons and situations. However, theoretical and empirical

progress towards understanding what constitutes a "situation" and how behavior is systematically related to situation variables is limited. The current research sought to: (a) develop a method for identifying relevant situation dimensions, (b) evaluate the extent to which these situation dimensions can be used to determine situation similarity and predict behavioral consistency, and (c) examine the ability of these situation dimensions to directly predict situation specific behavior. Each participant engaged in four videotaped dyadic social interactions, which differed on two objective dimensions, partner and task. Following each interaction, participants provided subjective ratings of each interaction on a series of situation characteristics, affects, motives, and behaviors. Finally, each participant's behavior in the four lab interactions was observed and coded using the Riverside Behavioral Q-Sort. Consistent with previous research, results: (a) reveal five subjective situation dimension used to describe situations (Positive Affect, Negative Affect, Situation Strength, Agency and Communion); (b) indicate that while subjective situation similarity can be used to predict behavioral consistency, the relationship is moderated by participant gender, accuracy of self-perception, and objective situation similarity (same partner vs. same task); and (c) extend previous research by demonstrating that subjective situation dimension ratings can be used to predict non-self-reported situation specific behavior.

### F93

**THE NEED TO BELONG AND THE NEED FOR COGNITION AS PREDICTORS OF DISPOSITIONAL EMPATHY** Mónica E. Muñoz<sup>1</sup>, Mary R. Chavez<sup>1</sup>, <sup>1</sup>Texas A&M International University – Dispositional empathy can be understood as a multidimensional concept, consisting of both affective (empathic concern and personal distress) and cognitive (perspective taking and fantasy) components (Davis, 1983; 1996). This model has been useful in predicting prosocial tendencies, aggression and social behaviors such as communication and conflict management (Davis, 1996). Few studies, however, have explored predictors of the various components of dispositional empathy. Using regression analysis, the current research explored the predictive potential of two constructs: the need to belong (Leary, Kelly, Cottrell, & Schreindorfer, 2007) and the need for cognition (Cacioppo, Petty, & Kao, 1984). Higher need to belong scores were expected to predict increased scores on all the dimensions, given that empathic tendencies may aid in building the social connections that satisfy this need. Higher need for cognition scores were expected to predict increased perspective taking and fantasy, given that these reflect the type of mental effort that may fulfill this particular need. No significant relationships with scores on the affective dimensions were expected. Results showed that higher need to belong scores predicted only increased empathic concern and personal distress. Higher need for cognition scores predicted increased perspective taking and, surprisingly, decreased personal distress. Those with a high need to belong may rely on affective experiences to promote the process of building social connections. However, individuals with a strong preference for cognitive activity (i.e., high need for cognition) may have a general distaste for affective experiences, especially if they involve the negative feelings characteristic of personal distress.

### F94

**PREDICTING PHYSICAL HEALTH USING PROSPECTIVE MEASURES OF PERSONALITY** Grant W. Edmonds<sup>1</sup>, Yusuke Takahashi<sup>2</sup>, Joshua J. Jackson<sup>1</sup>, Brent W. Roberts<sup>1</sup>, <sup>1</sup>University of Illinois at Urbana-Champaign, <sup>2</sup>University of Tokyo – Personality has established relationships with physical health. Most research demonstrating these effects has been cross-sectional, and fails to control for background variables and other health related factors. Using data from the Health and Aging Study of Central Illinois (HASCI), we evaluated prospective relationships between Big Five personality dimensions and health. The HASCI study includes a representative sample from the state of Illinois (n = 312) measured at two time points three years apart. Personality was measured using the AB5C. Health was measured using the physical health scale of the sf36. Health behaviors were measured using the Health Behaviors Checklist. We first correlated time

one personality, age, and gender with time two physical health. Age was negatively related to physical health ( $r = -.15$ ,  $p = .01$ ). Education was positively related to physical health ( $r = .38$ ,  $p = .00$ ), while sex was not related to physical health. All of the Big five traits measured at time one showed small significant relationships with physical health at time two ( $r$ 's ranging from .11 to .23). We next conducted a multiple regression analysis where time two physical health was regressed on all five time one Big Five personality traits while controlling for age, sex, and health behaviors. Time one emotional stability predicted time two physical health ( $\beta = .24$ ,  $p = .00$ ); the other big five traits were not significant predictors of time two physical health. Implications for research relating personality to health within the larger context of other known health predictors are discussed.

### F95

**SELF-RATED HEALTH PREDICTS DIRECTLY OBSERVED BEHAVIOR IN A PERSONALITY INTERVIEW** Christopher Nave<sup>1</sup>, Ryne Sherman<sup>1</sup>, David Funder<sup>1</sup>, Sarah Hampson<sup>2,3</sup>, Lewis Goldberg<sup>2</sup>, <sup>1</sup>University of California, Riverside, <sup>2</sup>Oregon Research Institute, <sup>3</sup>University of Surrey, Guildford, UK – Directly observed behavior is understudied in psychological research (Baumeister, Vohs, & Funder, 2007; Furr, 2009). Particularly rare is research linking directly observed behavior to measures of health. The present study analyzes data from the Hawaii Personality and Health cohort which include comprehensive assessments of current health and videotaped personality interviews. Behaviors seen on the videotapes (N = 160) were coded by four research assistants using the Riverside Behavioral Q-Sort (Funder, Furr, & Colvin, 2000). For the current analyses, health was assessed through self-report measures of health status and alcohol use. Among correlates of the self-report measures, individuals who described themselves as healthy were seen to be physically active ( $r = .35$ ), appeared to regard themselves as physically attractive ( $r = .26$ ), showed high enthusiasm and energy ( $r = .25$ ), were not unusual or unconventional in appearance ( $r = -.26$ ), and did not show physical signs of tension or anxiety ( $r = -.25$ ). Individuals who reported a past period of heavy drinking were seen to exhibit an awkward interpersonal style ( $r = .27$ ), sought advice ( $r = .24$ ), did not exhibit a high degree of intelligence ( $r = -.40$ ), did not show interest in intellectual or cognitive matters ( $r = -.35$ ), and did not speak fluently ( $r = -.31$ ). Future research is needed to further test and explain the relationship between various measures of health and directly observed behaviors.

### F96

**PSYCHOLOGICAL MOTIVATIONS FOR ARCHITECTURAL PREFERENCES WITHIN PERSONAL LIVING SPACES** Lindsay T. Graham<sup>1</sup>, Samuel D. Gosling<sup>1</sup>, <sup>1</sup>University of Texas at Austin – What are the psychological roots of people's architectural preferences? Israel (2003) has theorized that individuals' current preferences are rooted in their past environmental experiences. Specifically, the seeds of the sense of home—a place in which the occupant can feel safe, secure, and comfortable—are planted during childhood. Past research has focused on the objective quantification of items in living spaces (Gosling, Craik, Martin, & Pryor, 2005a, b; Kasmar, 1970) but there have been no empirical studies of the psychological experiences that may drive the decisions about the acquisition, arrangement, and design of spaces and the items within them. To take the first steps in mapping the psychological underpinnings of architectural preferences we present an empirical content analysis of in-depth interviews with individuals engaged in building a new home for themselves. The data are based on a set of psychologically oriented exercises and questions designed to elicit people's associations with their personal living space preferences. For example, "what words describe how you feel in your perfect home?", and "what would you be proud to show your parents in your ideal home?". Content analyses of data from 15 participants (6 male, 9 female, mean age = 48.90, SD = 13.09) identified a number of themes, including togetherness, security, and relaxation. The themes emerging from this exploratory analysis will lay the groundwork

for the creation of a standardized instrument that can be used in larger samples to tap the psychological roots of people's connections to their physical environment.

#### F97

##### **EGO DEVELOPMENT INFLUENCES ON THE RELATIONSHIP OF THE BIG FIVE TO PSYCHOLOGICAL WELL-BEING.** Jenny L. Lang<sup>1</sup>, John D. Mayer<sup>1</sup>;

<sup>1</sup>University of New Hampshire – The present study examined the influence of ego development on the relationship of the big five personality traits to psychological well-being. Ego development assesses cognitive complexity, and increasing ego development levels are thought to render progressively more sophisticated perceptions of self and others. Multivariate analyses of (co)variance ( $N = 366$ ) showed that the relationship of ego development to the six dimensions of psychological well-being (PWB) differs for college-aged men and women. For example, ego development level was associated with PWB-autonomy for men but not for women. Controlling for ego development level in subsequent analyses, however, did not alter the significance of relationships between the big five (BF) personality traits and the six dimensions of PWB. The differences that emerged in these relationships remained consistently located along gender lines. Interestingly, BF-openness was associated with PWB-autonomy for women but not for men. Additional analyses revealed that ego development may instead influence relationships between the big five personality trait items and psychological well-being. The association of BF-openness items to PWB-autonomy varied according to ego development level. Overall, the findings suggest that the influence of individual differences such as ego development level on the relationships of the big five personality traits to important outcomes may not always be evident because the influence occurs at a different measurement level.

#### F98

##### **SEEING MORALITY IN BLACK AND WHITE: PURITY CONCERNS PREDICT ASSOCIATIONS OF SIN WITH BLACK AND VIRTUE WITH WHITE** Gary

Sherman<sup>1</sup>, Gerald Clore<sup>1</sup>, Jonathan Haidt<sup>1</sup>; <sup>1</sup>University of Virginia – The color black symbolizes physical impurity which in turn symbolizes sin. Thus, being concerned with purity, whether physical or moral, may predispose one to associating sin with black, a hypothesis we tested in two studies. In study 1 ( $N = 1,123$ ), we assessed automatic immorality-blackness associations with an online moral Stroop task (Sherman & Clore, 2009). Participants identified the font color of immoral, neutral, and moral words presented in either black or white font. Participants were faster when the word's meaning and font were congruent (e.g., "sin" in black) than when they were incongruent (e.g., "sin" in white). Moreover, this moral Stroop effect was greatest for those that deemed black a contaminant (i.e., agreed that "a drop of black paint would ruin a cup of white paint"). In Study 2 ( $N = 1,916$ ), participants performed an online visual matching task: each word from Study 1 was presented one at a time in a randomly selected shade of gray. Below the word appeared a grayscale spectrum showing the range of possible shades, from which participants selected the shade matching the shade of the word. Those that considered purity violations to be moral violations (i.e., those who scored high on the Purity subscale of the Moral Foundations Questionnaire; Graham, Haidt, & Nosek, 2009) overestimated the darkness of immoral words and underestimated the darkness of moral words. These findings suggest that concerns related to both physical and moral purity may predispose one to seeing morality in black and white.

#### F99

##### **THE PROFILE OF THE VULNERABLE CONSUMER: A DATA-MINING APPROACH TO PROBLEMATIC SPENDING** G. Tarcan Kumkale<sup>1</sup>, Gulen

Sarial Abi<sup>1</sup>, Zeynep Gurhan Canli<sup>1</sup>; <sup>1</sup>Koc University, Istanbul, Turkey – According to reports, the number of customers who have revolving credit card debt has increased by %2500 over the last five years. Overspending, obviously, is not a recent phenomenon. However, the recent financial crisis highlighted one more time that it is necessary to identify characteristics of individuals who are more or less likely to spend excessively. Based on an extensive review of the literature and recent models

of self-regulation, we first present the nomological net around overspending and then identify complex interactions among individual difference variables associated with overspending. Thus, the goal of this research was to identify clusters of individuals who are more or less likely to experience spending-related problems. Past research showed that being high on materialism, impulsivity, present-time orientation, but low on self-control ability may be associated with overspending. Our analyses from four survey studies and an experiment, however, showed that these relationships are complicated by complex interactions. Thus, being materialistic or being too present-minded may be vulnerabilities; but they are not necessarily directly associated with problematic spending. Our analyses using various data-mining algorithms showed that these two variables reliably interact with self-concept clarity and attention to social comparison information. Thus, our research contributes to the literature in two important ways. First, it demonstrates for the first time that self-concept clarity affects overspending. Second, our research extends previous studies by showing that a failure to consider potential consequences or being high on materialism increases overspending only if self-concept clarity is low.

#### F100

##### **THE STRUCTURE OF WORD USE ONLINE: SELF-EXPRESSION IN BLOGS, WALL POSTS, AND UPDATES** Adam D. I. Kramer<sup>1</sup>; <sup>1</sup>University of Oregon –

The Internet has rapidly become an avenue for personal expression amongst people of all ages. Social and personality psychology is has responded accordingly, addressing differences and similarities among self-expression media. I present a formalized, holistic method via which to evaluate the way that people use words across online social contexts, allowing for examination of and comparison across online self-expressive contexts. Using Pennebaker and colleagues' Linguistic Inquiry and Word Count (LIWC) dictionaries, I analyzed word usage in a large-scale representative sample of three online social media: anonymized Facebook status updates (short, to-the-point updates, provided as information to the user's friends;  $M=9.3$  words/update) and wall posts (updates sent directly to a specific friend, but visible to all friends;  $M=19.4$  words/post) for  $n=1,049,286$  users, and  $n=1,846,445$  weblogs from Blogger.com ( $M=1,098$  words/post). Utilizing a new approach in word-count analysis—principle components analysis for examining covariation among LIWC dictionaries—I found that, across all three formats, online word use varies consistently along three linguistic dimensions: Affect (including sad and negative emotion words for bloggers but positive words for Facebook users), Ranting (including anger, sexual, swearing, and self-focus words), and Occupation (including work, school, and job words). Status updates and blogs (which have a more self-disclosive purpose) also showed a Social Engagement category, including home, leisure, sports, TV, and music words, while the conversationally-oriented wall posts did not. I discuss this structure in light of other lexical analyses (e.g., the Big 5), and implications of using word factor structures to evaluate differences within across people in online contexts.

#### F101

##### **INDIVIDUAL DIFFERENCES IN SITUATION SELECTION AND AVOIDANCE SIGNATURES** Sofie Frederickx<sup>1</sup>, Iven Van Mechelen<sup>1</sup>; <sup>1</sup>University of Leuven,

Departement of Psychology – In personality psychology, researchers often consider situations as static entities persons passively end up in. However, people not only react to the situations or conditions they encounter, but are also actively involved in the selection of them. Moreover, the kind of situations people select and avoid may considerably differ across persons. In this study, our primary objective is to chart the structure of individual differences in selection and avoidance behavior in a broad range of situations. Secondly, we want to unveil the dynamics underlying individual differences in selection/avoidance of situations in terms of various kinds of cognitive-affective forecasts. Participants were presented a broad set of situations in which a conversation with another person was to be started; each situation was to be rated on selection/avoidance. In addition, we also collected dispositional measures of potentially relevant cognitive-affective forecasts. Results indicate that

different groups of persons can be distinguished, each with their own distinctive situation selection/avoidance profiles. These groups primarily differ in differential sensitivity to three key situational features: whether one is certain versus uncertain about the topic of the conversation, whether the conversation partner is an acquaintance versus a stranger, and whether the partner does versus does not contribute to the conversation. Differences in selection and avoidance profiles further appeared to have close links to cognitive-affective self-efficacy-related forecasts.

### F102

**WHEN SOCIAL PAIN ISN'T AUTOMATIC: PERSONALITY DISORDERS BUFFER OSTRACISM'S IMMEDIATE NEGATIVE IMPACT** James Wirth<sup>1</sup>, Donald Lynam<sup>1</sup>, Kipling Williams<sup>1</sup>; <sup>1</sup>Purdue University – Ostracism's strong immediate negative effect has been shown to be resistant to a variety of individual differences (see Williams, 2009). This is consistent with the argument that detecting ostracism quickly is evolutionarily advantageous; it gives individuals a chance to reconcile, preventing their social demise. However, if individual differences are to be found, they are likely to be those that are sufficiently abnormal that they veer away from being evolutionarily adaptive. We explored personality disorders (PDs) as potential moderators of ostracism's immediate negative impact, including social pain. Cluster A PDs are characterized by severe interpersonal distrust, detachment, and/or discomfort. Individuals with Cluster A PDs may find social interactions so aversive that being removed from interacting with others may provide relief. Personality disorders were assessed using individuals' Five Factor Model profiles. One hundred and eleven participants were ostracized or included during a virtual 30 ball-toss game, Cyberball, and immediately after, completed measures of social pain, basic need satisfaction, and affect. Possessing traits characteristic of Cluster A personality disorders, but not Cluster B or C disorders, significantly buffered ostracism's impact on social pain, basic need satisfaction, and positive affect, but not negative affect. Because possessing a Cluster A PD buffered feelings of social pain following ostracism, basic need satisfaction and positive affect were similarly buffered. This study provided evidence for the proposition that ostracism's effects are buffered by possessing a unique and possibly dysfunctional constellation of traits that reduces social pain from social ostracism.

### F103

**DOES COMPUTER-MEDIATED-COMMUNICATION EXACERBATE OR ELIMINATE SOCIAL DEFICITS IN AUTISM?** A. Taylor Newton<sup>1</sup>, Daniel N. McIntosh<sup>1</sup>, Adam D. I. Kramer<sup>2</sup>; <sup>1</sup>University of Denver, <sup>2</sup>University of Oregon – Despite its popularity, computer-mediated-communication (CMC) seems more stilted than face-to-face interactions. This can result in miscommunications characteristic of social deficits, perhaps because it removes cues such as eye contact, facial expression, and gestures. Conversely, other evidence suggests these same cues actually trip up individuals with autism spectrum disorder (ASD). People with ASD have a strong online presence, often in the form of weblogs. Could the absence of these cues equalize or facilitate communication for those with ASD? We compared word usage of bloggers with ASD ( $n = 40$ ) to the general population of bloggers (Kramer & Rodden, 2008), and found tiny effect sizes ( $d$ 's between  $-.007$  and  $.14$ ) suggesting no mean differences. Moreover, bloggers with ASD used social words ( $M = 7.73$ ,  $SD = 1.37$ ) much more than bloggers with multiple sclerosis ( $n = 40$ ;  $M = 6.30$ ,  $SD = 1.29$ ), a non-social neurological disability,  $t(78) = 4.80$ ,  $p < .001$ . Removing cues that are difficult for those with ASD appears to make their communication "virtually" indistinguishable from typical individuals, and may even uniquely facilitate social communication. Findings support the importance of nonverbal cues to differences in ASD communication and suggest potential utility of CMC for helping those with ASD communicate.

### F104

#### THE UPS AND DOWNS ASSOCIATED WITH THE DARK TRIAD Peter

Jonason<sup>1</sup>; <sup>1</sup>University of West Florida – The darker side of individual's personality is quickly becoming an important topic in understanding human nature. In this poster I argue that the darker side -- measured by the Dark Triad -- represents a set of adaptive individual differences. Specifically they represent one potential social strategy that may facilitate the short-term exploitation of others in pursuit of immediate desires/needs. In Study 1 I demonstrate that the Dark Triad are related to solving at least one adaptive task: vis-a-vis correlations with short-term, but not, long-term mating tendencies. In Study 2 I demonstrate how the Dark Triad is associated with a neophilic mating tendency in which individuals poach mates from others, abandon current mates for new ones, but pay the costs of this neophilia in the loss of mates. In Study 3 I document how the Dark Triad appear to be related to a short-term mindset measured through criminality, risk-taking, and time-discounting. In Study 4 I document how in order to take advantage of opportunities for exploitation, the Dark Triad are associated with a very specific set of personality traits; they are extraverted, open, with high self-esteem, but have low neuroticism and conscientiousness. They also appear to be more motivated by individualistic and competitive social motives than prosocial or altruistic ones. All in all, I argue that the Dark Triad represent, with varying effectiveness, a single, latent social strategy that may have evolved to solve important adaptive tasks.

### F105

#### WHAT TRAITS DO LEADERS VALUE IN OTHER LEADERS? AN EXAMINATION OF THE EFFECT OF LEADERSHIP EXPERIENCE ON TRAIT IMPORTANCE

Austin Lee Nichols<sup>1</sup>, Catherine A. Cottrell<sup>1</sup>; <sup>1</sup>University of Florida – Do more experienced leaders have a different view of leadership than less experienced leaders? In particular, do people with different amounts of leadership experience differentially value specific characteristics in other leaders? We focused here on attributes related to dominance versus those related to cooperation. We hypothesized experienced leaders would value cooperative traits more than less experienced leaders would, while the importance of dominant traits would remain relatively constant regardless of leadership experience. Participants reported the importance of 12 traits, related to either dominance or cooperation, for an ideal leader. While dominance-related traits were highly valued across different amounts of leadership experience, cooperation-related traits varied as a function of leadership experience – participants with more leadership experience valued cooperative traits more than did participants with less leadership experience. Overall, these findings suggest leaders may learn to value different traits as they gain leadership experience. We discuss the implications of these findings for leader selection.

## Motivation/Goals

### F106

#### SHEDDING LIGHT ON INSIGHT: PRIMING BRIGHT IDEAS

Michael L. Slepian<sup>1</sup>, Max Weisbuch<sup>1</sup>, Abraham M. Rutchick<sup>2</sup>, Leonard S. Newman<sup>3</sup>, Nalini Ambady<sup>1</sup>; <sup>1</sup>Tufts University, <sup>2</sup>California State University, Northridge, <sup>3</sup>Syracuse University – Previous research has characterized insight as the product of internal processes, and has thus investigated the cognitive and motivational processes that immediately precede it. In this research, however, we investigate whether insight can be catalyzed by a cultural artifact, an external object imbued with learned meaning. Specifically, we exposed participants to an illuminating light bulb -- an iconic image of insight -- prior to or during insight problem solving. Across three studies, exposing participants to an illuminating light bulb improved insight problem solving in three different domains (spatial, verbal, and mathematical), but did not improve general (non-insight) problem solving.

**F107**

**UNCONSCIOUS THOUGHT EXCELS WHEN CHALLENGED** Maarten W Bos<sup>1</sup>, Ap Dijksterhuis<sup>1</sup>; <sup>1</sup>Behavioral Science Institute, Radboud University Nijmegen – Various cognitive tasks suffer from decreased performance resulting from pressure (choking), especially when the task requires conscious guidance. We tested the prediction that unconscious thought (Dijksterhuis, Bos, Nordgren, & Van Baaren, 2006) is not impaired by pressure. Participants were given information about cars they had to choose from and were told their decision task would either be easy or difficult. After either thinking about the information consciously or after being distracted for a period of time, participants were asked to rate the cars. In line with earlier work (Baumeister, 1984), conscious thinkers underperformed or "choked" when pressured, in that they made poor decisions. Conversely, when pressured, unconscious thinkers were better able to decide. Interestingly, we found that conscious thinkers performed well when they had been told their task would be easy. We conclude that telling participants in the unconscious thought condition their task would be difficult challenged them and gave them the goal to perform well, which increased performance. The increased performance for conscious thinkers when told their task would be easy could indicate that participants in this specific condition relied on natural decision processes, possibly including both conscious and unconscious thought processes.

**F108**

**LITERAL VS. SYMBOLIC IMMORTALITY: EXPLORING THE RELATIVE STRENGTHS OF RELIGIOUS PATHS TO SELF-TRANSCENDENCE.** Jacob Juhl<sup>1</sup>, Clay Routledge<sup>1</sup>; <sup>1</sup>North Dakota State University – According to terror management theory, religious cultural worldviews provide protection from concerns about mortality by providing feelings of literal immortality (conscious life after death) and symbolic immortality (the essence of, or some part of, one's self or identity living after death). Though research is consistent with the assertion that both feelings of literal and symbolic immortality provide a defense against mortality concerns, to date, no studies have sufficiently partitioned these two forms of immortality in a single experiment in order to test their relative strength. In the current research, to investigate the relative strength of each form of immortality, three studies made mortality (MS) or a control topic (pain: Studies 1-2, failing exam: Study 3) salient and then made salient aspects of religion that provide literal or symbolic immortality (or a religiously neutral topic—Study 1, or the social and relational aspects of religion—Study 3). Subsequently, religious worldview defense (Study 1), search for meaning (Study 2), and presence of meaning (Study 3) were measured. Results revealed that, compared to the salience of literal immortality (or controls), the salience of symbolic immortality 1) increased religious worldview defense after MS, 2) mitigated MS engendered search for meaning, and 3) increased meaning after MS. Taken together, these studies suggest that feelings of symbolic immortality provide a better defense against mortality concerns than feelings of literal immortality.

**F109**

**THE EFFECTS OF POWER ON ATTENTION ORIENTING** Letitia Slabu<sup>1</sup>, Ana Guinote<sup>2</sup>, David Wilkinson<sup>1</sup>; <sup>1</sup>University of Kent, Canterbury, UK, <sup>2</sup>University College London, London, UK – Past research found that social power importantly affects the basic cognitive processes of individuals, in the way that powerful people manifest an increased attentional inhibition and flexibility (Guinote, 2007). Recently, Smith and colleagues (2009) indicated that power affects executive functions: updating, inhibiting and planning. Present research extends these findings and examines the effect of power on attention orienting. In order to do this, the spatial cuing task (Posner, 1980) was used, and participants were asked to indicate the location of a target when they were presented with valid cues (correctly indicating the target location), invalid cues (incorrectly indicating the target location) and neutral cues (no cue). In Study 1, participants primed with the concept of high-power and low-power were

asked to respond to a spatial cuing task. The target was presented at two different SOAs: 500ms and 1000ms. Results showed that only at 500ms SOA powerful people had a lower cue validity effect, which translates into faster disengagement from the invalid location, compared to powerless people. Study 2 replicated these findings at 400ms SOA (vs. 500ms SOA) and indicated that at the shorter SOA powerful individuals had lower cue validity effects due to faster RTs on invalid trials rather than valid ones compared to powerless people. These findings highlight the advantage of powerful people in disengaging their attention from an incorrect cue compared to powerless individuals. Implications for goal pursuit are discussed.

**F110**

**CONFLICT AND COMPETITION: DOES BEING ON A TEAM ALLEVIATE THE NEGATIVE EFFECTS OF CONFLICT?** Christopher Rozek<sup>1</sup>, Judith M. Harackiewicz<sup>1</sup>; <sup>1</sup>University of Wisconsin-Madison – Sociocognitive conflict occurs when people present differing points of views to each other in social contexts. Past research (Darmon et al., 2007) has shown that conflict can lead to better performance when an individual is cooperating (because individuals can learn from the other person's responses) but worse performance when an individual is competing (because the other person's answers are threatening in this context). We examined how these typically negative responses to conflict during competition may change if participants were put in a situation that simultaneously compelled cooperation and competition: a team competition. Additionally, we hypothesized that an individual's level of achievement motivation would moderate their response to conflict because achievement motivation is a powerful predictor of enjoyment in competitive situations (Epstein & Harackiewicz, 1992) and because caring about doing well could affect whether conflict was perceived as threatening or helpful. We had four participants at a time play an enjoyable word game (Boggle) in a team competition. Participants first completed a practice task and received fictitious responses from another participant (the participant's teammate or one of the opponents). These fictitious responses were either differing or matching and thereby effectively led to disagreement or agreement. Results showed that achievement-motivated individuals performed better when receiving conflicting answers from an opponent whereas low achievers showed a performance increase when the source of conflicting answers was their teammate. These results suggest that conflict is not always deleterious in competitive situations and can be beneficial if some aspect of cooperation is included.

**F111**

**VISUALIZING USING THE THIRD-PERSON PERSPECTIVE: THE MODERATING ROLE OF BEHAVIORAL DIFFICULTY** Laura Rennie<sup>1</sup>, Peter Harris<sup>1</sup>, Thomas Webb<sup>1</sup>; <sup>1</sup>University of Sheffield, UK – Previous research has found that visualizing a behavior (voting, studying) from the third-person perspective results in stronger motivation to enact the visualized behavior than the first-person perspective (Libby, Schaeffer, Eibach, & Slemmer, 2007; Vasquez & Buehler, 2007). Drawing on Action Identification Theory (Vallacher & Wegner, 1986), it was predicted that the advantageous effect of visualizing using the third-person perspective would be limited to behaviors that were relatively easy to enact. Therefore, in the present research the difficulty of the visualized behaviors was manipulated in addition to perspective in order to explore the moderating role of behavioral difficulty. Participants visualized themselves engaging in an easier (eating more fruit; doing more moderate exercise) or more difficult (eating more vegetables; doing more strenuous exercise) behavior from either the first- or third-person perspective. Subsequently, motivation to enact the visualized behavior (Experiments 1 and 2) and one-week later performance of the behavior (Experiment 2) were measured. Consistent with predictions, in both experiments the third-person perspective resulted in stronger motivation to perform the easier, but not the more difficult, behavior suggesting that behavioral difficulty moderates the effect of perspective on motivation. This pattern of results also extended to behavior (Experiment 2), such that in the easy condition the third-person perspective resulted in significantly more sessions of exer-



cise in the week following the intervention, but in the difficult condition perspective had no effect. This research furthers understanding of the third-person perspective effect and in addition suggests its potential as a health promotion tool.

### F112

**PERCEIVED EDUCATIONAL PAYBACK DRIVES EARLY ACADEMIC MOTIVATION** Mesmin Destin<sup>1</sup>, Daphna Oyserman<sup>1</sup>; <sup>1</sup>University of Michigan – Minorities and youth from low income families express a strong desire to do well in school and reach high levels of academic attainment, like a college degree, but are more likely to perform poorly in school and show decreased effort and motivation, despite lofty long-term goals. The way that young students visualize their possible future contributes to this trend, and educational goals must be cognitively linked to other important future goals, like financial success, to motivate current action. Two studies demonstrate that when the connection between future education and future income is salient, young students will exhibit more productive academic plans and behaviors. In a sample of Detroit middle-school students (n = 149), Study 1 finds that students show generally high plans for academic attainment, but they are only weakly associated with expected future earnings (log r = .20, p < .05), and expectations for future earnings are not predictive of current effort in school (homework time  $\beta = -.094$ , SD = .07, p = .21). Study 2 (n = 295) manipulates the salience of educational pathways to financial success vs. non-educational pathways (ie. sports & entertainment careers) showing that Detroit-area middle-school students plan to do more homework (F(1,293) = 6.340, p < .05) and are more likely to actually complete an assigned extra-credit opportunity (F(1, 59) = 5.741, p < .05) after hearing about how education can lead to more income. Immediate school plans and behaviors were enhanced by drawing students' attention to the long-term financial benefits of doing well in school.

### F113

**WOMEN AND (DIS)INTEREST IN GOVERNMENT: HOW THE STATUS QUO AFFECTS ATTITUDES TOWARD FEMALE POLITICIANS AND THE DESIRE TO PARTICIPATE IN POLITICS** Justin Friesen<sup>1</sup>, Danielle Gaucher<sup>1</sup>, Aaron C. Kay<sup>1</sup>; <sup>1</sup>University of Waterloo – Past research has shown that when people are motivated to justify their socio-political systems they come to view the current status quo as the most desirable status quo—a process termed injunctification (Kay, Gaucher, Peach, Friesen, Zanna, & Spencer, in press). We present two studies showing that injunctification processes can affect women's interest in politics. In Study 1, 64 female undergraduates first read a passage designed to heighten their system justification (SJ) motive or a control passage. They were then provided with information about the current status quo suggesting there are many women or few women in federal politics. Participants with their SJ motive heightened construed the status quo as most desirable, so that those who read there were many women in politics showed a more positive attitude towards the inclusion of women in politics than those who read that there were few women in politics. In Study 2, using 90 female undergraduates, we again manipulated the SJ motive and supplied them with information about impending changes in the number of women in politics (a fake poll projecting there would be a sharp increase or decrease in the number of female politicians following an upcoming election). Participants with a heightened SJ motive who read there would be increased numbers of women after the upcoming election reported more interest in voting and participating in politics, compared to those who read that there would be decreased numbers of women in politics. Implications for gender inequality and social change are discussed.

### F114

**TASK CHALLENGE AND INTEREST MODERATE THE EFFECTS OF ACHIEVEMENT GOALS ON PERFORMANCE** Amanda Durik<sup>1</sup>, Corwin Senko<sup>2</sup>, Lily Patel<sup>1</sup>, Chelsea Lovejoy<sup>1</sup>, David Valentiner<sup>1</sup>; <sup>1</sup>Northern Illinois University, <sup>2</sup>State University of New York–New Paltz – A laboratory experiment (Study 1) and a classroom survey study (Study 2) were conducted to test the effects of university students' achievement goals on perfor-

mance under low vs. high challenge conditions. In Study 1, participants (N=106) learned and performed an engaging math technique after being assigned either a performance-approach or a mastery-approach goal. The goal manipulation was crossed with a second manipulation emphasizing that the technique was either highly challenging or relatively simple. The results of Study 1 revealed a significant interaction between goal and perceived challenge,  $\beta = .21$ , p < .05. When participants were assigned a performance-approach goal (but not a mastery-approach goal), those who believed the task was challenging performed better than those who believed the task was simple. Study 2 examined similar relationships in university courses. At the start of the semester, participants (N=213) reported their achievement goals separately for a course anticipated to be of high interest and a course anticipated to be of low interest. An independent sample of students provided ratings of how challenging these courses were believed to be. The results of Study 2 also revealed a significant Performance-approach Goal x Challenge Level interaction,  $\beta = .12$ , p = .05, but only for the high interest courses. For courses identified as high interest, performance-approach goals predicted performance more strongly in the high challenge than the low challenge courses. Performance goals did not predict performance in the low interest courses. Mastery-approach goals were unrelated to performance in both studies. Implications for goal theory are discussed.

### F115

**HOW CONVERSATION PARTNERS AFFECT THE DEVELOPMENT OF STUDENTS' INTEREST AND MOTIVATION** Dustin Thoman<sup>1</sup>, Carol Sansone<sup>2</sup>, Monisha Pasupathi<sup>2</sup>, Jessica Arizaga<sup>1</sup>; <sup>1</sup>California State University, Long Beach, <sup>2</sup>University of Utah – Traditionally, interest is thought to arise from the transaction between a person and a given activity at a single point in time; but 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. Research by Pasupathi & Rich (2005) and Thoman, Sansone, & Pasupathi (2007) suggests that one way other people affect the development of interest for a given activity is through listening behavior in conversations about the activity. In these studies, students who talked to a distracted friend about a novel lab activity reported a significant drop in interest relative to those who talked to attentive friends, and interest ratings at a 4-6 week follow-up were affected by the perceived responsiveness of listeners during spontaneous conversational retellings outside the lab. However, the question of whether listener responsiveness impacts interest in a meaningful ongoing activity remained unanswered. We present data from semester-long study in which students (n=59) reported on actual class-related conversations. Results suggest that perceptions of listener responsiveness in conversations about interesting class topics (but not conversations about exams) predicted students' subsequent ratings of interest and belongingness in the class, and these ratings of interest in turn predicted students' final class motivation, even when controlling for how well they performed in the class. Therefore, talking with attentive listeners about class related events can influence students' development of interest and motivation toward the class, particularly when discussing interesting topics as opposed to individual achievement (exams).

### F116

**COGNITIVE CONSTRUAL OF APPROACH AND AVOIDANCE REACTIONS** A. Carina M. Vogel<sup>1</sup>, Markus A. Maier<sup>2</sup>, Stephanie Lichtenfeld<sup>1</sup>, Reinhard Pekrun<sup>1</sup>; <sup>1</sup>University of Munich, <sup>2</sup>State University of New York at Stony Brook – In a study by Chen and Bargh (1999), participants had to react to attitude object words by pushing or pulling a lever. Participants were generally quicker to approach (pull lever) than to avoid (push lever) positive stimuli, and this pattern was reversed for negative stimuli. However, Seibt, Neumann, Nussinson, and Strack (2007) have provided evidence that the same muscle movement can be construed as an approach or an avoidance movement, depending on the point of reference that is adopted (self or object). In the present study we wanted to demonstrate that this construal process operates on a cognitive level requiring no approach-avoidance muscle movements. The "self" (a figure) and the "object" (a positive

or negative word) were displayed on a computer screen and one of these elements could be moved via computer keys. One group of participants was instructed to move towards or away from the word (reference point "object"). The other group was told to pull the word towards or away from themselves (reference point "self"). Regardless of the point of reference, participants were quicker to approach positive stimuli than to avoid them, and quicker to avoid negative stimuli than to approach them. Thus, we replicated the finding that approach and avoidance movements can be construed either with reference to the self or to the object. Moreover, the findings suggest that this construal process does not seem to require actual approach-avoidance muscle movements, but may operate on a more symbolic level as well.

#### F117

**AND THE EYEWITNESS SAID, "BUT, I WAS SURE SHE WAS A BRUNETTE!": MOTIVATED FALSE MEMORIES IN THE ABSENCE AND PRESENCE OF MISINFORMATION.** Troy Hiduke<sup>1</sup>, Ian Tinggen<sup>1</sup>, Suzanne Kaasa<sup>1</sup>, Peter Ditto<sup>1</sup>, Elizabeth Loftus; <sup>1</sup>University of California, Irvine – Innocent people encounter few matters with personal or legal consequences as potentially devastating as confronting the false memory (FM) of another. Accordingly, much research has been conducted on situations (e.g. eyewitness testimony and therapy sessions) and other factors (e.g. personality variables and misinformation effects) that can lead to the development of false memories (Okado & Stark, 2005; Porter, 2000). Yet, scant research has been conducted on the influence of self-serving motivation, a factor that may be prevalent in FM situations. Research has shown that self-serving motivations are highly influential in affecting "objective" judgments (Kunda, 1990) and even some types of memories (Schacter, 2002). In *Social Cognition*, Kunda boldly states, "On occasion, we all come to believe what we want to believe because we want to believe it." (Kunda, 1999) Might we remember what we want to remember, because we want to remember it? This study examined 1) if self-serving motivation can create a FM for an identifying detail viewed in person and 2) if motivation has additive effects on well-documented misinformation techniques. Experimental subjects were manipulated such that they had a self-serving motivation to 'remember' an impossible identifying trait of a person they interacted with for a half hour. As predicted, motivated participants exhibited significantly higher FM (measured as incorrect identification of the person interacted with) rates than controls. Furthermore, motivation and misinformation together exhibited significantly higher FM rates than misinformation alone. We discuss the implications of these findings for eyewitness memory, therapy sessions, and a general self-motivated view of memory.

#### F118

**THE EFFECT OF TALENTED AND HARD-WORKING ROLE MODELS ON MOTIVATION** Jennifer L. Fortune<sup>1</sup>, Penelope Lockwood<sup>1</sup>, Samantha Joel<sup>1</sup>; <sup>1</sup>University of Toronto – Though past research suggests that individuals can be inspired by others who have excelled in a relevant domain, research has not examined the extent to which the source of a role model's success will influence the motivation imbued by that model. We examined the possibility that in the domain of personal finance, models of talent would motivate individuals to maximize their innate abilities, whereas models of effort would motivate individuals to work exceptionally hard. Participants read an account, ostensibly written by another student, which described that individual's success with money, either through working hard or through a talent for investing. We then assessed participants' own motivation to make money through exploiting their own personal talents or through hard work. Control participants rated their motivation without first reading about a role model. Participants who were exposed to a role model of any variety experienced higher levels of motivation to engage in wealth-pursuing behavior than did control condition participants. Moreover, participants exposed to the talent condition role model reported greater motivation to exploit their talents for money than did effort or control condition participants. Participants in the effort condition reported marginally higher motivation to work hard to pursue wealth than participants in the other two

conditions. Thus, a role model of either talent or effort can inspire people to pursue corresponding strategies. By examining the factors that underlie individuals' financial behavior, we can better understand how to motivate individuals to engage in more effective financial strategies in the future.

#### F119

**WHY DO CONSCIENTIOUS STUDENTS PERFORM BETTER ACADEMICALLY?** Ashley Aikman<sup>1</sup>, Katherine Sullivan<sup>1</sup>, Lauri Jensen-Campbell<sup>1</sup>; <sup>1</sup>University of Texas at Arlington – Conscientiousness has been consistently linked to better academic performance (AP) (e.g., O'Connor & Paunonen, 2007). However, virtually no study to date has examined the possible micro-behaviors (mediators) that may explain this relationship (but see Chamorro-Premuzic & Furnham, 2003). In other words, are there certain academic behaviors that conscientious students engage in that help them succeed? This study examined whether conscientiousness predicted motivational style (intrinsic, extrinsic, amotivated), self-control, study habits, and actual AP. Moreover, motivational style, self-control, and specific micro-behaviors associated with study habits were expected to mediate the link between personality and AP. College students (N=299; Men=104) completed surveys that assessed personality, motivational style, self-control, and 63 behaviors/study habits and gave permission to access their grades. Conscientious students had lower levels of amotivation, which has been linked with poorer self-determination (Deci & Ryan, 1985). Amotivation in turn mediated the link between personality and AP ( $Z=1.98, p<.05$ ). In other words, conscientiousness was positively related to self-determined forms of motivation, which in turn predicted AP. Conscientiousness was also related to better general self-control, study habits, attendance, attitude toward schoolwork, material synthesis, academic goals, organization, preparation, and health habits and less distraction when studying. A positive attitude toward schoolwork, attending class, study habits, and lack of distracters while studying (e.g., television/music/phone) mediated the link between conscientiousness and AP. Additional analyses will examine these associations in more detail as well as examining possible moderators of these effects. These findings, however, provide preliminary evidence that conscientious students are behaving in ways that improve their AP.

#### F120

**FIXED, GROWTH, OR BOTH: AN INTERPERSONAL EVALUATION-BASED APPROACH TO ACTIVATING IMPLICIT BELIEFS ABOUT INTELLIGENCE** Sara Etchison<sup>1</sup>, Mark W. Baldwin<sup>1</sup>; <sup>1</sup>McGill University – Research on self-theories of intelligence has shown that children learn to treat intelligence as a fixed or expandable capacity based on feedback from parents and teachers (Dweck & Molden, 2005). However, little research has considered the ongoing role of interpersonal relationships in activating these beliefs once they form. We theorized that most people have received both entity and incremental feedback from different individuals – and thus, will have developed representations of both views that can be activated by certain social contexts. We tested this hypothesis by having participants visualize a person from whom they had received incremental or entity-based feedback and then assessing their performance and motivation on an anagram task. Results demonstrated that participants primed with incremental feedback providers (compared to entity feedback providers) reported having greater motivation and enjoyment of the task and attempted more anagrams. In two follow-up studies we used a computer-based task in which participants were given both entity and incremental feedback for each trial of a color-matching game, with only one type of feedback being paired with social approval (smiles and cheers). We found that participants in the incremental condition subsequently endorsed more incremental beliefs (Study 2a) and were slower to recognize interpersonal rejection words on a lexical decision task (Study 2b). These data support an interpersonal evaluation-based account of theories of intelligence and demonstrate the influence of the current social situation to differentially activate different theories of intelligence and their associated patterns of cognition, motivation, and performance.

**F121****THE EFFECT OF GREEN ON PERFORMANCE ATTAINMENT IN CREATIVE TASKS**

Stephanie Lichtenfeld<sup>1</sup>, Markus A. Maier<sup>2</sup>, Andrew J. Elliot<sup>3</sup>, Reinhard Pekrun<sup>1</sup>; <sup>1</sup>University of Munich, <sup>2</sup>University of Stony Brook, <sup>3</sup>University of Rochester – Recent research demonstrated that the perception of the color red impairs performance on a subsequent achievement task. Viewing red prior to an achievement task evokes the motivation to avoid making mistakes, which in turn ironically undermines performance attainment (Maier, Elliot, & Lichtenfeld, 2008). While red is related to errors and mistakes (as teachers frequently use red ink to mark incorrect answers), green seems to have more positive associations in the achievement context. It is associated with success, as can be seen from the link between green and the U.S. currency (i.e., greenbacks) or with signalling "go" in traffic lights or exit signs. Recent research supported this proposition by demonstrating that green is positively associated with success words, whereas red is positively associated with failure words (Moller, Elliot, & Maier, in press). Therefore, it seems worthwhile to examine whether green has a positive influence on performance in the achievement context. More specifically, the current study investigated if green leads to enhanced performance on a creativity task. In this task, participants had to create as many objects from an abstract figure as they could think of. We could indeed show that the perception of a green compared to a red or a gray cover page enhanced performance on the subsequent creativity task. Interestingly, performance differed between color conditions with respect to the diversity of ideas produced, whereas the number of ideas did not differ.

**F122****RELIGIOUS COPING: DAILY EFFECTS AND MOTIVATIONAL MODERATING FACTORS**

James N. Masciale<sup>1</sup>, Richard M. Ryan<sup>1</sup>; <sup>1</sup>University of Rochester – Religious coping can be defined as engaging in a specific behavior, or set of behaviors, in order to attenuate negative affect produced by a stressor(s). These behaviors, furthermore, are unique in that they specifically call upon an individual's particular religious/spiritual beliefs. Praying, attending religious services, reading a religious text, among others., fall under this definition. Previous work has shown that these behaviors, when stemming from autonomous/integrated regulation (vs. controlled/introjected), are associated with increased psychological well being, reduced negative affect, and even greater physical well being. Most of this work, though, has been cross sectional in nature and have not tracked the effects of prayer in people's day to day lives. The present study explores the role of prayer on a daily basis. Using daily diary methods, we tracked participants for a period of 14 days, assessing their mood in the morning and evening, along with basic need satisfaction, daily stressors, and other variables. Evening prayer, when integrated, was associated with reduced negative mood the following morning. Prayer stemming from introjected regulation was not associated with mood the following morning. Interestingly, though, participants with an introjected regulation toward their religion were twice as likely to pray during the diary period than those with an identified regulation. Further, participants who experienced autonomy support during the diary period were less likely to use prayer as a coping mechanism.

**F123****CONSIDERING OBSTACLES MATTERS: MENTAL CONTRASTING MEDIATES THE EFFECT OF VISUAL PERSPECTIVE ON ACHIEVEMENT MOTIVATION**

Noelia A. Vasquez<sup>1</sup>; <sup>1</sup>York University – Research suggests that the motivational impact of future imagery depends on the visual perspective that is adopted. Specifically, imagining future success on an upcoming academic task from a third-person rather than a first-person perspective increases achievement motivation (Vasquez & Buehler, 2007). However, Oettingen and Mayer (2002) posit that not all positive thoughts about the future will have motivational benefits. They argue that for a positive image of the future (i.e., fantasy) to be motivating, one must contrast this image with aspects of reality that may act as impediments to reaching the desired outcome, a process referred to as mental

contrasting. The present research suggests that visualizing a desired future through a third-person perspective facilitates the fantasy-reality juxtaposition that Oettingen and colleagues assert is crucial for motivation. To test this hypothesis, undergraduates identified an upcoming academic project, were prompted to imagine themselves performing it successfully from either a first- or third-person perspective, and then completed a series of mental contrasting (e.g., I recognize certain obstacles that I must overcome to succeed on this task) and achievement motivation (e.g., I intend to do all I can to "ace" this task) items. As hypothesized, participants reported greater mental contrasting when they envisioned their successful performance from a third-person rather than a first-person perspective. Furthermore, mediational analyses revealed that third-person imagery increased achievement motivation by prompting students to engage in mental contrasting. Visual perspective also affected students' self-reported effort and commitment towards the task, and their intentions to attend a study skills workshop.

**F124****CHOICE, PREDICTION, AND SELECTIVE INFORMATION EXPOSURE**

Aaron M Scherer<sup>1</sup>, Paul D Windschitl<sup>1</sup>, Andrew R Smith<sup>1</sup>, Jason P Rose<sup>2</sup>; <sup>1</sup>University of Iowa, <sup>2</sup>University of Toledo – Research on selective information exposure has primarily emphasized the role of choice and focused on defense motivation as the primary mechanism that leads to selective exposure. However, it is unclear what constitutes a "choice" to individuals. Does information quality regarding the decision options impact whether a decision is construed as an actual choice? If the quality of the information about the decision options is poor, do individuals feel less committed to their decision as evidenced in their post-choice search for information? In the current study, participants' choices were in the form of predictions. Participants were asked to make predictions about which work of art was preferred by college students. Participants had to make these predictions/choices based on blurred versions of the art or simply color segments from the art. The "full" artwork was then revealed to allow potential discrepancies between the prediction made with partial information and the prediction they would make with full information. Finally, participant could select information that did or did not support their prediction. Results reveal that simply making a prediction/choice, regardless of quality of information, is sufficient to induce selective exposure to confirmatory information.

**F125****WHAT ARE RESEARCHERS LIKE? STEM MAJORS' PERCEPTIONS OF RESEARCHERS IN THEIR FIELD**

Anna Woodcock<sup>1</sup>, Sara Branch<sup>1</sup>, Ida Ngambeki<sup>1</sup>, William Graziano<sup>1</sup>, Demetra Evangelou<sup>1</sup>; <sup>1</sup>Purdue University – Women are chronically under-represented in many STEM research careers, particularly engineering (NSF, 2009). Perhaps representation is related to sex differences in students' beliefs and expectancies about research in STEM and the people who do it. This issue has received little empirical attention. Using survey data from 557 undergraduate engineering, life sciences and psychology majors, we discovered that STEM majors in these fields hold different perceptions about the research process, what researchers are like, and expectations about what researchers do. Three different stereotypes about researchers in STEM fields emerged: the loner "disorganized and unimaginative," the artist "natural talent and artistic expression" and the precision scientist "detail-oriented and systematic." Life sciences, psychology, and engineering majors varied in their perceptions of researchers in their field. Gender and major interacted as predictors of the perception of researchers as precision scientists,  $F(5,535) = 3.83, p=.022$ , whereby engineers were significantly more apt to perceive researchers in terms of precision scientists compared with life scientist and psychology students. Female engineering majors were more likely to hold this perception than male students in general, but this pattern was reversed for life scientists and psychologists. This perception did not vary by whether participants had been involved in research themselves. Intention to pursue a research career was differentially predicted by perceptions of researchers and orientation toward "things" compared with "people". We explore the anteced-

ents and consequences of our finding that the most under-represented group (women engineers) in our sample perceives research and researchers differently than those more equitably represented.

#### F126

**PRIMING AN ALTERNATIVE TO A THREATENED GOAL PREVENTS DEFENSIVENESS** Mike Prentice<sup>1</sup>, Kyle Nash<sup>1</sup>, Ian McGregor<sup>1</sup>; <sup>1</sup>York University – Goal shielding research suggests that people inhibit stimuli that interfere with a focal goal. In the present study, we examined the effect of priming goals that are either relevant or irrelevant to a prior goal-specific threat. We tested the hypothesis that priming people with a goal unrelated to a previous threat would allow them to goal shield and thus avoid defensiveness. Participants were 121 undergraduates randomly assigned to either belongingness threat or control task followed by either a belongingness or achievement nonconscious goal prime. Results revealed that, when the prime matched the antecedent threat, participants exhibited compensatory defensiveness typically found in threat research. However, when the prime presented an alternative goal from the threatened domain, participants were no more defensive than controls. We conclude that goal shielding may function similarly to self-affirmations in allaying defensiveness after threat. Further, these results point to the important role of goal conflict in compensatory reactions to threat.

#### F127

**ARE AVOIDANCE GOALS ALWAYS BAD FOR PERFORMANCE? THE ROLE OF SOCIAL COMPARISON** Katherine S. Corker<sup>1</sup>, Joseph Cesario<sup>1</sup>; <sup>1</sup>Michigan State University – Prior research on achievement goals (e.g., Elliot & McGregor, 2001) has shown that performance avoidance goals are associated with poorer performance than performance approach goals, but recent research has shown that this need not always be the case (Corker & Cesario, 2009). The present study was designed to examine one variable that might be responsible for such reversals: social comparison. Researchers have typically defined performance goals as necessarily including social comparison: approach (avoidance) goals are defined as striving for success (failure) relative to others. Performance goals can be defined without reference to social comparison, however, by focusing instead on the simple success/failure (i.e., valence) distinction. In a between-subjects design, participants' goal frame (approach vs. avoidance) and social comparison focus (present vs. absent) were manipulated for an achievement task (playing pinball). We predicted that participants in the social comparison present condition would set higher levels of aspiration (LOAs) and perform better when the task goal was framed in approach (compared to avoidance) goal terms. Conversely, in the social comparison absent condition, participants were predicted to set higher LOAs and perform better when the task goal was framed in avoidance (compared to approach) goal terms. Results supported the predictions (for men). The results suggest that goal valence alone is not responsible for the negative effects of avoidance goals on performance and that the nature of avoidance goals need not be conceptualized as inherently negative.

#### F128

**MORTALITY SALIENCE OR JUST WORLD THREAT?** Anomi Bearden<sup>1</sup>, John Ellard<sup>1</sup>; <sup>1</sup>University of Calgary – Terror management theory (TMT) conceptualizes the belief in a just world (BJW) as a worldview people are motivated to maintain when their mortality is salient (Hirschberger, 2006; Landau et al., 2004). However, just world theorists claim that the BJW is an autonomous motive that may be the basis for mortality salience (MS) effects if death thoughts are only threatening when associated with injustice (e.g., Hafer & Begue, 2005; Lerner, 1997). The current study examined the motive underlying MS effects. Community college student participants (N = 101) completed a three-level MS manipulation (death, dental pain, severe chronic pain) followed by a delay task and then completed a word completion task (death, justice, control words) and a modified Stroop task (death, justice, control words). Death salient, compared to dental pain participants evidenced greater MS (more death words

completed, but not justice words) and greater just world threat (more Stroop interference on justice words, but not death words). Given that word completion assesses accessibility, whereas modified Stroop assesses emotional threat, findings suggest that MS induces justice rather than death threat. Consistent with this interpretation, analysis of participants' mortality salience manipulation descriptions found evidence of justice restoring content (e.g., positive afterlife) that in turn was positively related to Stroop interference on justice but not death words. Thus, as previous TMT research has shown, proximal defense of threat, in this case justice-restoring thoughts, does not address the unconscious just world threat associated with one's death.

#### F129

**MINDFULNESS AND PROFIT FOCUS IN FINANCIAL DECISION-MAKING: THE MEDIATING ROLE OF SATISFICING TENDENCIES** Ruth Lewis<sup>1</sup>, Daniel Berry<sup>1</sup>, Alicia Wood<sup>1</sup>, Samantha Fields<sup>1</sup>, Michelle Rai<sup>1</sup>, J. Logan Tindell<sup>1</sup>, Chad E. Lakey<sup>1</sup>; <sup>1</sup>East Tennessee State University – Mindfulness is a quality of consciousness that entails heightened awareness of and attention to the present moment. It relates to sundry positive outcomes, including psychological well-being, self-regulatory capabilities, low ego-involvement, and adaptive judgment and decision-making focused on positive long-term outcomes (e.g., Brown & Ryan, 2003; Lakey et al., 2007). Research also supports that mindfulness promotes an intrinsic value orientation focused less on monetary outcomes than ecologically responsible behavior (Brown & Kasser, 2005). This evidence suggests that, in business settings, mindful individuals might, for example, sacrifice immediate profits to curtail layoffs. It is also possible that such a stance toward business-related profit might be productively explained (i.e., mediated) by a tendency to employ satisficing, versus maximizing, strategies (Simon, 1957), whereby one settles for something that meets a minimum, "good enough" threshold of acceptability (i.e., satisficing) instead of attempt to maximize the outcome (e.g., profit). To test this possibility, participants (n = 254) completed measures of mindfulness, satisficing / maximizing, and a 10-vignette questionnaire to assess their attitudes towards business-related financial decisions from the role of company CEO. Hierarchical regression analyses demonstrated that, as predicted, mindful individuals endorsed, for example, community outreach endeavors, not terminating employees, or reducing the price for a service, even when such decisions sacrificed immediate profit. This relation was mediated by their tendencies to satisfice, and held even after controlling for participant income, age, gender, and political ideology. Discussion focuses on the role of mindfulness for adaptive long-term decision-making and responsible corporate behavior.

#### F130

**COMMON MOTIVATIONS FOR BINGE DRINKING AMONG ADOLESCENTS AND ADULTS IN THE UK: ASSESSMENT WITH THE BDMQ-SORT** Bradley Platt<sup>1</sup>, James Lambdon<sup>2</sup>, Thomas Oliver<sup>3</sup>, Peary Brug<sup>3</sup>; <sup>1</sup>University College London, <sup>2</sup>University of Chichester, <sup>3</sup>St Mary's University College – The rising rates of 'binge drinking' are a growing concern in western society, including the UK, as it constitutes a threat to the population's health and well-being, and a drain on public health and welfare services. Despite this, it still remains unclear why so many people binge drink in western society. Motivational models of binge drinking have predominantly tested binge drinking motivations with Likert scale-based questionnaires. These are likely to disguise individual's primary motivations for binge drinking, as participants have a tendency to strongly agree or disagree with different motivations. Seeking to elucidate these common motivations, the present study developed the Binge Drinking Motivation Q-Sort (BDMQ-Sort). To create the set of statements for the BDMQ-Sort, participants provided five different statements to describe the positive and negative effects of binge drinking. In addition to this, a thorough literature review was conducted on binge drinking motivations. Thereafter, the BDMQ-Sort was administered to binge drinkers in the UK. Principal component analysis with varimax rotation was used to identify groups of people who sorted the BDMQ-Sort items in similar ways. This analysis extracted four distinct motivations, which are discussed in

detail: Social celebration of achievement, relieve depressive symptoms and develop self-concept, socialise and experience excitement, enhancement of frequency and quality of sexual experiences. Using the participant's comments and demographic information, these findings are discussed in terms of the participant's positive expectancies of alcohol consumption, with an emphasis on age and gender effects.

### F131

**GROUP AND INDIVIDUAL DYNAMICS AS PREDICTORS OF TEAM PERFORMANCE** James Lambdon<sup>1</sup>, Peary Brug<sup>2</sup>, Daniel Handanos<sup>2</sup>; <sup>1</sup>University of Chichester, <sup>2</sup>St. Mary's University College – Traditional aspects of group dynamics within sport are most often studied separately (Rees et al. 2005), though they do not occur in isolation (Lambdon, 2008). Therefore, our understanding of how such dynamics influence success and/or failure might be limited. Using a participant sample of athletes from both professional and semi-professional teams, the present study measured group factors, including collective efficacy and team motivation as well as individual factors, such as personality traits and sport value. These factors were analysed in conjunction with team performance. Results demonstrated that team performance was positively correlated with team dynamics as well as more positive individual factors. However, some variation existed among teams that had either strong team dynamics or positive individual factors. The findings tend to support previous research into team dynamics (e.g., Greenlees et al., 2005). For example, the results demonstrated that athletes from more successful teams made more internal and stable attributions. In addition, the findings also found team-referent attributions had a strong relationship with both collective and self efficacy. The latter result is consistent with theoretical findings of Bandura (1986) and Weiner (1985) who suggest a link between self-efficacy and attributions. The study highlights the important role of psychological factors, both group and individual, with regard to more successful (and possibly more effective) team performance.

### F132

**EXTRINSIC FORESHADOWING: SPOILERS MAY ENHANCE ENJOYMENT OF FICTION** Jonathan Leavitt<sup>1</sup>, Nicholas Christenfeld<sup>1</sup>; <sup>1</sup>University of California, San Diego – Readers recognize that their enjoyment of fiction depends on the psychological experience of suspense, and so most are intuitively opposed to finding out the ending of a story before reading it. (Two thirds of our subjects reported feeling this way, versus fewer than one in twenty who appreciate learning an ending.) But is this intuition correct? Our previous experiments have demonstrated that spoilers need not detract from enjoyment of a story, and suggested a distinction between intrinsic and extrinsic spoilers: While spoilers embedded in the titles of classic stories detracted from hedonic ratings, spoilers communicated by an experimenter did not. In the current experiment, classic stories were spoiled with text that appeared on a separate page, so it was extrinsic to the story, or on the first page, where it appeared intrinsic. Spoiler texts were brief paragraphs discussing story themes, so endings could be described without subjects recognizing the intent. Since spoiler text is identical in each condition, this approach allows us to isolate the intrinsic vs. extrinsic dimension of spoilers, and test whether it differentially affects enjoyment. Each subject rated three classic stories, including one intrinsic spoiler, one extrinsic spoiler, and an unspoiled story. Spoiled versions of classic stories were generally preferred. Extrinsic spoilers were rated higher than unspoiled stories, while intrinsic spoilers fell between the two. Stories with positive outcomes were preferred, but stories with negative outcomes benefitted more greatly from spoilers, suggesting that anticipation of an undesired outcome may dampen its negative impact.

### F133

**EFFECTS OF NEED FOR AUTONOMY SATISFACTION AND AUTONOMY-ORIENTATIONS ON PSYCHOLOGICAL ADJUSTMENT** Arielle Bonneville-Roussy<sup>1</sup>, Geneviève Lavigne<sup>1</sup>, Robert Vallerand<sup>1</sup>; <sup>1</sup>Research Laboratory on Social Behavior, Université du Québec à Montréal – The need for autonomy (need to experience opportunity for choice and self-actualisation concerning one's behaviors, as opposed to feeling controlled and pressured; Deci & Ryan, 2000) is one of the pillars of the Self-Determination Theory. While it is typically assumed that such a need is basically invariant in people, Lavigne et al. have proposed that some individual differences may exist (Lavigne, Vallerand, & Braud, under revision). Specifically, two forms of autonomy orientations were proposed: a growth orientation (intrinsic orientation toward self-actualisation and personal development) and a deficit orientation (extrinsic orientation toward autonomy deficit reduction or repair). Lavigne and colleagues (under revision) showed that a deficit orientation predicts lower levels of intrapersonal and interpersonal psychological adjustment compared with a growth orientation. The objective of the present study was twofold. First, we sought to validate the autonomy orientations scale. Second, we examined the relationships between autonomy satisfaction and growth-deficit orientations on psychological adjustment. Orientations were measured at T1, while autonomy satisfaction and two indices of psychological adjustment (life satisfaction and vitality) were measured at T2. Results showed interaction effects between autonomy satisfaction and growth-deficit orientations on both dependent variables. Simple effects showed no differences of psychological adjustment between the high and low autonomy satisfaction groups in the growth orientation group. However, in the deficit orientation group, individuals had significantly lower life satisfaction and vitality when they had low autonomy satisfaction compared with high autonomy satisfaction. Implications of the present research on the need for autonomy associated to growth-deficit orientations are discussed.

### F134

Poster withdrawn.

### F135

**DINNER WITH THE DEVIL: CONSTRUALS AND THE MOTIVATED MORALIZATION OF HEALTHY EATING** Katherine Darwent<sup>1</sup>, Kentaro Fujita<sup>1</sup>; <sup>1</sup>Ohio State University – Previous research (Rozin, et al., 1997; Rozin & Singh, 1999) has suggested that moralizing a behavior could promote self-control. Although moralization often occurs at the societal level, it can also occur at the individual level (Rozin, 1999). Thinking about a goal from a moral perspective makes the global implications of one's behavior more apparent. It was hypothesized that construing behavior more abstractly would encourage consideration of the global implications (Trope & Liberman, 2003). Recent research has demonstrated that construals impact self-control (Fujita, et al. 2006); specifically, when construing an event more abstractly (high-level), participants were more likely to behave in line with their goals than when construing an event more concretely (low-level). The current research examined whether high-level construals lead to motivated moralization of goal relevant behaviors as a form of prospective self-control. Participants first completed a construal manipulation that asked them to generate either superordinate ends (high) or subordinate means (low) of an instrumental action (Freitas et al., 2004) and then indicated how virtuous or sinful several behaviors were, including eating healthy and unhealthy foods. Finally, the importance of a healthy diet was measured. As predicted, when participants valued a healthy diet, participants rated eating unhealthy food as more sinful at the high-level than at the low-level. They also rated eating healthy food as more virtuous at the high-level than at the low-level when a healthy diet was important. Results suggest that moralization of behaviors can be a form of prospective self-control.

**F136****ABSTRACT MENTAL CONSTRUALS AFFECT PROSPECTIVE EVALUATION OF TEMPTATIONS**

Joseph Roberts<sup>1</sup>, Karen MacGregor<sup>1</sup>, Kentaro Fujita<sup>1</sup>,  
<sup>1</sup>The Ohio State University – Past research has shown that thinking abstractly improves self-control (Fujita, Trope, Liberman, & Levi-Sagi, 2006). Construal Level Theory (Trope & Liberman, 2003) identifies this result as being a function of greater attention to global concerns (such as important goals) when people are thinking at abstract, high-level construals relative to concrete, low-level construals. However, past research only examined self-control in the moment of choice, and thus may not address whether construal levels affect prospective evaluations, or anticipated enjoyment, of goal-relevant objects in future experience. We suggest that construal levels may alter anticipated evaluations as a strategy for easing self-control in future choices. The present research examines the possibility that construal levels affect anticipated evaluations as a way of achieving prospective self-control over future choices. Participants generated either superordinate category labels (high-level) or category examples (low-level) for 30 items to manipulate construal level, and reported the value they placed on healthy diets. Participants then predicted how enjoyable they would find a chocolate truffle that they could take after the study. As predicted, construal level and goal importance interact to predict anticipated enjoyment of the temptation. Specifically, participants at high-level construals and who valued dieting anticipated less enjoyment of the truffle than those who rated dieting as less valuable. By contrast, participants at low-level construals showed no decrease in anticipated enjoyment of the truffle as a function of goal importance. These results support a construal level approach to self-control, suggesting that high-level construals increase the prospective recruitment of strategies to ease future self-control.

**F137****THE ROLE OF INSPIRATION IN THE CREATIVE PROCESS: TEMPORAL DIRECTION OF THE RELATION BETWEEN CREATIVE IDEATION AND INSPIRATION**

Laura A. Maruskin<sup>1</sup>, Todd M. Thrash<sup>1</sup>; <sup>1</sup>College of William and Mary – The particular role that inspiration plays in the creative process has been the topic of much theoretical discussion within the humanities, but little empirical research. We conceptualize inspiration as a motivational state that is evoked in response to getting a creative idea, and that compels the individual to translate the creative idea into a creative product (Thrash & Elliot, 2003, 2004). Our primary focus in this research was the relationship between creative ideation (i.e., the occurrence of creative ideas) and the experience of inspiration. In particular, we aimed to (1) establish the discriminant validity of these constructs, and (2) test the temporal direction of the relation between them. Implementing a four-wave, cross-lagged longitudinal design, participants (N=165), completed weekly measures of creative ideation and inspiration. To address our first aim, we used confirmatory factor analysis to examine whether creative ideation and inspiration variables were factorially distinct. Results supported the discriminant validity of the two constructs at each of the four waves. To address our second aim, we tested whether inspiration functions as an antecedent of creative ideation using a cross-lagged analysis. As predicted, creative ideation had a longitudinal effect on inspiration and there was no evidence of a reciprocal effect. Taken together, this research supports the discriminant validity of creative ideation and inspiration, and establishes the temporal precedence of the former. In more recent research, we are testing the hypothesis that inspiration mediates the relationship between creative ideation and the creativity of the resulting product.

**F138****UNACCOMPLISHED GOAL ACTIONS AND WEIGHT LOSS: A LONGITUDINAL STUDY**

Kyle Conlon<sup>1</sup>, Joyce Ehrlinger<sup>1</sup>, Will Crescioni<sup>1</sup>, Jessica Alquist<sup>1</sup>, Gareth Dutton<sup>1</sup>; <sup>1</sup>Florida State University – The present study explores the consequences of goal focus in a longitudinal weight loss study. Past research shows that focusing on unaccomplished goal actions can provide greater motivation in single measurement occasions

than focusing on accomplishments when individuals are committed to the goal. We predicted that a focus on unaccomplished goal actions would lead to more successful goal pursuit than accomplishment focus when explored in an important longitudinal setting. Participants were randomly assigned to a condition designed to focus them on what they had already achieved (accomplishment focus), what they had yet to achieve (goal focus), or a control condition. This focus was achieved through weekly questions about what they had and had not achieved as well as graphs highlighting weight lost, weight left to lose, or simply weight over time. We tracked the weight, diet, and exercise of participants while they completed a program consisting of weekly in-person meetings modeled after a successful weight loss program. Multilevel model analyses revealed that goal focused individuals lost a higher percentage of their baseline weight than did accomplishment focus and control participants over the course of the 12 weeks. Thus, keeping one's eyes on the prize seems to be an effective means of attaining important goals over time.

**F139****ACHIEVEMENT GOALS AND SELF-HANDICAPPING EXCUSES**

James W. Fryer<sup>1</sup>, Andrew J. Elliot<sup>2</sup>; <sup>1</sup>St. Lawrence University, <sup>2</sup>University of Rochester – The present research offers an extension of the relationship between achievement goals and self-handicapping behavior. Self-handicapping is a self-protective process through which individuals may externalize or excuse their failures. Behavioral self-handicapping uses objective behaviors to incur a detrimental effect on the task outcome, and claimed self-handicapping is concerned with providing a rationale (e.g. anxiety, illness, etc.) to explain away suboptimal results. Both forms of self-handicapping can be used in an attempt to render the task result devoid of useful information regarding one's competence. Achievement goals provide an individual with standards that can be used to determine competence in a particular situation. As such, students who rely on different standards to determine their competence may also rely on different strategies in order to protect their competence. In two studies, undergraduate students were asked to select reasons that may have had a negative impact on their initial exam performance, as well as their achievement goals for a subsequent exam. Factor analysis identified sets of excuses that conceptually map on to the behavioral and claimed distinction – excuses were either the responsibility of the student (internal) or the environment (external). The pattern of relations between achievement goals and excuses extends the characteristic profile of each achievement goal. Mastery-approach goals were negatively related to internal excuses, and not significantly related to external excuses. Performance-avoidance goals were significantly related to both forms of excuses. The profiles for mastery-avoidance and performance-approach goals were mixed, reflecting the combination of achievement motives on which those goals are based.

**F140****EXPERIENCE OF MOTIVE-SPECIFIC EMOTIONS AND RELATIONSHIP SATISFACTION**

K. Bernecker<sup>1</sup>, V. Job<sup>1</sup>, C.S. Dweck<sup>1</sup>; <sup>1</sup>Stanford University – Recent research showed that couple's experience of arousing vs. mundane emotional states in shared activities predicts higher relationship quality (Aron et al., 2000). Based on recent research (Job & Brandstätter, in press) about emotions as motive-specific incentives we postulate that motive dispositions (affiliation, achievement, and power) moderate this effect. We assume that emotions experienced with the partner have to fit individual's implicit motive dispositions to be related to relationship satisfaction. 140 participants who were in a romantic relationship for at least one year, filled in an online-survey, including standard measures of implicit motives (TAT, Murray, 1943) and relationship satisfaction. Participants further indicated how often they experience certain motive-specific emotions when engaging in activities with their partner. Results show that people with a high affiliation motive disposition report higher relationship satisfaction the more often they feel calm and relaxed with their partner. People high on the implicit power motive are more satisfied with their relationship the more often they feel strong, proud, and

self-assured together with their partner. Interestingly the same pattern of results was found in the domain of work: job satisfaction was related to the frequency of experiencing motive-congruent emotions at work for people with a high affiliation motive. The results support the idea that implicit motives are needs for specific affective experiences. Frequent experience of specific emotions leads in people with a high corresponding motive disposition to enhanced satisfaction and well-being.

#### F141

##### **DON'T FEAR THE REAPER? REACTIONS TO MORTALITY SALIENCE AMONG ATHEISTS, AGNOSTICS, AND RELIGIOUS BELIEVERS** Jarret Crawford<sup>1</sup>;

<sup>1</sup>The College of New Jersey – Terror management theory (TMT) predicts that individuals will seek to bolster those cultural worldviews that provide them meaning in the face of reminders of death. Religious faith serves as a salient cultural worldview for the majority of Americans, and some evidence suggests it may be bolstered in the face of mortality salience (MS). But what of those without religious faith? In Study 1, religious believers reported less doubt in God's existence in the MS condition relative to the control condition, whereas agnostics reported more doubt in God's existence in the MS condition relative to the control condition. Atheists were unaffected by the MS manipulation. Study 2 introduced an uncertainty prime condition and measured participants' prior religious experience and commitment. Results indicated that atheists raised in religious environments reported more religious feelings after the uncertainty prime relative to the control and MS conditions. However, atheists not raised in religious environments reported less religious feelings after the uncertainty prime relative to the control and MS conditions. These results suggest that mortality may be a more salient existential concern for religious believers than atheists. They also suggest that uncertainty is a more salient existential concern for atheists than mortality, and that prior religious experience and commitment predicts responses to such existential crises.

#### F142

##### **LOSING THE WILL: AUTOMATIC REACTIONS TO THE INDIFFERENCE PERCEIVED IN OTHERS** N. Pontus Leander<sup>1</sup>, James Shah<sup>1</sup>;

<sup>1</sup>Duke University – Three studies examine individuals' implicit sensitivity to others' lack of motivation for goals and how the nature of this sensitivity may vary by the individuals' own goal orientations. Participants were nonconsciously primed with either indifference towards achievement or not, after which their own striving for achievement was assessed. Results indicated that, although mere exposure to others' indifference generally undermined participants' own goal striving, such influence was often overcome by participants who had been primed in advance with a non-conscious achievement goal (Study 1), who took an action-oriented approach to goals (Study 2), and who held a preexisting belief that they had put too much into their pursuit of achievement to give up on it (Study 3). These varying responses were found in all three studies to occur largely without participants' conscious intent or awareness.

#### F143

##### **INVESTIGATING EYEWITNESS TESTIMONY USING SEMANTIC SPACES** Torun Lindholm<sup>1</sup>, Sverker Sikström<sup>2</sup>;

<sup>1</sup>Stockholm university, <sup>2</sup>Royal Institute of Technology, Sweden – A large body of research on eyewitness testimony has been devoted to examining differences in real and fabricated memories. It seems plausible that general aspect of semantic content may discriminate between true and false eyewitness statements. In this study we use, for the first time, latent semantic analysis (LSA) to investigate differences in semantic content between correct and incorrect eyewitness statements. Based on previous findings on semantic memory, we expected that witnesses would be less certain when responses were inaccurate rather than accurate, and that this uncertainty would induce a sense of incompetence as well as a reduction in perceived power and status in the witness. We hypothesized that witnesses might compensate for such reduced status by being warm and friendly, and that this would be reflected in the semantic content of responses. In the study participant-witnesses were videotaped while being interviewed about their

memory of a crime event. The interviews were transcribed verbatim and witnesses' responses were coded for accuracy. All statements that provided either accurate or inaccurate information about a specific detail were selected and used in LSA. Results confirmed differences in the semantic context of words used in inaccurate vs. accurate responses on dimensions related to competence and warmth. Using these differences in context, LSA could discriminate fairly well between correct and incorrect eyewitness responses. Since extant research show that people often have difficulty discerning eyewitness accuracy, LSA could be considered as a tool for improving judgements of witnesses' memories.

#### F144

##### **EXPLORING THE INTERACTION OF BODILY AND PSYCHOLOGICALLY SELF-PROTECTIVE GOALS** Julie Huang<sup>1</sup>, Joshua Ackerman<sup>2</sup>, John Bargh<sup>1</sup>;

<sup>1</sup>Yale University, <sup>2</sup>Massachusetts Institute of Technology – This research explores the implicit link between the goal to protect the physical body and the goal to protect the psychological self. Specifically, two studies explore how experiences with physical safety interact with the psychological domain. Study 1 offers initial evidence that participants perceive themselves as more susceptible to biases in judgment and other people are less biased following a physical safety prime. Study 2 examines how inducing feelings of physical safety in participants who are currently pursuing an affiliation goal decreases their desire for contact with current relationship partners (compared to participants who are not currently pursuing affiliation and participants who did not receive the safety prime). Taken together, the current research provides support for the intertwining of goals for protection of the physical body with goals for protection of the psychological self. Future studies will explore this relationship, ultimately contributing to the greater literature on how pursuing goals in one domain has implications for how people pursue goals in other domains.

#### F145

##### **NEUROBIOLOGICAL AND AUTONOMIC EVIDENCE FOR VIGILANT WITHDRAWAL MOTIVATION AFTER MORTALITY SALIENCE** Spee

Kosloff<sup>1</sup>, Jeff Greenberg<sup>1</sup>, John J. B. Allen<sup>1</sup>, Andy Martens<sup>2</sup>;

<sup>1</sup>University of Arizona, <sup>2</sup>University of Canterbury – Previous research has shown that reminding individuals of their inevitable death (mortality salience; MS) heightens vigilance against threats to their cultural identity. However, little is known about the intervening neurobiological processes via which MS-induced defensive orientations arise. Consistent with evidence that defensive responses to MS stem from concerns with reducing potential anxiety (e.g., Greenberg et al., 2003), we examined whether MS-induced vigilance against threat is implemented via neural circuitry associated with withdrawal-oriented emotion regulation, namely, relative right-frontal EEG activity. In this experiment, individuals highly invested in their American identity either completed two open-ended questions about their mortality or, in the control condition, completed questions regarding an aversive but non-death-related topic. Resting EEG activity was assessed before and after this manipulation. Subsequently, participants viewed a series of images, including anti-American pictures, as well as negatively valenced IAPS images with no relevance to America. During this task, 95 db auditory probes provoked eyeblink startle responses (an autonomic index of vigilance against threat). Results showed that, relative to control participants, MS participants exhibited a shift to greater relative right frontal cortical activity and showed heightened startle responses during anti-American image presentations but not during presentations of America-irrelevant negative images. Furthermore, the MS-induced right frontal shift in cortical activity predicted greater startle response during anti-America image presentations, but did not relate to startle during the America-irrelevant negative images. These findings suggest that a neurobiologically-based behavioral withdrawal system implements vigilance against cultural identity threat following mortality reminders.

**F146**

**ACHIEVEMENT GOALS AND SOCIAL JUDGMENTS: THE COSTS AND BENEFITS OF PERFORMANCE-APPROACH GOALS ENDORSEMENT AT UNIVERSITY** Benoit Dompnier<sup>1</sup>, Céline Damon<sup>2</sup>, Fabrizio Butera<sup>3</sup>; <sup>1</sup>University of Lausanne (Switzerland), <sup>2</sup>Clermont University (France), <sup>3</sup>University of Lausanne (Switzerland) – In achievement goal research, performance-approach goals are defined as the desire to outperform others. It is argued that the level of endorsement of these goals not only affects academic behaviors, but also the way one is perceived and judged by others. Most of the time, researchers discourage the use of performance goals in classrooms. However, University's functioning, and in particular its selection function encourages such goals. Thus, it is hypothesized that students who strongly endorse performance-approach goals should be perceived in a negative way in term of social desirability (judgement of warmth). They should however be perceived as persons who have great chances to succeed at University (judgement of competence). Three experiments documented this ambivalence. High endorsement of performance-approach goals was associated with being judged as dislikeable (it reduced social desirability), but it enhanced judgement of competence (social utility). A fourth experiment indicated that the social utility of performance-approach goals was stronger when one judged from the teachers' point of view. The social undesirability of performance-approach goals was stronger when one judged from his/her peers' point of view. The discussion focuses on the possibility that goals might be more or less endorsed to satisfy social motivations, such as being judged as a nice or a competent person by others.

**F147**

**CURBING IMPULSIVITY BY REFLECTION-PROMOTING IMPLEMENTATION INTENTIONS** Frank Wieber<sup>1</sup>, Peter M. Gollwitzer<sup>1,2</sup>, J. Lukas Thürmer<sup>1</sup>, Georg Odenthal<sup>1</sup>; <sup>1</sup>University of Konstanz, Germany, <sup>2</sup>New York University – Analytical reasoning strongly taxes people's cognitive capacities, leaving little room to apply effortful self-regulatory strategies in order to monitor and regulate behavior. As a result, people fall prey to impulsive responding (i.e., taking shortcuts) individually as well as in groups. We hypothesize that forming implementation intentions (i.e., if-then plans) which link reflective responding to critical cues should curb such impulsivity; this is because implementation intentions should trigger analytic reasoning reflexively. In a first study, implementation intentions to double-check the initial solutions discovered in an analytical reasoning test (Advanced Progressive Matrices; Raven, 1976) successfully reduced impulsive responding as indicated by taking more time which in turn enhanced test performance. In a second study, implementation intentions to double-check arguments in favor of possible solutions before making a group decision helped groups to uncover better alternatives in the hidden profile paradigm (Titus & Stasser, 1985). In this paradigm, only discussing the unshared unique information allows finding the best alternative (Study 2). Together, these findings suggest that forming reflection-promoting implementation intentions is an effective strategy to curb people's impulsivity (i.e., taking shortcuts) in performing demanding reasoning tasks. These findings also add to implementation intention research by showing that complex responses and not just simple one-shot responses can be delegated to situational cues that in turn trigger these responses reflexively.

**F148**

**COMPENSATORY CONTROL: HOW EXTERNAL SYSTEMS OF CONTROL ARE SUBSTITUTABLE FOR PERSONAL CONTROL, AND FOR ONE ANOTHER** Steven Shepherd<sup>1</sup>, Aaron C. Kay<sup>1</sup>; <sup>1</sup>University of Waterloo – External sources of control, such as the government and other social and political systems, are instrumental in providing people with the psychological comfort of knowing that outcomes in one's life are controlled and non-random. This process of turning to external systems of control in order to supplement both chronic and situationally low levels of personal control offers an explanation for why people are motivated to perceive social systems as fair and legitimate. Likewise, simply asserting personal control over

one's environment can also serve as a means of assuaging feelings of randomness in the world. Therefore, affirming personal control and endorsing external sources of control serve as two unique ways of achieving perceptions of control and order in the world. The current studies demonstrate that (i) socio-political systems are increasingly defended when control needs are not optimally met, and (ii) that once control needs are met, people become more willing to express dissatisfaction with socio-political systems. In Study 1, participants who did not bolster their sense of personal control, as compared to those who did, were more likely to support the government and showed less criticism of the government. In Study 2, participants who read an article depicting the government as having control over the struggling economy were more likely to reject the idea of a controlling God than those who read an article that described Canadian culture as a source of value and personal significance in life.

**F149**

**BEYOND MORTALITY AND THE SELF: MEANING AFFIRMATION FOLLOWING IMPLICIT ANOMALIES** Travis Proulx<sup>1</sup>, Daniel Randles<sup>2</sup>; <sup>1</sup>Simon Fraser University, <sup>2</sup>University of British Columbia – Following from Kierkegaard in the 19th century, existentialist theorists have argued that violations of expected associations provoke a common response: the affirmation of alternative meaning frameworks. More broadly, Kierkegaard argued that any anomaly may constitute a meaning threat, where efforts to affirm an alternative meaning framework may follow from a breakdown of personal identity, contemplation of a finite human existence... or finishing a beer and finding a live frog at the bottom of the mug. In two studies following from the Meaning Maintenance Model, we support the hypothesis that people will affirm alternative meaning frameworks following trivial anomalies that are either unrelated to one's self-conception or one's mortality. In Study 1, we exposed participants to reverse colored playing cards and found that an implicit awareness of this anomaly provoked compensatory affirmation of moral beliefs equivalent to a mortality salience prime. In Study 2, we found that exposing participants to absurd word pairings (e.g., 'orange idea') provoked moral affirmation equivalent to affirmation following death-related words. Taken together, these studies suggest a common cognitive response to absurdities both grand (mortality) and trivial (perceptual anomalies).

**F150**

**WHEN AVOIDANCE MOTIVATION PROMOTES CREATIVITY: THE ROLE OF MOTIVATIONAL ORIENTATION AND REGULATORY SUCCESS** Matthijs Baas<sup>1</sup>, Carsten K. W. De Dreu<sup>1</sup>, Bernard A. Nijstad<sup>2</sup>; <sup>1</sup>University of Amsterdam, <sup>2</sup>University of Groningen – Approach states generally boost creativity because they associate with positive, activating moods and enhanced cognitive flexibility. With regards to avoidance states, research evidence is less consistent, with some findings suggesting avoidance states promote creativity and other findings pointing to no or even negative effects. We propose and test the hypothesis that whether avoidance states boost creativity depends on regulatory success, the sense of success or progress towards fulfilling a goal. Specifically, we expected that avoidance states that activate the individual (unfulfilled avoidance motivation, fear) lead to similar levels of creativity as approach states, but that avoidance states that de-activate (successful avoidance, relief) lead to lower levels of creativity. Moreover, we predicted this effect would be mediated by feelings of activation. These predictions were tested in four experiments, two focusing on creative insight performance and two focusing on creative ideation. Motivational orientation was manipulated through self-generated imagery, or through an adapted version of the mouse-in-maze task by Friedman and Forster (2005). Regulatory success was experimental manipulated as well, or measured to serve in path analyses. Results provided consistent support for the predictions, regardless of specific manipulations of dependent measures. We also obtained initial evidence that the creativity-enhancing effect of avoidance motivation is due to cognitive persistence rather than cognitive flexibility.



**F151**

**MATING MOTIVES MAKE MEN LESS LOSS-AVERSE** Yexin Jessica Li<sup>1</sup>, Douglas Kenrick<sup>1</sup>, <sup>1</sup>Arizona State University – Loss aversion is the tendency for people to prefer avoiding losses to acquiring gains of the same magnitude. Though seemingly irrational, biases such as these can be adaptive, such as when men act risky to acquire mates. The present research merges research in economics, biology and psychology to investigate how loss aversion is affected by social motives. In line with differential parental investment and sexual selection theory, results indicate an erasure of loss aversion when men, but not women, are under a mating motivation. More broadly, results suggest decisional biases may operate under a predictable and adaptive 'deep rationality'.

## Person Perception/Impression Formation

**F152**

**DO YOU SEE WHAT I SEE? PERCEPTIONS OF POLITICAL CANDIDATES, SYSTEM JUSTIFYING BELIEFS, AND VOTING BEHAVIORS DURING THE 2008 PRESIDENTIAL ELECTION** Devin Wallace<sup>1</sup>, John Michel<sup>1</sup>; <sup>1</sup>Towson University – Two studies examined factors that influenced voting intentions and behaviors during the 2008 presidential election. In line with research suggesting that competence and warmth are important traits on which political candidates are judged and evaluated (Kinder, Peters, Abelson, & Fiske, 1980; Pancer, Brown, & Barr, 1999), participants in Study 1 rated the presidential and vice-presidential candidates in terms of their competence and warmth. We hypothesized that the winner of the election would be the candidate who was perceived as both competent and warm, even across political and ideological lines. Results revealed that Barack Obama was generally perceived as both competent and warm while John McCain engendered high competence and warmth ratings only from his supporters. Study 2 examined whether Barack Obama's election would influence system justifying ideologies differently for his adherents relative to his opponents. We expected system justification to increase after the election for Obama's adherents, but no post-election increase was expected for those who did not support him. Results supported this hypothesis. Together, these results demonstrate the role of perceived competence and warmth in voting behavior. In addition, we discuss the impact of President Obama's success on system justifying ideologies separately for liberals and conservatives.

**F153**

**PERSONALITY: DIFFERENTIAL PERCEPTIONS OF PERSONALITY DURING ONLINE AND REAL-WORLD SOCIAL INTERACTIONS** Oshrat A. Hodara<sup>1</sup>; <sup>1</sup>York University – Although personality perceptions during face-to-face interactions have largely been found to be accurate and reliable (Barrett-Feldman & Pietromonaco, 1997; Funder, 1999, 2003), perceptions of personality during online interactions are still being questioned (Markey & Wells, 2002). In online settings, personality perceptions were accurate when raters judged individuals based on their websites and email addresses (Back, Schmukle, & Egloff, 2008; Vazire & Gosling, 2004). However, once participants actively engaged in online interactions, their personality perceptions of each other were found to be inaccurate and deemed flawed (Rouse & Haas, 2003). It is plausible that accuracy in interpersonal perceptions may change once individuals become active participants of the virtual world, rather than mere observers who judge from a distance. That is, online interpersonal perceptions may be influenced by important situational and interpersonal factors (e.g., interaction partners' interpersonal style), which may shape self-other perceptions in interesting ways. The present research utilized the framework of interpersonal theory to examine perceptions of affiliation and dominance during online and face-to-face interactions. A total of 40 participants reported on their own interpersonal style and that of their interaction partners for 21 days. Results indicated that participants perceived their own interpersonal behaviors during online and face-to-face interactions to be unrelated. In addition, participants perceived self and other dominance to be higher during same-sex than opposite-sex interactions,

whereas they perceived self and other affiliation to be higher during online than face-to-face interactions. Gender differences and similarities in personality perceptions during online and face-to-face interactions are discussed.

**F154**

**I KNOW WHO FALLS FOR MY SEX-APPEAL: IMPLICIT PERSUASION THEORIES ABOUT ATTRACTIVENESS AND RECEIVER CHARACTERISTICS** Tobias Vogel<sup>1</sup>, Florian Kutzner<sup>1</sup>; <sup>1</sup>University of Heidelberg, Germany – A vast amount of evidence suggests that the physically attractive takes an advantage in achieving social goals (Feingold, 1992; Langlois, Kalakanis, Rubenstein, Larson, Hallam, & Smoot, 2000). Persuasion literature however suggests that these advantages are not universal but depend on characteristics of the receiver. More specifically, prominent theories of persuasion such as the Elaboration Likelihood Model (ELM, Petty & Cacioppo, 1986) propose that senders of persuasive messages most likely profit from physical attractiveness if receivers lack processing capacity and/or motivation. The present research focuses on the sender perspective. In a series of studies we investigate how perceived attractiveness translates into expectations of persuasive success. In a line of experiments we varied descriptions of the receiver (Vogel, Kutzner, Freytag & Fiedler, under review). Congruent with the hypothesis, perceived attractiveness was a better predictor of persuasive success if receivers processing motivation was apparently low than if it was high. This interaction replicates in a field study in which students were asked about their expectations of success in an oral exam. Expectations about investigators processing motivation mediated the relation between perceived attractiveness and expected grades (Vogel, in prep.). Taken together, findings show that lay persons' implicit theories of persuasion overlap to a large degree with scientific persuasion theories, such as the ELM. Moreover they indicate that physical attractiveness might translate into interpersonal success by strategic choices of the communication partner.

**F155**

**LANGUAGE ASSOCIATED WITH SELF VERSUS OTHER PERCEPTIONS OF STATUS** Ewa Kacwicz<sup>1</sup>, James W. Pennebaker<sup>1</sup>, Sanjay Srivastava<sup>2</sup>, Jennifer S. Beer<sup>1</sup>; <sup>1</sup>University of Texas at Austin, <sup>2</sup>University of Oregon – The current study examined accuracy and bias in self and other-perceptions of status based on natural language use. Seventy-nine participants worked in groups of 3-6 (20 groups) on a leaderless group discussion task. After the interaction, participants rated themselves and other group members on status. Videos of the interaction were transcribed and analyzed using Linguistic Inquiry and Word Count. Language was correlated with self-rated and other-rated status. The strength of the correlations between self and other were compared. Results suggest that in evaluations of status, the self pays more attention to internal states, whereas others pay more attention to the content and length of the conversation. People assume use of fillers (uhm, err), which can reflect anxiety or uncertainty, impacts their status, when in reality it does not influence other's perceptions of their status ( $z = 1.48$ ;  $p < .10$ ). The self fails to recognize the degree to which word count and use of positive and negative emotion is associated with other's impressions of their status ( $z = -1.8$ ,  $p < .05$ ;  $z = -1.45$ ,  $p < .10$ ;  $z = 1.78$ ;  $p < .05$ ). Despite these biases, some language dimensions feed into both self and other perceptions. Use of "we" and "you," which reflect other focus, in addition to six letter words, which can convey formality and insecurity, influence both self and other ratings of status. These findings suggest that linguistic markers can shed light on biases associated with self versus other perceptions of status and help elucidate why they exist.

**F156**

**CAN MIMICRY REDUCE STEREOTYPING?** Kris Ariyabuddhipongs<sup>1</sup>, Glenn D. Reeder<sup>1</sup>, J. Scott Jordan<sup>1</sup>, Donnie N. Johnson<sup>1</sup>; <sup>1</sup>Illinois State University, Normal, Illinois – Although people are typically unaware when they are being mimicked, mimicry tends to increase liking and promotes smooth interactions (Chartrand & Bargh, 1999). In this study, we investi-

gated the possibility that mimicked participants would rely less on stereotypes when judging a target person. Our 28 female participants were paired up. Each pair separately watched a live video of a female confederate (the target person) who was in another room. The confederate was ostensibly watching a movie, and participants were instructed to form an impression of her. The confederate wore a T-shirt with a large printed label designed to elicit either an extraversion stereotype ("Cheerleader") or an introversion stereotype ("Librarian"). Unbeknownst to participants, the confederate was actually watching and mimicking one of the participants in the pair via a live webcam. Therefore, each member of the pair saw the same body movement from the confederate, but only one of them was mimicked. Participants indicated no awareness of either the mimicry or of being watched via web cam. The results revealed a significant interaction between mimicry and T-shirt label on judgments of the confederate's extraversion. Non-mimicked participants demonstrated stereotyping by rating the confederate as more extroverted when she wore the "Cheerleader" T-shirt, as opposed to the "Librarian" T-shirt ( $M_s = 4.94$  vs.  $3.58$  on a 7-point scale). However, the ratings of mimicked participants did not differ significantly as a function of the confederate's T-shirt ( $M_s = 4.81$  vs.  $5.00$ ). The results suggest that the unconscious effects of mimicry could potentially reduce stereotyping.

### F157

#### ACCUMULATIVE EFFECTS AND LONG-TERM CONTINUITY OF SUBLIMINAL MERE EXPOSURE

Naoaki Kawakami<sup>1</sup>, Fujio Yoshida<sup>1</sup>; <sup>1</sup>University of Tsukuba – We examined accumulative effects and long-term continuity of distributed mere exposure. In experiments, the distributed exposure condition (100 exposures distributed over five days) and the massed exposure condition (100 exposures in one day) were used. Moreover, measurement was conducted using GNAT at Time 1 (just after), Time 2 (after three days), Time 3 (after two weeks), and Time 4 (after one month). In Experiment 1, a single figure of a fictitious character was shown subliminally for a total of 100 times. The results indicated the following: at Time 1, likeability was higher under the massed exposure condition than under the distributed exposure condition. However, after Time 2, likeability gradually decreased under the massed exposure condition, it did not decrease under the distributed exposure condition until Time 4. In Experiment 2, in order to investigate the effect of multiple exposure, five figures with different poses of the character used in Experiment 1 were shown 20 times each, in total 100 times. The results indicated that similar to Experiment 1, likeability did not decrease under the distributed exposure condition until Time 4. Moreover, an ANOVA was conducted integrating the data of Experiment 1 and 2: Exposure Method (distributed/massed) × Exposure Object (single/multiple) × Measurement Time (Times 1-4). First, a significant Exposure Method × Measurement Time interaction suggested that massed exposure had an instantaneous effect on likeability, whereas distributed exposure had a long-term continuous effect. Furthermore, a significant main effect of Exposure Object showed that multiple exposures strengthened the mere exposure effect.

### F158

#### YOU THINK I LIKE COSMO? OK, I'LL READ COSMO: THE ACCUMULATION OF SELF-FULFILLING PROPHECIES AND GENDER STEREOTYPES

Heather Nofziger<sup>1</sup>, Thomas Cain<sup>1</sup>, Elizabeth Salib<sup>1</sup>, Lee Jussim<sup>1</sup>; <sup>1</sup>Rutgers - The State University of New Jersey – This research examined the accumulation of self-fulfilling prophecies of gender stereotypes across perceivers. Specifically, we investigated the impact of gender stereotypes (masculine vs. feminine) over multiple perceivers. Rutgers University students were given profiles of people presenting gender stereotyped information (masculine, feminine, or neutral gender) and were asked to choose three articles for the person to read. Articles were pre-tested for masculine, feminine, or neutral gender stereotypes. Perceivers who read the masculine profile chose articles on masculine topics (e.g. science and technology), the feminine profile chose articles on feminine topics (e.g. Cosmopolitan or Vogue), and the neutral profile chose articles on neutral topics (e.g. airline or travel reviews). To examine accumulation, targets

were given a list of six articles, chosen by their partners, and were asked to choose three they would like to read. Targets were placed in one of five conditions where their article choices were constrained: most articles were masculine gender stereotyped, most articles were feminine gender stereotyped, half were gender stereotyped (masculine or feminine) and half neutral, or all neutral. Targets were led to believe that their partners thought they were gender stereotyped or not gender stereotyped based on the articles they were provided. Results indicated that when targets were constrained by the beliefs of others, they acted in a predictable way. Perceivers opted to apply gender stereotypes where they constrained the potential outcomes of others. Targets placed under these constraints, tended to align their behaviors in confirmatory manner.

### F159

#### KIND OR CALCULATING: EFFECTS OF IMPRESSION VERSUS NARRATIVE GOALS AND TRAIT/MOTIVE CUES ON SOCIAL JUDGMENTS

Kristi Costabile<sup>1</sup>; <sup>1</sup>Ohio State University – Psychological research has generally agreed that trait abstractions are regularly drawn from observations of social behavior, even from perceivers who are not attempting to form an impression of a target. Additionally, recent work suggests that a target's current motives can also be inferred from behavioral observation. The present experiments explore how two social information processing objectives (impression formation versus story construction) affect the types of inferences drawn from behavior (i.e., trait versus motive) which then guide evaluations of the observed target. Experiment 1 explored the role of narrative and impression objectives on explicit attributions made for observed behaviors. Participants read a series of sentences describing persons performing various behaviors. Half of the participants were asked to form an impression of the individuals described in the sentences, half were asked to form a narrative of the targets. As predicted, participants given impression formation goals were more likely to attribute behaviors the target's underlying disposition; whereas those given narrative instructions were more likely to attribute behaviors to the target's current motives. Experiment 2 examined how inferential information affected social judgments. Participants were asked to evaluate a target who performed a behavior (e.g., cut in line) on several dimensions. Results indicated that evaluations varied as a function of motive (e.g., hurry) or trait (e.g., rude) cues – even when such cues were provided merely in the form of narrative or impression instructions. Together, this work suggests social information processing goals can dramatically affect the social judgment process.

### F160

#### PERCEPTUALLY AMBIGUOUS GROUPS ARE CATEGORIZED AUTOMATICALLY

Nicholas Rule<sup>1</sup>, Nalini Ambady<sup>1</sup>, Neil Macrae<sup>2</sup>; <sup>1</sup>Tufts University, <sup>2</sup>University of Aberdeen – Previous research has shown that perceptually obvious groups (such as age, race, and sex) are categorized automatically. Here we show that automatic perception extends to other socially important groups that are not perceptually obvious, namely sexual orientation and religious group membership. Participants completed one of two lexical decision tasks (LDT). The first LDT asked participants to categorize strings of letters as words or non-words, wherein the words were stereotypically-associated with gay men or straight men. Each trial was preceded by a brief presentation of a gay man or straight man's face. Participants categorized gay-related words significantly faster when preceded by gay faces and straight-related words significantly faster when preceded by straight faces. The second LDT mirrored this design but presented words stereotypically associated with Jewish men or Christian men. Faces of Jewish and non-Jewish men were briefly presented before each lexical decision trial. Participants were again faster to categorize a Jewish-related word when it was preceded by a Jewish man's face and faster to categorize a Christian-related word when it was preceded by a non-Jewish man's face. These data suggest that mere perception of an individual's face can trigger thoughts about his group membership and facilitate processing of stereotypically-related concepts. Automatic categorization may therefore extend to groups outside of age, race, and sex, even when the boundaries between those groups (e.g., who is gay and

who is straight) are ambiguous and difficult to discern. The cognitive basis for automatic categorization may therefore be flexible, incorporating various important social groups.

### F161

#### **CANDIDATES UNDER FIRE: PINPOINTING THE MOST EFFECTIVE STRATEGY FOR COMBATING NEGATIVE POLITICAL ATTACKS** Justin S. Cheng<sup>1</sup>, Randall A. Renstrom<sup>1</sup>, Victor C. Ottati<sup>1</sup>; <sup>1</sup>Loyola University Chicago –

How should politicians respond to false attacks and incorrect accusations made against them? It may be wise for politicians to address attacks head-on by "explicit negation" (restating the attack and claiming it false). However, explicit negation might inadvertently strengthen the cognitive association between the negative attack information and the candidate. Furthermore, some voters may not have heard the attack in the first place, thus explicit negation might produce an association between negative information and the candidate where none existed previously. Therefore, it may be beneficial for politicians to counter attacks without repeating and reinforcing them. The present research compared these two response strategies. Participants were initially either exposed to a political attack against a candidate or had no prior knowledge of the attack. Then, they read a candidate statement that either repeated and explicitly negated the attack or, alternatively, simply asserted the truth without repeating the attack. Results showed attitudes toward the candidate were more positive when the candidate simply asserted the truth and more negative when the candidate repeated then negated the attack ( $F=5.2$ ,  $p<0.05$ ). Moreover, this effect was moderated by participants' prior knowledge of the attack ( $F=11.9$ ,  $p<0.05$ ). Explicit negation yielded more negative attitudes toward the candidate only among participants possessing no prior knowledge of the attack. Among participants who had heard the attack previously, candidate response strategy did not matter. These results suggest candidates should recognize that not all voters have heard attacks lodged against them and should refrain from repeating attacks in their rebuttal statements.

### F162

#### **GETTING TO KNOW YOU?: REGULATING EMOTIONS VIA SUPPRESSION INTERFERES WITH FRIENDSHIP AND SELF-PEER AGREEMENT** Daniel

Catterson<sup>1</sup>, Oliver P. John<sup>1</sup>, James J. Gross<sup>2</sup>; <sup>1</sup>University of California, Berkeley, <sup>2</sup>Stanford University – Habitual use of suppression has been linked to a number of negative psychological outcomes in both experimental and longitudinal studies. One particularly damaging consequence for individuals who suppress is lower relationship satisfaction (Butler et al., 2003) and relationship closeness (Srivastava et al., 2009). Moreover, individuals who suppress feel highly inauthentic because they are aware of the discrepancy between their inner experience and outer expression of emotion (English & John, 2009). One further consequence of this discrepancy between inner experience and outer expression for individuals who suppress is that their peers, who base perceptions on overt behaviors, may not be able to get to know the individual very well. A total of 190 college students rated themselves and were rated by at least two peers on a variety of affectively charged and neutral attributes and emotion regulation strategy use. Our findings suggest that individuals who habitually suppress are, in fact, rated as less well known by their peers. Because the use of suppression effectively conceals emotional information from their peers, self-peer agreement is lower for individuals who frequently suppress on affectively charged domains such as self-esteem and loneliness, but remains intact for affectively neutral domains such as time spent studying and socializing. Finally, peers perceive individuals who suppress as less emotionally close to others because, in part, they are less well known by their peers. These findings suggest that chronic suppression reduces the emotional information available to the social observer, and thus negatively affects both friendship formation and interpersonal-perception processes.

### F163

#### **INTERPERSONAL ANTECEDENTS AND CONSEQUENCES OF SELF-OBJECTIFICATION** Randi Garcia<sup>1</sup>, Valerie Earnshaw<sup>1</sup>, Diane Quinn<sup>1</sup>;

<sup>1</sup>University of Connecticut – Much of past objectification research has focused on what causes one to self-objectify such as media portrayals of objectified women (Fredrickson & Roberts, 1997) or on individual outcomes of self-objectification, such as performance (Fredrickson, Roberts, Noll, Quinn, and Twenge, 1998). Rarely do we study the direct influence of another person in one's environment. The current study examined how the sexism of a brief interaction partner can affect the extent to which both men and women self-objectify and the effects of self-objectification on attraction. Fifty mixed-sex dyads, which were not previously acquainted, interacted for 10 minutes after completing questionnaires that assessed sexism and trait self-objectification. Then participants were asked how frequently they thought about features of their partner's observable and unobservable characteristics, as well as how frequently they thought these things of themselves during the interaction. These post interactions questions were used to measure self-objectification. Using multilevel modeling and the Actor Partner Interdependence Model (APIM; Kenny, Kashy, & Cook, 2006), we found, that trait self-objectification significantly predicted self-objectifying thoughts during the interaction for both men and women. There was also a significant interaction of gender and the sexism of one's interaction partner such that women self-objectified more when interacting with a sexist man, but men self-objectified less when their interaction partner was sexist. Lastly, we found that an increase in a female participant's self-objectification during the interaction significantly reduced the male participant's attraction to her. Studying objectification dyadically is clearly important for understanding the interpersonal antecedents and consequences of self-objectification.

### F164

#### **UNCERTAINTY REPELS OTHERS: THE INFLUENCE OF CAUSAL UNCERTAINTY ON INTERPERSONAL ATTRACTION** Matylda Osika<sup>1</sup>,

Stephanie Tobin<sup>1</sup>; <sup>1</sup>University of Houston – Causal uncertainty (CU) is doubt about one's understanding of the causes of events (Weary & Edwards, 1996). CU is unpleasant and can prompt efforts to improve one's understanding. The present study investigated how CU affects interpersonal attraction. Attraction research suggests that individuals are most attracted to similar others (Byrne, 1967). However, some studies have indicated that this positive similarity-attraction relation can be altered (e.g., Herbst, Gaertner, & Insko, 2003). We hypothesized that CU is one variable that can alter the relation between similarity and attraction such that high CU individuals would be more attracted to low CU (dissimilar) rather than high CU (similar) others due to their need for uncertainty reduction. Low CU individuals were expected to show the "typical" attraction pattern and be more attracted to similar (low CU) others. A 2 (perceiver CU: low, high) X 2 (target CU: similar, dissimilar) design was used to test the hypotheses. First, participants filled out a measure of CU online. One week later, participants attended a lab session during which they evaluated a target based on the target's answers on a CU scale. Each participant viewed a completed CU scale that was tailored to his or her own responses, with the target responding similarly or dissimilarly on the majority of items. The results indicated that, as predicted, similarity bred attraction for low CU individuals. In contrast, high CU participants exhibited equally low liking for similar and dissimilar others. Thus, while sharing certainty fosters attraction, sharing uncertainty does not.

### F165

#### **ATTRIBUTIONS OF SEXUAL FLUIDITY: WOMEN ARE PERCEIVED TO BE MORE SEXUALLY FLUID RELATIVE TO MEN** Danielle Gentile<sup>1</sup>, Patrick

Boerner<sup>1</sup>, Elizabeth Ewell<sup>1</sup>, Justine Jaskier<sup>1</sup>, Jennifer J. Ratcliff<sup>1</sup>; <sup>1</sup>The College at Brockport, SUNY – The purpose of the present study was to examine the hypothesis that women are perceived as more sexually fluid than men – or more likely to change their sexual orientation over time. Previ-

ous research has suggested that women show greater flexibility in their sexual orientation and their sexuality across the lifespan than do men (Baumeister, 2000; Diamond, 2008; Kinnish et al., 2005). However, it has not been determined whether others attribute greater sexual fluidity to women relative to men. The current research sought to answer this question, and to this end, a 7-item measure of perceived fluidity was developed ( $\alpha = .84$ ) and the relationship between participant characteristics and perceived fluidity were examined. Results revealed that women are perceived to be more sexually fluid than are men, and this finding was not moderated by participant gender. Additionally, the measure was negatively related to prejudice toward lesbians and toward gay men, and negatively related to external motivation to respond without prejudice. Importantly, although fluidity was related to these more established measures, the overlap between them was relatively small. Interestingly, participant's own sexual orientation did not predict perceived fluidity in others, whereas participant beliefs regarding their own personal fluidity did. The implications of the finding that women are perceived to be more sexually fluid than are men will be discussed.

### F166

#### ACCURATE HEALTH ASSESSMENTS BASED UPON SNAP JUDGMENTS

Nicolas Brown<sup>1</sup>, Christopher Nave<sup>1</sup>, Ryne Sherman<sup>1</sup>, David Funder<sup>1</sup>, Sarah Hampson<sup>2,3</sup>, Lewis Goldberg<sup>2</sup>; <sup>1</sup>University of California, Riverside, <sup>2</sup>Oregon Research Institute, <sup>3</sup>University of Surrey, Guildford, UK – In everyday life, individuals use available behavioral information to make judgments about one another, and are often accurate even with limited periods of observation (Ambady, 1995, 2000; Funder, 1995). Few studies have been conducted to verify if this accuracy transfers to health-related judgments (Hunt et al., 1980; Spengler et al., 2009). The present study analyzes data from the Hawaii Personality and Health cohort, which include comprehensive assessments of current health and personality interviews. Four research assistants viewed five minutes of the videotaped interviews and judged the participants on 15 health dimensions, including general health, tobacco use, alcohol use, physical activity, sleep quality, cholesterol, and blood pressure. Judges were able to accurately assess a target's general health in comparison to self-rated general health ( $r = 0.32$ ), and current users of tobacco were accurately identified ( $r = 0.38$ ) although alcohol users were not ( $r = 0.02$ ). Judges could not accurately judge a participant's cholesterol ( $r = -0.19$ ). Judges strongly relied on participant's actual weight for judging cholesterol ( $r = .70$ ) yet actual weight and actual cholesterol were negatively related ( $r = -.18$ ). Intuitive snap judgments of aspects of health can be surprisingly accurate but more research is clearly needed to specify just when and how.

### F167

#### THE INTERACTION BETWEEN PERCEIVER RACE AND TARGET CATEGORY DURING SOCIAL CATEGORIZATION

Kyle T. Gagnon<sup>1</sup>, Cheryl L. Dickter<sup>1</sup>; <sup>1</sup>College of William & Mary – Decades of social cognition research have established that, during person perception, social perceivers categorize race and gender quickly and automatically. More recent psychophysiological research has demonstrated that the race of the perceiver plays an important role during the social categorization process. The purpose of the present research was to further examine how this interaction between the social categories of the perceiver and the person perceived affect behavior. In this study, Black and White participants completed a modified flanker task in which they identified the race of target individuals varying by race and gender that were presented among arrays of distracter photos, which also varied by race and gender. Behavioral results indicated that participants were sensitive to category information of target faces, such that Black male targets yielded the fastest reaction time (RT). Additionally, participants also attended to distracter information; RTs varied based on the compatibility of target race and distracter race and gender. Furthermore, this was moderated by participant race; that is, the interaction between target race and distracter compatibility differed between Black participants and White participants. Taken together, these results suggest that, for all perceivers, Black male targets are categorized more quickly during person perception than any other

targets. In addition, these results highlight the importance of the race of the perceiver during social categorization, as illustrated by different patterns of results with Black and White participants.

### F168

#### USING NEED FOR AFFILIATION TO PREDICT PERCEPTIONS OF TOUCH AS A POSITIVE INTERACTION OR NEGATIVE PERSONAL SPACE INVASION

Matthew J. Zawadzki<sup>1</sup>, Stephanie A. Shields<sup>1</sup>; <sup>1</sup>The Pennsylvania State University – Brief touches can be experienced as invasive gestures or as neutral, even positive interactions. This study examined the extent to which the touched person's need for affiliation (n-Aff) explains how positively/negatively the touched person perceives the touch. Humans have competing needs for personal space and affiliation (Burgoon, 1978) and use these needs to navigate social interactions (Altman, 1975; 1993). We proposed that because touch constrains personal space, responses to touch depend upon the touched person's n-Aff. We predicted that the higher participants' n-Aff, the more positive their rating of a touch, and the more positive their reactions to other components of the situation; in contrast, the lower their n-Aff the more negative their ratings. In a high-impact behavioral study, a confederate touched, leaned close to, or got the attention of (control condition) a participant ( $n=262$ ) after the participant's n-Aff was measured with a 14-item questionnaire ( $\alpha=.91$ ) designed for this study. A series of self-report items assessed the effect of the touch, lean or control and comprised the main dependent measures. The pattern of results supported the predictions such that participants' n-Aff influenced the participants' ratings of the valence of the interface. Ratings of the interface in turn affected ratings of the confederate's personality, reported desires to interact with the confederate in the short- and long-term, desire to escape the situation, and reported mood. Results suggest that while the physical act of a touch may be ambiguous, understanding a person's n-Aff may predict a person's reactions to that ambiguous touch.

### F169

#### WHAT MAKES YOU THINK YOU'RE SO SEXY, TALL, AND THIN? THE PREDICTION OF SELF-RATED ATTRACTIVENESS, HEIGHT, AND WEIGHT

Julie Pozzebon<sup>1</sup>, Beth Visser<sup>1</sup>, Anthony Bogaert<sup>1</sup>; <sup>1</sup>Brock University – Self-reports of attractiveness, height, and weight are frequently used in lieu of more objective measures of these constructs. However, research suggests that self-reports of personal attributes are often distorted, in that men report being taller, women report being lighter, and both sexes report being more attractive than they actually are. The present study examined discrepancies between self- and observer/actual reports of attractiveness, height, and weight, and investigated the role of both esteem and gender role scales in the prediction of such discrepancies. Results indicated that self-reports of attractiveness, height, and weight were distorted as hypothesized. Attractiveness discrepancies were predicted by high esteem and traditional gender role identification. Height discrepancies were predicted by agency, and weight discrepancies were predicted by self-efficacy. These findings indicate that esteem and gender role characteristics are important in the perception (and distortion) of self-relevant information.

### F170

#### FACING IMPRESSIONS: FROM EMOTION EXPRESSION TO TRAIT INFERENCE

Roberta A. Schriber<sup>1</sup>, Richard W. Robins<sup>1</sup>; <sup>1</sup>University of California, Davis – Social-personality psychologists and evolutionary psychologists acknowledge emotion expressions as a rich source of social information that can be tapped by perceivers to infer the thoughts, feelings, and interpersonal intents of a target. Via processes of overgeneralization and temporal extension, brief displays of emotion can also seed perceivers' inferences of targets' personality traits. Only a few studies have examined the effect of emotion expressions on trait impressions, and none have considered the role of self-conscious emotions, which arise in response to one's success or failure to meet social standards and whose expression could thus be deemed especially revelatory of a target's personality. 60 participants were shown photos of three self-con-

scious emotion expressions (pride, embarrassment, shame), 6 basic emotion expressions (anger, disgust, fear, joy, sadness, surprise), and a neutral expression, all posed by the same target per participant. Participants rated the target, as seen in each photo, on several personality dimensions, then performed an emotion recognition task. Results showed that pride and joy expressions elicited the most positive trait inferences, and were distinguished from each other by their relative standing on esteem/status versus warmth/amicability dimensions. Shame led to the lowest inferences of esteem/status. Interestingly, embarrassment signaled low status but conferred the target with a knack for making impressions similarly positive to those of joy and pride. Disgust and anger led to lowest inferences of amicability, and trailed pride in dominance but matched pride in hubris. Finally, accuracy of emotion recognition, and qualities of target and perceiver, also appeared to affect trait inference.

#### F171

**ACCURACY AND BIAS OVER TIME IN PERCEPTIONS OF SELF-DISCLOSURE IN A NEW RELATIONSHIP** Erin P. Hennes<sup>1</sup>, Patrick E. Shrout<sup>1</sup>, Tessa V. West<sup>1</sup>, Sean P. Lane<sup>1</sup>; <sup>1</sup>New York University – Self-disclosure is an important correlate of relationship quality in both romantic partnerships and close friendships (Collins & Miller, 1994). Reis & Shaver (1988) posit that intimacy results largely from a process of reciprocal self-disclosure. Indeed, Laurenceau, Feldman Barrett, & Pietromonaco (1998) found both reported self-disclosure and perceived partner's disclosure to be predictive of feelings of intimacy. Much of this literature is based on disclosure reports from one partner or one time point; little is known about how perceptions of disclosure vary over time and the extent to which this variation is driven by accuracy or bias processes. We examine this question in newly acquainted roommates pairs (N=65) using twice-weekly reports of self- and other-disclosure over a six week period within the first months of college. Accuracy and bias (Kenny and Acitelli, 2001) were estimated in the context of an indistinguishable dyads analysis (Kenny, Kashy, & Cook, 2006). Although both effects were significant, bias effects were seven times the size of accuracy. The strength of the bias effect varied reliably across students, but there was no evidence of systematic variation in the accuracy effect. The association between one's perceptions and one's partner's perceptions of each others' self-disclosure was negligible. Additionally, bias was associated with lower levels of perceived partner disclosure. In general, the current research supports the hypothesis that relational intimacy may be driven more strongly by one's own feelings than by one's partner's actual behaviors, suggesting that current relationship models may underestimate the bias of individuals' reports of their partners.

#### F172

**THE ROLE OF FACIAL HAIR IN SOCIAL PERCEPTION** Christopher Harriman<sup>1</sup>, Michael Baumann<sup>1</sup>; <sup>1</sup>The University of Texas at San Antonio – Inferring the traits and predicting the behaviors of others is deeply embedded in the human experience. Individuals use a variety of physical cues in this effort (e.g., Bodenhausen & Macrae, 2006). Research on one such cue, facial hair, has yielded mixed results. Facial hair is associated with attractiveness and positive traits in some studies (Barber, 2001) while being associated with unattractiveness and negative traits in other studies (Muscarella & Cunningham, 1996). Because growing facial hair may be considered an act of self-expression, people may perceive different configurations of facial hair to imply different traits and behaviors. The present study sought to clarify the impact of facial hair by examining this possibility. Participants (N = 365) were shown realistic computer-generated faces. Faces were displayed on a monitor one at a time. Participants rated each face on 68 trait words before proceeding to the next face. Within participant, each facial hair configuration (clean shaven, chin strip, mustache, van dyke, and full beard) was presented on a different base face. To minimize fatigue, each participant rated only 3 configurations. Order of presentation and combination of base with hair configuration were balanced across participants. Trait words were condensed into scales which were analyzed taking into account non-inde-

pendence resulting from the part within / part between design. Differences by facial hair were found on each scale, and distinct profiles emerged for each configuration. Possible explanations for these differences and implications for the role of facial in social perception are discussed.

#### F173

**THE FACE OF ISLAM: THE EFFECT OF SMILE ON THE PERCEPTION OF INDIVIDUALS WITH ISLAMIC HEADGEARS** Marianne LaFrance<sup>1</sup>, Ezgi N. Akcinar<sup>1</sup>; <sup>1</sup>Yale University – Wearing of the Hijab or Islamic headscarf has recently been at the center of considerable controversy worldwide. Social psychology has yet to address this important issue. This abstract describes one of the first empirical studies to assess perceptions of women and men who wear Islamic headgears. Our question concerned whether identifiable Muslims are more negatively evaluated. In addition, we speculated that these person perceptions would be moderated by the facial expression worn by the targets. Specifically, we predicted that a smile would moderate prejudice toward Muslim men and women. To test this hypothesis, participants were presented with photos of 3 female and 3 male targets that varied on headgear (Islamic headgear ["hijab" or veil for female targets; "taqiyah" or Islamic prayer cap for male targets], a baseball cap, or no headgear) and facial expression (smile or no smile). Dependent measures consisted of 7-point scales (e.g. trustworthiness, fanatical, educated). Results showed effects for both headgear and facial expression and especially for their interactions. For example, men wearing the taqiyah with a neutral expression received the highest rating on "fanatical", which was reversed when these male targets smiled. Results are discussed in terms of how Muslim men and women are typically presented in the media as well as the role of gender in these presentations.

#### F174

**MORE THAN JUST A PRETTY FACE? THE RELATIVE IMPORTANCE OF PHYSICAL ATTRACTIVENESS IN INITIAL ATTRACTION AND DATING** Lindsay Shaw Taylor<sup>1</sup>, Andrew T. Fiore<sup>1</sup>, G. A. Mendelsohn<sup>1</sup>, Coye Cheshire<sup>1</sup>; <sup>1</sup>University of California, Berkeley – The primacy of physical attributes in romantic attraction and mate selection is well established. Online dating provides an opportunity to evaluate the relative contribution of other attributes such as personality, interests, values, etc., when they are all simultaneously "on display." In this research, we used laboratory-based studies and assessments of actual online daters to explore the roles of physical attractiveness and other aspects of the self in both initial attraction and longer-term dating success. In Study 1, participants rated the attractiveness of online dating profiles, either in their entirety or broken down into photo and textual self-descriptions. Photos were significantly more important than self-descriptions for determining overall profile attractiveness. Moreover, having an attractive photo was necessary but not sufficient for being deemed attractive. In Study 2, we expanded our operationalization of attractive to include dimensions such as appearing warm and worthy of contacting. Photo attractiveness was the most important predictor of participants' ratings on most dimensions, including overall attractiveness and desire to contact, but self-descriptions mattered more for appearing trustworthy. Finally, in Study 3, actual online daters described someone they met first through online dating and subsequently face-to-face. Being pleasantly surprised (rather than disappointed) by a date's personality was an important determinant of relationship longevity, whereas being surprised or disappointed by a date's physical attractiveness was not. Together, the results suggest that physical attractiveness is a gatekeeper – necessary for considering someone as a potential partner upon first encounter – but not the most important determinant of moving from initial attraction to dating.

**F175****WHEN EXPERIENCING PHYSICAL WARMTH WILL NOT PROMOTES INTERPERSONAL WARMTH: A SOCIAL PSYCHOLOGY PERSPECTIVE**

Lei Wang<sup>1</sup>, Songqu Shi<sup>1</sup>, Shanshan Xiao<sup>1</sup>; <sup>1</sup>Peking University – Williams and Bargh (2008) claimed that experiences of physical warmth (or coldness) would increase feelings of interpersonal warmth (or coldness). However, a biased experimental design has led them to an over-generalized conclusion. We conducted two experiments to show that experiencing physical warmth can result in alternative responses such as interpersonal aversion. The results showed that experiencing warmth can lead to perceive more anger on other face (study 1) and be less willing to forgive other (study 2). These findings address the importance of the role social context plays in interpreting physical warmth.

**F176****THE CYCLE OF DEHUMANIZATION: CONSEQUENCES OF PERPETUATING INHUMANITIES.**

Brock Bastian<sup>1</sup>, Nick Haslam<sup>2</sup>; <sup>1</sup>University of Queensland, <sup>2</sup>University of Melbourne – We can't be human in isolation. Our humanness is intimately connected to the humanness of others and when we diminish the humanness of those others we dehumanize ourselves. Most research has focused on dehumanization from the perpetrators perspective and shows that viewing others a less human enables the disengagement of moral standards in their treatment. However, little work has focused on perceptions of the perpetrators. That is, how are perpetrators viewed by their victims and how are they viewed by others during attempts to morally disengage from their behavior? We pursue this direction in two ways. First, we present evidence from two studies that take the perspective of the victim. The findings demonstrate that people who are socially ostracized not only view themselves as less human but view the perpetrators of ostracism as less human also. This shows that behaving in ways that lead to the loss another's humanity also leads to the loss of one's own humanity (in the eyes of the victim). Second, we present research showing that when a perpetrator attempts to morally disengage from their actions, that is they deny their capacity to act responsibly, this has the desirable consequence of reducing the severity of their punishment but has the undesirable consequence of decreasing their perceived humanness (from the perspective of a third party). Together our findings point to the dehumanizing consequences of perpetuating inhumanities and the inescapable nature of this effect which is only increased by efforts to diminish moral responsibility.

**F177****MODELING MIND-READING: USING MULTI-LEVEL MODELING TO INVESTIGATE INFERENCE DIFFICULTY AND MOTIVATION IN EMPATHIC ACCURACY**

Sean M. Laurent<sup>1</sup>, Karyn L. Lewis<sup>1</sup>; <sup>1</sup>University of Oregon – In this research, we demonstrate how multi-level modeling is a useful technique for analyzing empathic accuracy data (e.g., Ickes, 1993). First, by modeling accuracy scores at the level of perceivers' inferences of a target's specific thoughts, rather than averaging across all of a perceiver's thought inferences, we avoid the assumption that empathic accuracy is measured without error within participants (i.e., factors may differentially impact accuracy for individual inferences). Second, by taking into account how perceivers' accuracy fluctuates across individual inferences, theoretically relevant variables at the level of inference, such as how difficult a particular thought is to infer, can be modeled. This allows us, for example, to predict how the relationship between inference difficulty and accuracy differs across people. Finally, this method permits the partitioning of within- and between-subjects (dyad, target, etc.) variance, allowing better tests of between-subjects variables of interest (such as motivation level), and more precise estimates of overall accuracy and the reliability of the measure within subjects. 177 participants watched one of two target videos and answered questions about their motivation to be accurate, their similarity to the targets, and their comfort and anxiety about the task. At the level of inference, difficulty ratings predicted accuracy across both videos. For the target who was "easier" to read, greater motivation, similarity, and comfort predicted higher accuracy. Across

both videos, anxiety interacted with sex to predict slopes of difficulty on accuracy. We conclude that multi-level modeling is a potentially important technique that can answer new questions about empathic accuracy.

**F178****OBJECTIVE EMPATHIC ACCURACY AND SUBJECTIVE PERCEPTIONS OF UNDERSTANDING: THE PERFECT RECIPE FOR RAPPORT**

Michael W. Myers<sup>1</sup>, Sara D. Hodges<sup>1</sup>; <sup>1</sup>University of Oregon – The ability to accurately infer the thoughts and feelings of others (i.e., empathic accuracy) has long been considered an integral component of positive social interactions. However, previous research on empathic accuracy using a paradigm developed by Ickes (2003) has primarily examined factors that predict who is accurate and when. In contrast, this study reverses this focus by examining empathic accuracy as a predictor rather than an outcome – specifically as a predictor of rapport in social interactions. We hypothesized that smooth interactions are the result of being able to accurately infer other people's thoughts, but only when those other people feel understood (perceived empathy). College students (n = 74) participated in dyads and were instructed to talk with each other about the topic of parental divorce. At the end of the conversation, in order to measure perceived empathy, participants provided ratings of how well their conversation partner understood them. Later, separate observers rated the dyads' rapport. A different set of coders rated how accurately participants inferred their conversation partner's thoughts. Consistent with our hypothesis, hierarchical linear regression revealed that the interaction of empathic accuracy and perceived empathy significantly predicted rapport, whereas neither main effect did. Furthermore, this effect remained significant even after accounting for whether or not both participants in the dyad had experienced parental divorce. Thus, empathic accuracy between two people does contribute to social harmony, but only when it is accompanied by those people's subjective perceptions of being understood.

**F179****THE INFLUENCE OF SOCIAL STATUS ON THE NEURAL SUBSTRATES OF PERSON PERCEPTION: IT'S NOT HOW MUCH YOU MAKE IT'S WHAT YOU DO.**

Jasmin Cloutier<sup>1,2</sup>, Nalini Ambady<sup>2</sup>, Tom Meagher<sup>1</sup>, John Gabrieli<sup>1</sup>; <sup>1</sup>MIT, <sup>2</sup>Tufts University – The ability to detect social status information about social targets can be extremely beneficial to perceivers navigating their social environment. Indeed, available social status information can guide the impression formed of conspecifics and provide valuable information on how to behave in relation to that social target. In non-human primates, it has been shown that high status social targets (i.e., dominant members of the social hierarchy) are perceived to be rewarding (Deaner, Khera, & Platt, 2005). In humans however, social status can be construed in many ways. Accordingly, the current study examines the effect of distinct social status information on the neural substrates of face perception. In an event-related fMRI experiment, subjects were presented with sentences describing either the salary or the professional occupation of a subsequently presented face. Subjects were asked to form an impression of the targets using the descriptive information available to them. Of interest was the contrast between faces described by high and low status information. The results reveal that, compared to targets paired with low status professional occupations, targets paired with high status professional occupations evoke preferential activation of ventral prefrontal brain regions (i.e., ventral medial prefrontal cortex). However, targets paired with high salaries did not evoke preferential activation of these brain regions compared to targets paired with low salaries. These results suggest that like non-human primates, humans might perceive high social status targets (defined by the social value ascribed to their professional occupation) as rewarding.

**F180****BEHAVIOR AND PERCEPTION ACROSS THE SOCIAL NETWORK: WHO YOU ARE DEPENDS ON WHO YOU'RE WITH AND WHO YOU ASK** Allan

Clifton<sup>1</sup>, <sup>1</sup>Vassar College – Although it is widely accepted that individuals behave differently in different situations, self-report measures of personality generally assess how one "usually" sees oneself. When asked to do so, individuals can identify different aspects of their personalities elicited by interactions with specific friends, family members, and acquaintances. I describe a method of using social network analysis to examine this cross-dyadic variability in personality. Participants (N= 135) provided standard self-report personality information, including the IPIP-NEO and IIP, then detailed relationships with and among 30 individuals in their personal social networks. Participants subsequently completed a brief FFM inventory (the TIPI) regarding their self-perceived personality when interacting with each of the members of their networks. As an external measure of the validity of participants' self-report, a subset of individuals from each social network (N= 784) completed an informant version IPIP-NEO of the target participant's personality. Using social network analysis and multilevel modelling, I compared informant reports with both global self-report and dyadic self-report when interacting with each informant. Self-report's convergence with informant reports is improved by including dyadic judgments of personality, suggesting we can reduce some of the blind spots in self-report through a more fine-grained assessment of the individual's personality. Blind spots in standard self-report research may be partially understood as a methodological limitation of the ways in which we assess personality.

**F181****THE ONTOGENY OF THE PERSON PERCEPTION DUAL ARCHITECTURE**

Sara Hagá<sup>1</sup>, Leonel Garcia-Marques<sup>2</sup>; <sup>1</sup>Lisbon University Institute (ISCTE-IUL), Portugal, <sup>2</sup>University of Lisbon, Portugal – In social psychology, dual process models have been proposed to account for much of adult behavior. Most of these models distinguish between a more efficient (automatic) and a corrective (controlled) way to process information. In this talk, I will illustrate how research conducted with children can validate and enrich such models. Taking the three-stage model of Person Perception proposed by Gilbert, Pelham and Krull (1988) as a starting point, and adapting their paradigms into three child studies, we found that dispositional characterization of an actor (in terms of traits – study 1; or attitudes – study 2) has an earlier ontogenetic onset than the situational correction operation. These results offer convergent evidence for greater automaticity of the characterization operation compared with the correction one. However, some other results (study 1 and particularly study 3, where prior expectations were manipulated) suggest that prior expectations play an important role in the characterization stage (mastered already by preschool aged children), rendering the link between behavior categorization and dispositional characterization less naturally correspondent than the model assumes. These results illustrate how adding a developmental approach can support and, critically, refine our social psychological theories as well as suggest a need for further research exploring the impact of prior expectations about traits and attitudes on dispositional inferences drawn both by children and adults.

**F182****DON'T ASK, DON'T TELL? NEUROPHYSIOLOGICAL EVIDENCE FOR GAYDAR IN EVERYDAY FACE PERCEPTION** Joshua A. Tabak<sup>1</sup>, Vivian

Zayas<sup>2</sup>, Warasinee "Jah" Chaisangmongkon<sup>3</sup>; <sup>1</sup>University of Washington, <sup>2</sup>Cornell University, <sup>3</sup>Yale University – Sexual orientation can be read from briefly presented faces of unknown women and men with above-chance accuracy in tasks that explicitly instruct participants to make gay-straight judgments (Tabak & Zayas, under review; Rule & Ambady, 2008). Do judgments of sexual orientation occur in the absence of instructions to do so? To address this question, we recorded Event-Related Potentials (ERPs) as participants performed a three-stimulus oddball task (Jeon & Polich, 2001). Participants were presented photographs of straight men (70% of targets), gay men (15%), and straight women (15%)

for 200 ms, and instructed to tap the spacebar in response to women's faces and to not respond to men's faces. Replicating past research showing that infrequent stimuli elicit greater P300 than frequent stimuli, straight women's faces elicited greater P300 "context-updating" ERP waveforms than did straight men's faces. Critically, even though participants were never asked to make a gay-straight judgment, gay men's faces also elicited larger P300s than did straight men's faces. To assess the ability to spontaneously and unintentionally infer women's sexual orientation, participants completed a mirror version of this task. Similarly, although participants were unaware of the gay vs. straight faces, divergent P300 ERP waveforms indicated that faces of gay women were differentiated from faces of straight women. These findings demonstrate that sexual orientation is inferred from faces even when individuals are not explicitly instructed to judge sexual orientation and raise questions about the common assumption that bias cannot occur if marginalized identities, such as sexual orientation, are not explicitly revealed.

**Prosocial Behavior****F183****PROSOCIAL REACTIONS TO TRAUMATIC EXPERIENCES** Renée El-

Gabalawy<sup>1</sup>, Katherine B. Starzyk<sup>1</sup>, Corey S. Mackenzie<sup>1</sup>; <sup>1</sup>University of Manitoba, Canada – When will people empathize with and help others? Prosocial behavior is important for positive interpersonal, group, and intergroup interactions. The goal of this research was to identify potential causes of prosocial behaviour. Most past research has emphasized the negative impact of trauma and suffering for a variety of psychosocial outcomes. However, recent research suggests there may be positive consequences to suffering. Under certain conditions, such as when people experience post-traumatic growth, past suffering can lead to increased prosocial orientation. Building on this past research, the specific aim of the current study was to investigate how people's interpretations of their suffering and current well-being predict post-traumatic growth, and whether the experience of post-traumatic growth predicts empathy and prosocial behavior (e.g., volunteerism). Participants were 93 undergraduate Psychology students who completed individual difference measures (e.g., empathy and helpfulness) and self-reported their personal histories of past and current suffering. Multiple regressions revealed that subjective interpretation of the duration of time an individual suffered positively predicted post-traumatic growth. Self-reports of current suffering mediated the link between duration of suffering and post-traumatic growth, with current suffering being negatively associated to post-traumatic growth. Finally, post-traumatic growth positively predicted empathy and helpfulness. The present findings have important social and clinical implications.

**F184****MORAL UNCERTAINTY MOTIVATES MORAL BEHAVIOR** Jason M Chin<sup>1</sup>, Jonathan W Schooler<sup>2</sup>; <sup>1</sup>University of British Columbia, <sup>2</sup>University of

California Santa Barbara – Previous research has described ways in which moral self judgments can affect one's motivation to behave prosocially. While doing so, this research has largely overlooked how one's confidence in these self judgments affect behavior in this most moral of manner. The present research sought to fill this gap, exploring the question of whether moral uncertainty motivates moral behavior. Three studies supported the central hypothesis regarding moral uncertainty's motivating properties. Study one used a correlational design to demonstrate that uncertainty about one's moral self worth independently predicted increased volunteerism. Studies two and three used an experimental approach, demonstrating that helping behaviors were increased by both positive and negative moral uncertainty.

**F185**

**THE GOOD OF GOSSIP? THE BENEFITS OF THIS UNLIKELY PROSOCIAL BEHAVIOR.** Matthew Feinberg<sup>1</sup>, Robb Willer<sup>1</sup>, <sup>1</sup>University of California, Berkeley – Although often perceived as undesirable and antisocial, gossip is a common part of human social life. The ubiquity of gossip suggests that important functional reasons underpin this behavior. Two experiments were conducted to examine the psychological causes of gossip. We hypothesized people are compelled to gossip because (1) it relieves negative, and promotes positive, emotions, and (2) it punishes transgressors and helps others. In study 1, participants witnessed a social transgression in an economic game. Their emotions were measured before and after gossiping with a future partner of the transgressor. In study 2, we added a third condition to examine the effects of gossiping to an uninvolved third party. In both studies, gossiping to the transgressor's future interaction partner decreased negative emotion and increased positive emotion, relative to a control condition. In study 2, gossiping to a third party had a similar effect on positive and negative emotions, but to a lesser extent. Self-reported motives and content analyses from both studies indicated that the primary motive behind gossiping was more prosocial than antisocial. Furthermore, the data suggest that those whose gossiping motives were highly prosocial were significantly more likely to feel an increase in positive emotions after gossiping. Gossip appears to be more about being prosocial than antisocial.

**F186**

**ANALYZING AND MANAGING THE MOTIVATIONAL CONFLICT PROVOKED BY PRESENTING THE INDIVIDUAL IN NEED AS ONE AMONG OTHERS.** Luis Oceja<sup>1</sup>, Tamara Ambrona<sup>1</sup>, Belén López-Pérez<sup>1</sup>, Eric Stocks<sup>2</sup>, <sup>1</sup>Universidad Autónoma de Madrid, <sup>2</sup>University of Texas at Tyler – According to the one-among-others effect, presenting an individual in need together with other individuals with similar needs does not reduce the empathy-induced altruism but it introduces other prosocial motives that may conflict with it. In two experiments the manipulation of the target in need (i.e., presenting her as either one-individual or one-among-others) did not reduce the empathy felt for the individual. However, results also revealed that the one-among-others presentation (a) increased the conflict between wanting to help the individual and being fair with the others (Experiment 1), and (b) decreased the offered aid when the beneficiary of help was the individual but increased it when the beneficiary was a group of individuals. It is concluded that one-among-others presentation produces a motivational conflict, and that the occurrence of prosocial behavior depends on whether the situation allows to solve such conflict.

**F187**

**BROKEN CITY: URBANIZATION'S IMPACT ON ATTENTION TO PERIPHERAL INFORMATION** Daniel Rempala<sup>3</sup>, <sup>1</sup>University of Hawaii at Manoa, <sup>2</sup>University of Rochester, <sup>3</sup>Keimyung University – Urbanization shows a reliable, negative correlation with prosocial behavior (Stebly, 1986). Most research of this phenomenon has focused on situational factors. However, Rempala (submitted) recently showed that greater urbanization predicts poorer recall of peripheral information about needy targets. Rempala proposed that consistent exposure to a high-input environment leads one to disregard peripheral information, ultimately leading to a failure to notice needy targets. The current study sought to (1) replicate the results of the Rempala study, (2) examine peripheral information unrelated to targets in need, and (3) examine whether exposure to urban environments at a particular age is especially predictive of ignoring peripheral information. To calculate urbanization, participants listed every location that they lived up to eighteen-years-old. For each location, we calculated an Urbanization Index score using the location's population, population density, and participants' classifications of their neighborhoods (i.e., urban, suburban, or rural). We also calculated each participant's urbanization for six three-year intervals (birth-to-three, four-to-six, etc.). Participants then engaged in a distractor task while watching video clips featuring needy targets. After the final clip, partici-

pants completed two memory tests: one pertaining to the needy targets, the other pertaining to peripheral information unrelated to the needy targets. Urbanization showed a significant, inverse relationship to both sets of scores. When examining different age ranges, urbanization in middle adolescence (i.e., ages thirteen-to-fifteen) showed the strongest negative relationship with memory test scores. These results provide the first indication that development in urban environments, especially during middle adolescence, leads to poorer recall of peripheral information.

**F188**

**THE EFFECTS OF FUTURE INTERACTION ON DISTRIBUTION TO A THIRD PARTY** Makoto Nakajima<sup>1</sup>, Toshikazu Yoshida<sup>2</sup>, <sup>1</sup>Mie University, <sup>2</sup>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 recognition to future interaction. This study examined whether an individual who has been treated inequitably would redress the balance. A total of 373 undergraduates completed a questionnaire that contained two hypothetical exchange situations. The respondents were initially either over-rewarded or under-rewarded, and then they were given a chance to distribute the rewards between themselves and their partners. In each situation, the respondents worked with different partners. In addition, respondents were informed that their partners worked with someone at another time. Two-way ANOVAs revealed a significant main effect of experience ( $F(5,368) = 2.74, p < .01$ ); this result suggests that over-rewarded people redressed those inequities from third parties by contributing reward excessively. Those effects were confirmed only on the condition with clear information on the possibility of the future interaction. In addition, an analysis of their emotions revealed that those participants who were treated inequitably by partner were likely to give up redress inequity on the condition with unclear information on the possibility of the future interaction. The results indicate that over-rewarded people redressed those inequities from third parties only when they knew that their first and second partner worked together. Finally, the influence of recognition on future interpersonal interaction was discussed.

**F189**

**ACTIVATING THE MOTIVE OF QUIXOTEISM: THE TRANSCENDENT-CHANGE ORIENTATION** Sergio Salgado<sup>1</sup>, Luis Oceja<sup>2</sup>, <sup>1</sup>Programa Capital Humano Avanzado (Conicyt, Chile), <sup>2</sup>Universidad Autónoma de Madrid (España) – We use the term Quixoteism to label a social motive which has the ultimate goal of increasing the welfare of the world. It is proposed that this motive is activated by the transcendental-change orientation: a disposition toward provoking changes that go beyond a specific individual or group. Three studies were conducted to test this proposal. In Study 1, we developed a scale to measure such transcendental-change orientation. Subsequently, in two other studies participants were asked to read an article that described the actual case of a person in need. Results of Study 2 showed that the centrality of the transcendental-change orientation (measured two months earlier) predicted the extent to which the article was interpreted consistently with the ultimate goal of Quixoteism. Results of Study 3 showed that increasing the salience of such orientation increased the likelihood of performing a high cost prosocial behaviour.

**F190**

**DETERMINED TO FORGIVE?: FREE-WILL, DETERMINISM, FATALISM, AND FORGIVENESS** Seth Gitter<sup>1</sup>, Kathleen Vohs<sup>2</sup>, Roy Baumeister<sup>3</sup>, <sup>1</sup>University of Alabama, <sup>2</sup>University of Minnesota, <sup>3</sup>Florida State University – Recent research has found some negative consequences of belief in determinism including increases in cheating (Vohs & Schooler, 2008) and decreases in prosocial behavior (Baumeister, Masicampo, & DeWall, 2009). Bargh (2009), however, suggested that determinist beliefs might lead to some positive behaviors – specifically forgiveness. We sought to test this hypothesis and extend the research to include issues of trust. Determinists might find trust difficult as it is likely hard to trust others who are



believed to lack true control of their behavior. 47 undergraduates completed measures of belief in determinism/free-will/fatalism, forgiveness, and trust. Findings were partially consistent with Bargh's hypothesis. Although the determinism and free-will subscales of the measure did not correlate with forgiveness or trust, individuals who more strongly believed in fatalism (that outcomes are predetermined but not necessarily due to genetic or environmental predispositions) indicated a greater desire to forgive and less desire to seek revenge and/or avoid those that harmed them. Contrary to our original hypothesis, those endorsing fatalism were more likely to say they trusted others than those who indicated a disbelief in fate. These findings suggest that a belief in predetermination, but not necessarily causal inevitability, leads to a greater likelihood of forgiving after transgressions. The finding showing a relationship between trust and a belief in predetermination is somewhat counter-intuitive. Future research should examine the potential self-protective benefits of trust to alleviate anxiety about the "inevitable" transgressions of others.

#### F191

##### THE EFFECTS OF POWER ON FORGIVENESS, REVENGE, AND GRUDGE

Careen Khoury<sup>1</sup>, Curtis Phillips<sup>1</sup>, Kyle Nash<sup>1</sup>, Alexander G. Santelli<sup>2</sup>, C. Ward Struthers<sup>1</sup>; <sup>1</sup>York University, <sup>2</sup>Columbia University – Victims' responses following a transgression have been shown to be influenced by intrapersonal factors such as neuroticism and agreeableness (Walker & Gorsuch, 2002; McCullough & Hoyt, 2000), Right Wing Authoritarianism (Khoury et al., 2009), and empathy (Zechmeister et al., 2004). One intrapersonal factor that might also influence how victims respond after they experience a transgression is whether or not they feel powerful. Specifically, would individuals who feel more or less powerful be inclined to forgive the transgressor, seek revenge against the transgressor, or hold a grudge against the transgressor? Using an experimental design, the purpose of Study 1 was to investigate the effects of power on forgiveness and revenge. As predicted, the results revealed a non-significant effect of power on forgiveness and a positive significant effect of power on revenge. Individuals who felt more powerful following a real life transgression were more likely to seek revenge against the transgressor compared to their counterparts. The purpose of Study 2 was to extend the research by investigating the relation between power and holding a grudge. As predicted, a significant negative relation between power and grudge was found. Individuals who felt more powerful were less likely to hold a grudge against the transgressor compared to their counterparts. In addition, a replication of the non-meaningful relation between power and forgiveness and the positive relation between power and revenge was found. These results shed light on the effect of victims' power on the social motives to forgive, seek revenge, and hold a grudge.

#### F192

##### THANKFUL FEELINGS, THOUGHTS & BEHAVIOR: A TRIPARTITE MODEL OF EVALUATING BENEFACTORS AND BENEFITS

Maureen Mathews<sup>1,2</sup>, Linda E. Zyzanski<sup>1</sup>; <sup>1</sup>Virginia Commonwealth University, <sup>2</sup>St. Mary's College of Maryland – Gratitude and indebtedness are treated as similar social exchange constructs, though little work has examined how these constructs are independent from each other. Additionally, how a person evaluates components of a social exchange – benefactor and benefit – may also vary. Two studies examined affective, cognitive and behavioral measurement during a social exchange to assess their associations with gratitude and indebtedness. Participants completed a distribution game for which they gave and received tickets for a raffle with a fictitious partner. Study 1 findings indicated that gratitude was associated with positive affect, but positive affect was a better predictor of exchange behavior. Indebtedness was more closely associated with cognition and was not a significant predictor of exchange behavior. Positive affect and positive thought were associated with a positive attitude toward the benefactor, whereas positive thought alone was associated with a positive attitude toward the benefit (i.e., raffle tickets). Study 2 added a between-subjects variable (gratitude, indebtedness, or control) to see if a manipulation involving the benefit affected responses. Participants in

the gratitude and indebtedness conditions evaluated the partner and the tickets more positively compared to those in the control condition. Gratitude was directly associated with positive affect and inversely associated with negative cognition, whereas indebtedness was directly associated with positive affect across the three conditions. Three components of attitude were associated with attitude toward the benefactor across conditions; affect and cognition alone provided the best model for predicting attitude toward the benefit.

#### F193

##### DO GREEN PRODUCTS MAKE US BETTER PEOPLE? Nina Mazar<sup>1</sup>, Chen-

Bo Zhong<sup>1</sup>; <sup>1</sup>University of Toronto – In the past few decades, consumers have become increasingly attentive to ethical considerations as witnessed in the remarkable growth in the global market for organic and environment-friendly products. At the heart of this trend, which is often referred to as green consumption, lies the assumption that purchasing choices not only reflect price and quality preferences but also social values. What has not been sufficiently understood is how green consumption fits into our global sense of morality and affects behaviors outside of the consumption domain. Based on recent theories in behavioral priming and moral regulation, we argue that exposure to green products versus purchasing them will have markedly different effects on subsequent behaviors. Across three lab studies we found that in line with the ethical halo associated with green consumerism, a mere exposure to green products increased altruistic sharing in an anonymous dictator game compared to an exposure to conventional products, whereas the purchase of green products (versus conventional products) reduced altruistic sharing and even licensed cheating and stealing. These results suggest that although green consumerism is perceived as taking the moral high ground, the purchase of green products may establish "moral credentials," ironically licensing subsequent morally questionable behavior. We feel this study has important theoretical and practical implications for research on moral regulation and consumer behavior and will inspire future studies on the interconnectedness of our everyday behaviors and the conditions under which they affect ethical decisions.

#### F194

##### PROSOCIAL RESPONSES TO RANDOMNESS: COMPENSATORY CONTROL AND HELPFUL INTENTIONS

Daniel, A. Nadelny<sup>1</sup>, Jillian, C. Banfield<sup>1</sup>, Aaron, C. Kay<sup>1</sup>; <sup>1</sup>University of Waterloo – The aim of the present research was to examine the possibility that increased prosocial intentions can result from attempts to compensate for threats to perceptions of order. Previous research has found that people compensate order threats by increasing perceptions of control in external sources (Kay et al, 2008). Several competing theories on the origins of prosocial behaviour exist, such as the debate between Daniel Batson, advocating altruism, and Robert Cialdini, advocating an egoistic explanation. However, thus far no research has been published concerning the possibility of prosocial intentions acting as a compensatory mechanism to restore a sense of order in the world. In the current studies, perceptions of order were manipulated through writing about a time when participants did or did not have control over a positive outcome, or by reading a fake news story suggesting that the world was orderly or random. Prosocial intentions were then measured. These studies supported our hypothesis, showing that presenting participants with an order threat led to increased prosocial intentions in those contexts in which prosocial behavior was directly related to restoring order, but not when it was only related to general helpfulness.

#### F195

##### ALTRUISM, TRUST, AND COOPERATION: EMOTIONAL AND ATTITUDINAL CORRELATES OF THREE DISTINCT PRO-SOCIAL BEHAVIORS

Gregg Sparkman<sup>1</sup>, Christopher Oveis<sup>2</sup>, Dacher Keltner<sup>1</sup>; <sup>1</sup>University of California, Berkeley, <sup>2</sup>Harvard University – Recent economic and sociological research on pro-social behavior has yielded insight into three distinct types of pro-social behaviors--altruism, trust, and cooperation--that are represented in three different economic games: the dictator game, the trust

game, and the commons dilemma. The constructs measured by these economic games are becoming increasingly important in social psychological research; however, while the three games are thought to tap into distinct facets of pro-sociality, little research has systematically studied their social cognitive correlates. In the present research, undergraduate participants' social attitudes and emotions were assessed after playing the dictator game, trust game, and an adapted single-turn version of the commons game. All three games were associated with similar amounts of positive affectivity and affection-based emotion. Trusting and altruistic behaviors, but not cooperative behaviors, were assessed with increased feelings of compassion, gratitude and appreciation. Altruistic and cooperative behavior, but not trust, was associated with increased belief that others are caring. Altruistic behaviors were associated with heightened beliefs that others are altruistic, compassionate and trustworthy, and increased feelings of being cared about and loved by others. Finally, participants who behaved more cooperatively felt less angry, sad, and resentful toward others. These results lend insight into three distinct facets of pro-sociality.

### F196

#### **THOSE WHO SAVE FOR A RAINY DAY GIVE THEIR MONEY AWAY: EVIDENCE THAT PATIENCE AND ALTRUISM ARE POSITIVELY CORRELATED**

Bethany Burum<sup>1</sup>, Daniel Gilbert<sup>1</sup>; <sup>1</sup>Harvard University – People have the unique capacity to make sacrifices—both for other people and for the people they will become. While financial considerations support a negative correlation between these two kinds of sacrifice, recent research indicates that in many ways we view our future selves as other people, suggesting that altruism and patience may share a common mechanism and be positively correlated. To explore this relationship, we conducted an internet survey that included two series of hypothetical choices: one in which participants chose between receiving \$5 now or receiving a greater amount in the future, and another in which they chose between receiving \$5 now or giving a greater amount to another participant. Operationalizing patience as the minimum amount required to compel participants to wait, and altruism as the minimum required to compel them to give, we found a reliable positive correlation between patience and altruism ( $N=85$ ,  $r=.300$ ,  $p=.005$ ). A second survey replicated this correlation ( $N=53$ ,  $r=.273$ ,  $p=.048$ ) and verified that it was not due to differences in participants' tendency to provide socially desirable responses. We also corroborated this correlation between patience and altruism by finding a positive correlation ( $N=110$ ,  $r=.384$ ,  $p<.001$ ) between the Self-Report Altruism Scale and the Elaboration on Potential Outcomes Scale (which correlates with indices of patience such as procrastination and compulsive buying; Nenkov, Inman, and Hulland, 2008). These findings suggest the value of further investigating the relationship between patience and altruism and whether a common mechanism underlies these two distinguishing human capacities.

### F197

#### **PERCEIVED MOTIVATIONS FOR CHARITABLE INVOLVEMENT**

Karl Dach-Gruschow<sup>1</sup>; <sup>1</sup>University of Illinois at Urbana-Champaign – Given the history of the debate over whether people behave altruistically, it is of interest what the lay explanations of prosocial behavior are. A survey of 257 students was collected, asking for short explanation of why participants thought people participated in charity and what they felt people gained from that experience. Results were not as far from academic theory as might be expected. Results indicated that participants only see altruism or "wanting to help others" as part of the larger picture. A qualitative analysis of participants responses indicated that motivations fit largely into three categories: 1) desire to help/support an issue, 2) self-affirmation or mood enhancement 3)reputation or resume enhancement. Overall participants attributed the behavior more to internal psychological motives than external utilitarian motives, with self-affirmation being nearly as strong as the desire to help for helping's sake. However, participants frequently attributed multiple causes for involvement for a single individual, and felt that some individuals may begin for selfish reason, but continue for less self motivated reasons.

### F198

#### **THE BYSTANDER EFFECT IN A MULTI-PLAYER DICTATOR GAME**

Karthik Panchanathan<sup>1,2</sup>, Willem Frankenhuis<sup>1,2</sup>, Joan Silk<sup>1,2</sup>; <sup>1</sup>UCLA Department of Anthropology, <sup>2</sup>Center for Behavior, Evolution, and Culture – The Bystander Effect states that the likelihood that someone helps a victim decreases as the number of potential helpers increases. Most such studies assume that the decision to help is dichotomous (e.g., to call the police or not) and that the victim's welfare saturates with one dose of help (e.g., one phone call is sufficient). Here, we modify the Dictator Game from behavioral economics, used to study pro-social behavior, in order to extend the Bystander Effect to cases of continuous help. In Study One, we vary the number of dictators simultaneously transferring money to a single recipient. We find a strong Bystander Effect: with one dictator, recipients earn nearly twice as much as with two or three dictators. In Study Two, an online replication eliciting hypothetical transfers, we observe no such Bystander Effect. In Study Three, in order to evaluate whether this observed Bystander Effect is due to a diffusion of responsibility or uncertainty over other dictators' transfers, we implement a "strategy method" version of Study One: the first dictator makes a transfer proposal to the recipient; simultaneously, the second dictator makes a series of transfer proposals, each corresponding to a possible transfer proposal from the first dictator. The results support a diffusion of responsibility interpretation: second dictators make low transfer proposals, which are not contingent on first dictator transfers. In Study Four, another online replication eliciting hypothetical behavior, second dictators transfer the most when first dictators transfer very little or very much, and match first dictators for intermediate transfers.

### F199

#### **MIMICRY AND THE NORMAL SOCIAL BRAIN: EVIDENCE FROM THIRDPARTY OBSERVATION OF DYADIC INTERACTIONS**

Liam Kavanagh<sup>1</sup>, Patricia Churchland<sup>1</sup>, Chris Suhler<sup>1</sup>, Piotr Winkielman<sup>1</sup>; <sup>1</sup>UCSD – Though mimicry seems likely to have grown out of our capacity for imitative learning, its function in human social interaction is unclear. This research tests the hypothesis, forwarded by P.S. Churchland, that mimicry is acts as a signal to potential interaction partners of one's general pro-social tendencies ("a normal social brain"). Subjects viewed two videotaped interviews and rated both mimicking and non-mimicking interviewees on several dimensions of social judgment. Subjects rated mimicking interviewees as less trustworthy and competent than non-mimicking interviewees, but this effect was dissipated when favorable information about the interviewer was presented. This offers preliminary evidence that third parties (who are neither the subject nor performer of mimicry) judge mimics more by their choice of models than by their general imitative capacity.

### F200

#### **EMPATHY AND THE EFFECTS OF NUMBER AND TYPE OF IDENTIFIABLE VICTIMS**

Kathleen Schmidt<sup>1</sup>, Timothy D. Wilson<sup>1</sup>; <sup>1</sup>University of Virginia – When faced with the suffering of others, people are often flooded with feelings of empathy. Individuals overwhelmed with these feelings may employ strategies to regulate their reactions. Such strategies may include distancing oneself from the empathy target, justifying the target's situation or finding ways to help the target. In a series of studies, we looked at the relationship between number of empathy targets and participant judgment of the targets, participant mood and trait ratings, and helping behavior. Participants saw pictures and read stories about needy children or criminal offenders recently released from prison. Number of targets ranged from one to fifteen. Measures included participant ratings of their current mood, the targets' moods, and trait judgments about themselves and the target. Participants exposed to three child profiles were more likely to sign up to receive information concerning children's charities than participants who saw one child – an effect moderated by moral disengagement. Participants who saw three recent offenders judged them more harshly on measures such as likelihood of reoffending than participants who saw one offender. Individual difference measures such

as system justification, belief in a just world, moral disengagement and political identification interacted with number of targets profiled to predict participant traits related to empathy. The relationship between empathy and number of victims is complicated and can vary based on participant and victim characteristics.

**F201**

**THE EFFECTS OF RACE AND RACIAL ATTITUDES ON THE RELATIONSHIP BETWEEN EMPATHY AND HELPING BEHAVIOR** Stephanie Echols<sup>1</sup>, Joshua Correll<sup>1</sup>, Jean Decety<sup>1</sup>, <sup>1</sup>The University of Chicago – The present investigation explored the effect of race and racial attitudes on the relationship between empathic understanding and helping behavior. Participants viewed a series of 2.2 second video clips of Black and White individuals displaying facial expressions of pain. After each video, participants reported their empathic understanding and inclination to help each target. Perceptions of pain intensity were used as a measure of empathic understanding. A composite measure of helping behavior was computed by summing ratings of how much medication and the percentage of the insurance claim awarded to each target. Implicit racial prejudice and explicit motivation to control prejudice were assessed to determine whether racial attitudes moderated the relationship between empathic understanding and helping as a function of target race. Data was analyzed using a multi-level multiple regression procedure. First level regressions explored the relationship between empathic understanding and helping by target race within participant, and second level regressions explored how the within-subject relationships were moderated by individual differences in racial attitudes. Key results showed that implicitly measured racial prejudice differentially moderated the relationship between empathic understanding and helping for Black and White targets. Increases in implicitly measured racial prejudice were significantly associated with decreases in the relationship between empathic understanding and helping for Black targets and increases for White targets. Understanding how racial group membership and racial attitudes impact the ability to perceive and respond with care to others in distress is crucial to understanding the conditions in which empathy and helping behavior are expressed.

## Stereotyping/Prejudice

**F202**

**COUNTER-STEREOTYPICAL IMPLEMENTATION INTENTIONS REDUCED AUTOMATIC STEREOTYPING, BUT TASK-IRRELEVANT, STEREOTYPE-IRRELEVANT IMPLEMENTATION INTENTIONS DID NOT.** Brandon Stewart<sup>1</sup>; <sup>1</sup>University of Queensland – Our previous research has demonstrated that a conscious counter-stereotypical implementation intention (e.g., when I see a Black face, I will think "safe") does reduce automatic stereotyping (Stewart & Payne, 2006). However, there is a question as to whether this implementation intention was effective because participants interpreted the think "safe" intention as a recommendation to be cautious or because they were distracted from the task. In this experiment, participants were asked to identify an object (e.g., gun or tool) after being primed with either an African American or a Caucasian face. Half of the participants formed a counter-stereotypical implementation intention to think the word, "safe", when they saw Black faces. Other participants received an intention to think "table", a task-irrelevant, stereotype-irrelevant thought. Results showed that participants in the table condition showed a stereotypical race bias, while participants in the counter-stereotypical condition showed a reduction in race bias. Process dissociation analyses confirmed that counter-stereotypical intentions influenced stereotyping only through an automatic process. Interestingly, the think "accurate" instructions actually increased the PDP estimate of control, but this increase in control did not counteract the increase in automatic bias. These findings rule out the explanation that counter-stereotypical participants were responding by being more cautious or more distracted.

**F203**

**ANOTHER THREAT IN THE AIR: MACROECONOMIC THREAT HEIGHTENS ANTI-ASIAN AMERICAN ATTITUDES** David Butz<sup>1</sup>, Kumar Yogeewaran<sup>2</sup>; <sup>1</sup>Morehead State University, <sup>2</sup>University of Massachusetts, Amherst – Macroeconomic conditions have a range of consequences for psychological responding and have long been suspected to contribute to aggression and hostility toward racial and ethnic outgroups. The current work employs an experimental approach to examine the implications of economic threat for attitudes toward ethnic outgroups. Integrating prior work on macroeconomic threat with recent threat-based models of prejudice, we predicted that reminders of economic threat would elicit negative attitudes toward outgroups perceived as a threat to the economic interests of one's group. Supporting this prediction, in Study 1 United States residents who were primed with economic threat relative to a non-threatening control topic subsequently reported more negative attitudes toward Asian Americans, a group stereotyped as high achieving and, therefore, a threat to scarce employment opportunities. In Study 2, U.S. residents who were primed with economic threat reported more negative attitudes toward Asian Americans than participants primed with a non-economic relevant threat and a non threatening control topic. In addition, participants in the economic threat condition reported higher levels of threatened affect (anxiety) than participants in the no threat control condition and marginally higher levels of anxiety than participants in the non-economic threat condition. Subsequent analyses indicated that anxiety mediated the effect of economic threat on Asian American attitudes. The work will be discussed in terms of its importance for understanding the interplay between environmental conditions and intraindividual psychological responses in fomenting antisocial responses to ethnic outgroup members.

**F204**

**EVIDENTIARY STANDARDS OF RACISM** Amanda K. Sesko<sup>1</sup>, Monica Biernat<sup>1</sup>, Patricia G. Devine<sup>2</sup>; <sup>1</sup>University of Kansas, <sup>2</sup>University of Wisconsin-Madison – Is any given behavior (e.g., laughs at a racist joke) unambiguously racist or does information about the targets engaged in such behaviors affect such judgments? How do perceivers make such inferences? To explore these questions, we applied an "evidentiary standards" approach (Biernat & Ma, 2005; Biernat, Ma, & Nario-Redmond, 2008) to examine how many racist behaviors are required before perceivers suspect (minimal standard) or confirm (confirmatory standard) that a target is racist as a function of whether the target is known to be stereotypically racist, stereotypically non-racist, or neutral in content. White participants read background information about a target and then were presented with a series of racist behaviors engaged in by the target. As the computer displayed each behavior, participants indicated the point at which they first suspected racism and then when they were confident that the target was racist. As predicted (Biernat, et al., 2008), the evidence required to suspect vs. confirm racism in the target varied as a function target's background information. Although similar number of behaviors was required to suspect racism for all targets, more behaviors were required to confirm racism for targets with no prior history of racism (i.e., nonstereotypical and neutral targets). Further, while it took fewer behaviors to suspect and more to then confirm racism for the stereotypical non-racist target, there were no differences in the required number of behaviors to suspect or confirm racism for the stereotypical racist. Implications for perceptions of racism based on category membership of the target are discussed.

**F205**

**THE RELATION BETWEEN AMBIVALENT SEXISM, SELF-STIGMA, AND ATTITUDES ABOUT MARRIAGE EQUALITY IN SEXUAL MINORITIES** Kevin A. McLemore<sup>1</sup>, Matt L. Miller<sup>1</sup>, Gregory M. Herek<sup>1</sup>; <sup>1</sup>University of California, Davis – Ambivalent sexism has been described as an ideological system that justifies and maintains gender inequality in society by establishing both benevolent and hostile evaluations of men and women (Glick & Fiske, 1996, 1999). As stereotypes about sexual minorities are often tied

to gender belief systems (e.g., Kite & Deaux, 1987), ambivalent sexism may uniquely impact sexual minorities (in this case, gay men and lesbian women). To what extent do sexual minorities endorse ambivalent sexism? What effect does this have on their self-evaluations as sexual minorities (i.e., self-stigma) and their support for marriage equality? We hypothesize that the degree to which sexual minorities endorse ambivalent sexism positively influences their level of self-stigma and negatively influences their support for marriage equality. To examine these hypotheses, we collected data from a community sample of 92 sexual minorities (45 self-identified gay men and 47 self-identified lesbians). Most predictions were supported by regression analysis. In gay men, complementary stereotypes and hostile sexism influenced both self-stigma ( $\beta = 0.54$ ,  $p < 0.001$  and  $\beta = 0.44$ ,  $p = 0.003$ , respectively) and support for marriage equality ( $\beta = -0.38$ ,  $p = 0.01$  and  $\beta = -0.36$ ,  $p = 0.02$ , respectively). In lesbians, however, only resentment of paternalism influenced self-stigma ( $\beta = 0.47$ ,  $p = 0.01$ ) and support for marriage equality ( $\beta = -0.55$ ,  $p < 0.001$ ). Thus, the results suggest that ambivalent sexism may predispose sexual minorities to psychological harm via self-stigma leading to support for public policy that is contrary to their own interests.

#### F206

**JUDGMENTS OF CLAIMANTS OF DISCRIMINATION: THE ROLE OF AMBIGUITY, TIMING OF CLAIMS, AND MODERN RACISM** Norann T. Richard<sup>1</sup>, Stephen C. Wright<sup>1</sup>, <sup>1</sup>Simon Fraser University – Individuals who attribute negative outcomes to discrimination, no matter the likelihood that discrimination actually occurred, are often judged more negatively than those who make other attributions (Kaiser & Miller, 2001). The current study sought to further investigate the conditions under which discrimination claimants are perceived most negatively. Specifically, we examined whether evaluations were harsher when discrimination was subtle rather than blatant and when the targets responses were immediate, delayed or absent. Participants read a vignette about a well-educated Aboriginal male job applicant who was not hired due to either obvious or subtle discrimination, and who chose not to make a discrimination claim, made a claim immediately after being told he was not hired, or waited several days before lodging a claim. The protagonist was evaluated more negatively, described as more of a complainer, and as a less desirable employee when the discrimination was subtle compared to blatant. Participants' modern racism against Aboriginals was a significant covariate on this effect. In addition, an interaction emerged whereby the timing of the complaint had no effect on ratings in the subtle discrimination condition, but the obvious discrimination scenario was rated less discriminatory when the claimant waited several days to complain than when his claim was made immediately. These findings are especially disconcerting for discrimination claimants as they will be perceived more negatively when responding to the now more common subtle forms of discrimination, and the legitimacy of their claims may be questioned if they take even a few days to consider their decision.

#### F207

**PLACEBO AFFIRMATIONS: MERE AWARENESS OF SELF-AFFIRMATION THEORY IMPROVES ACADEMIC PERFORMANCE** Courtney Bearn<sup>1</sup>, Suzanne Taborsky-Barba<sup>2</sup>, Sarah Tomassetti<sup>2</sup>, Rachel Sumner<sup>1</sup>, Natalie Golaszewski<sup>2</sup>, Eden Davis<sup>2</sup>, Nancy H. Apfel<sup>1</sup>, Jonathan Cook<sup>2</sup>, Valerie Purdie-Vaughns<sup>1</sup>, Julio Garcia<sup>2</sup>, Geoffrey Cohen<sup>2</sup>, <sup>1</sup>Columbia University, <sup>2</sup>University of Colorado, Boulder – Research finds that affirmations of self-integrity counteract stress, reduce defensiveness, and improve people's performance in threatening situations. For instance, such self-affirmations, in which students reflect on a personally important value such as relationships with friends, were found to improve the grades of at-risk ethnic minority students (Cohen, Garcia, Apfel, & Master, 2006). A key question is the impact of people's awareness of the affirmation process. Widespread application of affirmation interventions will give rise to awareness among people of their rationale and intended impact. Accordingly, we conducted an experiment with college students to test the effect of awareness of the affirmation mechanism on academic perfor-

mance. Participants were randomly assigned to experimental condition. In the treatment condition, they read a scientific report about self-affirmation—they learned that such affirmations involve writing about values and that this reduces stress and improves performance. By contrast, in the control condition, they read a report about a neutral topic (paper manufacturing). A significant main effect was found. Participants who read about self-affirmation reported better adjustment in college and received better grades the next semester (as indicated by official college transcripts). This positive effect was found regardless of whether the report portrayed self-affirmation accurately (as writing about important personal values) or inaccurately (as writing about how personally unimportant values might be important to others). Mere awareness of a self-affirmation mechanism, it seems, provides a stress-reducing placebo that enables better performance. Discussion addresses how the consequences of self-affirmation mechanisms may be enhanced or undermined by awareness of them.

#### F208

**ASPECTS OF RELIGIOUS BELIEFS AS PREDICTORS OF EXPLICIT AND IMPLICIT ATTITUDES TOWARD AFRICAN-AMERICANS AND HOMOSEXUALS** Luke Fiedorowicz<sup>1</sup>, John Edwards<sup>1</sup>, <sup>1</sup>Loyola University Chicago – Many theorists propose a link between religiosity and prejudice; however, many studies show contradictory results. Recently, there has also been a growing interest in the differences between implicit and explicit prejudices. Current literature suggests that explicit and implicit attitudes are linked and one can influence the other. However, it is possible there are different sets of predictors of each attitude type. African-Americans have historically been the most openly targeted minority in America. Recently, gay men and lesbians have also faced increased prejudice. The purpose of this project was to examine several aspects of religiosity (involvement, intrinsic/extrinsic, fundamentalism, quest, history, and maturity) and their relationship to explicit and implicit attitudes. 288 undergraduate students completed an online questionnaire measuring aspects of religiosity and computer based measures of explicit and implicit attitudes. We found that very few aspects of religious beliefs predicted explicit attitudes toward African-Americans but almost all aspects were related to explicit attitudes toward gay men and lesbians. Religiosity did not predict implicit attitudes toward African-Americans or gay men, however; some aspects of religiosity were related to implicit prejudice toward lesbians. Furthermore, there were moderating and mediating effects for the implicit attitudes toward lesbians but not any other target group. This study demonstrates that relationships with religiosity and prejudice vary across aspects of religiosity and type or prejudice. These results suggest reasons for the diversity of previous findings and set directions for more comprehensive future research.

#### F209

**SOCIAL EXCLUSION AND RACIAL BIAS: THE IMPACT OF TESTOSTERONE CHANGE** Robert Hitlan<sup>1</sup>, Derrick McAdams<sup>1</sup>, Rory Deol<sup>1</sup>, Catherine DeSoto<sup>1</sup>, <sup>1</sup>University of Northern Iowa – The current study examined the relation between testosterone change levels and attitudes toward immigrants. Eighty-one males (Mage=19.54) provided saliva samples 20 minutes prior to a chat-room interaction with three other "group members" (actually study confederates) where participants were either excluded or included during a group discussion. Following the interaction participants completed questionnaires lasting approximately 20 minutes including a scale measuring different aspects of bias, after which saliva samples were again collected. Data indicated that testosterone changes were related to self-reported attitudes towards immigrants. For participants showing increased testosterone levels, exclusion increased bias against immigrant groups.

**F210****THE POWER OF EXPECTATIONS: HOW STEREOTYPE THREAT AFFECTS ATHLETES IN ACADEMICS**

Glenn Wong<sup>1</sup>, Catherine Sanderson<sup>1</sup>, <sup>1</sup>Amherst College – This study examined the effects of athlete status, task order, feedback, and personality on stereotype threat for student-athletes on both academic and athletic performance. Male athletes and non-athletes each performed a short, 20-multiple choice question math task and a lab-room basketball-shooting task (order was randomly assigned) and received positive or neutral feedback (randomly assigned) for their performance on the first task. Results showed that athletes performed significantly worse on the math test when they did the basketball task first, suggesting that the basketball task triggered the negative stereotype of athlete intelligence, which may have led to the decline in academic performance. In addition, athletes performed significantly worse on the math task when they did the basketball task first and received positive feedback for their basketball task performance. We hypothesize that athletes who received positive feedback for their basketball performance identify with their athlete status more than if they received negative feedback, and, in turn, the triggered athlete identity may lead to the decline in math performance. Furthermore, athletes with low self-esteem and/or high fear of negative evaluation performed worse on the math task after receiving positive feedback on the basketball task than did all other participants in all other conditions. In sum, this research reveals that simply performing an athletic task may lead student-athletes to underperform on an academic task, especially if they received positive feedback on the athletic task, and that student-athletes who are low in self-esteem/high in fear of negative evaluation are particularly likely to experience underperformance.

**F211****CLAIMING PREJUDICE ON OTHERS' BEHALF: REDUCING SOCIAL COSTS FOR TARGETS OF SEXISM**

Benjamin J. Drury<sup>1</sup>, S. Brooke Vick<sup>2</sup>, Cheryl R. Kaiser<sup>1</sup>, <sup>1</sup>University of Washington, <sup>2</sup>Whitman College – Individuals who attribute negative outcomes to prejudice can incur social costs, such as being viewed as complainers (Kaiser & Miller, 2001, 2003). Might it be that these social costs can be avoided if, instead of the target making her own attribution, an observer makes the attribution on her behalf? Two studies examined reactions to a target when a fellow ingroup member – an advocate – made a discrimination claim on the target's behalf. We hypothesized that the advocate's attribution to prejudice would reduce social costs for the target. In study 1, participants read vignettes in which a female target was denied a promotion and either the target or a female advocate verbally attributed this outcome to sexism. Targets were perceived as complaining less and made a more positive impression when the advocate claimed prejudice than when the target herself made the claim. Study 2 used the same vignettes, but also manipulated the target's verbal agreement or disagreement with the claim. Targets were viewed equally as positively when they agreed with an advocate's claim of sexism as when they denied this claim. These studies suggest that advocates' attributions to prejudice may deflect potential negative social costs for the target of prejudice, while also allowing the target the freedom to agree with the attribution without incurring such negative costs.

**F212****THE ROLES OF PERCEIVED INCLUSIVENESS AND DESERVINGNESS IN PREDICTING PROACTIVE BEHAVIORAL RESPONSES TO PRIDE DISPLAYS**

Jennifer J. Ratcliff<sup>1</sup>, Justine Jaskier<sup>1</sup>, Kimberly Gawron<sup>1</sup>, <sup>1</sup>The College at Brockport, SUNY – Marginalized groups can benefit from feeling and expressing pride in their group membership (Pickett, et al., 2008). However, little work has examined the consequences of pride displays for the attitudes and behaviors of majority group members. Research has begun to address this issue by exploring majority group members' perceptions of pride in outgroups, and the implications of such perceptions for subsequent behavior (Ratcliff & Pittinsky, 2008). Results demonstrated that perceived pride has two dimensions: a) authentic pride, or genuine pride; and b) hubristic pride, or arrogant

pride (cf. Tracy & Robbins, 2007). Additionally, these data show that perceptions of authentic pride are particularly important in predicting positive proactive behaviors toward outgroups (e.g., putting a pro-gay marriage sticker on one's car). Nevertheless, this research does not elucidate the mechanism whereby perceived authenticity influences such support. The current work therefore attempted to address this gap in the literature. We specifically manipulated the perceived deservingness and inclusiveness (i.e., how welcome individuals believed they would feel at the gathering) of a pride display in a novel group, and examined how each impacted perceptions of authenticity and willingness to engage in proactive support for the group. Results revealed that believing the group deserved to feel pride predicted both perceptions of authenticity and proactive support for the group, whereas perceived inclusiveness did not. Furthermore, perceived deservingness partially mediated the relationship between perceived authenticity and proactive support. Thus, pride displays that include messages of deservingness may be particularly effective in evoking support from majority group members.

**F213****IT'S NOT YOU, IT'S ME: THE IMPACT OF ATTRIBUTIONS TO SELF AND DISCRIMINATION ON PSYCHOLOGICAL WELL-BEING**

Stefanie Simon<sup>1</sup>, Brenda Major<sup>1</sup>, <sup>1</sup>University of California, Santa Barbara – The goal of the present research was to investigate the relationship between attributions to discrimination, attributions to the self, and psychological well-being. Attributions to discrimination can be self-protective for low status groups. According to Crocker and Major (1989), attributions to discrimination allow for external attributions for negative life events and, thus, place the blame for the failure outside of the self. This perspective assumes that when external attributions are made to discrimination, internal attributions to the self are discounted. However, McClure (1998) argues that individuals may be aware of multiple causes that influence an event. Therefore, making an attribution to discrimination does not necessarily discount an attribution to the self. The present research investigated the possibility of multiple attributions of negative life events by examining the distinct effects that attributions to discrimination and attributions to the self have on various well-being outcomes for women and ethnic minorities. Results from Study 1 revealed that for both women (N = 326) and ethnic minorities (N = 222), attributions to discrimination were negatively related to self-esteem. However, when attributions to self were controlled for statistically, attributions to discrimination were no longer significant and attributions to self were negatively related to self-esteem. Study 2 replicated the self-esteem results from Study 1. Additionally, Study 2 revealed the same pattern on anxiety and depression for ethnic minorities (N = 161), but not for women (N = 249). This research reveals a more complex explanation of the attribution process and suggests differences across low status groups.

**F214****WORKING HARD OR HARDLY WORKING? PERCEPTIONS OF EFFORT AND EVALUATIONS OF POSITIVELY STEREOTYPED GROUPS**

Amy Walzer<sup>1</sup>, Alexander M. Czopp<sup>2</sup>, <sup>1</sup>University of Nebraska Omaha, <sup>2</sup>Western Washington University – The shifting standards model (Biernat, Manis, & Nelson, 1991) has demonstrated how different groups may be held to different standards of ability based on stereotypes. Because positively stereotyped group members are often perceived as having natural ability (i.e., Black people are perceived as being naturally athletic) we believed positively stereotyped group members would be perceived as putting less effort into stereotyped tasks than non-stereotyped group members. Furthermore, according to expectancy violation theory (Jussim, Coleman, & Lerch, 1987) we believed positively stereotyped group members would be blamed more for failure and credited less for success on stereotyped tasks, compared to non-stereotyped group members. Participants read about an athlete who was either Black or White and who either succeeded or failed at an athletic task. The participants rated the target on scales of perceived natural ability, perceived effort, and blame/credit and decided whether they would give the target an effort based scholarship. The hypothesis that the Black athlete would be rated as more natu-

rally athletic and as putting less effort into athletics than the White athlete was supported. Additionally, the Black target was rated lower on the blame/credit scale than the White target (indicating more blame and less credit). However, inconsistent with our hypothesis the Black athlete was evaluated more positively and was awarded the scholarship more than the White athlete. Finally, effort was found to mediator between target race and target evaluation, in the success condition.

### F215

#### **SOCIAL COGNITIVE MEDIATORS OF THE RELIGIOUS FUNDAMENTALISM- PREJUDICE RELATIONSHIP**

Eric D. Hill<sup>1</sup>, Heather K. Terrell<sup>2</sup>, Adam B. Cohen<sup>1</sup>, Craig T. Nagoshi<sup>1</sup>; <sup>1</sup>Arizona State University, <sup>2</sup>University of North Dakota – This study was designed to investigate the extent to which cognitive style accounts for the relationship between religious fundamentalism (RF) and prejudice. This study also examines the degree to which threat response tendency moderates the relationship between cognitive style and prejudice. A total of 199 undergraduates completed survey measures of religious fundamentalism, homophobia, modern racism, and hostile and benevolent sexism. Need for cognition (NFC), personal need for structure (PNS), and preference for consistency (PFC) served as measures of cognitive style, and personal fear of invalidity (PFI) served as a measure of threat response tendency. Multiple mediator path analysis models were estimated for each prejudice outcome, and the significance of mediated effects was assessed using bias-corrected bootstrapping of confidence limits. Interactions between PFI and the three cognitive style variables were included in each model to assess whether the effect of cognitive style on prejudice is moderated by threat response tendency. NFC partially mediated the relationship between RF and both homophobia and benevolent sexism. PFC partially mediated the relationship between RF and both modern racism and hostile sexism. The PNS X PFI interaction partially mediated the relationship between RF and both homophobia and hostile sexism. The effect of this interaction was driven by the tendency for individuals with high PNS and low PFI to have higher RF and prejudice. Consistent findings across types of prejudice suggest that religious fundamentalism is associated with lower need for cognition and greater preference for consistency, which, in turn, predict greater prejudice.

### F216

#### **SOCIAL STIGMA OF SEVERE MENTAL ILLNESS & ITS EFFECTS ON HIRING DECISIONS**

Christopher Fowler<sup>1</sup>, Jason Faker<sup>1</sup>, Melody Sadler<sup>1</sup>; <sup>1</sup>San Diego State University – An experiment investigated effects of symptoms and label on social stigma of severe mental illness (SMI), specifically schizophrenia (SZ) and depression (DP), and whether presence of the SMI label precipitates stigma or whether stigma is a function of symptoms stereotypic of SMI. A 5 (Condition: SZ symptoms with label/no label, DP symptoms with label/no label, No symptoms/no label) x 2 (Applicant Gender: female, male) between-participants factorial design was utilized. Participants (N=180) read a job advertisement and were exposed to a fictitious job applicant. Applicant qualifications were held constant. Symptoms were conveyed in notes from a telephone interview with the applicant's former employer. Labels were included in a background check with brief medical history. Stigma was assessed via likelihood of hiring applicant, starting salary assigned, expected job performance, etc. A manipulation check revealed participants in the symptoms conditions recalled more condition-specific details than participants in the control condition. Additionally, participants in the label conditions recalled the label more often than not, suggesting both manipulations were successful. Results revealed participants were significantly more likely to hire an applicant not displaying symptoms. Participants were also more likely to hire an applicant displaying DP than SZ symptoms. The (negative) impact of being labeled was especially large for the SZ than DP applicant. Thus, participants appear to stigmatize based on both label and symptoms. It appears that "leakage" of symptoms has ramifications for chances of being hired and performance expectations. Understanding such processes may have ramifications for reduction of SMI-related stigma.

### F217

#### **DEPERSONALIZATION AS A NEGATIVE CONSEQUENCE OF POSITIVE STEREOTYPES**

John Oliver Siy<sup>1</sup>, Sapna Cheryan<sup>1</sup>; <sup>1</sup>University of Washington – Negatively-valenced stereotypes have been the focus of most prejudice research (Fiske, 1998). As a result, less is known about the potential consequences of positively-valenced stereotypes. The present research examines the deleterious effects of positive stereotypes. Specifically, we examine depersonalization, being viewed as an interchangeable exemplar of one's social group, as a potential negative consequence of being positively stereotyped. To the extent that targets of positive stereotypes subscribe to U.S. cultural ideals of individualism, depersonalization may be a negative consequence. In this study, Asian/Asian American participants (n = 116) imagined a scenario in which they received a positive comment that either targeted the self ('You are so good at math') or their racial group ('You Asians are so good at math'). Asian Americans reacted more negatively to a positive comment directed at their racial group than to a positive comment directed at the self. This difference in evaluations of the two comments was mediated by a greater feeling of depersonalization in response to the group-directed comment than the self-directed comment. Although Asians (non-U.S. citizens) also reported feeling more depersonalized by the group-directed comment, they responded equally positively to the group-directed and self-directed comments. These data provide evidence that evaluations of positive stereotypes are culturally-specific. In addition, they are not always interpreted as compliments, suggesting that traditional definitions of prejudice (Allport, 1954) should be expanded to include positive stereotypes.

### F218

#### **CAN PRIMING THOUGHTS OF WHITE PRIVILEGE LEAD TO BEHAVIORS THAT PROMOTE RACIAL EQUALITY?**

Colleen Carpinella<sup>1</sup>, Jonathan Iuzzini<sup>2</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>Hobart and William Smith Colleges – The current study investigated the impact of priming thoughts about one's racial privilege on one's engagement in behaviors promoting racial equality. Participants were randomly assigned to one of three priming conditions: white privilege, white disadvantage, or control (neutral prime). Participants completed three tasks, each of which was designed to enable participants to make decisions that would either promote racial equality or enhance status hierarchies between groups. Specifically, the tasks required participants to: (a) redraw school district boundaries in a fictional city with great diversity of race and class, (b) allocate student activity funds to a range of organizations (Classics Club, Black Student Union), and (c) select books for a literature course from a list containing white authors and authors of color. Additionally, participants completed a measure of symbolic racism and provided information about their prior contact with people of diverse backgrounds. Contrary to our predictions, the results demonstrate that priming thoughts of white privilege more frequently led to participants engaging in behaviors that would enhance status hierarchies, as opposed to behaviors that would promote racial equality. We suggest that this is a self-protective reaction, particularly given that this pattern is especially strong among individuals with stronger symbolic racist attitudes. It is important to note, however, that frequent engagement with people of diverse backgrounds (through extracurricular activities) was associated with greater promotion of racial equality on the three tasks. These results have implications for the manner in which an examination of white privilege should be employed in addressing racial inequality.

### F219

#### **TO CONFRONT OR NOT TO CONFRONT: NON-TARGETS' RESPONSES TO RACIST, SEXIST, AND HETEROSEXIST COMMENTS**

Cheryl L. Dickter<sup>1</sup>, Virginia A. Newton<sup>1</sup>; <sup>1</sup>College of William & Mary – The current study was designed to examine the behavior of individuals in situations in which a prejudicial comment is made about a social group to which the perceiver does not belong. The goal of this research was to develop a model predicting verbal and non-verbal responses from relevant situational and

individual variables. Undergraduate students were asked to report on a recent situation in which they overheard an individual making a derogatory comment about a social group based on race, gender, or sexual orientation. Although many participants indicated that they were upset or offended by the comment, only a small number of participants directly confronted the individual about the prejudicial remark (9.5%) or indirectly expressed disagreement through non-verbal behavior (15.5%) at the time the comment was said. Behaviors ranged from endorsing the comment to condemning the remark; these responses were predicted by participants' ratings of the offensiveness of the comments, their individual emotional responses, and their perception of the costs and rewards that might result from confronting the individual. Multiple regression analyses indicated that a model predicting confronting behavior from perceived offensiveness of the comment, type of setting, emotional response, perceived costs of confronting, and self-reported prejudice accounted for a significant amount of variance. This study demonstrates that although individuals might be upset by a biased comment made about an outgroup, there are a variety of behaviors and reactions that result from this situation; these responses can be better understood by investigating specific situational and individual variables.

#### F220

##### **ARE YOU STEREOTYPING ME? A PRELIMINARY LOOK AT CONSTRUCTS UNDERLYING THE DESIRE FOR IMPRESSION FORMATION ACCURACY**

Anna Berlin<sup>1</sup>, Steven L. Neuberg<sup>1</sup>; <sup>1</sup>Arizona State University – What is it about being stereotyped that has the potential to be so bothersome? Even beyond the content of the particular stereotypes applied to oneself (which, in some cases, may be favorable), the very perception that one is being stereotyped suggests that one is not being perceived accurately or as an individual. This investigation focuses on individual differences in motivation, beliefs, and commitments that influence the goal of having others form an accurate impression of oneself. To achieve this goal, individuals must, logically, (1) desire that one be individuated, (2) believe that one can identify when one is being misperceived, (3) believe that one has the ability to motivate others to be accurate, (4) believe that one's individuating characteristics are indeed perceivable to others, and (5) be willing to persist in changing others' inaccurate impressions. We present the development of an integrative set of scales designed to measure individual differences along these dimensions. Based on data gathered from a sample of undergraduate students, we report a range of psychometric analyses and their implications for item selection, scale reliability and dimensionality, and relationships among scales. We view this set of scales as facilitating an understanding of if, when, and how individuals successfully initiate the process of altering others' stereotype-based and/or inaccurate impressions.

#### F221

##### **DIFFERENT PREJUDICES TOWARD DIFFERENT TYPES OF INTERRACIAL COUPLES: EXAMINING ALTERNATIVE EXPLANATIONS**

Stephen A. Mistler<sup>1</sup>, Angela G. Pirlott<sup>1</sup>, Steven L. Neuberg<sup>1</sup>; <sup>1</sup>Arizona State University – Between 1992 and 2000, the prevalence of interracial marriage in the United States more than doubled, increasing from 2.2% to 4.9%. How do people feel about such relationships, and what accounts for these feelings? Undergraduate students rated relationships of Asian, Black, and White men with Asian, Black, and White women; each participant answered the same questions for all nine possible heterosexual pairings of the above groups, as well as items designed to assess, for each race-gender type (e.g., Asian female), beliefs about their long-term mate value, short-term mate value, and scarcity as potential mates. Given issues of sample size, we report only findings from White participants. In general, White participants expressed more prejudice against interracial couples than same-race couples, even for couplings not involving members of their own race. This apparently simple bias, however, masks a more complex psychology based on interactions of specific race-gender pairings with perceiver gender. As one example, White participants were less accepting of White women with minority men than of White men with minority women, and reacted particularly negatively to the

pairing of White women with Black men than to the pairing of White women with Asian men; these patterns of antipathy were especially strong for White male participants. We assess the broader range of findings in light of frameworks suggesting that negative reactions toward interracial couples arise from concerns with "race-mixing," from concerns about potential lost resources for one's group, and from assessments of valuable reproductive opportunities potentially gained and lost.

#### F222

##### **RACISM, AGEISM, AND IDEOLOGY IN VOTE CHOICE DURING THE 2008**

**PRESIDENTIAL ELECTION** Lee Jussim<sup>1</sup>, Elizabeth R. Salibi<sup>1</sup>, Sean T. Stevens<sup>1</sup>, Florette Cohen<sup>2</sup>, Sheldon Solomon<sup>3</sup>; <sup>1</sup>Rutgers University - New Brunswick, <sup>2</sup>CUNY - Staten Island, <sup>3</sup>Skidmore University – The historic 2008

Presidential Election offered social psychologists a unique opportunity to investigate the impact of race in American politics. Barack Obama, the Democratic nominee, was the first African-American to secure a major political party's nomination for president. Symbolic racism argues that American politics are primarily divided along racial lines and that African-American candidates are at a significant disadvantage. Yet, other research suggests that political ideology is the main source of division in American politics and consistently the best predictor of candidate evaluation and vote choice, particularly in Presidential elections. The current study was designed to test these competing hypotheses and investigate whether symbolic racism or ideology had a greater impact in the 2008 General Election. In the week prior to the Presidential Election participants completed measures of symbolic racism, sexism, ageism, ideology, and party affiliation. They were then randomly placed in one of three conditions (Obama caricature, McCain caricature, Nader caricature) and presented with imagery that exaggerated rumored negative characteristics of the candidate. This imagery was followed by questions evaluating the imagery, the candidate, and likelihood of vote measure. Ideology emerged as the best predictor of candidate evaluation and vote choice in both conditions. Ageism did not significantly impact McCain, while consistent with symbolic racism theories, racism did indeed reduce support for Obama. Much of this influence, however, occurred indirectly; conservative ideology mediated much of the effect of racism on lower support for Obama.

#### F223

##### **PARTICIPANTS' RESPONSES TO COMPLETING THE RACE IMPLICIT**

**ASSOCIATION TEST** Rebecca S. Frazier<sup>1</sup>, Brian A. Nosek<sup>1</sup>, Mahzarin R. Banaji<sup>2</sup>, Anthony G. Greenwald<sup>3</sup>; <sup>1</sup>The University of Virginia, <sup>2</sup>Harvard University, <sup>3</sup>University of Washington – Completing the race-based Implicit

Association Test (IAT) can provide a palpable experience of one's own evaluative associations with race, and thus might serve an educational purpose. Over the past four years, 497,128 visitors to a public website (<https://implicit.harvard.edu/>) completed the "Race IAT" and received feedback on their performance. Following feedback, participants answered questions about their experience and interpretation of the task. Most participants found the IAT experience to be interesting (83.3%), enjoyable (69.2%), and eyeopening (63.4%). When asked to endorse explanations for their test performance, a majority said that culture (54.7%), and the order in which responses were presented (49.1%) were influential. Fewer endorsed explanations such as conscious knowledge about the topic (28.9%), unconscious knowledge (27.6%), and greater familiarity with one group or the other (24.6%). Among those showing a pro-White implicit bias, participants who had also self-reported a pro-White bias were more likely to cite contextual causes for their pro-White bias (e.g., news/media, how others perceive the group, their unconscious knowledge). However, participants with explicitly egalitarian or pro-Black beliefs were more likely to cite procedural causes (task order/handedness) as the source of their bias.

**F224**

**ILLUSORY CORRELATIONS EXTENDED** Florian Kutzner<sup>1</sup>, Tobias Vogel<sup>1</sup>,  
<sup>1</sup>University of Heidelberg – Under the notion of illusory correlations (ICs, Hamilton & Gifford, 1976), learning paradigms have been used to study stereotype formation in majority-minority settings. Empirical evidence and theoretical accounts suggests that ICs are confined to learning with relatively few observations, postponing impression formation and no need to accurately use impressions. In the present research we show that ICs generalize to a broader, more ecologically valid set of conditions. In three experiments (N=117) we found majority evaluations to reflect the frequent valence, positive or negative, more strongly than minority evaluations. Crucially, this was the case (a) after extended experience with the groups (320 trials, Experiment 1), (b) after continuously using the group impression during the learning phase (Experiment 2) and (c) after making the correct usage personally relevant by means of monetary reinforcement (Experiment 3). Additionally, for the first time we provide evidence that ICs are used to discriminate. Paralleling the evaluations, participants approached (avoided) the majority more than the minority when positive (negative) behaviors prevailed. This effect was reliable when the usage was personally relevant and, intriguingly, stronger and more persistent for positive, as compared to negative, discrimination of the minority.

**F225**

**THE RELATIONS BETWEEN COGNITIVE APPRAISALS AND EMOTIONAL RESPONSES TO AMBIGUOUS DISCRIMINATION WITH DEPRESSIVE SYMPTOMS** Amy Bombay<sup>1</sup>, Kim Matheson<sup>1</sup>, Hymie Anisman<sup>1</sup>,<sup>1</sup>Carleton University – The impacts of perceiving blatant discriminatory events on emotional responses and depressive symptoms may be influenced by cognitive appraisals. It is uncertain whether similar processes are involved when ambiguous forms of discrimination are encountered. In response to scenarios depicting ambiguous discriminatory events in First Nations adults (N=151), the degree to which events were attributed to discrimination were related to emotional responses (shame, anxiety, sadness and anger). Multiple mediation analyses revealed that shame and anxiety were unique mediators of the relation between appraisals of discrimination and depressive symptoms. Further, the roles of these emotions in accounting for this relationship were stronger when events were appraised as threatening, uncontrollable, global, stable, and when similar past events had been experienced. It seems that when discriminatory events are ambiguous, shame and anxiety are fundamentally related to the presence of depressive symptoms, which contrasts with the anger and sadness that is elicited by blatant discrimination.

**F226**

**A THREAT-BASED APPROACH TO SUBGROUPS: DO DIFFERENT SUBGROUPS OF GAY MEN ELICIT DIFFERENT PREJUDICES?** Corey L. Cook<sup>1</sup>, Catherine A. Cottrell<sup>1</sup>,<sup>1</sup>University of Florida – How do people react toward different subgroups of gay men? Previous research has suggested that the process of subgrouping can lead people to more readily recognize different characteristics among members of a stereotyped superordinate group (e.g., gay men). In particular, an evolutionary, threat-based approach to prejudice suggests that different subgroups of gay men (e.g., those perceived to be politically active, feminine, masculine, or promiscuous) should evoke different patterns of tangible threat perceptions. These perceptions of threat should then result in distinct adaptive emotional and behavioral reactions focused on minimizing the perceived threat. In the current research, we hypothesized that gay male targets in general will be perceived as posing greater health and values threats than will straight targets, resulting in greater feelings of moral and physical disgust. These threat patterns were predicted to differ among the various subgroups of gay men, as were emotional and behavioral reactions to these groups. Students at a large university in the southeastern U.S. (n = 376) reported threat perceptions and behavioral and emotional reactions to the different subgroups in question. Differences in threat perception and behavioral and emotional reactions to

subgroups were observed as a function of subgroup status and sexual orientation of targets, thus supporting the overall hypothesis that subgroup recognition can cue different threat perceptions. In all, this work illustrates the importance of investigating reactions to subgroups, which may be viewed differently from each other and the superordinate group.

**F227**

**RELATIONAL MOTIVATION IN PREJUDICE AND DISCRIMINATION: THE CASE OF SOCIAL EXCLUSION** Steven Noel<sup>1,2</sup>, Rick M. Cheung<sup>1,2</sup>, Curtis D. Hardin<sup>1,2</sup>,<sup>1</sup>Graduate Center, City University of New York, <sup>2</sup>Brooklyn College, City University of New York – Although research to date shows that people cope with social exclusion from unimportant others by rejecting them (Maner et al., 2007) and their attitudes (Bourgeois & Leary, 2001), many relationships are not so easily abandoned. From the perspective of shared reality theory (Hardin & Higgins, 1996), each interpersonal connection requires the maintenance of corresponding "shared reality," including tuning one's attitudes toward the perceived relationship-relevant attitudes of others (e.g., Sinclair et al., 2006). Two experiments demonstrate that even minimal motivation to maintain interpersonal relationships with ostensibly prejudiced people is sufficient to reverse standard effects of social exclusion. In both experiments, behavior and attitudes were assessed after manipulations of social exclusion in a computer-mediated ball-tossing game and relational motivation—shared birthday and favorite food (or not) and expecting further interaction (or not) with game partners. In Experiment 1, heterosexuals played a second game with ostensible homosexuals less and were more explicitly anti-gay when excluded than included in a previous game by ostensibly anti-gay partners, but only when they were motivated to get along with the anti-gay partners. In Experiment 2, whites sat further from belongings of an African American and were more explicitly anti-black when excluded than included in a previous game by ostensibly anti-black partners, but only when they were motivated to get along with the anti-black partners. Taken together, these findings suggest that even minimal relational motivation elicits attempts to maintain relationships with rejectors through social tuning, despite the fact that doing so entails increased homophobia and racism.

**F228**

**SUPERSTARS CLOSE TO ME: THE EFFECT OF ROLE MODEL CLOSENESS ON PERFORMANCE UNDER THREAT** Christopher E. Cole<sup>1</sup>, Allyce H. Monroe<sup>1</sup>, Patricia N. Gilbert<sup>2</sup>, David M. Marx<sup>1</sup>,<sup>1</sup>San Diego State University, <sup>2</sup>Tulane University – Research has shown that concerns about confirming a negative group-relevant stereotype leads to under-performance in threatening testing situations (Steele & Aronson, 1995). However, current research has shown that exposure to counter-stereotypic role models alleviates the negative effects of stereotype threat (e.g., Marx, Stapel, & Muller, 2005). The present experiments extend role model research by examining a characteristic that may make role models particularly effective, namely closeness (i.e., shared experiences with a role model). Accordingly, two experiments were conducted to examine the moderating effects of role model closeness on participants' performance. Experiment 1 investigated the effects of closeness by manipulating whether a female role model was from the same (close) or different school (distant) as the female participants. Results showed that participants' performance was enhanced after exposure to a close, compared to a distant, female role model. To explore role model closeness further, Experiment 2 exposed female participants to a role model from their school who either struggled with negative perceptions about her math ability (i.e., a female stereotypic experience) or did not struggle with such perceptions (i.e., a male stereotypic experience). Results showed that although female participants felt closer to the role model who struggled, their performance was enhanced after exposure to a role model who did not struggle relative to one who did. Taken together, these results suggest that closeness is an important moderating factor of the role model effect as long as exposure to role models does not likewise remind participants about their own struggles in math.



**F229****BE CAREFUL WHO YOU STAND NEXT TO: EFFECTS OF SURROUNDING INDIVIDUALS ON IMPLICIT BIAS** Courtney Soderberg<sup>1</sup>, Jeffrey W. Sherman<sup>1</sup>; <sup>1</sup>University of California, Davis

— A large amount of research has investigated the malleability of implicit attitudes. In these studies, a single face is presented on any given trial. In real life though, we rarely encounter individuals in isolation; there is normally at least one other person present. These surrounding individuals may provide a direct point of comparison for the target of our attention – leading to contrast effects – or information about whom the person associates with – leading to assimilation. While both contrast and assimilation effects are possible, due to the particular stimuli and arrangement used in the study, we predicted that surrounding targets with other individuals would lead to assimilation effects. To test this, we employed a combination flanker – IAT task. Participants were administered IATs with two of three types of trials: words and faces appearing alone, with race-matched flankers, or with race-mismatched flankers. IAT scores for the three different types of trials were compared to a normal IAT. Consistent with predictions, targets assimilated toward the flankers: matched flankers increased IAT scores, while mismatched flankers decreased IAT scores. Interestingly, the mismatched flanker effect influenced other trial types; faces that had previously been seen with mismatched flankers elicited less bias even when they were seen without any flankers or with matching flankers. Quad modeling showed that the variation in IAT scores was due to changes in the association strengths of both the black-bad and white-good associations. Further implication of the research, particularly of the unexpected bleed-over effect, are discussed.

**F230**

Poster withdrawn.

**F231****RACIAL BIAS REDUCTION IN THE SHOOTING TASK: THE EFFECTS OF COUNTERSTEREOTYPES AND MOOD** Ioana Latu<sup>1</sup>, Heather Kleider<sup>1</sup>; <sup>1</sup>Georgia State University

— Research from the shooter bias paradigm (Correll, Park, Judd, & Wittenbrink, 2002) shows systematic racial bias in shooting decisions: participants are faster to shoot Black compared to White armed targets and more likely to shoot Black compared to White unarmed targets. The current study designed a method of reducing this racial bias, while disentangling the role of counterstereotypes and affective states in bias reduction. White undergraduates were asked to recall and report in writing one of four personal experiences: a positive or a negative experience with a Black person, a positive experience during a family vacation, or a negative experience during a family fight. Afterwards they played the shooting videogame. Results showed support for affective-based bias reduction perspectives. Compared to participants who recalled a negative experience, those who recalled a positive experience, regardless of whether it was race-related or not, showed decreased racial bias. These participants were equally as fast to shoot armed Black compared to White targets. Participants who did not suspect a connection between the recall task and the shooting game also showed a reduction for racially-biased false alarm rates, such that they were less likely to mistakenly shoot unarmed Black compared to a White targets after recalling a positive experience. This finding is consistent with the mood-as-information model (Schwarz, 1990), which posits that good moods signal the absence of threat, which is an underlying factor of the shooter bias. Theoretical implications, as well as applied implications for police-officers' in-field shooting decisions, are discussed.

**F232****DIRECTIONAL STEREOTYPING: DOES THE GROUP CALL FORTH THE STEREOTYPE, OR DOES THE STEREOTYPE CALL FORTH THE GROUP?** William T.L. Cox<sup>1</sup>, Patricia G. Devine<sup>1</sup>; <sup>1</sup>University of Wisconsin - Madison

— Stereotyping research typically examines associations between social groups and their stereotypic attributes in a deductive manner, by explicitly providing the group label and studying the attributes participants associate with it. This is ideal for readily visible groups; one may assume

a Black person is Athletic, but not that an Athletic person is Black. However, when group membership is not readily visible, individuals may stereotype inductively, relying on stereotypes to infer group membership (e.g., inferring that a well-dressed man is gay). Furthermore, associations uniquely tied to a social group (e.g., Black-Rapper) may operate strongly in both an inductive and deductive manner. The present study tests the directional stereotyping hypothesis, which states that associations can either be stronger in the attribute-group direction (inductive stereotypes), the group-attribute direction (deductive stereotypes), or be bidirectional. Participants completed thought-listing tasks in which they were provided either a social group (e.g., Black, Gay) or attribute (e.g., Athletic, Well-dressed) and asked to list the first five words that came to mind. Responses were coded to reflect the directional strength of each association, and their analysis supported the directional stereotyping hypothesis, such that associations were differentially inductive, deductive, or bidirectional, dependent in part on whether membership in the group is readily visible. These findings have implications for theories and research on stereotype formation and maintenance. In addition, these results could inform stereotype reduction interventions that are better adapted to the directionality of stereotyped groups whose stereotypes are reinforced by their use as identifiers of group membership.

**F233****SEEING IS BELIEVING: GENDER DIFFERENCES IN PREDICTIVE VALIDITY OF PRE-TEST MENTAL IMAGES** Diana E. Betz<sup>1</sup>, Denise Sekaquaptewa<sup>1</sup>; <sup>1</sup>University of Michigan

— Negative thinking can impede women's math performance, and imagining positive outcomes can improve task performance. The present work asks whether positive mental images are predictive for stereotype-relevant tasks, and whether this depends on how clearly they are envisioned. Thirty-nine male and 48 female undergraduates took a math test after first reporting their mental images of the predicted test outcome. Negative statement agreement (e.g., "I had a mental image of myself doing poorly") was subtracted from positive ("I had a mental image of myself doing well") to create a valence difference score. Image clarity was assessed with 2 items ("I could (visualize/verbalize) the possible outcome clearly in my mind") that were strongly correlated ( $r = .5, p < .0005$ ) and averaged into a clarity composite score. Regression analyses identified gender ( $B = 3.4, t = 2.34, p = .02$ ) and image valence ( $B = 2.06, t = 2.19, p = .03$ ) as significant predictors of math scores,  $F(14,68) = 3.56, p < .0005$ , such that men outscored women and positive mental imagery predicted higher math scores. However, these effects were qualified by a marginal three-way interaction among image clarity, imagery valence, and gender ( $B = 2.72, t = 1.67, p = .10$ ) such that for men, clear images of positive outcomes predicted higher scores ( $B = 3.04, p = .04$ ), but for women, image clarity and valence did not significantly predict test scores ( $B = -.72, p = .3$ ). The implications of mental images of possible outcomes for math-gender stereotype threat are discussed.

**F234****OF PRIDE AND DISCRIMINATION: DISPLAYING RELIGIOUS INTOLERANCE WHILE WAITING** Don Mauss<sup>1</sup>, Chuck Tate<sup>2</sup>; <sup>1</sup>California State University, Bakersfield, <sup>2</sup>San Francisco State University

— The purpose of this study was to see whether religious intolerance could be demonstrated behaviorally in a controlled environment. Participants reported their tolerance for other religious systems a month before arriving at the study session. Upon arrival to the study, we primed participants' religious identities by asking them to provide their religious affiliation (along with other demographic information). We provided a cover story that necessitated participants waiting in a separate room while we prepared another room for the study. However, we actually observed participants' behavior in the waiting room via a hidden camera closed-circuit video feed. We randomly assigned participants to either a control or an experimental condition before entering the waiting room. The control condition featured a plain denim jacket while the experimental condition featured a denim jacket with the logo "Pagan and Proud." The jacket was always placed in the same position on a file cabinet next to three identical chairs. Participants were asked to take a seat and were

told they would wait approximately 6 minutes. After 4 minutes of observation via the hidden camera, the researcher retrieved the participant and debriefed them. Results showed that individuals who identified as monotheistic (i.e., Christian, Muslim, Jewish) in the experimental condition sat farther from the stimulus than monotheists in the control condition. Non-theists (no religion/atheist) did not differ by condition. These findings held across reported tolerance and suggest that encountering pride over an identity not shared by the participant produces discriminatory behavior for monotheists.

### F235

**"MY PRESIDENT AND I?": EFFECTS OF THE INAUGURATION OF THE FIRST AFRICAN AMERICAN PRESIDENT ON PERCEIVED STEREOTYPE THREAT AMONG 6TH GRADERS** Rachel Sumner<sup>1</sup>, Courtney Beams<sup>1</sup>, Natalie Golaszewski<sup>2</sup>, Nancy H. Apfel<sup>1</sup>, Jonathan Cook<sup>2</sup>, Valerie Purdie-Vaughns<sup>1</sup>, Geoffrey Cohen<sup>2</sup>, Julio Garcia<sup>2</sup>; <sup>1</sup>Columbia University, <sup>2</sup>University of Colorado, Boulder – Since the inauguration of America's first African American president, numerous media reports have asked African American and Latino students, who are often academically at-risk, to assess the impact of Obama's achievement on their own motivation and achievement. In spite of these students' endorsement of Obama's "Yes, we can" rallying cry, research suggests that the impact of his achievements on them is unclear. The present research examines the effect of temporarily increasing the psychological salience of Obama in the classroom on perceptions of stereotype threat – that is, concerns about being negatively stereotyped in school. Participants were African-American, Latino, and White 6th grade middle school students. A random half of students completed probes asking about their attitudes about Obama (Obama prime condition). The remaining students instead completed filler probes related to health behavior (health prime condition). All students then completed measures assessing their concerns about being negatively stereotyped in school. Results reveal that among White students, no differences by condition emerged. By contrast, Black and Latino students in the Obama prime condition reported significantly less concern about being negatively stereotyped in school relative to those in the health prime condition. Discussion addresses the affirming nature of social-political events and the consequences that they can have for student motivation and achievement.

### F236

**CULTURAL INERTIA: U.S. CULTURE AND CURRENT EVENTS** Stephanie A. Quezada<sup>1</sup>, Moira P. Shaw<sup>1</sup>, Michael A. Zárate<sup>1</sup>; <sup>1</sup>University of Texas at El Paso – The growing presence of different cultural groups in the United States has resulted in prejudice and conflict between ethnic groups. Some research supports the idea that groups should merge to form one common ingroup. Other research highlights the need for groups to maintain their group distinctiveness. These contradictory findings are explained by cultural inertia, which is defined as the resistance to cultural change, unless the change is already occurring. The present study investigated cultural inertia by testing the extent to which perceived cultural change influences whether minority groups express heightened prejudice towards White Americans when minorities are made to believe they will have to change to accommodate White Americans. Latinos were randomly assigned to one of three conditions where they were biased to believe that U.S. culture is changing to accommodate Latinos or Latinos are changing to assimilate to U.S. culture. Explicit attitudes towards White Americans, degree of support for pro-minority legislation, levels of collective self esteem, and attitudes and openness to change were measured. Results indicated that Latinos responded with less prejudice towards White Americans when they were led to believe that U.S. culture is changing to accommodate Latinos. Furthermore, Latinos were more likely to support pro-minority legislation when they felt threatened (believed they will have to change to accommodate White Americans). Higher collective self esteem was also found to predict sup-

port for pro-minority legislation. These findings support cultural inertia and help explain how perceptions of cultural change can cause conflict and prejudice between different ethnic groups.

### F237

**LATINO STEREOTYPES AND SUBTYPES IN THE UNITED STATES** Holen, E. Katz<sup>1</sup>, Irene, V. Blair<sup>1</sup>, Natalie, M. Wheeler<sup>1</sup>; <sup>1</sup>University of Colorado at Boulder – Despite a vast literature concerning the content, structure, and function of stereotypes, there has been very little research about the stereotypes associated with Latinos. Latinos are the largest and fastest growing minority group in the U.S. and are disadvantaged in many important social domains, including education, employment, healthcare, and criminal justice. One avenue for understanding these disadvantages is to identify the stereotypes and subtypes that are held about Latinos. Our prior research found that when people consider the group Latinos/Hispanics, the stereotype that emerges is well defined but complex. For example, the strongest aspects of the stereotype include very negative traits (e.g., criminal, poor, dirty, and uneducated) but also some very positive traits (e.g., family-oriented, cultured, generous, and humble). The present study was conducted to better understand the perceived subtypes that may exist within the larger group. Free response data from an earlier study were distilled into 125 distinct characteristics and printed on individual cards. Fifty one participants were asked to sort the cards to represent meaningful subtypes of Latinos, using as many or as few groups as made sense to them ("leftover" cards permitted). Once they had sorted the cards, the participants were asked to provide labels for each subtype created. Participants' responses were subjected to a cluster analysis, the results of which reveal four consensually agreed-upon subtypes. These subtypes can be characterized as (1) family and culturally oriented, (2) working to make a better life, (3) ignorant and a drain on society, and (4) disrespectful, violent, and criminal.

### F238

**THE WEIGHT OF STIGMA: THE AFFECT OF COMPENSATION ON WORKING MEMORY** Heather Rieck<sup>1</sup>, Brenda Major<sup>1</sup>, Cheryl R. Kaiser<sup>2</sup>; <sup>1</sup>University of California, Santa Barbara, <sup>2</sup>University of Washington – Overweight individuals, particularly women, are targets of negative stereotypes, prejudice, and discrimination. Past research has shown that overweight women can overcome some of the negative consequences of weight-based prejudice by compensating, e.g., exerting extra effort to make a positive impression (Miller, Rothblum, Felicio, & Brand, 1995). We hypothesize, however, that compensation may have some drawbacks. Specifically, we predict that any extra effort involved in compensating for stigma can deplete self-regulatory resources, leading to impairments in working memory (Richeson & Trawalter, 2005). Eighty-one women (33 average weight, 24 overweight, and 24 obese) were asked to give an audio (weight not salient) or video (weight salient) speech about why they would make a good dating partner. As we hypothesized, overweight and obese individuals in the video condition performed worse on a stroop task following the speech whereas average weight individuals experienced no decrements in performance by condition. The self-reports of the overweight women mirror their performance on the stroop task: they reported trying harder during their speech and emphasizing positive qualities more than obese and average weight women in the video condition. Obese women, however, reported trying less and emphasizing positive qualities less than overweight and average weight women in the video condition. This study expands research on coping by examining the psychological consequences of compensating for weight stigma.

### F239

**RACIAL PHENOTYPICALITY BIAS: EXAMINING THE ROLE OF SKIN TONE IN IMPLICIT AND EXPLICIT ASSOCIATIONS** Keith Maddox<sup>1</sup>, Thomas Mann<sup>1</sup>, Joseph Charbonneau<sup>2</sup>, Michael Slepian<sup>1</sup>; <sup>1</sup>Tufts University, <sup>2</sup>University of Massachusetts, Lowell – Racial phenotypicality bias (Maddox, 2004) is the extent to which individuals rely on within-category variability in facial cues in forming impressions of others. One feature in particular – skin

tone – has been focal in explanations of this bias. In this study, we further explored the role of skin tone, hypothesizing that manipulations of skin tone are sufficient to elicit both implicit and explicit bias toward Black male targets. Toward this end, we developed two implicit measures of skin tone bias toward Black males and examined their relationship with one another, and with several explicit individual difference measures of racial and phenotypic bias. Participants completed skin tone versions of both the Implicit Association Test (IAT) and a primed (non-conscious) Lexical Decision Task (LDT) and several attitudinal scales. Participants also completed a face rating task assessing aspects of racial phenotypicity, facial affect and attractiveness. Consistent with predictions, participants revealed significantly more negative implicit associations with dark skin tone than light skin tone on the IAT. However, the LDT was not sensitive to any potential bias. Furthermore, while there were some correlations among explicit measures, none showed a relationship with the IAT. Results also revealed that manipulations of skin tone significantly influenced explicit judgments of faces. Notably, darker skinned targets were rated as having a more negative affective expression. This difference was only predicted by the Reliance on Perceptual Cues scale (Livingston, 2001). The results suggest an important role for skin tone in phenotypicity bias toward Black males at both implicit and explicit levels.

#### F240

**TARGET EMPOWERMENT: CAN TARGETS USE PERSPECTIVE TAKING TO REDUCE BIAS?** Elizabeth Focella<sup>1</sup>, Jessica Whitehead<sup>1</sup>, Jeff Stone<sup>1</sup>, Toni Schmader<sup>2</sup>; <sup>1</sup>University of Arizona, <sup>2</sup>University of British Columbia – The current research tested specific strategies stigmatized targets could use to reduce bias directed against them during a one-on-one interaction with a prejudiced individual. According to the Target Empowerment Model (TEM, Whitehead et al., 2009), blatant strategies, such as perspective taking, could cause backlash directed against the target, but a more subtle strategy, such as asking self-affirming questions (Stone et al., 2009), may be used prior to perspective taking to decrease prejudice against the target. Using a social networking paradigm, three experiments examined if an Arab American target could reduce bias by employing a combination of affirmation and perspective taking. Study 1 showed that when the target prompted them to take his perspective, highly prejudiced participants showed increased bias relative to control conditions. Study 2 demonstrated that, contrary to previous research, (Crocker, Niiya, Mischkowski, 2008), when highly prejudiced participants were affirmed on values related to "love" prior to perspective taking, they displayed increased bias against the target, but that perspective taking reduced bias against the target when participants were first affirmed on values related to "fairness." Study 3 replicated these findings by showing that perspective taking alone increased bias against the target, but affirming participants on values related to fairness prior to perspective taking significantly reduced bias compared to the control. Taken together, these results suggest that, when employed by a stigmatized target, perspective taking alone can backfire, but asking self-affirming questions about fairness prior to inducing perspective taking can be a successful strategy for reducing bias in highly prejudiced individuals.

#### F241

**HIGH-STATUS GROUPS ARE "PROTECTED", LOW-STATUS GROUPS ARE "FAIR GAME": THE ANTI-EGALITARIAN NATURE OF ANTI-PREJUDICE NORMS.** Karen Douglas<sup>1</sup>, Robbie Sutton<sup>1</sup>, Leigh McClellan<sup>1</sup>, Bonny Hartley<sup>1</sup>; <sup>1</sup>University of Kent – Changing social norms appear to have brought about welcome reductions in prejudice and discrimination toward certain - if not all - social groups (Crandall, Eshleman, & O'Brien, 2002). The present studies investigate whether low status tends to protect or leave groups open to prejudice. In Study 1, 98 British participants indicated that prejudice and discrimination are more acceptable to society and to themselves if directed at lower rather than higher status groups (e.g., scoring below midpoint on scales anchored 1 = low status to 8 = high status). In Study 2, 214 participants each rated one unique, named social group. The lower the social status of the group, the more

participants indicated that prejudice and discrimination were tolerated by society, and tolerated and expressed by themselves ( $r_s > .50$ ,  $p_s < .001$ ). Mediation analyses revealed two sources of these anti-egalitarian effects. First, low status signifies that prejudice is descriptively normative and thus not strongly proscribed, liberating the expression of prejudice. Second, people independently are more prejudiced toward low-status groups, and tend to see their own prejudices as relatively acceptable. In Study 3 ( $n = 104$ ), the status of a group in a fictional society was manipulated. When the group was described as low (versus high) in status, prejudice was rated as more acceptable in the fictional society, but less acceptable to participants themselves. As a result, participants did not express any more prejudice toward lower status groups. Participants are egalitarian in principle, but follow norms that are anti-egalitarian in practice.

#### F242

**FOREWARNED IS FOREARMED: THE PALLIATIVE ROLE OF MERITOCRACY IN WOMEN'S REACTIONS TO IMPENDING DISCRIMINATION** Ellen E. Newell<sup>1</sup>, Shannon K. McCoy<sup>1</sup>, Joseph D. Wellman<sup>1</sup>, Brandon Cosley<sup>1</sup>, Ryan Pickering<sup>1</sup>; <sup>1</sup>University of Maine – Women who strongly endorse meritocracy may fare better in the face of impending sexism than women who do not. Women forewarned about the potential for a sexist evaluation of their work compensate by distancing themselves from feminine stereotypes (Kaiser & Miller, 2001). Because meritocracy is positively associated with perceived control over one's outcomes (McCoy, Cosley, & Major, 2010), we propose that the more women endorse meritocracy the more they will compensate for impending sexism. We examined compensation via linguistic analysis of women's speeches to a sexist or non-sexist man. In language use, women are more likely to use pronouns and mention psychological and social processes whereas men are more likely to use longer words, more articles, prepositions, and mention their current concerns (Newman, et al., 2008). The more women endorsed meritocracy the less they talked like a woman ( $r = -.491$ ,  $p < .05$ ) and the lower their blood pressure ( $r = -.529$ ,  $p < .05$ ) during a speech delivered to a man they believed held sexist attitudes. Further, the less women talked like a woman, the lower their BP in the sexist condition ( $r = .587$ ,  $p < .05$ ). These relationships were not observed when the male evaluator did not hold sexist attitudes. Our data suggest that women high in meritocracy compensated for impending sexism by distancing themselves linguistically from women and consequently had lower blood pressure during the speech. These data provide further evidence that meritocracy may indeed be palliative for members of low status groups.

#### F243

**GROUP-ORIENTED STATES, DISPOSITIONS, AND PREJUDICE** Hyeyoung Shin<sup>1</sup>, Charles Stangor<sup>1</sup>, James Uleman<sup>2</sup>, John Dovidio<sup>3</sup>; <sup>1</sup>University of Maryland - College Park, <sup>2</sup>New York University, <sup>3</sup>Yale University – Social cognitive and dispositional conditions that activate prejudice were investigated. Because prejudice is, in general, based on group membership, group-oriented states and group-oriented dispositions were proposed to explain conditions that activate prejudice. A group-oriented state is a temporary social cognitive state in which an individual perceives him- or herself as a member of a social group. A group-oriented disposition is an internalized dispositional tendency to be cognitively or emotionally interdependent with or dependent on a group. As hypothesized, in both U.S. and South Korea, college students who are in group-oriented states or with higher group-oriented dispositions showed higher tendency to support group-based hierarchy and hierarchy-based stereotypes and prejudice. In addition, group-oriented state and group-oriented disposition mediated the relation between culture (Korea as compared to U.S.) and prevalence of support for hierarchy-based stereotypes and prejudice. This suggests that the effects of group-oriented states and dispositions on support for hierarchy-based stereotypes and prejudice may account for differences found between the two cultures in perceptions of social groups. When one is oriented towards group memberships or

interdependent with/ dependent on groups, the likelihood of categorizing others in terms of group labels and supporting hierarchy among social groups is higher.

#### F244

##### **STEREOTYPE THREAT CONCERNS AMONG BLACK AND WHITE MEN EXPERIENCING HOMELESSNESS** Carolyn Weisz<sup>1</sup>, Renee Houston<sup>1</sup>;

<sup>1</sup>University of Puget Sound – For individuals experiencing homelessness, concerns about racial stereotyping may exacerbate the stigma of homelessness. This study examined concerns of self-identified Black (n = 31) and White (n = 32) homeless men about racial stereotyping by service providers. Survey data were collected during a one-day service fair, Project Homeless Connect, in Tacoma, Washington. We predicted and found that agreement with two items measuring stereotype concerns (1 = not at all, 5 = extremely) was higher for Black than White men: "When interacting with a service provider of a different race than myself, I think about stereotypes they may have about me,"  $t(61) = 2.83, p < .01$ , and "I worry that service providers may hold stereotypes about me because of my race,"  $t(61) = 2.03, p < .05$ . An index of these two items was significantly correlated with a preference for "interacting with a service provider of my same race" for White participants,  $r = .75, p < .001$ , but not Black participants,  $r = .25, p = .17$ . In contrast, the index was significantly correlated with agreement with the statement, "I put off making appointments for services," for Black participants,  $r = .49, p < .01$ , but not White participants,  $r = .29, p = .11$ . These findings suggest that Black men, relative to White men, may experience concerns about racial stereotyping that interfere with their use of services, and that for White men, concerns about racial stereotyping may impact their relationship with service providers from racial outgroups.

#### F245

##### **THE EFFECTS OF FAMILIARITY AND TIME ON SOCIAL PERCEPTION** Clarissa Chavez<sup>1</sup>, Michael Zárate<sup>2</sup>; <sup>1</sup>Auburn University-Montgomery,

<sup>2</sup>University of Texas at El Paso – The presented research explored the impact of familiarity and time on social perception within a lexical decision task. Prior to test, familiarity was manipulated with an exposure task where participants learned individuating information about targets. Time was manipulated by testing participants both 2-6 hr and 48 hr after the exposure task. It was predicted that participants would respond to the unique traits associated with the learned targets faster when the exposure was 48 hr earlier than when the exposure was 2-6 hr earlier. Also, participants would respond to the stereotypic and unique traits with equal speed when tested 48 hr after exposure. As predicted, participants responded significantly faster to the unique traits 48 hr after exposure ( $M=535, SD=73$ ) than 2-6 hr after exposure ( $M=589, SD=100$ ) when associated with the learned targets,  $F(1,50)=16.02, p=.0002$ . This was not found for the stereotypes 48 hr ( $M=573, SD=100$ ) and 2-6 hr ( $M=557, SD=85$ ) after exposure,  $F(1,50)=.70, ns$ . Furthermore, participants responded to the unique traits significantly faster ( $M=535, SD=73$ ) than to the stereotypes ( $M=557, SD=85$ ) when associated with the learned targets 48 hr after exposure,  $F(1,50)=8.03, p=.0066$ . In contrast, when associated with the novel targets, participants responded to the stereotypic traits ( $M=547, SD=83$ ) significantly faster than to the unique traits ( $M=570, SD=83$ ),  $F(1,50)=10.52, p=.0021$ . The current research will be discussed for its relevance to models of social perception.

#### F246

##### **"I SUCK, THEREFORE I HATE": TESTING AUTOMATIC BIAS ACTIVATION VERSUS SELF-REGULATORY ACCOUNTS OF EGO-THREAT INDUCED OUTGROUP BIAS** Thomas J. Allen<sup>1</sup>, Jeffrey W. Sherman<sup>1</sup>; <sup>1</sup>University of

California, Davis – Previous research has shown that ego threat can increase outgroup bias. The conventional explanation is that increased outgroup bias is motivated by the need to restore self-esteem (Fein & Spencer, 1997). Furthermore, it is argued that ego threat increases the activation of negative associations about the outgroup (Spencer et al., 1998). However, a plausible alternative hypothesis is that ego threat results in self-regulatory failure (Baumeister et al., 1993), which could

lead to an increased influence (rather than increased activation) of automatically negative associations. We sought to test these competing hypotheses using the Quadruple Process Model of implicit task performance (Sherman et al., 2008). The Quad model is a multinomial model that can dissociate the contribution of automatically activated associations versus self-regulation to performance on measures of implicit bias (e.g. Implicit Association Test). In the present study, Non-Black participants experienced or did not experience an ego threat prior to performing a Black-White Implicit Association Test (IAT). IAT scores reflected more bias in the ego threat than in the control condition. Modeling revealed that associations between negativity and African-Americans increased in the ego threat condition compared to the control condition. There were no differences in the degree to which participants attempted to regulate their associations. The results largely support the view that ego threat leads to increased activation of negative associations rather than diminished self-regulation.

#### F247

##### **SENTENCE SEVERITY, DEFENDANT RACE AND CONCERNS OVER WRONGFUL CONVICTIONS AND ACQUITTALS** Karin Martin<sup>1</sup>, Kimberly Kahn<sup>2</sup>, Jack Glaser<sup>1</sup>; <sup>1</sup>Goldman School of Public Policy, University of

California, Berkeley, <sup>2</sup>University of California, Los Angeles – The present study hypothesizes that sentence severity and defendant race have an effect on concern for wrongful convictions and acquittals (Type I and Type II errors, respectively) and that racial attitudes are predictive of this effect. A survey-embedded experiment with a nationally representative sample presented respondents with a triple murder trial summary, manipulating the maximum penalty (death penalty vs. life without the possibility of parole) and the race of the defendant (Black vs. White). Glaser, Martin, & Kahn (2009) found that Black defendants are more likely to be convicted in a capital case. The present analysis examines respondents' expressed concern with General and Specific Type I error (wrongful conviction) and Type II error (wrongful acquittal) -- where "General" refers to concerns about errors in the abstract and "Specific" refers to concern in terms of the case summary about which a decision was made. Items on the Symbolic Racism 2000 Scale (Henry & Sears 2002) were used to measure racial attitudes. Those expressing more negative attitudes toward Black people were more likely to express significant concern with Type I Specific and Type II Specific Error in the "white defendant/life sentence without the possibility of parole" condition than in the other three experimental conditions. Taken together with the previous finding, these results suggest that racial attitudes and willingness to convict may be more indicative of the exercise of increased caution with White defendants than of increased punitiveness toward Black defendants.

#### F248

##### **MUST BE ONE OF THE GOOD ONES: IMAGES OF SMILING BLACK MALES ELIMINATE PRIMING EFFECTS FOR GUN RECOGNITION** Kareem

Johnson<sup>1</sup>, Amy Pavill<sup>1</sup>; <sup>1</sup>Temple University – Priming stereotypes of African-Americans has been shown to facilitate recognition of objects that are associated with the stereotypes. For instance, Payne (2001) found that Caucasian participants were faster to recognize guns after being primed with African-American male faces relative to faces of Caucasian males. However, exposure to African-American male faces has also been shown to activate brain areas linked to fear and vigilance. At this point it is unclear whether the facilitated recognition of guns is due to the cognitive associations or due to the negative emotional responses. The purpose of the current study was to examine the effects of cognitive associations and emotional responses by using facial stimuli varying in race and emotional expression. Sixty Caucasian and African-American participants completed two object recognition tasks. One task tested recognition of guns versus tools, and the other tested recognition of sports equipment versus office equipment. Before each stimulus object, a face (Black or White) was briefly presented that displayed either a happy, neutral, or an angry facial expression. Both Caucasian and African-American participants were faster and more accurate to recognize guns following expo-

sure to a Black male face displaying a neutral or angry facial expression. However, no differences in recognition were found between happy Black and happy White faces. Results suggest that weapon-identification priming effects involve an interaction of cognitive associations and emotional responses. Moreover, results also suggest that weapon-identification priming effects due to negative stereotypes can be overcome by the presentation of counter-stereotypic images (i.e. Black males who are smiling).

**F249****SEXUAL ORIENTATION AND PERCEIVED ATTRACTIVENESS: GAY MEN (BUT NOT WOMEN) GET A BOOST.**

Kristin Puhl<sup>1</sup>, Kristi Lemm<sup>1</sup>, <sup>1</sup>Western Washington University – Stereotypes about sexual orientation permeate popular culture, from television to coverage of Lindsay Lohan and Adam Lambert. These stereotypes are often linked to physical attractiveness, particularly the stereotypes of the "metrosexual" man and masculinized lesbians. Does perception of sexual orientation influence perception of attractiveness? It depends on the gender of the target. Photographs of men and women were pre-rated as either more attractive or less attractive. Three hundred and fourteen undergraduate participants of both genders viewed the more or less attractive photos along with brief scenarios that included subtle reference to the target's sexual orientation being gay or straight. Participants rated the targets on physical attractiveness and social desirability. As expected, ratings of physical attractiveness and social desirability showed a strong main effect of pre-rated attractiveness, with more attractive male and female targets receiving higher ratings (all  $p$ s < .05). For male targets, these main effects were qualified by an interaction with presented sexual orientation such that the rated difference between the more and less attractive targets was greater in the gay condition than in the straight condition ( $p$ s < .05). In contrast, for female targets, sexual orientation did not interact with attractiveness. Attractive gay men may receive a boost in their perceived attractiveness and social desirability relative to straight men and less attractive gay men. For female targets, physical attractiveness appears to be a more salient characteristic than sexual orientation, perhaps because of a fundamental difference in the nature of (or the perception of) male and female sexual orientation.

**F250****RACIALLY BIASED JURY DECISION MAKING PROCESS: THE IMPACT OF VICTIM RACE, DEFENDANT RACE, ATTORNEY RACE, AND SES ON CULPABILITY**

Libier Isas<sup>1</sup>, Leslie Martinez<sup>1</sup>, Cynthia Willis-Esqueda<sup>1</sup>, Claudia Escandon<sup>1</sup>; <sup>1</sup>University of Nebraska-Lincoln – Studies have indicated bias against Hispanic defendants (Bodenhausen & Lichtenstein, 1987; Lipton, 1983). Willis-Esqueda, Espinoza, and Culhane (2008) demonstrated that low SES Mexican American defendants were thought more culpable than low SES White defendants or high SES ones. Also, a Mexican American attorney who represented a low SES Mexican American client was believed less professional, as part of the bias against the low SES Mexican American defendant (Espinoza & Willis-Esqueda, 2008). We examined the perceived culpability for involuntary manslaughter and extended the examination of bias against Mexican Americans by varying the victim's race. We hypothesized that culpability would exist for the Mexican American defendant of low SES who was represented by a Mexican American attorney with a White victim. European American participants were ( $N = 258$ ,  $Mage=19.88$ ) from a mid-western university volunteered for a study titled "Perceptions of Crime and Legal Actors" (web-based site). Crime materials and questionnaires were presented on-line with electronic data collection. Results indicated for responsibility ( $p < .05$ ), confidence in decision ( $p < .05$ ), and blame ( $p = .06$ ; marginal) there was an interaction of defendant race and SES. MA defendants of low SES were given higher culpability ratings than WA, or those of high SES. Specifically, MA defendants were held more responsible than WA defendants were ( $p < .05$ ). When the victim was WA and the defendant had a MA attorney, the defendant was more responsible for crime than when the victim was MA and the defendant had a WA attorney ( $p = .061$ ; marginal).

**F251****DO LGB INDIVIDUALS DISTANCE THEMSELVES FROM THE MAJORITY COMMUNITY FOLLOWING THE PASSAGE OF ANTI-GAY REFERENDA? A QUANTITATIVE AND QUALITATIVE LOOK.**

Nickolas M. Jones<sup>1</sup>, Melissa Warstadt<sup>1</sup>, Rhonda M. Schultz<sup>1</sup>, Daniel L. McKinnis<sup>1</sup>, Kristin P. Beals<sup>1</sup>; <sup>1</sup>California State University, Fullerton – Gay men, lesbians and bisexuals are stigmatized in our society. Stigma can be realized in many ways including sanctioned discrimination through the governmental provision of rights and responsibilities. This study aimed to examine the association between the LGB community and the majority (straight) community following the passage of Proposition 8 in California, an initiative to ban same-sex marriage. It is hypothesized that LGB Californians will distance themselves from heterosexual individuals following the identity devaluation of losing Prop 8. A total of 388 participants were recruited to complete an online survey that was available for the two weeks prior to the election, and one week following the election. In order to participate, individuals had to identify as LGB, be California residents, and be at least 18 years of age. As expected, the research revealed that LGB affiliation with their straight counterparts was significantly diminished ( $t = 4.824$ ,  $p < .001$ ), which highlighted a marked distancing of the LGB community from the mainstream. Wanting a deeper understanding of this process of community distancing, 250 participants answered the question, "Did the outcome of Proposition 8 change your view of heterosexual people with whom you interact?" as part of a larger follow-up study examining the LGB communities reaction to the court decision to uphold Prop 8. These qualitative data support what was found in the first study and add depth and insight to our understanding of the community's reaction to identity devaluation. Limitations and future directions will be discussed.

**F252****CAUTION! THERE'S A POLITICIAN AMONG US: STEREOTYPES ABOUT POLITICIANS AFFECT JUDGMENTS ABOUT THE BELIEVABILITY OF THEIR ACCOUNTS OF PAST EVENTS**

Kerra Bui<sup>1</sup>, Valerie Purdie-Vaughns<sup>1</sup>, Marcia K. Johnson<sup>1</sup>; <sup>1</sup>Yale University – The amount of detail contained in another individual's account of an event influences our evaluation of whether the account reflects an experienced event (interpersonal reality monitoring [IRM], Johnson, Bush, & Mitchell, 1998). In the present research, we apply findings from cognitive studies of IRM to advance understanding of how stereotypes influence people's judgments of the believability of events. Previous research on IRM shows that, generally, increased detail in verbal accounts increases people's believability, except when participants are given cues that increase their suspicion about a speaker. Given the recent heightened interest in politicians and the stereotype that they are not trustworthy, we examined IRM in the context of stereotypes about politicians. In Study 1, participants rated believability of accounts in a 2 (occupation: politician, teacher)  $\times$  4 (account type: no detail, emotional detail, perceptual detail, emotional + perceptual details) design, with occupation varying between subjects and account type varying within subjects. As expected, accounts containing maximum detail increased believability of teachers, but not politicians. Study 2 was similar in design, and, in addition, obtained response times for believability ratings. Judged believability of teachers and politicians did not differ; however, participants were slower in rating statements by politicians than teachers. Taken together, these studies are consistent with the idea that suspicion moderates interpersonal reality monitoring. Implications for theories of stereotyping are discussed.

**F253****THE INFLUENCE OF SKIN COLOR AND SOCIAL CLASS ON PERCEIVED MERIT-BASED ACHIEVEMENT**

Jacque-Corey Cormier<sup>1</sup>, Sylvia Perry<sup>2</sup>, Mary Murphy<sup>2</sup>; <sup>1</sup>Morehouse College, <sup>2</sup>University of Illinois at Chicago – Previous researchers have investigated the effect of skin color on socioeconomic opportunities, social judgment, levels of depression, perceptions of beauty and threat, self-esteem, and racial identity. To date, no one has investigated how people's attitudes about affirmative action are affected

by targets' skin color. The present study examined this question. In addition, we examined how target's social class affected perceivers' attitudes about merit, support for affirmative action, and perceived reverse discrimination. Participants read a vignette describing prospective African American college applicants' socioeconomic status and viewed a photo of the applicant (manipulating target's skin color). As hypothesized, skin color and social class significantly affected the degree to which perceivers felt targets were the recipients of affirmative action assistance, their attitudes towards affirmative action and perceived reverse discrimination. Participants supported affirmative action more and perceived less reverse discrimination when evaluating medium-skinned applicants compared to lighter- and darker-skinned applicants. Interestingly, social class had an effect on people's perception of merit. Specifically, people were more likely to believe that the applicants was awarded admission and scholarship based on merit if they had higher SES. Potential mediators, such as perceived stereotypicality, likeability, and stereotyping of the target were also investigated. This data suggests that Whites' views of affirmative action policies are shaped not only by group membership, but also by target's skin color and SES. Implications for understanding support of affirmative action policies and for intergroup attitudes are discussed.

#### F254

**BIAS IN COURT AND HIRING DECISION MAKING: THE EFFECTS OF SOCIAL NORMS AND ATTITUDES ON PRIMARY AND PERIPHERAL TARGETS** William Huggon<sup>1</sup>, Jonathan L. Freedman<sup>1</sup>; <sup>1</sup>University of Toronto – Prejudice is judged less acceptable today, resulting in efforts to avoid being (or appearing) biased; there is a conscious effort to be fair to a black target. It is hypothesized that while bias might not affect a target, it might affect opinions about a witness for the target, inadvertently affecting the target's outcome. Using Fazio's MODE model, it is thought bias against the target is reduced due to deliberation and motivation (including anti-prejudice norms). But when considering the witness, motivation and ability are reduced (due ironically to target focus) and decision making becomes more spontaneous- affected mainly by personal values and prejudices. In a series of studies examining this effect in criminal trials and hiring practices, congruency of race of target (defendant or applicant) and key witness (alibi or job reference) was varied. Participants read a court trial or résumé and decided the fate of the target (verdict or hiring decision). Bias could be predicted using internal and external motivation to respond without prejudice (IMS & EMS) and social dominance orientation (SDO). The main predictor was external motivation to respond without prejudice. When low in EMS (social norms were unimportant) bias against the target was based on personal values. When high in EMS, race of primary target did not effect decision, but when the race of the target and their key witness were incongruent, there was greater bias dependent on higher SDO.

#### F255

**ACCUSATIONS OF BIAS: HOW R-IAT FEEDBACK AFFECTS WHITES' COGNITION, AFFECT, AND BEHAVIOR** Sylvia Perry<sup>1</sup>, Mary Murphy<sup>1</sup>; <sup>1</sup>University of Illinois at Chicago – What are the psychological and behavioral implications of being accused of prejudice? Although people today are unlikely to be called "racist" unless they commit a blatant act of racism, to date millions of Americans have been told they hold racial bias against Blacks through an online implicit measure of prejudice—the Race-Implicit Associations Test (R-IAT). Nearly 70% of the people who complete the IAT receive feedback that they have some form of bias toward Blacks (Greenwald, Nosek, & Banaji, 2003). Because many Whites fear just this type of accusation (Richeson & Shelton, 2003), it is important to investigate how prejudice feedback on the R-IAT affects people psychologically and interpersonally. To date, no one has examined the consequences of this prejudice feedback. To examine these questions, we randomly assigned participants to receive prejudice or no prejudice R-IAT feedback. We hypothesized that the prejudice feedback would significantly affect people's subsequent emotions (e.g., guilt and anxiety) and behaviors toward Blacks. Consistent with this hypothesis,

we found that participants who received prejudice (vs. no prejudice) feedback experienced more negative affect, less positive affect, and showed more avoidant behaviors toward Blacks. These results suggest that prejudice feedback from the R-IAT may unintentionally lead to negative consequences for diversity efforts, and subsequent interracial interactions.

#### F256

**A SPECIAL CASE OF STEREOTYPE THREAT IMPROVING MATHEMATICAL PERFORMANCE IN WOMEN AND IMPAIRING IT IN MEN** Robert Spunt<sup>1</sup>, Kimberly Kahn<sup>1</sup>, Shane Frederick<sup>2</sup>, Matthew Lieberman<sup>1</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>Yale University – The effect of social context on mathematical performance has been studied through the phenomenon of stereotype threat, in which knowledge of stereotypes regarding the mathematical ability of one's own group affects performance in a direction consistent with the valence of the stereotype. That is, stereotype knowledge (e.g. men outperform women) impairs performance in the negatively stereotyped group (women) and improves it in the positively stereotyped group (men). This research, however, has largely used standardized math problems that primarily rely on the presence of sufficient mathematical knowledge. In the present study, we investigated how knowledge of sex differences in mathematical abilities affects performance on the Cognitive Reflection Test (CRT). Each problem on the CRT induces incorrect first responses that must be caught and corrected in order to solve each problem. These erroneous intuitions are typically reported with high confidence, suggesting that any contextual factor that reduces confidence in intuitions should improve performance on the CRT. In support of this hypothesis, we observed that describing the CRT as a confirmation of sex differences in mathematical ability improved performance in women and impaired it in men. Additionally, this induction of stereotype threat reduced overconfidence in women and increased it in men. That is, stereotype threat improved mathematical performance in women and impaired it in men. Although this effect is atypical in the stereotype threat literature, we present it as a special case that is easily reconciled with existing accounts of the mechanisms via which stereotype threat impairs mathematical performance in women.

#### F257

**BLACK OR WHITE? THE BLACK-APE ASSOCIATION AND RACIAL CATEGORIZATION** Rebecca Hetey<sup>1</sup>, Jennifer L. Eberhardt<sup>1</sup>; <sup>1</sup>Stanford University – Can activating an implicit association between Blacks and apes influence how faces are perceived and racially categorized? A bidirectional mental link between Blacks and apes has been documented, such that 1) priming people with Black faces makes them more attuned to apes and 2) priming people with apes leads to an attentional bias toward Black faces (Goff, Eberhardt, Williams, & Jackson, 2008). We examined whether this Black-ape association would also affect how faces are perceived and racially categorized. We predicted that exposing participants to ape-related words would increase the likelihood that a biracial target would be categorized as Black as opposed to White. Participants were primed with either apes or big cats (control) by completing one of two word search puzzles. They were then presented with a color photograph of a Black-White biracial male and asked to make a forced choice as to whether he was Black or White. Participants primed with apes were more likely to categorize the face as Black compared to those in the control condition. This effect appears robust; the majority of participants in the ape condition indicated that the face was Black, whereas the majority of participants in the control condition indicated that the face was White. As predicted, our findings suggest that the Black-ape association can indeed affect the process of racial categorization. Additional results and their implications are discussed.

**F258****DOES STEREOTYPE THREAT REQUIRE STEREOTYPE REMINDERS AND BIASED EVALUATION POTENTIAL? LIVE BUT NOT VIDEO OUT-GROUP PRESENCE MAY BE REQUIRED.**

Lloyd Sloan<sup>1</sup>, Grady Wilburn<sup>1</sup>, Deborah Van Camp<sup>1</sup>, Jamie Barden<sup>1</sup>, Kristin Jones<sup>1</sup>, Daniel Martin<sup>2</sup>; <sup>1</sup>Howard University, <sup>2</sup>California State University, Hayward – Diagnostic, stereotype-related testing in minority settings doesn't damage performance (Sloan, 2000; Marx, 2006), but does with White test-givers, qualifying Steele and Aronson's (1995) theory. Can stereotype threat be aroused in minority settings (where it's usually absent) simply by out-group presence, or by threatened outgroup evaluation, or is White presence and substantial White control of one's evaluation necessary? Would displaying a video presence of a White co-experimenter lead to Stereotype Threat when only a Black experimenter was physically present? 264 African-American university students took challenging verbal (SAT) tests described as individually Diagnostic or Nondiagnostic by White or Black experimenters or by Black experimenters with a White Participant present. In a fourth condition, the Black experimenter presented a projected video of a White male test-giver presenting the SAT instructions. The still video of the White test-giver remained projected throughout the test session in order to maximize reminders of out-group presence and potential evaluation. The White experimenter produced stereotype threat performance decrements while the African American experimenter didn't, except when a White test taking participant was present in the test group, suggesting that some out-group presence is required for Stereotype Threat effects. The Black experimenter's projection of the White tester's instructions and image had no impact on Black participants' performance in contrast to the performance damaging impact of the continuously present and evaluating White tester. These findings suggest that biased evaluation concerns, possibly involved in arousing stereotype threat, may require live White presence coupled with the unrestrained potential for biased evaluation.

**F259****RACISM SCALES: PSYCHOMETRIC ISSUES AND THE MISINTERPRETATION OF RESULTS**

Rupert Klein<sup>1</sup>, Adam Montroy<sup>1</sup>, Jennifer Newby<sup>1</sup>; <sup>1</sup>Lakehead University – Several studies have validated that altering the numerical labels on attitudinal Likert-type scales changes the responses of participants. Specifically, replacing a bipolar scale (-5 to +5) with a unipolar scale (0 to 10) often results in different distributions of responses. Many racism studies seem arbitrarily to use unipolar/bipolar labels. An additional problem is the abundant use of median splits when analyzing data often resulting in labeling similar participants into different groups. This is particularly problematic if erroneously labeling someone a racist. This study hypothesized that (1) using bipolar scales, rather than unipolar scales, will result in different participant response distributions and (2) conducting median splits will overestimate the number of racists in a sample. Three popular racism scales (i.e. Attitudes Toward Blacks, Modified Racism, Color Blind Racial Attitudes) were selected. Participants were undergraduate students randomly assigned to complete the original, unipolar, racism scales (n = 93) or the modified, bipolar, racism scales (n = 89). To analyze the data skewness and kurtosis were calculated for each racism scale and then converted into z scores for comparison. Results indicated statistically different skews between the modified and original scales. Responses to modified items were generally less racist. Median splits were then conducted on all three scales dividing them into the 'racist' and 'non-racist' groups. The 'racism' group mean for all three scales was at or below the midpoint of the summed scales suggesting that the majority of students labeled as 'racist' were in fact expressing predominantly non-racist attitudes or indifference.

**F260****THE MALLEABILITY OF IMPLICIT RACE MEASURES: A META-ANALYSIS**

Jaclyn Ronquillo<sup>1</sup>, Brian Lickel<sup>2</sup>; <sup>1</sup>University of Southern California, <sup>2</sup>University of Massachusetts Amherst – The present meta-analysis provides a quantitative review of studies concerning the malleability of implicit stereotypes and prejudice. Using Blair's (2002) taxonomy of conditions that moderate implicit racial biases as a theoretical framework, it was demonstrated that experimental manipulations intended to produce a change (regardless of direction) have a small to moderate effect on implicit stereotypes and prejudice. Furthermore, it was shown that conditions that manipulate a perceiver's social goals and intentions yield stronger effect sizes than conditions that manipulate an aspect of the external environment. Finally, inferential judgments of emotions and appraisals likely to be experienced in the original studies demonstrated that stress due to experimental manipulations in the literature predict the magnitude of implicit racial biases. The theoretical and practical implications of these findings are discussed.

**F261****EFFECTS OF STEREOTYPE THREAT ON GIRLS' MATH EDUCATION**

Bettina J. Casad<sup>1</sup>, Faye L. Wachs<sup>1</sup>, Patricia Hale<sup>1</sup>, Bren M. Chasse<sup>2</sup>, Jessica Didway<sup>1</sup>, Sara Chapman<sup>1</sup>, Kayla Wells<sup>1</sup>, Erika Estrada<sup>1</sup>, Carolina Nuno<sup>1</sup>, Adamina Camacho<sup>2</sup>, Elizabeth Sill<sup>1</sup>; <sup>1</sup>California State Polytechnic University, Pomona, <sup>2</sup>California State University, Fullerton – This study examined the effects of stereotype threat on adolescent girls' math performance, attitudes, and behavioral intentions. Research on stereotype threat regarding women and math has largely been conducted with college women and effects on adolescents are less clear. Eighth-grade students (N = 617) from four middle schools in southern California participated in the study. Participants completed a pre-questionnaire, a pre-algebra test under stereotype threat or no threat conditions, and a post-questionnaire. It was predicted that girls under stereotype threat would have lower math performance, more negative attitudes toward math, and fewer behavioral intentions to pursue further math education compared to girls in the identity safety condition. Further, this effect will be moderated by math or gender identity such that girls who have stronger identities will be more negatively affected by stereotype threat than girls who have weaker identities. Results supported the hypotheses; however, only girls in honors math were affected by stereotype threat. Females highly identified with math had more negative attitudes in the threat than the control condition. Females highly identified with gender had lower math performance in the threat condition than the control. Results for behavioral intentions showed a marginal effect indicating reactance. That is, girls highly identified with math reported greater behavioral intentions in the threat than control condition. The role of gender and math identity in moderating girls' reactions to stereotype threat will be discussed further in the context of the larger body of stereotype threat literature.

**F262****MEDICAL DOCTOR IMPLICIT DIAGNOSIS (MDID)**

Gordon Moskowitz<sup>1</sup>; <sup>1</sup>Lehigh University – Stereotypes commonly influence people's cognition and behavior even when they are unaware that the stereotype has been activated or used. This influence has been identified in professional settings such as law enforcement, teaching and limited illustrations in the medical field. Two experiments examine whether stereotypes are implicitly activated in medical doctors. Implicit affect in doctors has previously been evidenced (using an IAT), but are specific negative "medical" stereotypes associated with African Americans? Experiment one assessed what diseases and treatments medical doctors associate with African American patients. Experiment two presented these stereotypic (and control) terms to medical doctors as part of a computerized task. Subliminal images of Black and White men were shown to doctors prior to each word and reaction times to the words were recorded. When primed with a Black Face reaction time was faster for stereotypic diseases. Thus, a bias was found in which doctors implicitly associate a set of diseases with African Americans. This implicit stereotype includes diseases to

which African Americans are genetically predisposed, but it also includes social behavior for which no biological basis exists on which to base the association (such as AIDS and drug use). Thus, although doctors correctly associate cardiac arrest with African Americans, they also associate drug use, crack addiction, and AIDS.

### F263

**ANTI-ATHEIST PREJUDICE IN THE INTERPERSONAL REGULATION OF RELIGIOUS BELIEF: A SHARED REALITY PERSPECTIVE** Michael W. Magee<sup>1</sup>, Curtis D. Hardin<sup>2</sup>; <sup>1</sup>CUNY Graduate Center, <sup>2</sup>Brooklyn College of CUNY – Despite a growing tolerance for religious diversity in America, the increase in religious pluralism in post-war America has not coincided with a proportionate increase in tolerance for non-believers. In fact, Americans are less accepting of atheists than any other cultural minority. Why? From the perspective of shared reality theory, threats to religious faith like atheism also threaten the relationships in which religious faith is shared. Because religious beliefs are typically established and maintained in the context of parental relationships, shared reality theory implies that religious beliefs and attitudes associated with them will be psychologically defended to the degree to which parental relationships are stable and vital, including the exacerbation of anti-atheist prejudice (AAP). Three experiments provide converging evidence for the role of parental shared reality in the regulation of religiosity and AAP. The first two experiments demonstrate how AAP is implicated in the interpersonal regulation of religiosity in response to the unconscious threat of evolution; the unconscious threat posed by evolution resulted in reduced AAP (and reduced religiosity), but only if participants did not perceive shared religious realities with fathers (exp 1) or if participants reported an insecure attachment style (exp 2). In another experiment the unconscious threat posed by atheists resulted in lower levels of religiosity, but only for those participants who did not perceive shared religious realities with their mothers. Interpretations of these findings in the context of shared reality theory are discussed and offer a possible explanation as to why many Americans are hostile to atheism.

### F264

**MOVING BEYOND RACE: THE EFFECT OF TARGET STEREOTYPICALITY ON SHOOT/DON'T SHOOT DECISIONS** Debbie Ma<sup>1</sup>, Jessica J. Sim<sup>1</sup>, Joshua Correll<sup>1</sup>; <sup>1</sup>The University of Chicago – Previous research has exclusively studied mean-level differences in shoot/don't shoot decisions between Black and White targets. However, members within racial groups vary in terms of how stereotypic they are, which impacts the degree to which targets are held to stereotypes about the group at large. The current studies investigated whether target stereotypicality moderated the decision to shoot above and beyond the effect of racial category alone. Study 1 showed that on trials in which targets were of average stereotypicality, participants exhibited racial bias (i.e., faster shoot responses to armed Blacks versus Whites), but that this effect was amplified on trials featuring targets rated as highly stereotypic. Moreover, racial bias reversed when targets were viewed as unsterotypical (i.e., faster shoot responses to armed Whites versus Blacks). Study 2 sought to examine whether training reduced the impact of stereotypicality on errors in shoot responses. Although training eliminated participants' use of race in shoot/don't shoot decisions, such that they made fewer errors, target stereotypicality continued to have an influence on these judgments.

### F265

**I AM A MAN: THE GENDERED CONSEQUENCES OF RACIAL DISCRIMINATION** Brooke Allison Lewis Di Leone<sup>1</sup>, Phillip Atiba Goff<sup>2</sup>; <sup>1</sup>The Pennsylvania State University, <sup>2</sup>University of California, Los Angeles – Is racial discrimination gendered? A series of four studies suggests that it is. In Study 1, participants generated examples of racial discrimination directed at Black men, Black women, or gender-unspecified targets. The incidents mentioned in response to Black male and gender-unspecified targets were similar to each other, but different from most incidents mentioned in response to Black female targets. In Study 2, the gender-neutral examples generated in Study 1 were subsequently rated as more

likely to happen to Black men than Black women. More importantly, the more severe an individual rated an act of discrimination, the more it was rated as likely to happen to a Black man, but not a Black woman. In Study 3, participants perceived racial discrimination directed at Black male targets, but not White male targets, to be emasculating. These studies suggest both that perceptions of racial discrimination depend on target gender and that observers may conceptualize of racial discrimination as a masculine domain. Extending this finding to the target's perspective, Study 4 tested the hypothesis that Black men would experience racial discrimination as a threat to their masculinity. Black men who experienced racial discrimination in a laboratory setting responded with compensatory masculine behavior—doing more pushups—in proportion to their level of masculinity threat. Taken together, this research suggests that both the conceptualization of racial discrimination and the harms it causes may be gendered and that research must consider intersectional identity in order to capture the context and consequences of racism.

### F266

**THE SHARP END OF SATIRE: RACIAL SATIRE INCREASES RACIAL PREJUDICE** Chuck Tate<sup>1</sup>; <sup>1</sup>San Francisco State University – Racial satire is controversial because of conflicting claims that it can reduce prejudice by hyperbolizing stereotypes or that its reliance on stereotypes increases racial prejudice. This set of experiments explored attitude change resulting from exposure to racial satire. In Experiment 1 participants were randomly assigned to view either racial satire about the target group African-Americans by a self-identified Black comedian or gender satire about the target group women by the same comedian. Results showed that, accounting for regression to the mean and offensiveness of the satire, those exposed to racial satire had a significant increase (pretest to posttest) in negative attitudes toward African-American targets as compared to those exposed to gender satire. There was no change in egalitarian attitudes toward African-Americans by condition. There was also no change in prejudice toward White targets by condition. Experiment 2 examined whether the foregoing results depend on the racial identity of the comedian. Participants were randomly assigned to view either racial satire about the target group African-Americans by a self-identified White comedian or religious satire about the target group Catholics by the same comedian. Results showed an increase in egalitarian attitudes toward African-Americans, but no change in negative attitudes. However, there was a significant increase in negative attitudes toward Whites for those exposed to racial satire. These results suggest that racial satire has the ironic effect of increasing racial prejudice, and that this increase in prejudice depends on the match between the comedian's racial identity and the target group of the satire.

### F267

**THE NATURE OF WEIGHT BIAS AMONG MEDICAL STUDENTS IN A VIRTUAL CLINICAL INTERACTION** Susan Persky<sup>1</sup>, Collette P. Eccleston<sup>2</sup>; <sup>1</sup>Social and Behavioral Research Branch, National Human Genome Research Institute, <sup>2</sup>Syracuse University – Stigma and bias negatively affect interactions between health care providers and patients who are overweight. This can lead to outcomes like disparities in preventive health services (i.e., cancer screening). Given the great complexity of the clinical communication context and the interconnectedness between the roles of patient and provider, it is difficult to ascertain what elicits provider biases. Biases may be triggered automatically by mere presence of overweight patients; whether this activation is sufficient for causing differential clinical outcomes is unexplored. We explored whether mere presence of an overweight patient was sufficient to trigger bias and differential clinical recommendations in a group of medical students. In real-world contexts overweight patients can differ from non-overweight patients on multiple characteristics (e.g., health conditions). Therefore, we conducted clinical encounters in a virtual reality environment, which allowed us to hold all patient factors (non-weight-related appearance, non-verbal behavior, symptoms, information provision, etc.) constant between an overweight and non-overweight virtual patient while pre-



servicing naturalistic elements of the clinical encounter. Interpersonal and clinical care-related variables were assessed during and after the interaction. Results indicate that, mere size of the patient does produce consistent differences in post-encounter care recommendations, attitudes toward the patient, interpersonal judgments of the patient, and blaming of the patient for causing her symptoms. Findings suggest that overweight patients may trigger bias and differential treatment based on their size alone in the absence of particular health characteristics, interaction styles, or other variables.

### F268

**N170 RESPONSES TO FACES PREDICT IMPLICIT INGROUP FAVORITISM: EVIDENCE FROM A MINIMAL GROUP STUDY** Kyle G. Ratner<sup>1</sup>, David M. Amodio<sup>1</sup>; <sup>1</sup>New York University – People typically favor members of their own group in evaluations and behavior. This "ingroup favoritism" even occurs for novel and arbitrary group distinctions, and it leads to implicit positive evaluations of ingroup members. To understand the mechanisms underlying this effect, we examined the association between implicit evaluative bias and differences in basic-level face perception of novel ingroup vs. outgroup members. Using the minimal group paradigm, we assigned participants to one of two arbitrarily-defined groups. We then recorded event-related potentials (ERPs) while participants viewed and categorized faces of people identified as members of their novel ingroup vs. outgroup. Next, participants completed a behavioral measure of implicit evaluative bias toward the ingroup vs. outgroup. Our analysis focused on the N170 component of the ERP, which peaks in occipitotemporal scalp regions at approximately 170 ms following face onset and is believed to reflect the earliest stages of face perception. Larger N170 amplitudes to outgroup vs. ingroup faces predicted stronger implicit ingroup favoritism on the behavioral measure of implicit evaluation. These results suggest that mere group membership affect face perception, which may then contribute to the expression of positive ingroup bias in behavior. By linking face perception to implicit evaluative responses, these findings begin to provide new insight into how group categorizations can shape social perceptions and behaviors.

### F269

**FINDING THE FAITHLESS: PERCEIVED ATHEIST PREVALENCE REDUCES ANTI-ATHEIST PREJUDICE** Will Gervais<sup>1</sup>; <sup>1</sup>University of British Columbia – Historical sources and contemporary polls reveal persistent negative attitudes towards atheists. Three studies investigated the relationship between anti-atheist prejudice and perceptions of atheist prevalence. Atheists do not have a particularly visible collective presence, despite being quite numerous. In recent years, some atheist groups have made concerted efforts to "come out" and publicize their numbers. How might this trend affect anti-atheist prejudice? Decades of research suggest that prejudice increases with relative outgroup size. However, a functional approach to prejudice suggests that different types of outgroups elicit different types of reactions, raising the possibility that this positive prejudice-outgroup size effect might be eliminated or reversed for some groups. Three studies found converging evidence of a negative relationship between atheist prevalence and anti-atheist prejudice. Study 1 demonstrated that anti-atheist prejudice among religious believers is reduced in countries in which atheists are prevalent. Study 2 demonstrated that perceived atheist prevalence is negatively associated with anti-atheist prejudice, especially among deeply religious individuals. Study 3 demonstrated a causal relationship: reminders of atheist prevalence reduced anti-atheist prejudice. This effect was not attributable to either intergroup contact effects or to mere familiarity with atheist beliefs. These findings suggest both novel directions for future prejudice research and potential interventions that could reduce a variety of prejudices.

### F270

**I'M NOT OLD: ACCOUNTING FOR PERSISTENT PRO-YOUNG PREFERENCES ACROSS THE AGE SPAN** Nicole M. Lindner<sup>1</sup>, Brian A. Nosek<sup>1</sup>; <sup>1</sup>University of Virginia – Age differs from other social groups like gender and race—age group membership is impermanent (aging is inevitable) and the group boundaries are flexible, allowing individuals to resist self-categorization as old. Attitudes toward old versus young are remarkably resistant to ingroup preferences among older adults, particularly implicitly—adults over 60 have similarly strong implicit pro-young biases (Cohen's  $d = 1.23$ ) as adults under 25. We investigated factors that may explain why adults of all ages prefer the young so strongly ( $N > 280000$ ; age range = 18-89). Social identity theories anticipate that individuals derive self-esteem from identifying with their groups, even low-status groups. Because of the ambiguity of age group memberships, it appears that individuals resist self-identifying as 'old' by redefining the boundary between young and old to be older than whatever age they are presently. Further, the more that individuals felt younger than their chronological age, the stronger their implicit and explicit pro-young preferences were. At the same time, participants' own chronological age and their internal motivation to respond without prejudice predicted weaker pro-young preferences, whether measured implicitly or explicitly, while external motivation simultaneously predicted stronger pro-young preferences. This suggests that internal motivations to avoid negativity toward old people are a counterweight to other sources of persistent negativity toward the elderly and aging. These findings can inform the application of social identity theories to other social groups whose membership is impermanent or subjective.

### F271

**FAIR OR FOUL? RACIAL PHENOTYPICALITY PREDICTS FOULS CALLED BY NATIONAL BASKETBALL ASSOCIATION OFFICIALS** Michael Sargent<sup>1</sup>, Keith Maddox<sup>2</sup>, Michael Murray<sup>1</sup>; <sup>1</sup>Bates College, <sup>2</sup>Tufts University – Previous work has established variants of racial phenotypicality bias within categories. For example, darker-skinned Blacks and those with other, more phenotypically Black, facial features tend to be judged more negatively and more in line with Black stereotypes than category members with less typical features. Motivated by recent work documenting positive own-race biases in fouls called by National Basketball Association (NBA) officials, the present study's purpose was to assess the role of Black players' racial phenotypicality in NBA foul rates. Several coders rated photographs of current Black NBA players, rating each face on 9-point scales in terms of skin tone and also how "Afrocentric" its features were. The photos were also coded on a set of control variables, including babyfacedness, attractiveness, and hair style. Regression analyses indicated that at the low end on the phenotypicality continuum, increases in phenotypicality were associated with higher foul rates, but for most of the range, the relationship was actually negative. In addition to reporting these data in detail, this poster will examine possible explanations for these relationships, and will explore features of the officiating context that might suggest ways to reconcile these effects with those of previous studies of skin tone and phenotypicality bias.

### F272

**COLORBLIND CONSTRUCTIONS OF AMERICAN IDENTITY AS IDEOLOGIES OF OPPRESSION** Nia L. Phillips<sup>1</sup>, Glenn Adams<sup>1</sup>; <sup>1</sup>University of Kansas – Two studies examined the relationship between different constructions of American identity (colorblind or multicultural) and perception of racism in ambiguous events. In Study 1, we measure participants' endorsement of colorblind or multicultural constructions of American identity, strength of American identification, perceptions of racism in ambiguous events, and support for anti-racist social policies. In Study 2, we imposed a construction of American identity as either colorblind or multicultural and then assessed strength of American identification and perception of racism. Results provide evidence for the hypothesized effect of identity constructions on racism perception. Multicultural constructions of American identity afforded racism perception; colorblind constructions

of American identity promoted racism denial. Discussion focuses on colorblind constructions of American identity as intentional worlds of oppression. In one direction, colorblind constructions of American identity reflect particular beliefs and desires associated with American glorification and cultivated ignorance of racial injustice. In the other direction, colorblind constructions of American identity promote "desired" ends by leading people—regardless of individual intention or awareness—to perceive less racism in ambiguous events and express less endorsement for antiracist policy.

### F273

**LOOKING THE PART: THE INFLUENCE OF GENDER, AGE, AND WEIGHT ON PERSONNEL DECISIONS** Enrica N. Ruggs<sup>1</sup>, Michelle R. Hebl<sup>1</sup>, Daniel J. Beal<sup>1</sup>; <sup>1</sup>Rice University—Past research has consistently documented the negative relation between weight and personnel decisions (i.e., interview evaluations, promotions, salary; Roehling, 1999; Roehling, Roehling, & Pichler, 2007). Past research also has documented the negative relation between aging and personnel decisions (i.e., evaluations, training; Duncan & Loretto, 2004; Gordon & Arvey, 2004). Almost no research, however, has joined these two fields of study. In the current paper, we examine how weight and age (as well as gender) work together to influence personnel decisions. A total of 327 men and women (varying in age and size) rated targets of varying weight (heavy, medium, thin), age (20, 40, and 60 years of age), and gender on a number of job-related dimensions (i.e., professional success, hireability, trainability, interpersonal skills). Additionally, they rated targets on a number of dimensions that might be influenced by weight and age stereotypes (i.e., whether one should work with technology, be in the front office and visible, work in a sedentary environment). Results revealed a number of predicted main effects and interactions for target age, weight, and gender on personnel ratings as well as effects of participant characteristics (for participant age and gender, but not weight). Furthermore, several of the effects of target characteristics on personnel ratings were mediated by stigma-relevant stereotypes (e.g., whether the person should work in a face-to-face job accounted for the negative effect of target weight on personnel ratings). We discuss the theoretical and applied implications of these results.

### F274

**DIFFERENTIALLY DANGEROUS? RACIAL STEREOTYPICALITY IMPACTS SHOOTER BIAS AMONG BLACKS** Kimberly Kahn<sup>1</sup>, Paul G. Davies<sup>2</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of British Columbia, Okanagan—The current study investigates whether within-group differences in phenotypic racial stereotypicality exacerbate racial stereotyping among individuals' own racial group in split-second shoot/don't shoot decisions. Prior research has shown that group members who are high on phenotypic Black stereotypicality (i.e., those with darker skin, broader noses, and fuller lips) encounter more bias than low stereotypic group members (e.g., Eberhardt et al., 2004). In this experiment, we test whether Black participants display stereotypicality-biased decision-making against Black targets in the shooter paradigm (see Correll et al., 2002). Because of their greater association with stereotypes linking Blacks with danger, it is hypothesized that high stereotypic (HS) Blacks will experience more racial bias than low stereotypic (LS) Black or White targets. Forty five Black participants completed a quick shoot/don't shoot videogame, in which target stereotypicality (HS Black, LS Black, White) and object type (neutral, gun) were manipulated. Errors (incorrectly shooting an unarmed target and incorrectly not shooting an armed target) were measured. Results confirmed that HS Black targets elicited stronger racial bias than LS Black targets or Whites targets. Specifically, a lower shooting criterion was adopted for HS Black targets, such that less certainty was required to shoot those targets. Results suggest that phenotypic stereotypicality of potentially hostile targets can increase the accessibility of stereotypes linking Blacks with danger, intensifying racial bias in decisions to shoot. Further, stereotypicality biases among Blacks may operate at implicit levels against their own group members. Implications for policing are discussed.

### F275

**GENDER DIFFERENCES IN THE DISCLOSURE OF FEAR: WHEN SELF-PRESENTATION = STEREOTYPE COMMUNICATION.** Robbie Sutton<sup>1</sup>, Karen Douglas<sup>1</sup>, Amy-Jo Lynch<sup>1</sup>; <sup>1</sup>University of Kent, Canterbury, UK—Stereotypes may be perpetuated by biases in the way that people talk about themselves. The present studies investigate this mode of stereotype communication in the context of much-studied gender differences in the fear of crime. An English field survey revealed that men and women attribute much higher levels of fear to "the average female" than to "the average male" (Study 1). This gender stereotype is not only descriptive: in scenario studies involving community (Study 2) and student (Study 3) samples, women (but not men) who expressed low levels of fear were evaluated negatively. This prescription appears to be ideological: ambivalent sexism is related to perceptions that fearless women are foolish (Study 4). These gender stereotypes appear to affect, and to be fuelled by, self-presentational tactics. In a Scottish door-to-door survey, a "lie scale" was inversely related to men's but not women's reported levels of fear (Study 5). Men in an experimental field survey reported lower levels of fear if instructed to "fake good" rather than to be open and honest. Conversely, the instruction to fake good increased women's reported fear levels (Study 6). Taken together the studies illustrate a stereotype communication process that might be dubbed "faking gender". Individuals are reluctant to disclose emotional states that diverge from stereotypical expectations, for fear of incurring a backlash. As a result, they provide distorted self-presentations that tend to confirm those expectations. This positive feedback loop helps lend a self-perpetuating capacity to gender stereotypes.

### F276

**FALLING FROM GRACE: INFRAHUMANIZING THE INGROUP FOLLOWING VALUE VIOLATION** Christine Reyna<sup>1</sup>, Mark Brandt<sup>1</sup>, G.Tendayi Viki<sup>2</sup>; <sup>1</sup>DePaul University, <sup>2</sup>University of Kent, U.K.—Research on infrahumanization suggests that people often attribute fewer human qualities to members of outgroups than to members of their own group (e.g. Leyens et al., 2001). This tendency has been used to explain a host of anti-social outcomes. In two studies, we show that even ingroup members may lose a degree of their human status by violating important social values and morals, and thus "fall from grace." We predict that ingroup members will be perceived as symbolically threatening, less human, and thus less deserving of prosocial emotions and behaviors. Study 1 surveyed members of the community about perceptions of race and economics. White participants infrahumanized Whites living in poverty more than Blacks in the same economic circumstances (controlling for participant income). The tendency for White participants to infrahumanize poor Whites was fully mediated by judgments of responsibility and blame. Study 2 surveyed university students about students in their ingroup and students at a rival school. We found that human status was not determined by group membership, but rather by whether or not a group upheld important values. Ingroup members who violated these values were infrahumanized as much as outgroup members who violated values. In addition, the relationships between infrahumanization and greater social rejection and punishment were fully explained by perceptions of value violation. These findings are discussed in terms of the importance of expanding infrahumanization research to look at moral judgments and symbolic threat when evaluating the human status of both ingroup and outgroup members.

### F277

**THE MAKING AND UNMAKING OF AMERICANS: ETHNIC IDENTITY AND CONTRIBUTIONS TO THE NATIONAL GOOD DETERMINE WHETHER ETHNIC MINORITIES ARE SEEN AS AMERICAN** Kumar Yogeeswaran<sup>1</sup>, Nilanjana Dasgupta<sup>1</sup>, Cristian Gomez<sup>1</sup>; <sup>1</sup>University of Massachusetts, Amherst—Despite the prevalence of contemporary multicultural ideals, are ethnic minorities perceived to be less authentically American when they embrace their ethnic identity? However, are they perceived to be more American when their work benefits the national good? Do these

factors interact to predict when Americans will include vs. exclude ethnic minorities from the national fold? Study 1 demonstrated that exposure to accomplished Asian-Americans increased inclusion of this ethnic group as American, but only when these individuals appeared ethnically assimilated, not when they were ethnically identified. However, making equivalent Whites (e.g., Irish-Americans) appear ethnically identified vs. assimilated did not affect the degree to which they were seen as American. Studies 2-3 manipulated minority individuals' ethnic identity and their professional work (i.e., work that emphasized vs. did not emphasize the national good). Results showed that exposure to Hispanic-Americans who were ethnically assimilated increased the inclusion of this ethnic group as American, but only when their accomplishments emphasized the national good. Moreover, greater inclusion occurred because these individuals enhanced the perceived distinctiveness of America as an international beacon of progress. However, exposure to identical individuals who were ethnically identified increased exclusion of Hispanic-Americans when their work did not emphasize the national good. This effect was mediated by fears that non-European cultural practices would contaminate American society. Collectively, these studies demonstrate that people's willingness to include or exclude ethnic minorities from their national group is driven by two factors: the fear of cultural contamination and the motivation to bolster America's distinctiveness in the world.

## Well-Being

### F278

**GETTING USED TO THE GOOD THINGS IN LIFE: HEDONIC ADAPTATION TO POSITIVE LIFE EVENTS** Katherine M. Jacobs<sup>1</sup>, Julia K. Boehm<sup>1</sup>, Sonja Lyubomirsky<sup>1</sup>; <sup>1</sup>University of California, Riverside – Positive life events like getting married, purchasing a new home, or graduating from college are associated with boosts to an individual's sense of well-being. With time, however, those positive feelings begin to subside through a process known as hedonic adaptation. This research examines the course of hedonic adaptation and, specifically, the predictors that can prolong gains in well-being stemming from a pleasant life event. To this end, a 15-day study tracked participants' well-being before, during, and after receiving five days of complimentary, self-relevant feedback. Multi-level modeling analyses revealed that participants experienced increases in well-being immediately on receiving the feedback, but that well-being diminished in subsequent days, suggesting that hedonic adaptation was occurring. However, those who reported a greater number of positive emotions and pleasant experiences subsequent to the feedback were better able to maintain their well-being gains and to delay hedonic adaptation. The findings are interpreted in the context of Lyubomirsky and Sheldon's (2009) model of hedonic adaptation to positive life changes, and their implications for achieving ever-greater happiness are discussed.

### F279

**ASSESSING NEED THEORY: FINANCIAL SECURITY MEDIATES THE MONEY-HAPPINESS LINK** Mark Kurai<sup>1</sup>, Ryan Howell<sup>1</sup>; <sup>1</sup>San Francisco State University – Previous studies have indicated a diminishing effect of increased money on happiness or subjective well-being when examining across countries. The most prominent theory to explain these findings is need theory, which proposes that increasing income and wealth can correspondingly increase well-being for impoverished individuals only because the money is used to satisfy basic physiological needs. The present study assesses the underlying assumptions of need theory by advocating that money can buy happiness beyond poverty if the money satisfies higher-order psychological needs. Method. Three diverse samples (N=359) of unemployed college students, older adult students, and older employed adults completed an online survey assessing life satisfaction, financial security, and economic standing. Results. Across the two older adult samples, results show that as economic standing rises so does individual perceptions of financial security (a safety need), which

in turn increases a cognitive component of happiness, life satisfaction. Conclusion. Our study is one of the first to use a mediational model in testing the accuracy of need theory. We provide evidence that the relationship between money and well-being is mediated by financial security in samples above poverty, thus extending need theory to include a more advanced level of Maslow's hierarchy. Furthermore, we extend support for the use of multiple indicators of economic standing when examining economic theory over the traditional use of absolute income.

### F280

**WHAT PREDICTS LIFE SATISFACTION? DOES IT DIFFER FOR MEN AND WOMEN?** Shimon Saphire-Bernstein<sup>1</sup>, Shelley E. Taylor<sup>1</sup>, Amy N. Moore<sup>1</sup>, Suman Lam<sup>1</sup>, Teresa E. Seeman<sup>1</sup>; <sup>1</sup>University of California, Los Angeles – Researchers have recently suggested that relationships may not be central to life satisfaction, but gender differences in the association between these variables have not been explored. The tend-and-befriend model of coping with stress suggests that the quality of social relationships may be more important for women than for men, which suggests that the importance of relationship quality to life satisfaction depends on gender. Such an effect has yet to be demonstrated, and whether there are gender differences in the importance of other factors related to well-being remains an open question. In this study, a sample of young adults (n = 186) completed measures of psychological resources, mental and physical health symptoms, and quality of a broad array of relationships, and these measures were then related to overall life satisfaction separately by participant gender. Results largely replicated the importance of psychological resources and mental and physical health for life satisfaction, and there were few differences between men and women in the effect sizes of these variables. However, relationship quality across a broad array of relationships strongly predicted life satisfaction for women, whereas for men, only the relationship quality of close friends was a significant influence on life satisfaction. Results are discussed in terms of the forces that have shaped similarities and differences in how men and women construe satisfaction from their lives.

### F281

**JAPANESE VERSION OF GMI AND WELL-BEING** Hiroko Kamide<sup>1</sup>, Ikuro Daibo<sup>1</sup>; <sup>1</sup>Graduate School of Human Sciences, Osaka University – The aim of this study is to develop Japanese version of Growth Motivation Index (GMI; Bauer et al., 2008) and to investigate the relationship between the scale and well-being in Japan. Growth motivation is examined as an individual's motivation toward personal growth and personality development. Two forms of growth motivation are proposed to correspond to two broad paths of personality development -- one more cognitive, the other more experiential (Bauer et al., 2008). These motivations contributed to well-being (Bauer et al., 2008). Bauer et al. (2008) developed GMI (Growth Motivation Index) and we aimed to develop the Japanese version of GMI (JGMI) and investigate the relationships between J-GMI and well-being in Japan. We translated GMI into Japanese and 295 Japanese students evaluated JGMI (20 items, 7 point) and PWB (43 items, 6 point; Ryff & Keyes, 1995). PWB are composed of 6 dimension of well-being (Self-Acceptance, Environmental Mastery, Positive Relationship with Others, Personal Growth, Purpose in Life, and Autonomy). The result of factor analysis showed that JGMI differentiated into cognitive and experiential growth that corresponded to GMI and also a specific factor that reflected motivation to contribute to the society. Regression analyses demonstrated that the JGMI-experiential subscale predicted measures of well-being across 6 dimensions stronger than the JGMI-cognitive subscale. This finding was similar to Bauer et al. (2008). However, the dimension of Positive Relationship with Others was predicted by the JGMI-contribution subscale characteristically. The role of growth motivation in well-being was discussed from the perspective of cultural background.

**F282****THE RELATION OF ATTITUDINAL BALANCE TO WELL-BEING** Paul

Fuglestad<sup>1</sup>; <sup>1</sup>University of Minnesota, Twin Cities – Drawing on balance theory (Heider, 1958), the present investigation examined the relation of attitudinal (dis)agreements with close others to well-being and the moderating influence of self-monitoring (Snyder, 1974). It was hypothesized that disagreements with close others (e.g., romantic partners) about important attitudes (e.g., core values) would have negative effects on relational and personal well-being and that self-monitoring would moderate the relation of disagreement to well-being (i.e., low self-monitors would be more affected by disagreement). Participants completed the Self-Monitoring Scale, an assessment of core values from the standpoint of self and close others (e.g., friends, family, romantic partner), and measures of relational (e.g., closeness, communication quality) and personal well-being (e.g., self-esteem, depression, life satisfaction). Disagreement with close others regarding the favorability of core values was consistently related to less relational and personal well-being. This pattern was particularly true of romantic relationships and friendships. For romantic relationships, the relation of value disagreement to well-being was moderated by self-monitoring. For low self-monitors, greater value disagreement with romantic partners predicted less relational and personal well-being, and the relation of disagreement to personal well-being was partially mediated by relational well-being. For high self-monitors, greater value disagreement with romantic partners predicted less relational well-being, but did not predict personal well-being. Independent of value disagreement, for high self-monitors, greater relational well-being predicted greater personal well-being. Results suggest that balance processes are important for close relationships and psychological well-being. Furthermore, it appears that individual differences in self-monitoring moderate these processes.

**F283****DO EXTRAVERTS ALWAYS HAVE GREATER WELL-BEING THAN INTROVERTS? IT DEPENDS ON HOW ONE MEASURES EXTRAVERSION, INTROVERSION, AND WELL-BEING.** Veronika Huta<sup>1</sup>; <sup>1</sup>University of Ottawa

– It is widely accepted that extraverts have greater well-being than introverts. However, this conclusion is based on research that a) only studied high/moderate arousal well-being, b) usually confounded extraversion with positive affectivity, c) largely operationalized introversion as a deficit in extraversion. Our aim was to determine whether there are important well-being outcomes that do not relate to extraversion, whether some of these relate positively to introversion, and whether it may be more realistic to say that the most fulfilled individuals are those who can exercise both extraversion and introversion. In Study 1 (N = 99 undergraduates), we studied the most commonly used measures of extraversion, and these related to high and moderate arousal well-being, life satisfaction, well-being with friends, and well-being in the city; however, extraversion was consistently unrelated to low arousal well-being, well-being when alone, and well-being in nature. Furthermore, when the facets of extraversion were studied separately, and thus not confounded with positive affectivity, only friendliness related quite consistently to well-being, while gregariousness, excitement-seeking, and assertiveness were unrelated to certain outcomes, most notably life satisfaction. Study 2 (N = 228 undergraduates) replicated Study 1, and introduced a psychometrically sound scale to assess introversion as a set of active interests in its own right, including inward-orientation, subjectivity, and introspection. Introversion related positively to low arousal well-being, well-being when alone, and well-being in nature. Finally, individuals who were high in both extraversion and introversion scored higher on the majority of well-being outcomes than people who were only extraverted or introverted.

**F284****EFFECT OF SELF-PERSPECTIVE ON ACHIEVEMENT SATISFACTION**

**JUDGMENT** Nangyeon Lim<sup>1</sup>, Eunkook M. Suh<sup>1</sup>; <sup>1</sup>Yonsei University – Taking a third-person perspective relative to a first-person perspective, makes people perceive objective, visible information and others' existence more saliently. Therefore, 3rd-person perspective makes oneself to expect more judgment from others about one's own behaviors. The present research examined, if perceiving oneself through a 1st-person or a 3rd-person perspective affects the relative emphasis on affect balance and social appraisals, when assessing one's satisfaction with achievement. Forty-two undergraduate students participated in this study. Participants were randomly assigned to one of two experimental conditions: first-person perspective, and third-person perspective conditions. After either 1st-person or 3rd-person perspectives are primed, respectively, all of the participants were asked to write briefly about their most important achievements within recent three years. Then, achievement satisfaction was assessed by asking participants to report how much they are satisfied about what they achieved. Affect balance score was calculated by asking participants how frequently they felt positive affect and negative affect about the achievement, and then subtracting negative affect score from the positive affect score. Social appraisal score was obtained by asking participants to rate how their significant others (parents and their close friends) would evaluate their recent achievement. The results show that those who view themselves through 1st-person perspective evaluate their achievement satisfaction based on their affect balance toward their achievements, whereas those who view themselves through 3rd-person perspective evaluate their achievement satisfaction based both on their own affect balance and social appraisals about their achievement.

**F285****THE WAY TO BE HAPPY IN A CONSUMER SOCIETY: MEDIATORS OF PURCHASE PREFERENCES ON SUBJECTIVE WELL-BEING** Naoko

Chaimowitz<sup>1</sup>, Ryan Howell<sup>1</sup>; <sup>1</sup>San Francisco State University – Previous research shows that material wealth is not necessary in order to increase one's sense of well-being. However, there have not yet been enough studies to provide a clear understanding of the relationship between materialism, financial aspiration, and well-being. Many studies are focused on materialism as personal traits, values, or goals; and thus, there is a need for understanding how buying behavior and decision-making affects well-being. The present study examines the hypothesis that experiential purchase preferences increased psychological need satisfaction which in turn increased subjective well-being. Participants (n = 145) were asked to respond to a series of survey questions regarding their use of money and overall level of well-being as well as their current psychological need satisfaction. We test a mediation model with a hierarchical regression and predicted that experiential purchase preferences increased psychological need satisfaction which in turn increased subjective well-being. As predicted, almost all of the reduction in the direct path from experiential purchase preference to subjective well-being was due to the increased psychological need satisfaction that was experienced with increases in experiential purchasing. We then replicated this result with a diverse sample (n = 349) recruited through social network sites. Our results suggest that spending money on experiences, rather than merchandise, may have the benefit of increasing psychological need satisfaction which in turn increased a sense of well-being.

**F286****UNDERSTANDING DISPARITIES IN HEALTH: AN EXAMINATION OF THE RELATIONSHIPS BETWEEN COMMUNITY ESTEEM, EMPOWERMENT, AND WELL-BEING** Lisa Molix<sup>1</sup>, Caitlin Ward<sup>1</sup>, Shaina Spector<sup>1</sup>; <sup>1</sup>Tulane

University – The physical and psychological health statistics of Louisiana residents are traditionally among the worst in the United States. In New Orleans, longstanding health disparities have been exacerbated by recent disasters such as Hurricane Katrina, which devastated many of the city's communities. Bringing together theory and research on community

esteem, empowerment, and disparities in overall health, the present research is part of a program of research examining the role of a variety of psychosocial variables in predicting physical and psychological well-being. Specifically, this study examined the ways in which community esteem and empowerment relate to physical and psychological well-being in a sample of New Orleans citizens. A sample of New Orleans residents were recruited at public locations (e.g., festivals, farmer's markets, parks) to participate in exchange for monetary compensation. The results suggested that higher levels of community esteem were associated with more positive psychological and physical well-being. In addition, community esteem was also associated with higher levels of empowerment. Although empowerment did not significantly influence the relationship between community esteem and physical well-being, it mediated the relationship between community esteem and psychological well-being among members of low status groups. In accord with our past work, the results suggest those with the lowest social status (e.g., those living in the areas with the highest levels of blight) seem to benefit the most from empowerment.

### F287

#### RELIGIOSITY/SPIRITUALITY AND ABSTINENCE SELF-EFFICACY DURING TREATMENT FOR ADDICTION: THE MEDIATING EFFECTS OF SUBJECTIVE MEANING IN LIFE

Amanda E. R. Robinson<sup>1</sup>, Kenneth E. Hart<sup>1</sup>, <sup>1</sup>University of Windsor – The recent surge of psychological research on religiosity/spirituality (R/S) is particularly strong amongst scholars interested in understanding the onset and remediation of alcohol and other drug (AOD) disorders. Despite this recent increased scrutiny, little is known about the psychological mechanisms that might help explain how and why R/S factors contribute to improved long-term abstinence in persons striving to overcome their AOD dependence. To fill this void, we conducted a process study of abstinence self-efficacy (ASE) in a sample of inpatients in early stage recovery who were receiving spiritually-oriented treatment. We tested the hypothesis that greater levels of involvement in prayer and meditation (ie., R/S) would contribute to increased confidence in the ability to resist temptations to drink. Furthermore, based on research suggesting the salubrious consequences of R/S factors are mediated by concomitant increases in the sense of meaning in (one's) life (Steger & Frazier, 2005; Krause, 2008), we expected the effects of R/S on ASE would diminish or disappear after controlling for perceived meaning. 40 inpatients attending 12-Step oriented alcoholism programs in the UK completed questionnaires assessing the constructs of interest. Regression analyses revealed: (1) R/S and perceived meaning were both predictive of higher levels ASE, and (2) levels of subjective meaning in life fully mediated the relationship between R/S and ASE. These findings suggest a psychological model of early stage recovery in which treatment impacts R/S involvement, which helps clients feel their life in recovery has meaning and significance, which bolsters resilience to relapse via ASE.

### F288

#### DAILY RHYTHM OF AFFECT AND ITS DETERMINANTS: YOUNG AND OLD MARCH TO THE BEAT OF DIFFERENT DRUMS

Susanne Scheibe<sup>1</sup>, Jutta Mata<sup>1</sup>, Laura L. Carstensen<sup>1</sup>, <sup>1</sup>Stanford University – Do people feel better in the morning or evening? Previous research with young adults suggests that affect varies throughout the day, with positive affect being lower in the morning and rising towards the evening and negative affect being stable. We examined factors associated with such daily fluctuations in affect, including activity, physical condition, and motivational-emotional conflict. Because these factors change across the lifespan we further tested age differences in daily affect fluctuations as well as their determinants. A sample of 178 adults aged 19-94 years completed five daily measurements over seven consecutive days. Using three-level hierarchical linear models, we found that in younger adults positive affect increased and negative affect decreased over the day. Younger adults also reported better physical functioning and lower motivational and emotional conflict in evenings than mornings, and these factors were strongly coupled with affect. In contrast, older adults' well-being did not

consistently improve over the day. Although they, too, reported reduced negative affect, their positive affect remained high throughout the day, despite their physical condition worsening towards the evening. Physical problems and motivational conflict did not compromise older adults' affect as much as young adults'. Age differences in daily affect slopes could not be explained by time allocation to work versus leisure. Findings suggest that emotion- and self-regulatory processes, rather than type of activity, are responsible for daily fluctuations in affect. Moreover, older adults' improved emotion-regulatory abilities appear to help them maintain high levels of positive affect throughout the day.

### F289

#### SATISFACTION WITH EXPERIENTIAL VERSUS MATERIAL PURCHASING

Amy R. Harrison<sup>1</sup>, Grant Donnelly<sup>1</sup>, Ryan T. Howell<sup>1</sup>, <sup>1</sup>San Francisco State University – Research has shown that experiential purchases, as opposed to material purchases, are perceived as money well-spent, as increasing feelings of vitality, as increasing relatedness, and are less subject to social comparison. The current study seeks to support these finding by utilizing a repeated-measures design and assessing various types of experiential and material purchases based on their fulfillment of psychological needs. Method: Participants (n = 67) completed an online survey, which prompted them to think of their most recent purchases across six different categories, qualified as either experiential purchases (dining experience, live event, and traveling) or material purchases (books or music purchase, clothing or jewelry, and electronics). Participants then rated the purchases for the degree to which they satisfied psychological needs. Results: As predicted, the experiential purchases were associated with more happiness directly after the purchase, more relatedness satisfaction, more vitality, and a decreased social comparison. Surprisingly, as a category, experiential purchasing was rated as contributing less to current happiness than material purchasing. When analyzed individually, the dining experience and live event purchases had the lowest ratings of current happiness – perhaps due to a susceptibility to hedonic adaptation. However, the travel experience had the highest rating of current happiness, and indeed, the highest well-being ratings of all the purchasing categories. Conclusion: These results supported the previous findings on the experience recommendation and extend past work by more precisely indicating that traveling might be the experiential purchase that most maximizes well-being.

### F290

#### OVERSPENDING: A DEBT TO HAPPINESS

Grant Donnelly<sup>1</sup>, Amy Harrison<sup>1</sup>, Ryan T. Howell<sup>1</sup>, <sup>1</sup>San Francisco State University – Past research suggests that individuals with a higher level of subjective debt also experience increased levels of stress (Norvilitis et al., 2006) and psychological distress (Brown, Taylor & Price, 2005). However, past research has mostly ignored a possible relationship between overspending (a behavior that often leads to debt) and purchasing decisions. The main goals of this study were to corroborate the relation between overspending and decreased happiness- and to determine if increases in debt were due to impulsive buying behaviors, materialism, or decreased saving behavior. Method. A diverse sample (N=158) of unemployed college students, part-time employed students, full-time employed students and employed adults completed an online survey which measured their spending and saving behavior, purchasing preferences and behaviors, and personality traits. Results. Data suggest that overspending is not correlated with life satisfaction, but is associated with lower happiness and mental health as well as higher materialistic values. Additionally, the results suggest that over-spenders buy more impulsively and less experiential, have lower savings behavior, lower financial security, and lower socioeconomic status. Conclusion. Our study demonstrates the multiple negative outcomes, both psychologically and financially produced by over-spending.

**F291**

**THE FUNCTIONS OF LIFE NARRATIVE SCENES FROM CHILDHOOD, ADOLESCENCE, AND ADULTHOOD** Joshua Wilt<sup>1</sup>, Dan P. McAdams<sup>1</sup>, <sup>1</sup>Northwestern University – People draw on their life stories for a variety of purposes, such as nurturing relationships, teaching others, and developing a clear sense of self (Webster, 1993). In turn, many of the reasons that people use their stories are related to well-being (McLean & Pals, 2008). A limitation of this research to date is that it has focused almost exclusively on the uses of remembering stories and storytelling in general. Research has not yet examined whether different scenes in the story (such as scenes from childhood, adolescence, and adulthood) are used for different functions. This study examined 1) whether scenes occurring at different stages of life are used for different functions, and 2) whether the functions of different scenes are differentially related to well-being. Participants completed one written narrative each for memories from childhood, adolescence, and adulthood. Questionnaires designed to assess the functions of life stories in general (Bluck, Alea, Habermas, & Rubin, 2005; Webster, 1993; 1997) were modified to assess how participants use each specific life story scene. Well-being was assessed with measures of life-satisfaction (Diener, 1985) and social health (Keyes, 1998). Results showed that people use scenes in their life stories for different functions, and also that the relationships between the functions of stories and well-being differed across scenes. These findings support the utility of delineating the functions of life stories by discrete scenes and suggest that the ways people use discrete scenes in their life stories may be uniquely relevant to psychosocial adaptation.

**F292**

**COLLEGE STUDENTS' SMILES IN THEIR FIRST SEMESTER FACEBOOK PHOTOS PREDICT LONG-TERM WELL-BEING AND PLANS TO DONATE MONEY TO THE UNIVERSITY AS ALUMNI** J. Patrick Seder<sup>1</sup>, Shigehiro Oishi<sup>1</sup>, <sup>1</sup>University of Virginia – In the classic study by Harker & Keltner (2001), the degree to which participants smiled in their high school yearbook photos was shown to predict well-being three decades later. We conducted a four-year-long study in which we coded the degree to which participants were smiling in their main Facebook photo when it was retrieved during their first semester at college. In addition, we counted the number of words posted by the participants in their Facebook profiles at that time. We used both variables to predict well-being, satisfaction with the university, future plans to donate money to the university, and GPA as measured four years later. Participants (n = 49) completed a battery of well-being measures during their first semester at college (Fall 2005), and gave us permission to retrieve and code their Facebook profiles. At the end of their final semester at college (Spring 2009), participants completed a follow-up web study. Results show that the degree to which participants were smiling in their main Facebook photo during their first semester at college (four years earlier) predicts Satisfaction With Life, Felt Understanding, overall satisfaction with the university, and intentions to donate money to the university as an alumnus. Amount of personal information posted in the Facebook profiles during the first semester at college predicts lower GPA (overall and major-specific) four years later, as well as greater amounts of self-reported illness and stress. Amount of profile content, however, is not correlated with participants' self-reports about how often they update their Facebook pages.

**F293**

**MODEL CONSTRUCTION FOR THE PSYCHOLOGY OF MEANING OF LIFE: TOWARD INTEGRATIVE APPROACH TO THE VIEW OF LIFE** Yu Urata<sup>1</sup>, <sup>1</sup>Meijo University – In psychology, a number of studies have examined ideas of the meaning of life, but no comprehensive model has been developed that integrates philosophical foundations and empirical research. This study constructed an integral model for concepts of the meaning of life using a model construction methodology based on qualitative data. Three models were constructed: Framework (Model I), Element (Model II), and Composition (Model III). Model I was a theoretical

framework model based on philosophical, anthropological, and psychological theories. Model II was constructed using categorization data on the meaning of life drawn from various sources in previous studies. Model III was constructed by integrating Models I and II. These models proposed four fundamental principles underlying concepts of the meaning of life: Personal, Relational, Social/universal, and Religious/spiritual. These principles formed a "nested" structure that unfolds from Personal to Relational to Social/universal to Religious/spiritual. In addition, some typical cases were analyzed by assessing structural properties of meaning systems. The model may provide a comprehensive framework for understanding concepts such as "depth" and "breadth" as associated with concepts of the meaning of life.

**F294**

**THE IMPORTANCE OF NATURE IN PROMOTING PERSONAL AND ENVIRONMENTAL WELL-BEING** Elizabeth K. L. Nisbet<sup>1</sup>, John M. Zelenski<sup>1</sup>, <sup>1</sup>Carleton University – Social and personality psychologists, as experts in human behavior, have important roles to play in helping to overcome environmental problems. Disconnection from the environment and a lack of contact with nature may contribute to environmentally destructive behaviour as well as to human unhappiness. Fostering a subjective sense of connectedness to nature (nature relatedness or 'NR') may be a promising way to promote sustainable attitudes and behavior, as well as improving psychological well-being. Our previous research suggests that people who have a strong connection to nature (are highly 'nature related') are happier, hold more pro environmental attitudes, and behave in more sustainable ways. In this study, we test the idea that spending time in nature promotes positive emotions, and fosters sustainable attitudes and behavior. An online, month-long, longitudinal experience sampling method was used to investigate if trait connectedness (NR) predicts nature contact and in turn contributes to both happiness and sustainable behavior. We assessed trait NR, happiness, time spent in nature, and sustainable behavior over five weeks. Initial trait connectedness (NR) was associated with positive emotions and vitality at the end of the study, and this was, in part, due to time spent in nature over a month. Time spent in nature also mediated the relationship between NR and self-reported sustainable behavior. We suggest that, in contrast to environmental messages that evoke unpleasant emotions, emphasizing the positive aspects of connectedness with nature (such as increased happiness) may provide an effective tool in motivating environmental behavior and promoting psychological well-being.

**F295**

**HOW NEED SATISFYING AND DEPRIVING EXPERIENCES OF VIDEO GAME PLAY SHAPE AGGRESSION AND WELL-BEING** Andrew Przybylski<sup>1</sup>, <sup>1</sup>University of Rochester – Most research has focused on the graphic and narrative contents of video games in understanding and evaluating how video game engagement influences short and long-term well-being. Taken together, this research suggest that video games can exert different kinds of influence as a function of their contents; health narratives have been shown to enhance health behavior (Baranowski et al., 2008), whereas violent content has been identified as a contributor to aggression (Anderson, 2004) Little research to date has examined how game structure might also shape short-term shifts in well-being and aggression through motivational processes. Our talk will review a number of survey-based, experimental, and experience-sampling studies that explore the relations between motivational factors rooted in the structure of games and short-term shifts in player well-being. Based on cognitive evaluation theory, we hypothesized that: (1) game engagement that satisfied the basic needs for competence and autonomy would serve to increase well-being and intrinsic motivation, and (2) game engagement that undermined need satisfaction would contribute to increased anxiety, aggression, and disengagement. Further, we expected that (3) these motivational processes would shape short-term shifts in well-being over and above differences in game content. Results derived from between- and within-person analyses revealed that psychologically need satisfying experiences of play were linked with increased well-being and

intrinsic motivation, whereas game engagement that thwarted needs lead to increased anxiety and aggression. Importantly, these results remained in evidence within and between both nonviolent and highly violent games.

# Poster Session G

Saturday, January 30, 6:15 – 7:45 pm, Grande Ballroom

## Applied Social Psychology

### G1

#### **SPSP GSC SURVEY: WHAT GRADUATE STUDENTS WANT FACULTY TO KNOW**

Jennifer Pattershall<sup>1</sup>, Helen Lee Lin<sup>2</sup>, Austin Lee Nichols<sup>3</sup>, Kathleen Fortune<sup>4</sup>, Marina Milyavskaya<sup>5</sup>, Nicole Noll<sup>6</sup>; <sup>1</sup>University of Arkansas, <sup>2</sup>University of Houston, <sup>3</sup>University of Florida, <sup>4</sup>University of Manitoba, <sup>5</sup>McGill University, <sup>6</sup>Temple University – Graduate students are constantly evaluated on their course work, teaching, and research productivity. However, they rarely have the opportunity to give formal evaluations of their training programs or advisors. The SPSP GSC decided to give graduate students the chance to conduct this evaluation, to let faculty know how students feel about their education. Approximately 250 graduate student participants (61% female, M age = 28) were recruited over the SPSP listservs. Participants had completed an average of 3.7 years of graduate school. They represented 36 U.S. states, 4 Canadian provinces, and 9 other countries outside of North America. A variety of Likert-type questions assessed students' opinions about training programs (e.g., "I feel as though my training program is preparing me for the job I want when I finish my degree") and advisors (e.g., "I feel as though my advisor understands my goals and is helping me achieve them"). In addition, participants responded to open-ended questions about training programs and advisors (e.g., "What do you wish you could tell your advisor about your graduate school experience?"). These questions provided students the opportunity to share their experiences in an anonymous forum. The responses will be summarized to show where graduate students feel their programs and advisors excel, and where there could potentially be improvement.

### G2

#### **PSYCHOSOCIAL BELIEFS AND IMPLICIT ATTITUDES AS DETERMINANTS OF SUNSCREEN INTENTIONS AND SUNSCREEN USAGE AND THE MODERATING EFFECTS OF RACE**

Abby B. Harvey<sup>1</sup>, Andrew Karpinski<sup>1</sup>; <sup>1</sup>Temple University – Researchers have been aware of the impact that sun-related knowledge and psychosocial beliefs have on sunscreen practices, however, much of the existing research is more than a decade old and largely ignores race. In the current study 119 Caucasian and 44 African American participants completed a series of questions regarding their psychosocial beliefs toward sunscreen, a set of implicit measures about sunscreen-relevant attitudes, and indicators of their past sunscreen use and intentions to use sunscreen in the future. Across all participants, we found that photoaging beliefs, knowledge about skin cancer, beliefs about the effectiveness of sunscreen, and implicit attitudes toward sunscreen predicted intentions to use sunscreen. Additionally knowledge about skin cancer, beliefs about the effectiveness of sunscreen, and implicit attitudes toward sunscreen significantly predicted past sunscreen use, while perceived drawbacks to using sunscreen and implicit attitudes toward skin cancer marginally predicted past sunscreen use. Next we examined whether the relationship between any of the psychosocial beliefs in the models and sunscreen use and intentions to use sunscreen were moderated by race. Drawbacks to using sunscreen did not affect African Americans with regards to their intentions to use sunscreen, however, it was an important factor Caucasian participants considered in conjunction with their intentions to use sunscreen. Furthermore, implicit attitudes toward skin cancer predicted use and intentions to use sunscreen for African Americans but not for Caucasians. This research raises awareness to the necessity to consider the impact of race with regards to skin cancer and associated beliefs and behaviors.

### G3

#### **WHAT ABOUT AFTER THEY CONFORM?: EXAMINING THE CONFORMITY AND ATTITUDE CHANGE IN A POLITICAL DISCUSSION**

William Mauldin<sup>1</sup>, H. Colleen Sinclair<sup>1</sup>; <sup>1</sup>Mississippi State University – The present experiment examined the extent to which participants went against their own political beliefs by publicly conforming to the majority in a political discussion. Further, we measured the amount of attitude change participants expressed privately post-discussion. 390 participants completed a screening survey to gauge their political positions. Approximately 2 weeks later participants returned for an alleged "political discussion" either via instant messenger or face-to-face (determined by random assignment.) At the outset of the discussion, 6 votes were taken on 1 of 2 issues (either gay rights [n=201] or environmental policy [n=189]). Voting in turn, 3 confederates preceded the participant (1 confederate following the participant), and voted the opposite of what the participant's position was known to be. Conformity was assessed by the degree to which participants voted with the group (and against their own beliefs). Attitude change was assessed by computing a difference score between screening survey items and post-discussion measures. Participants in the gay rights condition were significantly more likely to conform (71-74%) and change their attitude if they went into the experiment anti-gay rights, attitude change was especially likely in face-to-face contexts rather than on-line contexts. In contrast, pro-gay rights individuals were significantly less likely to conform (30-33%) and showed attitude polarization. In the environmental condition, pro and anti participants had the same amount of conformity (60-64%) but attitude change was rare. Further discussion addresses why patterns vary between social justice issues (e.g., gay rights) and not for other types of political issues (e.g., environmental policy).

### G4

#### **ON THE ALERT: INFORMATION SEARCH DURING DECEPTIVE COMMUNICATION**

Naoya Tabata<sup>1</sup>; <sup>1</sup>Toyo University – A number of studies have investigated deceptive communication behavior and cues to deception have been identified (e.g. Zuckerman, DePaulo & Rosenthal, 1981). However, few studies have focused on information processing during deceptive communication. Therefore, characteristics of information search during deceptive communication were investigated. Facial expressions provide information about emotions (McCrosky & Richmond, 1996). The gaze in particular is often used to read the intentions of others (Endo, 2005). Therefore, it was hypothesized that facial expressions and the gaze of the self and that of the partner would be the focus of attention during deceptive communication. Two participants played a board game called "Ciao Ciao". In order to win this game, a player must hold the cards close to a partner's chest. Moreover, players can lie about a dice throw, because they throw the dice secretly and then announce the number. The degree of intimacy between two participants was manipulated, such that 28 participants played with a friend, and 16 played with a stranger. Attention to movements by the self and by the partner, such as facial expressions, gaze, body and hand movements, speech style and timing of announcements during the game were investigated. Results indicated that participants focused more attention on facial expressions and gaze of the self, compared to other movements by the self. Conversely, participants focused more attention on facial expressions and gaze of the partner when the partner was a friend. No significant attention to movements was observed with a stranger.



**G5****COLLEGE BINGE DRINKING FROM THE NATURAL DRINKING GROUP PERSPECTIVE**

James Lange<sup>1</sup>, Loraine Devos-Comby<sup>1</sup>, Jason Daniel<sup>1</sup>, <sup>1</sup>San Diego State University – College student binge drinking has been estimated to contribute to over 1,800 student deaths per year. Because it has become such a widely acknowledged public health problem, research has advanced on identifying factors that predict its occurrence. Personality, environmental, parental, cognitive, and even genetic variables have explained at least a portion of the variance in binge drinking. However, very little attention has been paid to the immediate social environment in which this drinking tends to occur. College students tend to drink within small groups of people who are bonded by friendship or other personal relationship. These natural drinking groups (NDGs) may be a substantial influential force on the individuals within it; perhaps even a more substantial influence than the more the more thoroughly studied generic "peer" influence. The study we report upon was conducted at a large public university in the southwestern United States. It was conducted with the goal of exploring the role of relationships within and social identity to NDGs on college student drinking. 414 students – who had been randomly selected – participated in a web-based survey with questions pertaining to their last drinking occasion. Two statistical interactions were found on the dependent variable, drinking quantity: (1) presence of a romantic interest within the NDG and being in a committed relationship, and (2) conformity to perceived NDG drinking norms was moderated by participants' level of social identity with the group. Both findings demonstrate that relationships within NDGs may play an important role in the drinking behavior of college students.

**G6**

Poster G6 moved to B295.

**G7****THE ROLE OF LEADERS AS ATTACHMENT FIGURES: RE-EXAMINING THE LEADER-FOLLOWER RELATIONSHIP**

Daniel J McAllister<sup>1</sup>, Kelvin Pang<sup>1</sup>; <sup>1</sup>National University of Singapore – We examine the role of leaders as attachment figures in organizational settings. Drawing theoretical foundations for our work from adult attachment theory, we argue that followers can form context-specific attachment bonds with their leaders, and the nature of these specific attachment bonds is largely influenced by follower attachment style. We contend that through the mechanism of transference, followers' general beliefs of significant others affect the way they choose to rely on specific leaders and/or whether they see themselves as worthy of leader acceptance. Furthermore, we hypothesize that followers who are securely attached to their leaders experience a heightened sense of thriving (sense of learning and vitality) at the workplace. We developed new scales to measure a follower's specific attachment avoidance and anxiety towards his or her leader, and empirically tested this model with a sample of 270 matched supervisor-subordinate dyads. Results demonstrated strong support for the transference hypothesis, that individual differences in follower attachment styles (anxiety and avoidance) predicted follower attachment to a specific leader. In turn, specific attachment avoidance to the leader was a strong predictor of follower-reported thriving at work, while specific attachment anxiety was not. Taken together the findings bring into focus the relevance of attachment theory for understanding the dynamics of leader-follower relationships.

**G8****THE EFFECT OF RED ON PHYSICAL PERFORMANCE**

Wilbert Law<sup>1</sup>, Stefanie Putter<sup>2</sup>, Andrew Elliot<sup>1</sup>, Roger Feltman<sup>1</sup>; <sup>1</sup>University of Rochester, <sup>2</sup>Colorado State University – In previous research, the effects of seeing the color red on physical performance have been shown to be inconclusive. These inconsistencies were due to a lack of proper control measures, no control for color saturation and brightness, inconsistent time presentation of the color manipulation, and experimenter biases. The present study aimed to test the effect of seeing the color red on physical performance (measured by handgrip strength) using a more methodologically

vigorous experimental design. Participants, recruited from a subject pool, were randomly assigned to one of the three conditions (red, green, and gray). Participants' handgrip strength was measured before and after the manipulation. Participants were asked to look at a colored sheet according to the condition that was assigned in between the two strength measurements. Results showed that seeing the color red enhanced physical performance compared to seeing the color grey but no significant difference was found between red and green. Future directions and implications of these results are discussed.

**G9****PASSION FOR WORK: THE ROLE OF RECOVERY STRATEGIES AND RUMINATION IN BURNOUT**

Laurence Crevier-Braud<sup>1</sup>, Jacques Forest<sup>1</sup>, Eliane Bergeron<sup>1</sup>; <sup>1</sup>Universite du Quebec a Montreal – Vallerand and colleagues (2003) proposed a Dualistic Model of Passion wherein two types of passion are proposed: harmonious passion (HP) and obsessive passion (OP), which predict adaptive and less adaptive outcomes respectively. Previous research (Vallerand et al., in press) has shown the role of the DMP in burnout. To further extend previous results, the present study investigated the role of recovery strategies outside the work place and rumination about work in the relationship between passion and burnout. It was hypothesized that HP would lead to more recovery strategies, whereas OP would lead to more rumination about work. In turn, those strategies will subsequently influence the level of burnout. Participants (n=173) were nurses and completed an online survey. Results from structural equation modeling indicated that HP positively predicted recovery strategies and negatively predicted rumination about work, while OP was negatively associated to recovery and positively to rumination. Moreover, recovery from work predicted lower level of burnout whereas rumination predicted higher level of burnout; fit indices supported our model. Overall, these results suggest that it would be valuable to promote the development of HP and to prevent OP in the realm of work in order to attain and maintain psychological health at work. Directions for future research are proposed.

**G10****THE INFLUENCE OF DIVERSITY CLIMATE PERCEPTIONS ON TRUST IN LEADERSHIP: THE MEDIATING ROLE OF PROCEDURAL JUSTICE**

Benjamin Liberman<sup>1</sup>; <sup>1</sup>Columbia University – Organizational diversity climate is an individual assessment of how well an employee perceives his or her organization maintains an inclusive environment committed to embracing diversity and providing equal opportunity to all employees (Pugh, Dietz, Brief, & Wiley, 2008). This study investigated whether employees who perceive their organization's climate as pro-diversity have higher perceived trust in leadership than employees who perceive their organization's diversity climate as negative. Results were taken from the 2002 Federal Human Capital Survey in which over 100,000 Federal government employees were surveyed regarding their agency's policies, practices, and procedures. Hierarchical moderated multiple regressions assessed the moderating effect of minority group membership on the relationship between diversity climate perceptions and trust in leadership. Results show that diversity climate perceptions are positively related to trust in leadership evaluations. The findings of this study also support the hypotheses that minority group membership does moderate the relationship between diversity climate perceptions and trust in leadership. Regardless of whether they perceived their diversity climates as positive or negative, minority workers had higher trust in leadership evaluations than Whites. In addition, procedural justice did mediate the moderating effects of minority group membership on the relationship between diversity climate perceptions and trust in leadership. These research findings show that diversity climates do impact trust in leadership perceptions, supporting Cox's (1993) Interactional Model of Cultural Diversity which states that either positive or negative affective and performance-related outcomes for the employee are dependent upon the organization's diversity climate.

**G11****PLANNING RESEARCH-RELATED CAREERS: HOW STEREOTYPES ABOUT RESEARCHERS AMONG ENGINEERING, LIFE SCIENCE, AND PSYCHOLOGY MAJORS CONTRIBUTE** Sara Branch<sup>1</sup>, Ida Ngambeki<sup>1</sup>, Anna Woodcock<sup>1</sup>, William Graziano<sup>1</sup>, Demetra Evangelou<sup>1</sup>; <sup>1</sup>Purdue University –

The study examined research-related beliefs and expectations among students in Engineering, Life Science, and Psychology. Students (N=534) were surveyed regarding their stereotypes of researchers in their major area and the degree to which others (e.g., faculty, advisors) either encouraged or discouraged them to pursue research both as a student and as a career. Factor analysis of the items tapping students' researcher stereotypes revealed three factors: "precision scientist" (i.e. detailed, systematic;  $\alpha=.80$ ), "loner" (i.e. solitary, disorganized;  $\alpha = .71$ ) and "artist-engineer" (i.e. natural talent, artistic;  $\alpha =.55$ ). Regarding the precision scientist stereotype, engineering majors reported the highest level (M =11.33), followed by Psychology majors (M = 10.82) and then Life Science majors (M = 9.92). Regarding the artist engineer, engineering majors were significantly lower (M =9.71) than either Psychology (M = 10.51) or Life Science majors (M = 10.04). Regarding encouragement to pursue research, the overall pattern suggested that majors in Engineering and Psychology reported (and expected) more support for involvement in research than did Life Science majors. Regarding sex differences, women reported less encouragement than men, a notable exception being that women reported greater encouragement from advisors. These results suggest that faculty are actively influencing the perception students have of researchers in their field. These perceptions combined with the degree to which faculty encourage or discourage participation in research were also related to students' expectations and plans to pursue research-related careers.

**G12****WINNING THE VOTING 'RACE': SDO PREDICTS PARTY MEMBERSHIP**

Camilla S. Overup<sup>1</sup>, Brandee E. Marion<sup>2</sup>, Stefanie Teran<sup>1</sup>, Paige Muellerleile<sup>1</sup>, Jamie Warner<sup>1</sup>; <sup>1</sup>Marshall University, <sup>2</sup>University of Alabama – In the 2008 Presidential election, the Democratic nominee was Black. Talking about the role of race in the election, the Republican nominee said he thought voters would vote for "best of reasons, not the worst of reasons." Several theories may explain race in voting behavior, including social dominance orientation (SDO), symbolic racism (SR) and need for cognition (NC). SDO could predict voting patterns in two different ways: people who identify as Republicans or Democrats may only be willing to vote their parties. Alternatively, White voters may be unwilling to vote for a Black candidate. SR would make a more straightforward interpretation: People who obtain high SR scores should be less likely to vote for a Black candidate. Finally, NC's predictions about voting behavior indicate that voters who crossed parties to vote for a different candidate may not have done so because of some racial motivation, but rather, they may have voted across parties for other reasons related to issues or ideas that could be predicted by their need to think in more depth about the issues. Participants were 155 Democratic or Republican voters who completed a series of questionnaires prior to the election and who responded to a second survey after the election. Using DA and MANOVA, we classified party-consistent and inconsistent voters, using SDO, SR, and NFC as predictors of party membership and the reverse. This strategy indicated that only SDO predicted party membership. Focused comparisons of cross-party voters indicated no differences between groups on these variables.

**G13****LINGUISTIC CHANGE IN RESPONSE TO SWINE FLU (H1N1) Y. R.**

Tausczik<sup>1</sup>, J. W. Pennebaker<sup>1</sup>, K. J. Petrie<sup>2</sup>; <sup>1</sup>The University of Texas at Austin, <sup>2</sup>The University of Auckland – The language used in personal blogs following the first confirmed swine flu infections in Mexico was examined. Perceptions of a disease outbreak, particularly perceived threat, are related to the behavioral measures individuals take to protect themselves from infection (Rubin, Amlôt, Page, & Wessely, 2009). Language use might

inform perceptions of swine flu and reactions that motivate protective behavior. Thus, blogs were collected during the 17 days following the World Health Organization's (WHO) announcement. All blogs mentioning swine flu (N = 9,698) and a matched sample of control blogs (N = 9,698) were collected using the spinn3r blog aggregating service. As expected, use of health, anxiety and death words were higher in blogs discussing swine flu. Despite increased warnings by WHO and geographic spread of the disease, focus on the disease and perceived anxiety in blogs discussing swine flu was highest initially and then linearly declined (health words:  $r = -0.947$ ,  $p < 0.001$ ; anxiety:  $r = -0.928$ ,  $p < 0.001$ ; death:  $r = -0.671$ ,  $p = 0.003$ ). These results and other changes in language suggest that novelty and uncertainty of the outbreak at the beginning may be more important than the severity of the outbreak in influencing perceptions of risk. Sustaining public vigilance throughout the epidemic may be difficult particularly when public announcements may be causing the novelty to wear off.

**G14****MOOD AND LABELING IN THE UNDERDOG EFFECT: ARE X AND Y TEAMS DIFFERENT FROM FRONT-RUNNER AND CHALLENGER TEAMS?**

JongHan Kim<sup>1</sup>, Maureen O'Callaghan<sup>2</sup>; <sup>1</sup>Coastal Carolina University, <sup>2</sup>University of Alaska – Individuals have a tendency to associate with successful people and teams and distance themselves from unsuccessful people and teams. However, this tendency is contradictory to the underdog effect: Rooting for an underdog who is weaker and has a lower chance of winning. In this study, we investigated how spectators' mood and the labeling of teams affect underdog effect. The top dog was defined as having won 6 out of the last 7 games against the underdog. Labels of team were manipulated by changing the labels of the top dog and the underdog to either Team X and Team Y or Front-Runner and Challenger. Participants wrote about a particular incident where they were great (or awful) compared to others and then read a scenario of a sports game and indicated how much they would like to see each team win, how exciting it would be for each team to win, and how much money they would bet on each team. Scores of liking and excitement were combined to get a composite score of rooting for a team. When participants felt great, the underdog effect was magnified when the teams were described as X and Y than Front-Runner and Challenger. When participants felt awful, however, the underdog effect was disappeared when the teams were described as Front-Runner and Challenger but the underdog effect was occurred when the teams were described as X and Y. In terms of money betting, all participants bet more money to the top dog over the underdog.

**G15****EMOTIONAL AND COGNITIVE REACTION TO FEEDFORWARD INTERVENTION** Eyal Rechter<sup>1</sup>; <sup>1</sup>Hebrew University of Jerusalem –

Feedforward Intervention (FFI; Kluger & Nir, in press), is an organizational intervention based on the principles of Appreciative Inquiry (Cooperider & Srivastva, 1987) and positive psychology (Seligman, Steen, Park & Peterson, 2005). Through analyzing peak experience in a constructed interview, FFI aims to enhance motivation and performance through recognizing personal strengths and virtues and , necessary conditions for top performance. It is hypothesized that FFI heightens self-efficacy, facilitate learning and have positive effect on mood and bonding between interviewee and interviewer. It is further hypothesized that individuals' Attachment Style (Bowlby, 1987) moderates these effects. Two studies were conducted to assess FFI's influence: In Study 1 (N=262) a one-way ANOVA showed that participants in FFI condition (interviewed by trained research assistants) reported higher positive emotions than participants in a control interview and no-treatment participants, who reported the lowest level of positive emotions. This effect interacted with attachment style, so that Avoidant individuals did not show the positive effect on emotions. Participants in the FFI condition also reported higher perception of learning. In study 2 (N=132), participants in FFI condition (interviewed by fellow-participants) expressed higher liking and appreciation for their interviewers; reported higher level of satisfaction with

the process; indicated more personal strengths; listed more possible actions they can perform in order to achieve a personal goal and higher self-efficacy regarding their belief in their ability to achieve their goals – compared with participants in a Feedback condition. Practical implications of the finding will be discussed.

#### G16

**THE PARADOX OF THE HPV VACCINE: HOW TO TARGET SEXUALLY INACTIVE WOMEN FOR PROTECTION AGAINST AN STI** Claire Baxter<sup>1</sup>, Paula Barata<sup>1</sup>; <sup>1</sup>University of Guelph – Since the introduction of the HPV vaccine, uptake has been lower than expected and has met significant barriers. Lack of sexual experience predicts resistance to the vaccine; however, the vaccine is most efficacious before the onset of sexual activity. It is possible that sexually inactive women do not perceive HPV vaccination messages to be directed at them. The purpose of this study was to measure the effect of a targeted educational message on the intentions of sexually inactive women. Participants were 109 undergraduates who completed an online survey; each participant was randomly assigned to one of three conditions. The experimental conditions manipulated the type of information provided on HPV and the vaccine: general (minimal information), detailed (emphasized sexual transmission of HPV), or targeted (emphasized the benefit to sexually inactive women). Experimental conditions were successful in increasing predicted components of HPV knowledge. Overall, an increase in information was related to an increase in intention to receive the HPV vaccine. Comparisons between the general and targeted information conditions revealed a significant interaction, such that sexually inactive women intended to receive the vaccine more in the targeted information condition than the general information condition, whereas intentions of sexually active women were not affected. Most importantly, intentions of sexually inactive women rose from not intending to intending to receive the vaccine in the targeted condition ( $p < .05$ ). These results suggest that targeted educational material may help to increase the number of inoculations in sexually inactive women, while not decreasing the intentions of sexually active women.

#### G17

**UNCERTAINTY IN EYEWITNESSES' MEMORY JUDGMENTS: VARIATIONS OF TASK DIFFICULTY** Jens Hinrich Hellmann<sup>1</sup>, Jonas H. Rees<sup>2</sup>; <sup>1</sup>Jacobs University Bremen, Germany, <sup>2</sup>Bielefeld University, Germany – Observers often judge the reliability of eyewitness testimony based on the eyewitnesses' apparent certainty (vs. uncertainty) in the accuracy of their memory. One potential source of uncertainty can be the perceived difficulty of a task. For eyewitnesses, it is often difficult to answer specific questions about a witnessed incident. We investigated whether the difficulty of questions in eyewitness interviews can profoundly affect eyewitnesses' mnemonic certainty, and whether this difficulty can even have an impact on more general judgments. We asked German participants questions about a video that was extensively covered by the German media and a topic of much public debate at that time. We pilot tested our questions regarding their difficulty. Participants rated the vividness of their memory for a witnessed event as worse after answering more difficult (as compared to easy) questions. Importantly, those participants who answered only difficult (vs. easy) questions reported less interest in current political events, probably using this explanation to justify their subjectively incomplete memory. Participants who were asked a mix of easy and difficult questions reported to have more vivid and complete memories for the witnessed event than participants who were asked the difficult questions only. These findings have implications for interrogation procedures: They suggest that interrogators should add easy questions (even when the answers to these are not of interest) to the list if difficult questions have to be asked. Thus, uncertainty in eyewitnesses could be elicited to a lesser extent in an already uncomfortable situation.

#### G18

**DISCERNING PROCESSES IN COLLEGE DRINKING: THE NORM-BEHAVIOR ASSOCIATION OVER TIME USING RETROSPECTIVE & DAILY DIARY MEASURES** Jerry Cullum<sup>1</sup>, Steve Armeli<sup>2</sup>, Tennen Howard<sup>1</sup>; <sup>1</sup>University of Connecticut, <sup>2</sup>Farleigh Dickenson University – Social-norm based interventions in college drinking are common, but show mixed efficacy. Although such interventions assume a passive social influence process, past research and theory suggest several alternative processes that may also contribute to the norm perception-drinking association over time (dissonance reduction, heuristic recall bias, selective affiliation). The goal of the present study was to examine the evidence for these various processes that may contribute to the norm perception-drinking behavior association, while also beginning to distinguish among some of these alternatives. Over a 3 year period, students ( $N = 574$ ) reported yearly on their drinking levels and perceptions of drinking norms, using conventional retrospective reports over a month period, and daily diary reports for 30 days. We investigated cross-lag longitudinal models using Structural Equation Modeling to test for evidence of social influence/alternative processes, and compared cross-lag effects across retrospective and daily aggregate models to determine the extent to which heuristic recall biases contribute to the norm-drinking association. Past drinking behavior consistently shaped changing perceptions of drinking norms across years. This effect was not attributable to heuristic biases during retrospection. Perceptions of social norms had a smaller and inconsistent affect on changing drinking behavior across years, although models ignoring this effect provided a less adequate fit of the data. These results suggest that much of the norm perception-drinking behavior association is driven by a dissonance reduction and/or selective affiliation process, and that social influence processes contribute less to this long-term association. Implications for interventions designed to reduce college drinking are discussed.

#### G19

**PERCEPTION OF COMMUNAL GOALS AND STEM CAREER INTEREST** Emily K. Clark<sup>1</sup>, Amanda B. Diekman<sup>1</sup>; <sup>1</sup>Miami University – Despite women's increasing presence in traditionally male-dominated careers such as law and medicine, women continue to be underrepresented in science, technology, engineering, and mathematics (STEM; US Department of Labor, 2007). An important distinction may be that STEM is perceived to inhibit communal goals, such as working with or helping others. Communion remains a central aspect of the female gender role (Diekman & Eagly, 2008), and thus to the extent that STEM is perceived as inhibiting communal goals, women will continue to opt out of these careers. The current research examines the consequences of the perception that STEM careers inhibit communal goals. Participants read about a typical day for a scientist in which the scientist's tasks were framed either agentically or communally. They then reported their endorsement of agentic and communal goals, and provided their attitudes toward and perceptions of the career. Among participants who read about an agentically-framed career (representing the stereotypical perception of STEM), endorsement of communal goals was negatively related to positivity toward the career, interest in the career, and predicted personal success and enjoyment. However, in the communally-framed career condition, communal goal endorsement was unrelated to these outcomes. Additionally, participants predicted that women would enjoy the communally-framed career more than the agentically-framed career, while there was no effect of framing on predicted enjoyment for men. This research suggests that to encourage women's presence in STEM careers, it may be important to consider congruity between goals important to women and perceptions of career goal fulfillment.

**G20**

**THE INFLUENCE OF POLITICAL IDEOLOGY, VOTER AND CANDIDATE CHARACTERISTICS ON POLITICAL PERCEPTIONS** Jennifer Ma<sup>1</sup>, Shari Silver<sup>1</sup>, Larissa Lasko<sup>1</sup>, Michele Tugade<sup>1</sup>; <sup>1</sup>Vassar College – The 2008 Presidential election was exciting in part because of the possibility of electing an historic first (African-American or woman). Some political strategists suggested that Sarah Palin was selected to attract voters unhappy that Hillary Clinton was out of the race. The current study explored factors that may influence perceptions of political candidates. Eighty-three undergraduates rated Barack Obama, Joe Biden, John McCain, Palin, Clinton, and eight fictional candidates varying in gender, race, and policy stances on a series of characteristics. They also completed various individual difference measures. For the real candidates, participants rated Democrats and presidential candidates more positively than Republicans and vice-presidential candidates, with Palin rated least positively. For the hypothetical candidates, those with liberal policy stances were perceived more positively than those with conservative stances. Significant gender x party and gender x race interactions were also found. As expected, participants' own political orientation influenced perceptions of both the real and hypothetical candidates. And while participants' gender and expressed sexism and racism influenced these perceptions, most effects disappeared when participants' ideology was controlled, demonstrating the dominant role of ideology. However, women perceived Palin less positively than men did, even when participants' ideology was controlled. With the exception of Palin, the real candidates were perceived more positively than their hypothetical counterparts. Palin was perceived less positively than her counterpart (who among conservative candidates was perceived the most positively). These data suggest that one female candidate cannot be substituted for another without regard for other factors such as her political ideology.

**G21**

**SUPPORT FOR GOVERNMENTAL SPENDING ON ENVIRONMENTAL ISSUES DEPENDS ON SOCIAL NORMS, SELF-EFFICACY, AND THE WILLINGNESS TO MAKE TRADE-OFFS** Amanda Mahaffey<sup>1</sup>; <sup>1</sup>Lisbon University Institute, Center for Social Research and Intervention – According to polls conducted by the Yale Center of Environmental Law and Policy, 63% of Americans believe that the U.S. "is in as much danger from environmental hazards, such as air pollution and global warming, as it is from terrorists." In fact, 83% now believe that global warming is a serious problem. If this is so, then why don't we, as citizens, do more to protect ourselves and our environment from such dangers? Using archival methods with both the panel and time-series survey data collected by the American National Election Study during the 2008 election season, we find that the answer may lie in social norms for community and political involvement, self-efficacy for influencing the government, and the willingness to prioritize the environment over and above general standard of living. These nation-wide data show that those who believe that others are socially and politically involved are more likely to become involved themselves. And those who have greater self-efficacy for their role in government and its processes are more likely to support increased governmental spending on environmental issues, even if this means trade-offs in standard of living. These findings help us to understand determinants of involvement in issues of environmental sustainability so that we may further study ways of influencing those determinants with the goal of promoting social change.

**G22**

**SOCIO-INTERACTIVE PRACTICES AND PERSONALITY IN ADULT LEARNERS OF ENGLISH WITH LITTLE FORMAL EDUCATION** Nairan Ramirez-Esparza<sup>1</sup>, Kathryn Harris<sup>2</sup>, John Hellermann<sup>2</sup>, Clemence Richards<sup>2</sup>, Patricia Kuhl<sup>1</sup>, Steve Reder<sup>2</sup>; <sup>1</sup>Labs, University of Washington, <sup>2</sup>Portland State University – Previous research has shown that the amount of education immigrant adults receive in their native languages is associated with learning English as a second language in a formal setting. Drawing on a

large corpus of video recorded classroom data, the goal of this study was to understand the processes and mechanisms associated with learning in individuals who have little or no formal education in their home countries. In order to accomplish this goal we a) observed the socio-interactive behaviors and the expression of personality in learners who attended classes to learn English as a second language, b) measured how individuals who had little formal education in their home countries (low education learners) differ from individuals who had formal education (high education learners), and c) analyzed the relation between socio-interactive behaviors and personality with literacy test scores. The results showed that low education learners behaved differently in the classroom than high education learners (e.g., low education learners were more introverted than high education learners). Socio-interactive behaviors and personality were related to literacy test scores (e.g., the more introverted learners expressed the lower their test scores). Implications of educational background on learning are discussed, as well as the limitations from this study.

**G23**

**THE EFFECTS OF POSITIVE MOOD AND SHAME ON DRINKING IN A JAPANESE SAMPLE** Staci Wendt<sup>1</sup>, Cynthia Mohr<sup>1</sup>, Mo Wang<sup>2</sup>, Songqi Liu<sup>2</sup>; <sup>1</sup>Portland State University, <sup>2</sup>University of Maryland – Recent research has documented a dramatic increase in alcohol consumption among the Japanese (e.g. Milne, 2003; WHO, 2004). Specifically, there is a greater increase of alcohol use among women, compared to men (Osaki et al., 2005). A recent study showed that Japanese college students were reporting drinking to cope behavior (DTC; Yeh et al., 2001) which has been linked to the development of alcohol-related problems (Cooper, 1994). Furthermore, college students are at a unique developmental time period where habits developed in college, such as DTC, become increasingly difficult to alter (Frone, 2003). Despite the increase in consumption and preliminary reports of DTC behavior, research investigating the antecedents of drinking is still somewhat limited. Of specific interest to this population may be drinking in response to shame, as Japanese culture has been characterized as shame-based, compared to guilt-based Western cultures (Benedict, 1946). The current study investigated the buffering effects of positive mood on shame-related drinking in multiple contexts, building upon the Mohr et al. (2008) finding demonstrating a positive mood buffer on shame-related drinking in solitary contexts among U.S. college students. Current results showed that positive mood significantly buffered the effect of shame when drinking away from home ( $b = -.48, p < .001$ ), but not in the solitary, or at home, context ( $b = .08, p > .05$ ). Further, gender was a significant between-person moderator for the positive mood buffer on shame when drinking away ( $b = -.39, p < .001$ ). Findings will be discussed in view of Hull's self-awareness model (1981), the buffering hypothesis (Fredrickson et al., 2000) and shame literature.

**G24**

**EXPLORING THE FACTORS STIMULATING THE REPORT OF RELIGIOUS, RACIAL OR ETHNIC DISCRIMINATION** Alejandra Alarcon Henriquez<sup>1</sup>; <sup>1</sup>Université Libre de Bruxelles – Ethnic discrimination against immigrants and their descendants is a major problem on the field of employment. The consequences are higher unemployment rates, precarious employments and lower wages, which contribute greatly to the existing inequalities between "nationals" and "non nationals" (International Labour Organization, 2007). The elaboration of antidiscrimination laws by several European governments is an important step in the struggle against inequalities. Laws could be considered as voice opportunities provided by the institutions for those who feel unsatisfied with the system (Hirschman, 1970). Recent reports show that these voice strategies in an attempt to improve the system from within are underused by minority group members and encourage EU governments to tackle the situation (European Union Agency for Fundamental Rights, 2009). In the following study, we investigate under which conditions minority group members do report discrimination and/ or decide to use legal tools to fight against religious, ethnic or racial discrimination. We interviewed 33 minority group members that actually did report the discrimination they

have experienced to organisms challenging discrimination in Belgium (semi-directing interviews). One of the discussed results show that high status minority group members with high levels of identification with the superordinate group are more inclined to use legal and normative strategies to struggle against discrimination than low status minority group members with low levels of identification with the superordinate group. We interpret these findings *inter alia* in the framework of Simon and Klandermans' Politicised Collective Identity model (2001).

### G25

**INTERPERSONAL CONFLICTS ON THE JOB AND NURSES' ALCOHOL CONSUMPTION** Laurie M. Jacobs<sup>1</sup>, Cynthia D. Mohr<sup>1</sup>, Robert R. Sinclair<sup>2</sup>, Robert R. Wright<sup>1</sup>, Debi Brannan<sup>1</sup>; <sup>1</sup>Portland State University, <sup>2</sup>Clemson University – In response to stressful situations, in which events or experiences may provoke negative emotion, alcohol consumption may serve to reduce distress in accordance with the tension-reduction hypothesis. In addition to the potential effects of other stressors, negative interpersonal experiences seem to have a particularly strong impact on the individuals who experience them (e.g. Rook, 1998). As a group, nurses may experience high levels of stress because of the nature of nursing work, and may therefore be a good population in which to study this phenomenon. Nurses are exposed to patients and patients' families who may be under stress because of their health situations. This provides nurses with many opportunities to experience negative interpersonal interactions or conflicts with patients, patients' families, or coworkers during their work lives, which may lead to potentially unhealthy consequences such as drinking to cope. Each week for 12 weeks, 142 registered nurses (94% female) completed a web-based survey that included questions about the most negative interpersonal interaction or conflict at work that week and about their drinking behavior. HLM analyses revealed that nurses' ratings of the stressfulness and undesirability of the week's most negative at-work interpersonal interaction were both positively associated with the maximum number of drinks they consumed on any one occasion during that week. In other words, in weeks when nurses experienced a more undesirable or stressful conflict, their maximum level of alcohol consumption tended to be higher. Results are contextualized in the literature on interpersonal conflicts and tension-reduction drinking.

### G26

**URBAN DISTRICT IDENTITY AS A COMMON INGROUP IDENTITY AND THE DIFFERENT ROLE OF INGROUP PROTOTYPICALITY FOR MINORITY AND MAJORITY SUBGROUPS.** Elze Ufkes<sup>1</sup>, Sabine Otten<sup>1</sup>, Karen van der Zee<sup>1</sup>, Ellen Giebels<sup>2</sup>; <sup>1</sup>University of Groningen, <sup>2</sup>University of Twente – In a multi-cultural neighborhood context, this study examines how identification with a superordinate identity (urban districts) influences residents' attitudes towards other ethnic groups. Identification with a superordinate identity can lead to more positive attitudes towards members of other subgroups (Common Ingroup Identity Model; Gaertner & Dovidio, 2000). Additional research shows that when members of a subgroup perceive their group as highly prototypical for the common ingroup identity, the benefits of identification with a superordinate group are hampered (Mummendey & Wenzel, 2004). Past research mainly focused on situations with same sized groups and not on minority versus majority groups. However, in many real-life settings, subgroups within superordinate identities do not have the same size. And, as recently suggested but not investigated, members of minority groups may especially have difficulties in perceiving their subgroup as prototypical for the superordinate identity (Dovidio, Gaertner, & Saguy, 2008; Wenzel, Mummendey, & Waldzus, 2008). In the current study we hypothesize and show that for minority group members, perceived ingroup prototypicality may actually be beneficial. Forty-two residents with an ethnic minority and 52 residents with an ethnic majority (N=94) background completed our questionnaire. The hypothesized 3-way interaction effect of minority vs. majority status, identification and ingroup prototypicality on outgroup attitudes was confirmed. Indeed, for majority members there was a positive relation between identification and outgroup attitudes, when they perceive their ingroup as less prototypical. Conversely,

for minority members there was a positive relation between identification and outgroup attitudes, when they perceive their ingroup as more prototypical.

### G27

**DAILY MOOD-DRINKING SLOPES PREDICTING ONE YEAR ALCOHOL-RELATED OUTCOMES** Cynthia Mohr<sup>1</sup>, Debi Brannan<sup>1</sup>, Staci Wendt<sup>1</sup>, Laurie Jacobs<sup>1</sup>, Robert Wright<sup>1</sup>; <sup>1</sup>Portland State University – Individuals drink to enhance positive experiences as well as cope with negative experiences, and these patterns have been associated with distinct contexts (social vs. solitary; Cooper et al., 1995). Those who drink to enhance positive experiences demonstrate greater alcohol use, similar to those who drink to cope. However, unlike those who drink to enhance, those who drink to cope are more likely to have drinking problems. Recent research using daily process methodology has afforded the opportunity to examine how everyday experiences predict subsequent increases in consumption. The current study employed a daily electronic interviewer with three daily assessments of drinking and mood to examine within-person positive and negative mood-drinking relationships. Individual mood-drinking slopes were then examined as predictors of 12-month follow-up interview data showing drinking-related problems and drinking-to-cope motives. Forty-nine moderate-to-heavy drinking adults (24 women) from the local community rated their positive and negative moods and alcohol consumption thrice daily (morning, afternoon, and evening) on a handheld electronic interviewer for 30 days. Twelve months later, participants completed an additional phone interview. Solitary, negative mood-related drinking was significantly correlated with drinking-to-cope motives ( $r = .50, p < .01$ ) and alcohol problems ( $r = .37, p < .05$ ) at the 12-month follow-up. The positive mood, solitary drinking association was inversely related to drinking to cope motives 12 months later ( $r = -.33, p < .05$ ). These results support motivational models of alcohol consumption that specify drinking in response to positive or negative experiences as psychologically distinct behaviors.

### G28

**THE DIFFERENTIAL EFFECT OF INTERVIEW-INTERVIEWEE CULTURE ON NONVERBAL CORRELATES OF DECEPTION** Ruth Miles<sup>1</sup>, Paul Taylor<sup>1</sup>, John Dixon<sup>1</sup>; <sup>1</sup>University of Lancaster – Existing studies of non-verbal correlates of deception tend to rely on manual coding of suspects' behavior and treat this behavior as independent from the behavior of the interviewer. In this study we examined the head, arm and body movements of interviewers and mock suspects under conditions of intra- and inter-cultural backgrounds. Our measures were taken in real time using attached sensors, which enabled an analysis of both overall movement and mimicry in movement over time. Participants (N = 22) of South Asian and White British origin experienced a structured (negotiation task) or unstructured (coffee shop chat) dyadic interaction before being interviewed by a confederate of the same or different cultural background. At interview participants told the truth about the interaction they experienced, and fabricated an account of the interaction that they did not experience. A series of mixed ANOVAs revealed: i) a main effect of head movement, with more movement occurring in fabricated accounts; and, ii) an interaction effect for arm movement, with more movement associated with deception but only within the intra-culture interactions. Analyses using dynamic time warping methods revealed sharp changes in the extent of mimicry across genuine and fabricated accounts, but these differences were not uniform across participants. Our results have implications for understanding cultural differences in nonverbal behavior and the potential misunderstandings that may arise from such differences.

### G29

**WHAT IS THEIR MOTIVATION? EXAMINING THE CHILDREN'S ENVIRONMENTAL MOTIVES SCALE** Coral M. Bruni<sup>1</sup>, Randie C. Chance<sup>1</sup>, P. Wesley Schultz<sup>1</sup>; <sup>1</sup>California State University, San Marcos – Presently, few scales have been created looking at children and their natural connections. The previously established Environmental Motives Scale (EMS;

Schultz, 2001) is currently being adapted for use with children. Preliminary research has found the new Children's Environmental Motives Scale (CEMS) is a valid and reliable measure for use with children (Chance, Bruni, & Schultz, 2008). Yet, little is known about the validity and reliability of established models. This current study examines data from the last two waves of a longitudinal study on the development of children's environmental attitudes. Specifically, this study examines the convergent validity using the Children's New Environmental Paradigm (Manoli, Johnson, & Dunlap, 2007) and the Inclusion of Self and Nature scale (Schultz, 2001), as well as the test-retest reliability of the CEMS. Results from this study provide strong support for the appropriateness of the CEMS for use with children. Reliability was assessed using Cronbach's alpha for the total scale, and scores ranged from .79 to .85. Test-retest analysis was assessed over a period of one year and was significant for the total scale. In addition, correlations between the CEMS and other measures of environmental concepts were examined. This research not only supports that this scale is appropriate for use by children, but also supplies future researchers with an instrument that can be administered across a larger population.

### G30

#### THE SOCIAL CONTAGION OF NEGATIVE AND POSITIVE WORK-HOME PERCEPTIONS AMONG EMPLOYEES, THEIR SPOUSES AND THEIR MANAGERS

E. Layne Paddock<sup>1</sup>, Gregory D. Webster<sup>2</sup>; <sup>1</sup>Singapore Management University, <sup>2</sup>University of Florida – A recent avenue of research on work and family domains relates to the contagion – termed crossover – of both negative (conflict) and positive (enrichment) perceptions among closely related individuals in the same domain. Existing research focuses on crossover of negative perceptions between spouses (e.g., Westman, Vinokur, Hamilton, & Roziner, 2004). However, given the increasing amount of time individuals are spending at work, work associates' perceptions may also impact employees' delicate balance of work and home domains. Here we include others from work (employees' managers) and home (employees' spouses), using triadic data to better understand how, over time, crossover effects occur. Specifically, we explore how employees' managers' home→work perceptions impact the relationships between employees' and their spouses' work-family perceptions. We use a longitudinal design that includes negative and positive crossover, adding to the scant research on positive crossover. Employed sets of spouses (n = 44) participated by each completing two surveys spaced two weeks apart and by each having their supervisors complete a one-time survey. Results from a series of multi-level random coefficient models suggest managers' positive and negative work-family perceptions moderated employees' positive and negative work-family perceptions, albeit in structurally different ways. Specifically, for positive spillover the extent of within-couple relationships are moderated by managers' positive perceptions, and for negative spillover managers' negative perceptions moderate employees' mean negative perceptions. As expected, results show crossover occurs between close others at work (manager-employee) and at home (employee-spouse) and provide initial evidence of the role of positive crossover in fostering inter-domain well-being.

### G31

#### DOES CORRESPONDENCE BETWEEN PARENTS' AND CHILDREN'S WEIGHT-RELATED ATTITUDES AND BEHAVIORS CONTINUE INTO THE COLLEGE YEARS?

Sarah Novak<sup>1</sup>, C. Veronica Smith<sup>2</sup>; <sup>1</sup>Hofstra University, <sup>2</sup>University of Delaware – Research examining parents' role in shaping children's weight-based attitudes and behaviors is mixed. Most of this work has focused on very young children in order to capture emergent beliefs and behaviors (e.g., Davison, Francis & Birch, 2005; Keery, Eisenberg, Boutelle, Neumark-Sztainer, & Story, 2006). Though a few studies have incorporated fathers' perspectives, most have focused on transmission from mother to child. Our investigation sought to determine whether correspondence with either parent continued to be evident among college-aged children. Participants were 294 students and their biological parents. Each member of the triad individually completed a

survey of weight-related attitudes and behaviors, including weight status, body dissatisfaction, appearance esteem, symptoms of eating disorders, beliefs about the controllability of weight, as well as diet and exercise habits. The results underscore the importance of including both parents' attitudes and examining same-sex parent and opposite-sex parent similarities. Though parents and children generally resembled one another on weight status, the strongest links were unexpectedly found between mothers and sons. Results also indicated that parent-child resemblance is clear for some weight-related habits, including exercise and unhealthy dieting practices, and the general perceptions that weight is controllable. However, correspondence was not found for some of the more internally focused attitudes, like appearance esteem. Given the unfortunate, though common, tendency to blame parents for children's weight concerns, examining the continued associations between parents and children can help researchers learn more about the causes and effects of these problems as children make the transition into independence and adulthood.

### G32

#### THE IMPACT OF QUALITY OF VIEW ON THE CALIBRATION OF CONFIDENCE AND IDENTIFICATION ACCURACY FOR SIMULTANEOUS AND SEQUENTIAL LINEUPS

Jamal K. Mansour<sup>1</sup>, Jennifer B. Beaudry<sup>2</sup>, Rod C. L. Lindsay<sup>1</sup>, Jennifer Wood<sup>1</sup>, Teresa Mateus<sup>1</sup>, Kate MacLennan<sup>1</sup>, Michelle I. Bertrand<sup>1</sup>, Natalie Kalmet<sup>1</sup>, Elisabeth Whaley<sup>1</sup>; <sup>1</sup>Queen's University, <sup>2</sup>University of South Carolina at Beaufort – An eyewitness' confidence in their lineup identification is used in court to evaluate the credibility of the identification. However, the correlation between confidence and accuracy is only moderate ( $r = \sim .30$ ). Calibration is the correspondence between confidence in a lineup decision and the probability that the decision is correct. Brewer and Wells (2006) showed calibration better represents variability in confidence across decisions than a confidence-accuracy correlation and that under variable situational conditions, calibration can be good even while the confidence-accuracy correlation is modest. To expand this research, we examined calibration and the confidence-accuracy correlation with variable quality views of the "criminal" and different lineups. Participants in four studies (Ns = 20 - 38) completed 24 trials; they watched a staged crime video, indicated whether and where the "criminal" was in a simultaneous or sequential lineup, and rated their decision confidence. In two studies, quality of face view was manipulated via a stocking on the "criminal's" face and in two studies, hat and sunglasses presence was manipulated. Participants viewed 25s/large videos (good video view) or 3s/small videos (poor video view) of the "crimes". Calibration was excellent across and within viewing conditions, though the confidence-accuracy correlation ranged from .34 to .42. Calibration was equivalent for the hat/sunglasses manipulations but for the stocking disguise, calibration was better when video exposure was good than poor. Participants were overconfident when they viewed simultaneous lineups but well calibrated with sequential lineups. The results support calibration for representing the confidence-accuracy relationship across different conditions.

### G33

#### FREQUENCY OF SOCIAL COMPARISON AS A PREDICTOR OF WORK-FAMILY CONFLICT

Elizabeth Poposki<sup>1</sup>, Alyssa Friede Westring<sup>2</sup>, Jessica Keeney<sup>1</sup>, Ruchi Sinha<sup>1</sup>, Ann Marie Ryan<sup>1</sup>; <sup>1</sup>Michigan State University, <sup>2</sup>DePaul University – Social comparison is the process by which individuals desire, seek out, and interpret information about others in relation to the self when objective information with which to form self-appraisals is lacking (Festinger, 1954; Wood, 1996). In this paper we proposed that social comparison would play a role in individuals' perceptions of work-family conflict (WFC) due to the socially constructed nature of both work and family and the fact that work-family conflict represents a stressor and therefore makes individuals more likely to desire comparison information (Katz & Kahn, 1966; Taylor, Buunk, & Aspinwall, 1990). WFC is a type of role conflict wherein participation in one role makes participation in another role more difficult, and has been shown to affect impor-

tant outcomes for individuals, families, and organizations (e.g., depression, alcoholism, and turnover; Eby et al., 2005). Because work represents a competitive environment (Greenberg et al., 2007), others are likely to be self-presenting and individuals attempting to socially compare are more likely to encounter unrealistically positive information about others' WFC status. Additionally, the desire for self-evaluation may result in upward comparisons (Wood, Michela, & Giordano, 2000). Thus, we hypothesized that individuals making more frequent social comparisons with respect to WFC would perceive higher levels of WFC, controlling for typical predictors of WFC (hours spent at work and number of children). In a sample of 1275 working adults, we found support for this hypothesis,  $\beta = .09$ ,  $F(3,1273) = 66.76$ ,  $p < .01$ ,  $R^2 = .14$ ,  $\Delta R^2 = .02$ ,  $p < .01$ .

### G34

#### THE EARLY DETECTION OF DEPRESSION FROM SOCIAL NETWORKING SITES: A WORD-USE ANALYSIS

Shannon E. Holleran<sup>1</sup>, Matthias R. Mehl<sup>1</sup>; <sup>1</sup>University of Arizona – Depression has a high prevalence among college students. Because it is a highly private (i.e. experiential) and socially stigmatized mental illness, it often goes undetected in daily life. The basic research question behind this line of research is how students' textual postings on their social networking websites can be used for the early detection of depression. We present findings from three studies linking aspects of participants' natural online word use to their reported (sub-clinical) levels of depression. In Study 1, a lab experiment, 57 participants wrote about themselves in a simulated blog. In Study 2, a real-world extension of Study 1, 204 participants provided their actual Myspace profiles. Study 3, finally, sought to replicate Study 2 using the Facebook profiles of 126 participants. Participants' natural language use was analyzed using Linguistic Inquiry and Word Count (LIWC) program. Across all three studies, aspects of participants' word use were related to their reported levels of depression (i.e. scores on the Beck Depression Inventory). Using less positive emotion words (e.g. happy, good), more fatigue-related words (e.g. tired, sleepy), and more swear words were related to increased levels of depression. Together, the results suggest that the language people use online in social networking sites provides a window into their emotional well-being and can potentially be used for the early detection of depression.

### G35

#### THE PEAK/END RULE IN PROSPECTIVE JUDGMENTS OF LIFE QUALITY

Neil Lutsky<sup>1</sup>, Annelise M. Lawson<sup>1</sup>; <sup>1</sup>Carleton College – Do prospective judgments of the quality of a life undervalue the addition of positive but relatively less pleasant years to that life? This question is important in light of the use of proxy advance directives, where individuals are called upon to make medical decisions for patients unable to do so themselves. Diener, Wirtz, and Oishi (2001) demonstrated that adding positive but relatively less pleasant years to a pleasant life resulted in lower life quality evaluations when lives were assessed retrospectively. But is this also true of the prospective judgments proxy decision-makers may be called upon to make? To assess this, 46 participants evaluated a fictitious character's happy life ending either at age 30 or at age 35 with 5 additional but relatively less happy years (using materials similar to those of Diener, Wirtz, & Oishi). Results documented the same retrospective effect reported by Diener, Wirtz, and Oishi. In addition, the mean quality rating of the shorter life was significantly higher than that of the longer life in the prospective condition,  $F(1, 44) = 24.47$ ,  $p < .05$ . This finding generalizes the effect to the substituted prospective judgments proxies may be called upon to make in a medical context.

### G36

#### DISHONEST DEED, CLEAR CONSCIENCE: SELF-PRESERVATION THROUGH MORAL DISENGAGEMENT AND MOTIVATED FORGETTING

Lisa L. Shu<sup>1</sup>, Francesca Gino<sup>2</sup>, Max H. Bazerman<sup>1</sup>; <sup>1</sup>Harvard Business School, Harvard University, <sup>2</sup>Kenan-Flagler Business School, University of North Carolina at Chapel Hill – People routinely engage in dishonest acts without feeling guilty about their behavior. When and why does this occur? Across four studies, people justified their dishonest deeds through moral disengagement and exhibited motivated forgetting of information that might otherwise limit their dishonesty. Using hypothetical scenarios (Studies 1 and 2) and real tasks involving the opportunity to cheat (Studies 3 and 4), we find that dishonest behavior increased moral disengagement and motivated forgetting of moral rules. Such changes did not occur in the case of honest behavior or consideration of the behavior of others. In addition, increasing moral saliency by having participants read or sign an honor code significantly reduced or eliminated unethical behavior. While dishonest behavior motivated moral leniency and led to strategic forgetting of moral rules, honest behavior motivated moral stringency and diligent recollection of moral rules.

## Attitudes/Persuasion

### G37

#### THE EFFECT OF EMBODIED SOCIAL COGNITION, MESSAGE STRENGTH, AND MESSAGE FRAMING ON COUNTER-ATTITUDINAL PERSUASION

Bryan D. Poole<sup>1</sup>, William E. Langston<sup>1</sup>, Greg W. Schmidt<sup>1</sup>; <sup>1</sup>Middle Tennessee State University – Previous research has shown how receptivity of persuasive messages is affected when message strength (strong vs. weak) and framing (positive vs. negative) are controlled, and when embodied cognition (e.g., overt head movement) is manipulated. The present study was designed to entwine these three variables for the first time to further examine what role embodied cognition plays in the persuasion literature. We tested the hypothesis that head movement interacts with strength and framing by selectively influencing the effects of one or more, but not all, levels of these variables. While nodding, shaking, or not moving their heads, 82 participants listened to four counterattitudinal messages, each being composed of a different combination of strength and framing, and then rated the degree to which they agreed or disagreed with each message. Nodding participants experienced attitude change when they heard strong, negatively-framed messages, whereas participants who shook their heads while listening to the messages experienced attitude change when they heard strong, positively-framed messages. Our results suggest that head movement creates an expectation for message framing, and that when expectation and framing are inconsistent, increased attention toward and elaboration of the messages and subsequent attitude change occur. Therefore, embodied cognition may merely be a mechanism of expectancy change rather than a separate, novel route to understanding behavior.

### G38

#### EFFECTS OF GENDER-TARGETING IN PERSUASION: A MALE-TARGETED INVITATION LETTER TO A COLLEGE SUICIDE PREVENTION SCREENING

Kate Bentley<sup>1,2,3</sup>, Catherine A. Sanderson<sup>1</sup>, Ann P. Haas<sup>3</sup>; <sup>1</sup>Amherst College, <sup>2</sup>Massachusetts General Hospital Depression Clinical and Research Program, <sup>3</sup>American Foundation for Suicide Prevention – This research examines the effects of message targeting as a function of gender on individuals' responsiveness to persuasive messages. Specifically, this study compares response rate and characteristics of respondents in college students who receive a male-targeted invitation letter versus a generic invitation letter into a suicide prevention screening at two distinct institutions (Pittsburgh School of Medicine and Massachusetts Institute of Technology Graduate School). First, analyses revealed that when the generic invitation letter was used during two years at MIT, overall participation increased from 6.6% to 15.6%, but when the generic letter was changed to the male-targeted letter at Pittsburgh, participation decreased from

19.2% to 7.8%. Second, findings revealed that at Pittsburgh, respondents to the male-targeted invitation letter revealed lower depression scores than respondents to the generic letter, and male respondents to the male-targeted letter revealed higher eating behaviors scores than male respondents to the generic letter. At MIT, second-year respondents to the generic letter revealed higher depression scores than first-year respondents to the generic letter, and second-year male respondents revealed lower eating behaviors scores than first-year male respondents. Finally, only when the generic letter was used during both years at MIT, results revealed a significant increase in the overall number of students and the percentage of male students who began counseling. This study provides valuable information for future research on maximizing the persuasiveness of health messages by framing according to characteristics of the target audience.

### G39

**THE DYADIC AND INTERACTIVE NATURES OF CONDOM NEGOTIATION: COUNTERATTACKS TOWARD CONDOM USE PERSUASION AND RESISTANCE AGAINST THE COUNTERATTACKS** Dongha Yi<sup>1</sup>, Inkyoung Ryo<sup>1</sup>, Taekyun Hur<sup>1</sup>; <sup>1</sup>Korea University – Condom use has been mainly investigated in terms of intra-personal factors, such as attitudes, intention, control, etc. Even though some studies of condom negotiation recently focused on interpersonal processes inevitable involved in condom use, the interpersonal processes did not include the nature of dyadic interaction. The present research proposed and investigated the dyadic and interactive responses in condom negotiation, such as one's reactions (counterattacks) toward the partner's condom use persuasion (Study 1) and the partner's resistance against the counterattacks (Study 2). In Study 1, 91 college students answered to open-ended questionnaires asking counterattack strategies toward the partner's condom use persuasion in order to nullify each of condom negotiation strategies such as responsibility, sex-rejection, etc. Through a content analysis, the counterattacks were categorized into several strategies: sex-rejection, responsibility, confidence, etc. Study 2 examined the secondary condom negotiation strategies when the first condom negotiation attempt was counterattacked (implying resistance against the counterattacks of Study 1). In a computer administrated experiment, 215 college students first selected a preferred condom negotiation strategy in a romantic relationship scenario, and then given the partner's reaction to nullify their first persuasion attempts, they were asked to write their response against it. The results found that strategy change, strategy resist and strategy give up were most frequently revealed at disease, sex-rejection, sexual satisfaction strategy. The analyses implicate that each condom negotiation strategy with partner has different effect on condom use behavior. These findings were discussed with regard to their implications in cultural variations and safe sex education.

### G40

**ONCE GUILTY, ALWAYS GUILTY? HOW ASSOCIATIVE STRENGTH MODERATES NEGATION EFFECTS** Lieke D.J. Curfs<sup>1</sup>, Rob W. Holland<sup>1</sup>, José H. Kerstholt<sup>2</sup>, Daniël H.J. Wigboldus<sup>1</sup>; <sup>1</sup>Behavioural Science Institute, Radboud University Nijmegen, The Netherlands, <sup>2</sup>TNO Human Factors, The Netherlands – What happens to an attitude when part of the information it is based on appears to be untrue? Previous research has shown that explicit attitudes can apply truth values whereas implicit attitudes cannot (Gawronski & Bodenhausen, 2006). This would thus result in a discrepancy between implicit and explicit attitudes. We predicted that associative strength moderates negation effects for implicit attitudes but not for explicit attitudes. That is, implicit attitudes are expected to be particularly immune to negation when they are based on strong mental representations. We tested this by presenting participants with a murder case in which a suspect is identified. Part of the incriminating information (i.e., the motive) was later withdrawn. Associative strength was manipulated by presenting the motive for the suspect either at the start or the end of the murder case. When information is presented at the start of attitude formation it will occupy a central position in the associative

network. Contrarily, when the information is presented at the end it will occupy a peripheral role in the associative network (e.g., Sedikes & Sowronski, 1993). On an explicit measure we found that attitudes changed in the direction of the negation; i.e., participants found the suspect less guilty after negation, independent of when the incriminating motive was presented. However, implicit attitudes only changed in the direction of the negation when the motive was presented at the end of the murder case. We conclude that the strength of the associative network moderates the effects of negation on implicit attitudes.

### G41

**PREDICTING EMOTIONAL REACTIVITY FROM THE NEGATIVITY BIAS** Pietri Evava<sup>1</sup>, Natalie Shook<sup>1</sup>, Russell Fazio<sup>2</sup>; <sup>1</sup>The Ohio State University, <sup>2</sup>Virginia Commonwealth University – When judging novel objects, people generally weigh resemblance to a negative more heavily than resemblance to a positive. However, there is variability in the extent to which individuals exhibit this negativity bias. The current study examined whether this individual difference relates to the emotional reactivity experienced in response to a stressful event. Participants first played the BeanFest game, in which they were presented with novel stimuli (beans varying in shape and speckles) and learned which were good versus bad on the basis of whether the beans increased or decreased their points when chosen. The participants then classified the game beans, and novel ones that varied in their resemblance to the game beans. The weighting bias was indexed by averaging the response to novel beans that were similar to both positive and negative beans and thus, shared positive and negative characteristics. Participants then completed a stressful anagram task, in which they had very limited time to solve difficult and insoluble anagrams. Participants' mood was measured before and after the task. Initial mood interacted with the weighting bias to predict final mood. Participants who began in a bad mood experienced little mood change, presumably because they were not affected by the task experience. For participants who initially were in a relatively good mood, however, the anagram task was impactful and the weighting bias predicted their final worsened mood state. Those with a stronger negativity bias demonstrated more emotional reactivity than those with a weaker bias.

### G42

**ON THE STRENGTHENING OF IMPLICITLY-FORMED ATTITUDES: WHEN USAGE INCREASES ACCESSIBILITY.** Richard V. Kendrick<sup>1</sup>, Michael A. Olson<sup>1</sup>; <sup>1</sup>University of Tennessee – Attitudes have been shown to form via non-conscious detection of covariations between novel objects and affectively laden stimuli (Olson & Fazio, 2001). Because individuals remain largely unaware of both their origins and influence, we argue that implicit attitudes resemble "gut intuitions" that can result in automatic albeit less consciously detectable activation upon exposure to the attitude object. But what effects do implicit attitudes have on subsequent processing of information concerning the attitude object, and how might these effects impact the implicitly formed attitude? We argue that implicitly formed attitudes affect the way that individuals perceive and make sense of novel, otherwise neutral pieces of information about the object in the same way that explicit attitudes have been shown to do. Moreover, we argue that the disambiguation process results in stronger, more accessible attitudes. After completing a well-established implicit learning procedure designed to create attitudes towards novel objects in the absence of awareness, participants were presented with ambiguous attribute information regarding the objects they were conditioned to like and dislike. Participants were then asked to rate the ambiguous information as to its quality and meaning. As evidence of a subsequent attitude-consistent processing bias, participants tended to disambiguate the information such that it conformed to the conditioned valence. What is more, participants who demonstrated disambiguation of information in an attitude consistent manner evidenced increased accessibility of the evaluatively-conditioned attitudes. Thus, experimentally-formed attitudes about which participants were unaware become stronger when used to disambiguate object-relevant information.



**G43****THE TIGHT-KNIT FAMILY (METAPHOR) AND POLITICAL ATTITUDE**

**CONSTRAINT** Brad Lippmann<sup>1</sup>, Grace Deason<sup>1</sup>, Jennifer Filson Moses<sup>1</sup>, Marti Hope Gonzales<sup>1</sup>, <sup>1</sup>University of Minnesota – Recent work on political attitude constraint (i.e., inter-attitudinal consistency) underscores the need to examine bottom-up psychological process in addition to top-down, elite-driven effects (Federico & Schneider, 2007; Jost, Federico, & Napier, 2008). Citizens' beliefs about the ideal family – likely derived through social learning and temperament – constitute an under-explored determinant of political preference. Extant research supports the contention (Lakoff, 2002) that conceptions of the family are related to policy preferences (Barker & Tinnick, 2006; Hartman, 2007; Deason, et al., 2008), that individuals spontaneously describe government-citizen relations using family metaphors (Deason, et al., 2008), and that this relationship is partially mediated by general views of morality (Deason, et al., 2008). The current analyses extend this line of research by elucidating the role of constraint in the relationship between notions of family, morality, and political issues. Specifically, holding constrained notions of the ideal family – as indicated by low standard deviations across items within respondents – is associated with greater value constraint, which in turn is associated with greater issue constraint. Importantly, a) the family-morality and morality-issue constraint relationships are obtained over and above the impact of indicators of participants' ability (political knowledge) and motivation (partisan extremity) to hold highly constrained issue preferences, b) neither relationship is moderated by political knowledge, and c) morality constraint only partially mediates the impact of family constraint on issue constraint, all of which suggest that notions of the family are more supplement than substitute for knowledge in political decision-making.

**G44****DISCREPANT IMPLICIT AND EXPLICIT MATERIALISM ATTITUDES ARE ASSOCIATED WITH BEHAVIORAL INHIBITION**

Jun Fukukura<sup>1</sup>, Melissa Ferguson<sup>1</sup>, Vivian Zayas<sup>1</sup>, <sup>1</sup>Cornell University – Attitudes toward material goods have traditionally been measured by using explicit scales such as the Material Values Scale (Richins & Dawson, 1992) and the Belk Materialism Scale (Belk, 1985). As with many explicit measures, these scales are somewhat transparent and responses may be influenced by social desirability pressures. We designed an implicit measure of materialism by creating a Single Category Implicit Association Test (SC-IAT, Karpinski & Steinman, 2006) using words associated with materialism (e.g., buy, luxury, shop). In Study 1, participants completed our SC-IAT in addition to the Material Values Scale and various well-being indices. We found that discrepant implicit and explicit attitudes toward materialism were correlated with higher behavioral inhibition and depression scores. In Study 2, we manipulated behavioral inhibition by having participants approach concepts that people high on behavioral inhibition avoid. We found that having participants approach these concepts led to less positive implicit attitudes toward materialism. Results are discussed in terms of the implications of discrepancies between implicit and explicit materialism attitudes and how behavioral inhibition may lead to embracing materialistic values.

**G45****IT'S SO EASY TO FALL IN LINE: A TWO-STAGE MODEL OF REACTANCE**

Randy Stein<sup>1</sup>, John Bargh<sup>1</sup>, Margaret Clark<sup>1</sup>, Patricia Chen<sup>2</sup>, <sup>1</sup>Yale University, <sup>2</sup>University of Michigan – We propose a two-stage model of influence in which acquiescence is the default response tendency to social influence attempts, and reactance is a secondary, effortful step. Experiment 1 replicated the classic reactance finding in which participants tend to disagree with an author who is too forceful in expressing his attitudes, even though they initially held the same attitude position as the author. However, as predicted by the model, this reactance effect was eliminated when participants were under a high cognitive load. Similarly, in Experiment 2, we conceptually replicated this effect by showing that, when asked to be contacted about a follow up study, participants are less likely

to comply when the request contains coercive language. When cognitively loaded, though, this reduction in compliance is eliminated. We review theoretical reasons for the primacy of compliance and conformity and discuss possible exceptions to the rule.

**G46****MORE IS BETTER THAN LESS: PEOPLE PREFER (X > Y) TO (Y < X) INTERGROUP COMPARISONS**

Vera Hoorens<sup>1</sup>, Eddy Van Avermaet<sup>1</sup>, <sup>1</sup>Katholieke Universiteit Leuven, Belgium – When people say that two groups (X and Y) differ, they may say that group X possesses a characteristic more than group Y or that group Y possesses the characteristic less than group X. These descriptions are logically equivalent: If that X possesses a characteristic more than Y, Y possesses it less than X. We examined whether (X > Y) and (Y < X) are also psychologically equivalent. In Study 1 (N = 302), participants filled out a survey consisting of comparative statements about men and women. They agreed more with (X > Y) statements than with (Y < X) statements, regardless of the valence of the characteristics being described or the stereotype-consistency of the statements. In Study 2 (N = 100), participants responded more favorably to a newspaper article comparing younger and older employees and including (X > Y) statements than to a newspaper article including (Y < X) statements. Participants in Study 3 (N = 216) freely listed gender differences. They listed more desirable characteristics when thinking of traits that one gender possessed more than the other than when thinking of traits that one gender possessed less than the other. Finally, Study 4 (N = 104) suggests that the relatively unfavorable responses to (Y < X) statements may be due to the particularly unfavorable view of at least one of the groups being compared than these statements communicate. Implications of the 'more is better than less' phenomenon for effective verbal communication, impression management and questionnaire design are discussed.

**G47****SOURCE EXPERTISE AND PERSUASION: THE EFFECTS OF PERCEIVED OPPOSITION OR SUPPORT ON MESSAGE SCRUTINY**

Jason K. Clark<sup>1</sup>, Abigail T. Evans<sup>1</sup>, Duane T. Wegener<sup>2</sup>, <sup>1</sup>University of Iowa, <sup>2</sup>Purdue University – The perceived expertise of a message source has been one of the most widely studied factors in the persuasion literature. Although source expertise has been shown to influence persuasion in a variety of different ways (see Briñol & Petty, 2009), relatively little research has explored how such perceptions might influence the amount of scrutiny given to persuasive messages. In the present research, we examined how the potential link between expertise and processing may be determined by whether a source opposes or supports the views of the message recipient. When messages are counterattitudinal, an expert source should motivate people to attend to information more carefully than an inexpert because of heightened concern that he/she will have success bringing about an unwanted policy. However, the relation between source expertise and source-related concern should be the opposite for proattitudinal appeals. In these situations, people should feel more concerned when an inexpert source is providing an appeal because he/she should be viewed as less likely to effectively argue this position and consequently, have less success than a source with more expertise. The findings of two studies supported these predictions. When messages were counterattitudinal, greater message scrutiny was observed when sources were high rather than low in expertise. However, when messages were proattitudinal, increased processing was found when source expertise was low as opposed to high. Furthermore, greater concern about the source's support or opposition of the message recipient was associated with increases in processing.

**G48****STRUCTURAL ATTITUDE WEAKNESS AND MOTIVATIONAL ATTITUDE STRENGTH: THE ROLE OF DOUBT IN SELECTIVE EXPOSURE**

Vanessa Sawicki<sup>1</sup>, Jason K. Clark<sup>2</sup>, Duane T. Wegener<sup>1</sup>, Leandre R. Fabrigar<sup>3</sup>; <sup>1</sup>Purdue University, <sup>2</sup>University of Iowa, <sup>3</sup>Queen's University – Strong attitudes are more predictive of behavior and information processing (Petty & Krosnick, 1995). In selective exposure to information, attitudes associated with strength-related features (e.g., importance, confidence) create preferences for proattitudinal information (Brannon, Tagler, & Eagly, 2007). However, when attitudes are weak (uncertain), people are predicted to seek out ways to increase attitude confidence (Chaiken, Liberman, & Eagly, 1989), and uncertainty leads people to seek out information only when that information is expected to increase confidence (Bohner, Rank, Reinhard, Einwiller, & Erb, 1998). This presents a paradox, because information perceived as most likely to increase confidence should be information that agrees with the existing attitude. Thus, under at least some circumstances, uncertainty rather than certainty should lead to greater selection of proattitudinal over counterattitudinal information. Participants reported their attitude, reported attitude confidence (Study 1) or completed a doubt priming manipulation (Study 2), and selected and read information supporting or opposing nuclear power. In both studies, centered regression analyses yielded a significant interaction between attitude and confidence. When relatively uncertain (1 SD below the mean of the confidence measure or in the doubt prime condition) people selected more pro- rather than counter-attitudinal information (a significant positive relation between attitude and information chosen). When relatively confident (1 SD above the mean of the confidence measure or in the confidence prime condition), the relation between attitude and information chosen was nonsignificant. At least in some cases, attitudes traditionally associated with weakness are capable of producing the effects typically associated with strong attitudes.

**G49****GENDER AND COMMUNICATION MODE EFFECTS ON PERSUASION**

Bradley M. Okdie<sup>1</sup>, Rosanna E. Guadagno<sup>1</sup>, Petia K. Petrova<sup>2</sup>; <sup>1</sup>The University of Alabama, <sup>2</sup>Dartmouth College – Men and women respond differently to persuasive attempts depending on whether the attempt occurs via computer-mediated communication (CMC) or face-to-face (FTF) (Guadagno & Cialdini, 2002; 2007). The present study investigated the extent to which communication mode and type of influence tactic affected participants' support for one of two charities in a 2 (communication mode: CMC vs. FTF) X 3 (influence condition: authority vs. consistency vs. control) between subjects design. Participants engaged in a discussion with a same-sex confederate to determine where the Psychology Department should donate funds. In the consistency condition, participants were asked to address envelopes for one of the two local charities under consideration for the donation. In this condition, the confederate presented arguments in favor of this same charity. In the authority condition, the confederate purported to be a graduate student. Participants then engaged in an interaction (FTF or CMC) with the confederate to decide which charity would receive the donation. Results indicated that there was an interaction between communication mode and influence condition such that the participants in the consistency condition reported greater willingness to volunteer for the charity advocated by the confederate but only when the interaction occurred FTF. Moreover, males in the authority condition were more confident in their decision when they interacted via CMC as opposed to FTF. This is consistent with past research demonstrating that social cues of the communicator are less influential in CMC and that gender and communication mode also impact persuasion.

**G50****THE RELATIONSHIP BETWEEN IMPLICIT & EXPLICIT ATTITUDES AND NON-VERBAL BEHAVIOR TOWARD LESBIANS AND STRAIGHT WOMEN**

Amanda Breen<sup>1</sup>, Andrew Karpinski<sup>1</sup>; <sup>1</sup>Temple University – We investigated the relationship between implicit and explicit attitudes and non-verbal behavior. One of the main goals of this study was to conceptually replicate McConnell & Leibold (2005) using the target group of lesbians and straight. We hypothesized that the implicit attitudes toward lesbians would predict non-verbal behavior during an interaction better than explicit attitudes toward lesbians. Forty-two heterosexual undergraduate women interacted with a confederate whom they were led to believe was either heterosexual or lesbian. This interaction was subsequently coded for various non-verbal behaviors including body openness and tension, facial and body expressiveness, and number of smiles and nods. Following this interaction, participants completed the Single Category Implicit Association Test (SC-IAT; Karpinski & Steinman, 2006) and the Implicit Association Test (IAT; Greenwald, McGhee, & Schwartz, 1998) to assess implicit associations with straight women and lesbians. In addition, participants also completed several explicit attitude measures including the Attitudes toward Lesbians Scale (ATLS; Herek, 1994) and the Index of Homophobia (IHP; Hudson & Ricketts, 1981). We found that participants had more positive implicit associations with straight women as compared to lesbians. However, using explicit attitude measures, we found that participants reported favorable attitudes toward lesbians. Surprisingly, we also found that participants' non-verbal behavior tended to be more positive during the interaction with the lesbian confederate than with the straight confederate. Finally, none of the implicit or explicit measures predicted non-verbal behavior during the interactions. Implications and directions for future research will also be discussed.

**G51****THE ENDORSEMENT OF ANTI-IMMIGRATION ATTITUDES AMONG IMMIGRANTS: SOCIAL TUNING FROM A SYSTEM JUSTIFICATION PERSPECTIVE**

Adam Johnson<sup>1</sup>; <sup>1</sup>CUNY Graduate Center & Brooklyn College – Affiliative social tuning effects indicate that individuals tend to "tune" their attitudes toward those of others to affirm interpersonal affiliations (Sinclair, Huntsinger, Skorinko & Hardin, 2005). However, when the attitudes of two salient close others are discrepant, tuning toward one individual may threaten affiliations with another. What factors influence social tuning outcomes when close others' attitudes are discrepant? Two experiments manipulated the salience of close others' discrepant immigration attitudes in order to examine the influence of system justification motives on the social tuning of immigration attitudes. In Experiment 1, participants wrote about two close others with discrepant immigration attitudes or the national debate on immigration and were then experimentally required to attack one of the attitude positions before filling out an immigration attitude scale. A significant three-way interaction indicated that compared to native-born citizens (n = 52), non-native immigrants (n = 36) were more likely to endorse Anti-Immigration attitudes when a close other's (vs. national) anti-immigration attitude was salient, especially if this Anti-Immigration position had been attacked. In Experiment 2, participants with salient Pro-Immigration close others completed measures of system justification (ESJ) and social dominance (SDO) while expecting to interact with a high (vs. low) affiliated Anti-Immigration confederate. Compared to citizens (n = 37), immigrants (n = 30) endorsed ideologically more conservative attitudes when the Anti-Immigration confederate was affiliated. Overall, when discrepant immigration attitudes were salient, immigrants (but not citizens) were more likely to tune toward (vs. away from) system-justifying anti-immigration attitudes if these attitudes were associated with affiliated others.

**G52****PRIMING CONSTRUAL LEVELS IMPACTS ATTITUDE ESTIMATES ON THE IAT**

**H. Anna Han** – Past research has demonstrated that estimates of attitude provided by Implicit Association Test (IAT; Greenwald et al., 1998) can be malleable depending on the context or perspective mindset (see Han et al., 2009). The current set of experiments extend this work by exploring how one's subjective construals, or mental representations, of events can impact the attitude estimates obtained on the IAT. The present work draws from construal level theory, which suggests that how people construe objects systematically impacts judgment and decision-making (e.g., Trope & Liberman, 2003). High- and low-levels can be primed in prior irrelevant contexts (e.g., Freitas et al., 2004; Fujita et al., 2006), and more abstract, higher level construals have been shown to enhance self-control (Fujita et al., 2006). Two experiments tested the hypothesis that people's subjective construal of an event/object can systematically impact self-control relevant attitude estimates on the IAT. Female participants first completed one of two construal level manipulations validated in previous research. Then, they completed the apples vs. candy bars IAT (e.g., Karpinski & Hilton, 2001) as an ostensibly unrelated task. As predicted, in both experiments, higher level construals promoted associating candy bars with negativity. These findings indicate that, although primed in an unrelated context, how abstractly or concretely people construe events can play a critical role in attitude estimates on the IAT. Moreover, even when the objective features of the testing situation remain constant, the IAT can manifest apparent attitude change as a function of people's subjective construals.

**G53****DOES MINDFULNESS REDUCE NEGATIVITY BIAS?**

**Laura G. Kiken<sup>1</sup>, Natalie J. Shook<sup>1</sup>**, <sup>1</sup>Virginia Commonwealth University – Mindfulness has been conceptualized as a nonjudgmental awareness of and attention to current experiences, suggesting a lack of bias toward positive or negative information. However, a causal link between mindfulness and reduced bias has not been demonstrated empirically. The present research addressed this gap by examining if mindfulness reduced bias on an objective measure of attitude formation and a subjective measure of optimism and pessimism. Study One was correlational. Participants played a computer game, BeanFest, that required learning whether novel stimuli produced positive or negative outcomes in order to succeed. Participants then completed measures of trait mindfulness, as well as an optimism and pessimism scale. The results indicated that dispositional mindfulness was positively correlated with the formation of positive attitudes and optimism, while negatively correlated with pessimism, hinting at a potential positivity bias. Study Two extended these findings using a randomized experiment comparing a brief mindfulness induction to an unfocused attention control condition. The mindfulness condition demonstrated a positivity bias in attitude formation as well as increased optimism compared to the control condition. Also, those in the control condition exhibited a negativity bias in attitude generalization, whereas those in the mindfulness condition did not demonstrate any bias in attitude generalization. The findings from both studies suggest that mindfulness is associated with reduced negativity bias and in some cases is associated with positivity bias. These findings suggest important implications for the benefits of mindfulness on individual and collective well-being.

**G54****NATIONALISM AND ATTITUDES TOWARDS IMMIGRANTS: EMOTIONAL AND MORAL PREDICTORS**

**Damla Ergun<sup>1</sup>, Corrie V. Hunt<sup>1</sup>**, <sup>1</sup>University of Minnesota-Twin Cities – Since 9/11, Americans reported higher levels of nationalism and negative attitudes towards progressive immigration policies and immigrants. We investigated the predictors of nationalism and attitudes towards immigrants. Recent research in social psychology suggests that liberals and conservatives rely differentially on different moral considerations (Haidt & Graham, 2007). We examined the extent to which these moral considerations can explain variation in these attitudes. Specifically, we were interested in the "ingroup" foundation, or

upholding values of loyalty, and the "fairness" foundation, or concerns with individual rights and justice. In line with research (Haidt, 2001) suggesting that people's reactions to moral issues may stem from their emotional responses, we asked participants how they have been feeling lately with respect to the political climate. Analyses revealed specific emotion by moral foundation interactions. Conservative participants that felt most positively and reported habitually relying on the ingroup foundation, reported stronger anti-immigration attitudes. That is, positive affect seemed to strengthen the relationship between the ingroup foundation and anti-immigration attitudes. Liberals, who habitually rely less on this foundation, did not show this pattern. We observed, however, that when liberals that endorsed the fairness foundation highly also felt angry about the political climate, they were less nationalistic. But when liberals endorsed the purity foundation highly (a foundation that has to do with avoidance of "unclean" people) and were fearful about the political climate, they reported more nationalistic attitudes. We argue that emotional reactions can interact with moral considerations in specific ways, and contribute to our understanding of political attitudes.

**G55****THE INDEPENDENT EFFECT OF MORAL CONVICTION ON ATTITUDE ACCESSIBILITY AND ATTITUDE KNOWLEDGE**

**Daniel Wisneski<sup>1</sup>, Linda Skitka<sup>1</sup>**, <sup>1</sup>University of Illinois at Chicago – The current study had two goals. First, we examined whether feelings of strong moral conviction exerted an independent effect on attitude accessibility. On the one hand, attitudes held with strong moral conviction are also likely to be high in other aspects of attitudes strength related to accessibility. On the other hand, moral conviction does not boil down to other measures of attitude strength and likely exerts an independent effect of accessibility (Skitka, Bauman, & Sargis, 2005). The second goal of the current study was to examine how moral conviction related to attitude knowledge. Different theories from literature on morality, values, and attitudes make different predictions about whether moral conviction should be related to more or less knowledge. Competing hypotheses were proposed related to each of these three literatures. The current study measured (1) participants' levels of attitude accessibility using response latencies and (2) attitude knowledge using both self report and knowledge listing measures. Participants then reported their levels of attitude strength and attitude related moral conviction in reaction to one of two political issues. Finally, they reported how often they expressed their attitude, how often they followed news related to the attitude, and how often they followed the news overall. Results showed that stronger moral conviction predicted greater accessibility and greater knowledge even when controlling for attitude strength, frequency of attitude expression, and measures of news exposure. Results are discussed in terms of how moral conviction relates to the constructs of attitude strength, values, and other theories of morality.

**G56****EVIDENCE THAT UNCONSCIOUS THINKING INFLUENCES PERSUASION BASED ON ARGUMENT QUALITY**

**Ian M. Handley<sup>1</sup>, Brett M. Rynnion<sup>1</sup>, C. Mark Sollars<sup>1</sup>, Laura Cichosz<sup>1</sup>, Jarrett Twamley<sup>1</sup>**, <sup>1</sup>Montana State University – Some evidence suggests that individuals can think unconsciously about previously presented information and form judgments that are normatively better than those made by individuals who can think consciously or who are prevented from thinking whatsoever. However, an alternative explanation suggests that unconscious thinking might not product this effect. Rather, individuals may form an impression of incoming information and use this impression when reporting their judgments after a period of distraction. The goal of the current experiment was to test for the influence of unconscious thinking even when participants are prevented from forming an impression of incoming information, circumventing the alternative explanation. Participants listened to a personally-relevant persuasive message containing either strong or weak arguments supporting senior comprehensive exams. This message was played at a 220 words per minute, which is comprehensible but prevents elaboration. Next, participants either immediately reported their attitudes about

the exams, were distracted for 3 minutes then reported their attitudes (unconscious-thought condition), or were given 3 minutes to think about the message then reported their attitudes. Consistent with an unconscious-thought explanation, analyses indicated that participants in the unconscious-thought condition reported significantly more favorable attitudes toward the exams if they heard strong versus weak arguments, whereas participants in the other conditions did not. These results indicate that when participants are unlikely to form impressions of persuasive information as they hear it, they still form better judgments (attitudes) from that information when they can think unconsciously versus consciously or not at all. Implications for persuasion are also discussed.

**G57**

**PROMOTING HEALTHY BEHAVIOR: HOW PROCESS- AND OUTCOME-FOCUSED APPEALS CAN INFLUENCE THE PERSUASIVENESS OF FRAMED HEALTH MESSAGES** Yun Lee<sup>1</sup>; <sup>1</sup>University of Iowa – What types of appeals are effective to increase the persuasiveness of loss- versus gain-framed health-related messages? Two experiments address this question by examining the influence of process-focused versus outcome-focused appeals on evaluations of loss- versus gain-framed health-related messages. The results reveal that when the message is loss-framed, participants with high (vs. low) perceived risk prefer process-focused appeals—an effect that is driven by the negative consequences anticipated from increased uncertainty—than outcome-focused appeals. When the message is gain-framed, however, outcome-focused messages become more appealing for participants with low (vs. high) perceived risk—an effect that is driven by the positive consequences anticipated from decreased uncertainty.

**G58**

Poster withdrawn.

**G59**

**THE RESPONSE MAPPING MODEL: WHY PRIMING EFFECTS DO NOT ALWAYS REFLECT PARTICIPANTS' AUTOMATIC ASSOCIATIONS WITH PRIMES** Laura Scherer<sup>1</sup>, Alan Lambert<sup>1</sup>; <sup>1</sup>Washington University in St. Louis – For years, evaluative priming tasks have been used as a way of accessing participants' automatic evaluations, or "implicit attitudes". However, there is still much that we do not understand about the psychological processes involved in these tasks. In this poster, we present a Response Mapping Model that can explain certain types of counterintuitive priming effects. One of the most important implications of this model is that primes can sometimes elicit strong effects that have little or no relation to participants' actual associations with those primes. This model stands in stark contrast to older models of evaluative priming (e.g. those assuming a spreading activation process), which assume that primes exert their effect by activating participants' evaluative associations. In Experiment 1, we show that evaluatively neutral primes can sometimes elicit strong positive responses, or strong negative responses, depending on the task context in which they are presented. In Experiments 2 and 3, we demonstrate that these context effects do not represent a change in participants' feelings toward, or perceptions of, the neutral primes. Instead, such effects reveal a particular way in which participants perform the priming task; namely, by categorizing the primes and mapping them onto the available responses. Hence, we will argue that priming effects for any given prime can be independent of an actual association, and instead are dependent on two factors: a) the responses that are required by the task (e.g. "good" vs. "bad"), and b) the combination of prime types that are presented in the task.

**G60**

**THE PROCESS OF SELECTIVE EXPOSURE: THE PROCESS OF SELECTIVE EXPOSURE: WHY CONFIRMATORY INFORMATION PROCESSING WEAKENS OVER TIME.** Peter Fischer<sup>1</sup>, Steven Lea<sup>2</sup>, Andreas Kastenmüller<sup>3</sup>, Tobias Greitemeyer<sup>4</sup>, Julia Koeppi<sup>5</sup>, Dieter Frey<sup>5</sup>; <sup>1</sup>University of Graz, Austria, <sup>2</sup>University of Exeter, UK, <sup>3</sup>Liverpool John Moores University, UK, <sup>4</sup>University of Sussex, UK, <sup>5</sup>Ludwig-Maximilians-Universitaet Munich, Germany – The present studies investigated whether the tendency to prefer decision-consistent over decision-inconsistent information after preliminary decisions varies during the sequential process of seeking additional decision-relevant information. Specifically, we tested whether decision makers would be more confirmatory in their information evaluation and information search at the beginning (immediately after the preliminary decision) rather than at the end of an information search process. The results of five studies suggest that this expectation was justified: participants exhibited stronger confirmatory tendencies in information evaluation and search right after making a decision than they did during later stages of an information search process. Results revealed that motivational (dissonance) processes are not likely to account for this effect. Rather, the results are more in line with a cognitive account: people appear to be more motivated to detect the best decision alternative at the beginning (as opposed to the end) of an information search process, which consequently leads to increases in confirmatory information processing during the initial stages of an information search process.

**G61**

**THE EFFECTS OF POWER ON CONFIRMATORY INFORMATION PROCESSING** Julia Koeppi<sup>1</sup>, Peter Fischer<sup>2</sup>, Birte Englich<sup>3</sup>, Dieter Frey<sup>1</sup>; <sup>1</sup>Ludwig-Maximilians-Universitaet Munich, Germany, <sup>2</sup>University of Graz, Austria, <sup>3</sup>University of Cologne, Germany – People tend to systematically prefer decision-consistent to decision-inconsistent information (selective exposure, biased assimilation). The present studies investigated the impact of subjectively perceived power on confirmatory information processing after decision making. Consistently, in three studies we found that embodiment power inductions (induced by making a fist) lead to greater confirmatory tendencies in the evaluation and search of decision-relevant information (Studies 1-3). This tendency is unlikely to be due to mere physical strain (Study 3), and was mediated by differences in experienced decision certainty (Studies 2 and 3). That is, high power inductions make people more confident about the validity of their decision preference, and thus they systematically prefer information that is consistent with their decision preference.

**G62**

**POLITICAL MAGNETISM IN SOCIAL TUNING: POLARITY SHIFTS IN LIBERALISM AND CONSERVATISM AFTER THE ELECTION OF OBAMA** Rick M. Cheung<sup>1</sup>, Steven Noel<sup>1</sup>, Curtis D. Hardin<sup>1</sup>; <sup>1</sup>Brooklyn College and Graduate Center, City University of New York – Parallel social-tuning experiments conducted before and after the 2008 presidential election show that a rapid change in the political zeitgeist can transform the normative influence of the perceived politics of others from repulsion to attraction. In the presence of an experimenter who was ostensibly either "extremely liberal" or "mildly liberal", participants completed measures of political ideology and interpersonal perception. Before the election, participants anti-tuned away from the extremely liberal experimenter by exhibiting (a) less liking for the experimenter, (b) increased self-declared political rigidity, and (c) increased endorsement of the protestant work ethic, to the degree that they perceived close others to be politically conservative. In contrast, after the election of Barack Obama, participants tuned toward the extremely liberal experimenter by exhibiting (a) decreased self-declared political rigidity, (b) decreased endorsement of protestant work ethic, and (c) increased endorsement of liberal public policies, to the degree that they perceived close others to be politically conservative. Post-election social-tuning effects were especially pronounced when the experimenter was interpersonally likable. Hence, the election of Obama switched polarity of liberalism from repulsion to attraction and conser-

vatism from attraction to repulsion among people attached to conservative close others, suggesting that political ideology is expressed in a kind of magnetic field of interpersonal relationships and political climate.

### G63

#### WHO CARES IF PRESIDENTIAL CANDIDATES LIE? PREDICTING MORAL JUDGMENTS OF DECEPTIVE CLAIMS

Anne L. Zell<sup>1</sup>, Stephanie Sorensen<sup>1</sup>; <sup>1</sup>Augustana College – What predicts people's moral judgments of presidential candidates' deceptive statements? 113 participants completed a questionnaire about their reactions to six deceptive claims made by Barack Obama and John McCain during the presidential campaign. After reading each claim, participants read a refutation from Factcheck.org, then rated their moral judgments and other perceptions of the claim. Participants also completed measures of religiosity, Machiavellianism, and their attitudes about deception in politics. Religiosity was associated with lower Machiavellianism scores and with greater agreement that the use of deception in politics is unacceptable and deserves moral rebuke. However, religiosity was not associated with judging the claims as more morally wrong when responses to Obama's and McCain's claims were averaged. As expected, highly religious participants were more likely to vote for McCain, and religiosity was associated with more negative judgments of Obama's claims, but not of McCain's claims. Women rated the claims as more morally wrong than men did. Judging the claims as morally wrong was associated with perceiving that the claims were untrue, that the claims would be damaging for the other candidate if true, that the claims were motivated by a desire to win, that the claims would have convinced the participant if they hadn't read Factcheck.org's analysis, and that the discrepancy between the candidates' claims and Factcheck.org's claims was large. Significant predictors were entered in a simultaneous regression. Results indicate that both perceiving claims to be untrue and perceiving claims to be potentially damaging account for unique variance in people's moral judgments.

### G64

#### PUTTING LIKE A PRO: THE ROLE OF POSITIVE CONTAGION IN GOLF

Jennifer Joy-Gaba<sup>1</sup>, Charles Lee<sup>1</sup>, Sally Linkenauger<sup>1</sup>, Jonathan Bakdash<sup>1</sup>, Dennis Proffitt<sup>1</sup>; <sup>1</sup>University of Virginia – Previous work has shown that properties from one object can readily transfer to another – a law called contagion (Rozin, Millman, & Nemeroff, 1986). We investigated whether a putter with a positive contagion affects both performance and perception. To test these effects, half of participants were told they would use a putter that belonged to a professional golfer (positive contagion), while the remaining participants were not told anything about the putter. Afterwards, all participants drew a circle corresponding to the size of the golf hole and then took 10 test putts. Results revealed that the professional group putted better than the control group, making 38% more putts,  $t(38) = 2.11, p = .04, d = .67$ . In addition, the professional group perceived the hole as larger prior to putting compared to the control group, drawing the hole 10% larger,  $t(38) = 2.49, p = .02, d = .79$ . One possible explanation is that participants' experienced an increase in self-confidence after being told that they would use the professional's putter, making putting seem easier and the hole appear larger. This study suggests the powerful impact that belief has on performative and perceptual outcomes.

### G65

#### ANTHROPOMORPHISM MEDIATES THE EFFECT OF SPIRITUALITY ON ABORTION ATTITUDES

Kathryn Johnson<sup>1</sup>, Anna Berlin<sup>1</sup>, Sara Brimhall<sup>1</sup>, Adam Cohen<sup>1</sup>; <sup>1</sup>Arizona State University – Abortion remains a controversial issue capable of influencing voters, and eliciting emotional arguments and protest behaviors. Religious people are more likely to be pro-life than the non-religious, and one possible explanation may be variability in the classification of fetuses as persons. Although, a fetus is not a legal person in the U.S., we theorized that religious people may continue to personify fetuses which, in turn, may predict a pro-life stance. We surveyed 496 university students about the personhood of various entities; the mental, emotional, spiritual, moral, kinship, and humanness

attributes of each entity; and participants' attitudes toward various public policies including abortion. As expected, both highly religious Christians ( $M = 5.97$ ) and Catholics ( $M = 5.96$ ) were significantly more likely ( $p < .001$ ) than secularists ( $M = 4.17$ ) to rate fetuses as persons on a Likert-scale of 1 to 7. Moreover, people who considered fetuses to be persons were more opposed to abortion. A Sobel test confirmed that personification of fetuses partially and significantly mediated the relationship between spirituality and abortion attitudes ( $z = 3.04, p = .002$ ). Next we explored on what basis religious people consider fetuses to be persons. A regression analysis showed that, in contrast to secularists, Christians ascribed emotional, spiritual, and kinship attributes, even over and above ascriptions of humanness, when rating the personhood of fetuses. We suggest that some people may oppose abortion, in part, because they think of the fetus as a person (a baby) rather than as a potential human (a fetus).

### G66

#### IS OBAMA THE ANTI-CHRIST? RACIAL PRIMING AND EXTREMIST CRITICISMS ON SUPPORT FOR BARACK OBAMA

Kris Gerow<sup>1</sup>, Matt Motyl<sup>2</sup>, Tom Pyszczynski<sup>1</sup>; <sup>1</sup>University of Colorado at Colorado Springs, <sup>2</sup>University of Virginia – Early in Senator Barack Obama's successful bid to be the first African American President of the United States many extremist claims were leveled at him in attempts to undermine his candidacy. Among the more extreme claims were that he is the "Anti-Christ". Proponents of these views took information from the Bible and attempted to apply it to President Obama. For example, the zip code of his Chicago residence is 60606, which is the Biblical "mark of the beast," or "666," if the zeros are omitted. Similar claims are discussed in detail on over 800,000 websites according to a recent Google search. Claims like these are rarely made about Caucasian Presidential candidates. The present study hypothesized that believers of these claims may be using religious justification for their aversion to the first African American Presidential candidate as a way to mask their socially unacceptable racism. Ninety participants were randomly assigned to be primed with race or not and then read one of three editorials proclaiming Obama to be the Anti-Christ, a poor choice for President, or an excellent choice for President before completing a measure of support for Obama. The results demonstrate that participants displayed a decreased preference for Obama after reading the Anti-Christ editorial and being primed with race. Among participants not primed with race, the Anti-Christ editorial led to an ironic increased preference for Obama. These results support the hypothesis that racism played an important role in determining reactions to extremist claims against Obama.

### G67

#### UNPACKING SYSTEM JUSTIFICATION: PERCEPTIONS OF SYSTEM EQUALITY AND FAIRNESS

Nicole E. Noll<sup>1</sup>, Andrew Karpinski<sup>1</sup>; <sup>1</sup>Temple University – An implicit assumption of system justification theory is that individuals recognize the general inequality of a social system. Measures of system justification assess the extent to which individuals legitimize an unequal system by indicating that it is fair. Awareness of inequality is a key, yet undemonstrated, premise in the argument that members of disadvantaged groups justify the social systems that oppress them. In this study, we assessed perceptions of the (in)equality and (un)fairness of gender relations and examined their relation to gender-specific system justification. Two hundred eighty-nine college students (192 female) completed scales we developed to measure the equality (7 items) and fairness (6 items) of the general social relations between women and men in United States. They also completed an 8-item scale measuring gender-specific system justification (GSJ; Jost & Kay, 2005). Men showed significantly greater GSJ than did women. Although both men and women believed gender relations to be unequal and unfair, women rated them as significantly less equal and less fair than did men. Interestingly, equality and fairness were differentially related to GSJ between women and men. Among women, equality and fairness were unique positive predictors of GSJ. Among men, the interaction of these predictors showed that men who believed gender relations to be more equal and

less fair showed the most GSJ, whereas those who believed gender relations to be more equal and more fair showed the least GSJ. Our results suggest that the meaning of system justification varies by social status or group membership.

### G68

**RELIGIOSITY AND BELIEFS ABOUT SCIENTIFIC QUESTIONS** Judith Danovitch<sup>1</sup>, Nicholaus Noles<sup>2</sup>; <sup>1</sup>Michigan State University, <sup>2</sup>University of Michigan – Religious and scientific communities commonly argue over complex topics, such as the origin of life. It is clear that religiosity influences opinions about scientific findings in some specific cases, but it is less clear whether religiosity influences broader attitudes towards scientific questions that are not typically discussed in a religious context. Thus, we examine the relationship between religiosity and judgments about scientific questions that are unrelated to any specific religious belief. Participants (n=81) rated the likelihood that humans will find an answer to each of 15 questions using a 7-point scale. Five items involved questions that already have clear answers (e.g., why do volcanoes erupt?) and 10 items involved open scientific questions that are not overtly related to religious beliefs (e.g., what causes black holes to form?). Participants also completed scales measuring religiosity and belief in God. We found a significant negative correlation between question ratings for open scientific questions and religiosity,  $r = -.244$ ,  $p = .028$ , as well as belief in God,  $r = -.276$ ,  $p = .013$ , suggesting that individuals who are more religious and believe more strongly in God think that humans are less likely to solve scientific problems. Results will be discussed in the context of follow-ups examining whether religious individuals are generally less confident in human problem solving capabilities, or whether they are more strongly drawn to alternative explanations of natural phenomena, such as those provided by religious sources.

## Close Relationships/Belonging/Rejection

### G69

**THE NEWLYWED GAME: RELATIONAL POWER PREDICTS PHYSIOLOGICAL STRESS REACTIVITY AND MARITAL SATISFACTION** Mattitiyahu S. Zimler<sup>1</sup>, Paula R. Pietromonaco<sup>1</sup>, Sally I. Powers<sup>1</sup>; <sup>1</sup>University of Massachusetts, Amherst – This study examined the connection between perceived marital power and both relationship satisfaction and physiological stress reactivity. One of the few studies investigating these connections has shown that having less power predicts greater physiological stress, although the patterns vary somewhat for husbands and wives (Loving et al., 2004). On this basis, it was hypothesized that lower power would predict higher cortisol levels and less relationship satisfaction. We also examined whether gender would moderate these links. Forty-eight newlywed couples discussed a major unresolved area of conflict for 15 minutes and provided 5 saliva samples to assess cortisol before, during, and after the discussion. Spouses completed questionnaires assessing power in their relationship, influence in the discussion, and overall marital satisfaction (Dyadic Adjustment Scale). When husbands reported more power, control, and influence in the discussion, wives expressed significantly more general relationship satisfaction and more positive evaluations of the conflict discussion. Wives' greater relationship influence predicted husbands' higher marital satisfaction and wives' lower levels of cortisol. Furthermore, when wives believed they had greater influence in more traditionally feminine domains (e.g., family-related decisions), they showed significantly less cortisol reactivity; in contrast, when they believed they had more influence in traditionally masculine domains (e.g., money), they showed significantly increased cortisol reactivity. These findings suggest that the connection between marital power and satisfaction, and the physiological stress responses they elicit, may vary depending on the domain of power. Additionally, these findings underscore the need for marital power dynamics to be considered within the context of gender.

### G70

**THE EFFECTS OF RELATIONSHIP THREAT AND SELF-ESTEEM ON COMPARISONS TO OTHER ROMANTIC RELATIONSHIPS** Brianna Harris<sup>1</sup>, Sandra L. Murray<sup>1</sup>; <sup>1</sup>University at Buffalo, The State University of New York – The current study was designed to examine how social comparisons to the romantic relationships of others are used strategically to meet the differing relationship goals of low and high self-esteem individuals. According to the risk regulation model of romantic relationships, a relationship specific threat differentially elicits the competing goals of self-protection and relationship-promotion for low and high self-esteem individuals. It was thus hypothesized that LSE's would engage in social comparisons that allowed them to meet self-protection goals. The current study employed two different measures of social comparison tendencies following a relationship-specific threat (writing about a time one's partner had hurt or disappointed him). One of these measures offered participants the chance to engage in or to avoid making a social comparison, while the other allowed participants to engage in a comparison with very certain outcomes. Results revealed that threatened low self-esteem individuals avoided making social comparisons when the outcomes of the social comparison were unclear. When given the opportunity to compare to a friend (a comparison with more certain outcomes), threatened LSE's engaged in downward comparison, indicating that they felt that their relationship was better than their friend's relationship on a variety of dimensions. Findings from the current study are consistent with evidence suggesting that low self-esteem individuals' automatic inclination is to connect to their partner and protect their relationship (i.e., Murray, Derrick, Leder, & Holmes, 2008), as well as with previous evidence on social comparison that suggests that low self-esteem individuals take safe opportunities for comparisons.

### G71

**EMPATHIC ACCURACY AND DEPRESSION IN NEWLYWED COUPLES** Holly Laws<sup>1</sup>, Paula R. Pietromonaco<sup>1</sup>, Sally I. Powers<sup>1</sup>; <sup>1</sup>University of Massachusetts Amherst – The empathic accuracy hypothesis was tested in a sample of newlywed couples from the Growth in Early Marriage project. Prior research (Simpson, Oriña, & Ickes, 2003) has shown that accurate appraisals of a partner's feelings relate to increased closeness for non-relationship-threatening information, while accurately understanding relationship-threatening feelings predicts decreased closeness. Less is known about the potentially moderating role of depression. The depressive realism hypothesis suggests that depressed individuals are less biased in appraisals of negative information. This study examined the empathic accuracy hypothesis in appraisals of spousal behaviors and explored whether depression moderates this relationship. 48 couples engaged in a 15-minute conflict discussion, following which spouses rated aspects of their own and their partner's behaviors during the conflict. Discrepancy scores between appraisal of the spouse's behavior and that spouse's self-rating were correlated with a measure of relationship closeness. Initial findings provide partial support for the hypotheses. For husbands, but not wives, higher closeness was related to more accurate appraisal of wives' support behaviors ( $r = .295$ ,  $p < .05$ ), but was negatively associated with wives' criticism ( $r = -.443$ ,  $p < .05$ ). Follow-up analyses indicated that accurate appraisal of criticism was not significantly associated with relationship closeness in more depressed husbands. This pattern suggests that the empathic accuracy model may not adequately account for the nature of relational processes for depressed individuals. Further analyses will be conducted using the Actor-Partner Interdependence Model (APIM; Cook & Kashy, 2005) with hierarchical linear modeling (HLM) to account for the dependency between spouses' outcomes.

**G72****UNCERTAINTY INCREASES SENSITIVITY FOR RELATIONSHIP-RELEVANT INFORMATION, BUT DECREASES SENSITIVITY FOR RELATIONSHIP-IRRELEVANT INFORMATION**

Jana Janssen<sup>1</sup>, Patrick Müller<sup>2</sup>; <sup>1</sup>University of Mannheim, <sup>2</sup>SHL Group – Research has shown that uncertainty increases individuals' sensitivity for fairness information when evaluating the quality of social relationships. The underlying reasoning is that fairness provides important information about relationships and thereby helps to cope with uncertainty. The present research hypothesizes that the sensitizing effect of uncertainty is not specific for fairness, but also applies to other types of relationship-relevant information, such as trust. Moreover, it is proposed that uncertainty increases sensitivity for relationship-relevant information, but decreases sensitivity for relationship-irrelevant information. Three studies were conducted to test these predictions. In a field study (1), job applicants rated a company's trustworthiness (relationship-relevant information). Uncertain individuals relied more strongly on trust judgments than certain individuals to evaluate the company's attractiveness as employer. In a scenario study (2), individuals' uncertainty, the company's trustworthiness (relationship-relevant information), and the attractiveness of the company location (relationship-irrelevant information) were manipulated. Uncertainty sensitized individuals for trust information, but not for information about the company location. Study 3 was conducted to rule out the possibility that the latter result of study 2 was due to a dominant impact of trust information. Individuals' uncertainty and the attractiveness of the company location (relationship-irrelevant information) were manipulated. Uncertain individuals relied less strongly on information about the company location than certain individuals. Results show that (a) uncertainty sensitizes individuals not merely for fairness information, but more general for relationship-relevant information (e.g., trust), and (b) uncertainty specifically sensitizes individuals for relationship-relevant information, but desensitizes individuals for relationship-irrelevant information. Implications for uncertainty management research are discussed.

**G73****HOW WE THINK ABOUT TEASING: EXAMINING THE GAP IN PERCEPTIONS OF TEASING IN GENERAL AND TEASING IN CLOSE RELATIONSHIPS**

Glen Gorman<sup>1</sup>, Christian Jordan<sup>1</sup>; <sup>1</sup>Wilfrid Laurier University – Although the targets of teasing often view teasing more negatively than do teasers (Kruger et al., 2006), in close relationships perceptions of teasing may be relatively positive and the reasons for teasing may be more prosocial. We compared perceptions of teasing with a close other (both when the participant was the teaser and the target) to general perceptions of teasing. We also explored the specific reasons for teasing. Participants answered questions about teasing in three different situations: teasing in general, the participant as a teaser, and the participant as the target of teasing. Participants also rated the frequency with which teasing occurs for particular reasons (e.g., to be mean) both in general and between themselves and a close other. Our results replicate the finding that teasers view an episode of teasing more positively than do targets. However, teasing in both of these cases was viewed much more positively than in the general case. These results held for perceptions of teasers' intentions and the overall negativity of the tease itself. With respect to the reasons for teasing, participants believed that teasing as a joke or to communicate caring occurred more often in close relationships than in the general case, and that teasing to be mean was more common in the general case. These results suggest that, although a rift exists between the perceived intentions of the teaser and the target, people are motivated to soften the blow of a tease in order to protect important relationships.

**G74****PERCEPTIONS OF IRREPLACEABILITY: HOW SATIATING THE GOAL OF FEELING IRREPLACEABLE IN ONE'S DATING RELATIONSHIP INCREASES PERCEIVED TRUST FOR LOW SELF-ESTEEM INDIVIDUALS**

Sadie Leder<sup>1</sup>, Sandra L. Murray<sup>1</sup>, Jennifer C. D. McClellan<sup>2</sup>, John G. Holmes<sup>2</sup>, Rebecca T. Pinkus<sup>1</sup>, Brianna Harris<sup>1</sup>; <sup>1</sup>University at Buffalo, State University of New York, <sup>2</sup>University of Waterloo – The current work examined the hypothesis that feeling hard to replace within one's romantic relationship fosters a sense of trust in the partner's continued responsiveness. We posited that the goal of feeling uniquely valuable is likely to be thwarted for those with low self-esteem. Accordingly, we wanted to investigate how experimentally increasing feelings of irreplaceability affected perceptions of trust in the dating relationships of low self-esteem individuals. Participants were 77 undergraduate couples involved in exclusive dating relationships. For individuals in the experimental condition, we satiated the goal of feeling irreplaceable by leading participants to believe that their partner (who was physically present) perceived a number of qualities in them that they could not imagine finding in alternative partners. All participants then completed measures tapping perceived trust. A hierarchical linear regression analysis revealed a significant condition by self-esteem interaction. Breaking down the interaction revealed that low self-esteem participants felt significantly more trust for their partners in the experimental condition as compared to the control condition. Thus, for individuals with insecurities about self-worth, making salient the ways that their partner uniquely valued them lead to increased trust in their partner's continued responsiveness. No such simple effect was anticipated or obtained for participants higher in self-esteem, as these individuals are believed to chronically feel more irreplaceable, as well as trusting of their romantic partners.

**G75****BLISSFUL ROMANTIC RELATIONSHIPS: I'D SURE DATE MYSELF**

Carlie M. Allison<sup>1,4</sup>, Amy C. Moors<sup>2,4</sup>, Amber Farrington<sup>3,4</sup>, Patrick Markey<sup>4</sup>; <sup>1</sup>University of Wisconsin- Madison, <sup>2</sup>University of Michigan- Ann Arbor, <sup>3</sup>Florida State University, <sup>4</sup>Villanova University – Relationship research suggests that people are attracted to partners similar to themselves. Though individuals may seek similarity in partners they may not be able to obtain such individuals. Also, similarity, while desirable, is no guarantee of happiness. The current study adds to the literature by exploring how discrepancies between ideal and current partner personality traits affect relationship satisfaction and propensity for cheating. In addition, the current study includes a population often ignored in relationship research: gay, lesbian, and bisexual couples. Participants consisted of 365 individuals in a monogamous relationship. Participants completed measures assessing Big Five personality traits for the participant, their ideal partner, and their perceptions of their current partner's personality, as well as measures of relationship satisfaction and propensity for cheating.

Results indicated across gender and sexual orientation, partner/ideal partner similarity was related to higher relationship satisfaction ( $p < .01$ ). Furthermore, partner/ideal partner dissimilarity was related to higher propensity for cheating ( $p < .01$ ). Significant gender differences were found in relation to self/partner dissimilarity and relationship satisfaction and propensity for infidelity. For females, dissimilarity on agreeableness ( $p < .01$ ), conscientiousness ( $p < .01$ ) and openness to experience ( $p < .01$ ) was significantly related to lower relationship satisfaction. For males, openness to experience was significantly related to relationship satisfaction ( $p < .05$ ). Furthermore, dissimilarity on neuroticism was significantly related to propensity for infidelity ( $p < .05$ ) for females, while for males, dissimilarity on conscientiousness ( $p < .05$ ) and openness to experience ( $p = .01$ ) was significantly related to propensity for infidelity.

**G76**

**ATTACHMENT STYLE AS A PREDICTOR OF SYSTEMIC STRESS REACTIVITY TO MARITAL CONFLICT** Casey DeBuse<sup>1</sup>, Paula Pietromonaco<sup>1</sup>, Sally Powers<sup>1</sup>, <sup>1</sup>University of Massachusetts, Amherst – Dating partners' attachment styles predict their physiological stress responses to conflict; a link that may be important in predicting the outcomes of such conflict (Powers et al., 2006). Research on relational conflict has focused primarily on understanding responses of the hypothalamic-pituitary-adrenal (HPA) axis, using its end product, cortisol, as a biomarker of stress reactivity. However, research on responses to other psychological stressors has begun to place greater emphasis on examining stress response systems in concert. This work has focused on the HPA axis and the sympathetic branch (SNS) of the autonomic nervous system (e.g., Gordis et al., 2006), using cortisol as an indicator of HPA activation and  $\alpha$ -amylase (A-A) as a putative biomarker of SNS activation. The current research applied this systemic approach to examine whether more insecurely attached spouses would show greater systemic physiological stress reactivity. Forty one newlywed couples completed an adult attachment measure (the Experiences in Close Relationships questionnaire), privately discussed a major, unresolved area of conflict for 15 min, and provided saliva samples (to index cortisol and A-A) at several points before and after the discussion. As expected, more anxiously attached husbands showed higher levels of both cortisol ( $r = .35, p = .03$ ) and A-A ( $r = .34, p = .04$ ) post conflict; wives, however, did not show this association. These findings suggest that anxiously attached husbands may be especially physiologically reactive to conflict discussions. The next step will be to determine why husbands, but not wives, show this effect.

**G77**

**BETTER OFF ALONE: SOCIAL DETACHMENT FOLLOWING PEER REJECTION** Daniel L. Benkendorf<sup>1</sup>, Stefanie Bruno<sup>2</sup>, Michael J. Kern<sup>2</sup>, Kristin L. Sommer<sup>2</sup>, <sup>1</sup>Fashion Institute of Technology, State University of New York, <sup>2</sup>Baruch College and the Graduate Center, City University of New York – Contemporary attachment frameworks assert that threats to felt security initially lead people to seek physical or mental representations of attachment figures (Shaver & Mikulincer, 2002; Mikulincer & Shaver, 2003). When attachment figures are perceived as unavailable or unlikely to provide support, however, individuals engage in deactivation strategies that include the suppression of attachment anxiety and avoidance of emotional connections with others. Three studies were conducted to solicit support for deactivation strategies among rejected individuals. In each of the studies, social rejection was manipulated by randomly pairing unacquainted participants and asking them to talk freely for three minutes. Participants then rated each other in terms of likability and desire for friendship, with knowledge that the partner would soon view these ratings. Actual ratings were replaced with false feedback. Half of the participants were randomly chosen to receive negative ratings, suggesting that the other person did not like them very much or want to be friends with them. The remaining half received positive ratings. Across studies, results revealed that rejected (compared to accepted) participants reported lower attachment anxiety (Study 1); generated fewer allocentric self-descriptors (e.g., "sensitive," "caring," "friendly") on the Twenty Statements Test and scored lower on empathy (Study 2); and reported reduced desire for emotional closeness with others (Study 3). Consistent with attachment theory (Mikulincer & Shaver, 2003), we suggest that deactivation behaviors assist in protecting individuals from the pain of future rejection.

**G78**

**INHIBITED AND DISTANT: WHY SOCIAL SUPPORT IS SOMETIMES ELUSIVE** Lisa B. Reddoch<sup>1</sup>, Kelley J. Robinson<sup>1</sup>, Jessica J. Cameron<sup>1</sup>, <sup>1</sup>University of Manitoba – The social support provided in intimate relationships is an important contributor to physical, psychological, and relational well-being (e.g., Collins & Feeney, 2000; Schachner et al., 2005; Reblin & Uchino, 2008). Unfortunately, some people do not feel supported by their partners. Inhibition to convey needs to a potentially

rejecting partner may impede support communications. Inhibitions influence overt communications (Vorauer et al., 2002) and may also play a role in nonverbal support behaviours such as physical closeness— a strategy that is used in both seeking and providing support (Robinson & Cameron, 2007; Simpson et al., 1992). The current study tested the influence of inhibitions to convey support needs on partners' physical closeness and subsequent reports of felt support during a laboratory-induced support-interaction. Heterosexual dating partners were unknowingly assigned to support-seeker and caregiver roles. Support-seekers were then exposed to a stressor to motivate support-seeking behavior. Subsequent to the exposure, all couples experienced an unstructured, unobtrusively videotaped support-interaction. Afterwards, support-seekers indicated the extent to which they had felt inhibited to convey their needs during the interaction, and reported on how supported they felt from their partners' responses. Results revealed that inhibited support-seekers felt less supported by their partners following the interaction. This link was mediated by dyadic physical closeness as it was coded from the videotapes. Thus, when support-seekers are more inhibited, the couple exhibits less physical closeness which ultimately impedes support-seekers' feeling adequate support. Implications for social support-seeking and caregiving will be discussed.

**G79**

**THE FORBIDDEN FRUIT EFFECT: THE COSTS OF LOOKING AWAY FROM ATTRACTIVE OTHERS** Timothy Deckman<sup>1</sup>, C. Nathan DeWall<sup>1</sup>, Jon K. Maner<sup>2</sup>, D. Aaron Rouby<sup>2</sup>, <sup>1</sup>University of Kentucky, <sup>2</sup>Florida State University – This study investigates the effects of an attention retraining task on different attitudes and behaviors of those involved in romantic relationships. The attention retraining task consisted of seeing two pictures of one attractive and one average member of the opposite sex followed by a letter. Participants were then forced to look away from the attractive picture 80% of the time (experimental condition) or had their attention forced away from both pictures in equal amounts (control condition). The first study found that participants in the attention retraining condition were significantly less satisfied with their relationship and held significantly more positive feelings towards infidelity than those in the control condition. Study 2 found that participants in the attention retraining condition had significantly better memory for attractive faces they had seen during the attention retraining task than did participants in the control condition. Study 3 found that participants in the attention retraining condition were significantly faster to attend to attractive targets in a subsequent dot probe task than those in the control condition. These results indicate that training attention away from attractive alternatives makes people less satisfied in their current relationship, have more positive feelings towards cheating on their partner, have better memory for attractive faces, and faster to attend to attractive alternatives.

**G80**

**(DYS)FUNCTIONAL ATTITUDES? SOCIAL REJECTION, LONELINESS, AND ADVERTISEMENT PREFERENCES** Elizabeth A. Majka<sup>1</sup>, David E. Levari<sup>1</sup>, Penny S. Visser<sup>1</sup>, <sup>1</sup>University of Chicago – In this study we sought to examine how individuals use their attitudes to assist in regulating their belonging needs. Functional theories of attitudes (e.g., Katz, 1960; Smith et al., 1956) argue that individuals often hold and express attitudes that reflect their active goals and needs. In particular, when belonging needs are heightened (e.g., via social rejection), functional theories argue that individuals should prefer attitude objects that target a social adjustive (vs. utilitarian) function—i.e., the 'functional matching effect'. However, the belonging regulation system can also go awry, such as in the case of chronically lonely individuals (Gardner et al., 2005). According to skills deficit models of loneliness, these individuals may be less likely to demonstrate the functional matching effect. To examine these predictions, 44 undergraduates were first rejected or accepted while playing the virtual ball tossing game Cyberball (Williams et al., 2000). Following Cyberball, they indicated their preferences for advertisements with slogans targeting a social adjustive or utilitarian attitude function. Finally, participants



completed a number of auxiliary measures including measures of loneliness (Hughes et al., 2004). Contrary to an attitude functions perspective, rejected (vs. accepted) participants did not prefer advertisements that targeted the social adjustive function. However, increased levels of loneliness did bias participants' preferences toward utilitarian (vs. social adjustive) slogans. Taken together, these data provide some support for skills deficit models of loneliness while challenging functional theories of attitudes. Findings will be discussed in light of recent models of belonging regulation and ongoing research in our lab.

### G81

**NOT GONNA WRITE YOU A LOVE SONG: BUT I WILL ANALYZE IT FOR YOU** Melanie Canterberry<sup>1</sup>, Omri Gillath<sup>1</sup>, Jennifer A. Hamilton<sup>1</sup>; <sup>1</sup>University of Kansas – The wide variety of love songs suggests that there should be differences in people's preferences for which love songs they like and how they perceive love through songs. Previous research has highlighted cross-cultural differences in the content of love songs, but to date, there have been few studies investigating how individual characteristics relate to preferences of love songs. In the current study, we examined participants' thoughts and feelings regarding love songs. Analysis revealed associations between attachment styles and sexual mating strategies, and preferences and perceptions of love songs. For example, people high in attachment anxiety seem to prefer love songs with a sad theme. These songs, in turn, lead them to long for more in their relationships and feel angry and wishful. People high in attachment avoidance (or those indicating lower preference for a long-term mating strategy) tend to feel unfulfilled when listening to love songs and believe that true love exists only in the songs. Conversely, participants reporting an idealistic view of love and those low on attachment avoidance feel more in love with their partners when listening to love songs. A content analysis of the songs chosen by people as their favorite revealed that not being currently in a relationship was associated with a higher number of security-related words in these songs, suggesting a desire for what they do not have. These findings begin to shed light on how love songs are associated with romantic relationship experience and views of love.

### G82

**SEEKING CERTAINTY: THE COMPENSATORY ROLE OF POSITIVE ILLUSIONS IN CLOSE RELATIONSHIPS** Maya Aloni<sup>1</sup>, Sandra Murray<sup>1</sup>; <sup>1</sup>University at Buffalo, The State University of New York – Considerable research has shown that people are motivated to perceive their partner and relationship in the most positive light possible (Murray, Holmes & Griffin, 1996a; 1996b). We hypothesized that situations of uncertainty, even if experienced outside the context of one's relationship, trigger compensatory cognitions designed to attach greater value to one's relationship. In addition, given that people with high (Highs) and low (Lows) self-esteem prioritize different relationship goals, we expected positive illusions to be particularly exacerbated for high self-esteem individuals (Murray, Holmes & Collins, 2006). One hundred and twenty six people in dating relationships participated. Participants first completed the Rosenberg (1965) self-esteem scale. Participants in the uncertainty salient condition were asked to describe their thoughts and feelings about being uncertain outside the context of their relationship. Participants in the control condition wrote about their thoughts and feelings when watching television (Van den Bos, 2001). We manipulated relationship threat by asking participants to describe their partner's most negative (threat) or most positive (no threat) qualities. We then measured people's perceptions of their partner and their relationship (Murray & Holmes, 1997). We obtained a significant self-esteem by uncertainty salience interaction. Highs in the uncertainty salient condition viewed their partner and relationship more positively than Highs in the control condition. In contrast, Lows in the uncertainty salient condition viewed their partner and relationship less positively than Lows in the control condition. These findings suggest that situations of uncertainty do trigger positive illusions for people with high self-esteem.

### G83

**THE RELATIONSHIP BETWEEN CAUSAL UNCERTAINTY AND NONCONSCIOUS MIMICRY** Rachel Ruttan<sup>1</sup>, Jill A. Jacobson<sup>1</sup>, Jennifer Passey<sup>1</sup>; <sup>1</sup>Queen's University – Causal uncertainty pertains to doubts about one's ability to understand the causes of social events (Weary & Edwards, 1994), and previous research has found that higher levels of causal uncertainty are associated with greater interpersonal problems such as rejection (e.g., Rytwinski & Jacobson, 2005; Passey, 2006). However, the attempts to determine the reasons for the causally uncertain people's social difficulties have thus far been inconclusive. We hypothesized that causally uncertain people's more effortful and vigilant processing of social information may impair their ability to engage in nonverbal behaviors that facilitate social exchanges (cf. Edwards et al., 2000). Thus in the the current study, we investigated the failure to engage in mimicry, a specific nonverbal behavior that can lead to greater liking, as a possible explanation for causally uncertain individuals' social difficulties. A sample of 133 women interacted with a female confederate who shook her foot or touched her face throughout the session. Three judges (blind to experimental condition) recorded the participants' frequency and duration of face touching or foot shaking during the baseline period before interacting with the confederate and during the five-minute interaction period. Following the interaction, participants completed the Causal Uncertainty Scale (Weary & Edwards, 1994) and a liking measure. When given an accuracy goal, which should increase the importance of their chronic goal of accurate understanding, higher levels of causal uncertainty were significantly associated with lower levels of mimicry. However, in the no goal condition, no significant differences existed between high and low causally uncertain participants.

### G84

**UNCERTAINTY MAY BE HARMFUL TO RELATIONSHIPS** Linda K. Acitelli<sup>1</sup>, Robert E. Wickham<sup>1</sup>, Stephanie J. Tobin<sup>1</sup>; <sup>1</sup>University of Houston – Individuals who are chronically uncertain about things are more depressed and anxious (Edwards, Weary, & Reich, 1998) than those who are certain. With these findings in mind, we expected that uncertainty in relationships (UR) would be related to unhappiness in relationships. To assess uncertainty in relationships, both partners of 238 couples were asked how much they thought they knew about personal relationships. As expected, UR was negatively related to relationship satisfaction. However, because close partners are interdependent, we expected that one partner's UR would be associated with the other partner's UR to predict relationship satisfaction. To test this interaction, we estimated the Actor-Partner Interaction Model (APIM; Kenny, Kashy & Cook, 2006) which labels the participant as 'actor' and the relationship partner as 'partner.' Results revealed a significant interaction between actor UR and partner UR. If the actor is low on UR, the partner's level of UR has a strong negative association with the actor's relationship satisfaction. That means that if both members of the couple are low on UR, the actor is highly satisfied with the relationship. In addition, if the actor is low on UR and the partner is high, the actor is much less satisfied. If the actor is high on UR, the actor is relatively dissatisfied with the relationship regardless of the partner's level of UR. Thus, if at least one partner is high on UR, the relationship is less satisfying. These findings may indicate that an individual's level of uncertainty can have unintended interpersonal consequences.

### G85

**THE INFLUENCE OF RELATIONAL-INTERDEPENDENT SELF-CONSTRUAL ON SELF-REGULATION AND ACCOMMODATION IN ROMANTIC RELATIONSHIPS.** Simmi Mann<sup>1</sup>, Marian, M Morry<sup>1</sup>; <sup>1</sup>University of Manitoba – Relational-interdependent self-construal (RISC) is a cognitive-personality pattern in which positive feelings regarding the self are derived from developing and maintaining close personal relationships with others (Cross et al., 2000). We hypothesized that higher RISC provides individuals with a greater motivation for self-control and accommodation in romantic relationships. One hundred and fifty-five undergraduate students (105 women, 50 men), in ongoing relationships

described instances of both accommodation and non-accommodation in response to a partner transgression. Subsequently, participants completed measures assessing relationship quality, dispositional self-control, and reported depletion levels. Partial correlations revealed that in comparison to Low RISC, High RISC was significantly associated with three of the four accommodation subscales: voice,  $r(78) = .31, p < .01$ , neglect  $r(78) = -.27, p < .01$ , and exit,  $r(78) = .21, p < .01$ . To examine regulatory depletion levels a 2(construal type: High RISC vs. Low RISC)  $\times$  2(Incident Type: Accommodation vs. Non-Accommodation) repeated measures ANOVA was conducted on depletion. High, compared to Low, RISC individuals significantly reported greater depletion after describing instances of non-accommodation. There was no difference between groups after descriptions of accommodation. Finally, hierarchical linear regressions examined whether RISC moderated the relationship between accommodation and depletion. For High RISC individuals, total depletion was a significant predictor of accommodation. In contrast, for Low RISC individuals, total depletion was not a significant predictor. In sum, the present research suggests that the presence of RISC is a motivating influence on accommodative and self-regulatory tendencies within a relationship context.

### G86

**MINDFULNESS, WILLINGNESS TO EXPERIENCE AFFECT, AND RELATIONSHIP SATISFACTION** Kathryn C. Adair<sup>1,2</sup>, Steffany J. Fredman<sup>1,2</sup>, Candice M. Monson<sup>3</sup>; <sup>1</sup>National Center for Posttraumatic Stress Disorder, <sup>2</sup>Boston University School of Medicine, <sup>3</sup>Ryerson University – Mindfulness and willingness to experience emotional affect have been associated with higher relationship satisfaction (Barnes et al., 2007; Wachs & Cordova, 2007). The purpose of the current study was to understand the relationships among mindfulness, willingness to experience emotions, and relationship satisfaction in a clinical sample of couples in which one member of the couple was diagnosed with Posttraumatic Stress Disorder (PTSD). Twenty individuals (10 couples) enrolled in a study of couple therapy for PTSD completed baseline self-report questionnaires including the Mindfulness Attention Awareness Scale (MAAS), the Affect Control Scale (ACS), and the Dyadic Adjustment Scale (DAS). Independent *t*-tests revealed that those with PTSD had significantly lower mindfulness scores than partners ( $t = -2.7, p < .05$ ), but did not find any other differences for these constructs. For partners with PTSD, mindfulness and affect control were negatively related ( $r = -.81, p < .01$ ). Though not significant, there was a moderately strong association between affect control and relationship satisfaction ( $r = -.46, p = .18$ ). Mindfulness was not associated with relationship satisfaction. For partners without PTSD, there were significant associations between all constructs in expected directions (MAAS and ACS  $r = -.74, p < .05$ , MAAS and DAS  $r = .85, p < .01$ , ACS and DAS  $r = -.81, p < .01$ ). Differences in the associations based on PTSD status suggest that those with PTSD may derive relationship satisfaction from aspects unrelated to mindfulness (e.g., instrumental support). Implications for treatment and future research directions will be discussed.

### G87

**HELPING TO FEEL CONNECTED: PROSOCIAL BEHAVIOR AFTER EXCLUDING OTHERS** Jennifer R. Daniels<sup>1</sup>, Kerry L. Marsh<sup>1</sup>; <sup>1</sup>University of Connecticut – Much of the research on the effects of social exclusion on subsequent prosocial behavior has focused on the target's reduction in helping (e.g., Twenge, Baumeister, et al, 2007). It has also been predicted that participants under demand for additional cognitive resources, they may be less likely to be prosocially oriented in the face of social disconnection (Williams & Govan, 2005). This experiment tested the possibility that being the ostracizer would actually yield increased prosocial behavior as a means to reconnect with other people after the breaking of social bonds. The addition of increased cognitive load may decrease the likelihood of prosocial behaviors. It was predicted that participants would be motivated to be prosocial because of a desire to reconnect but this might be more difficult if such purposeful behaviors require cognitive resources. Participants in a computer controlled online chat were placed

in conditions in which they were included positively or rejected another participant. In addition, participants were in either a high or low cognitive load condition. After an inclusion or exclusion experience, participants were offered opportunities to be prosocial. Although there were no differences in volunteering for additional tasks or for picking up fallen paperclips, there was a marginal effect of cognitive load with low load participants donating more money. Participants in the ostracizer condition did donate more money to a charity. However, when the donation target was the person they had just rejected, ostracizers donated the least. Results are discussed in terms of reconnecting with others after purposeful disconnection.

### G88

**SIMILARITIES AND DIFFERENCES IN VIEWS ON ROMANTIC RELATIONSHIPS ACROSS 16 COUNTRIES** Erina Lee<sup>1</sup>, Gian C. Gonzaga<sup>1</sup>; <sup>1</sup>eHarmony Labs – Researchers have long been interested in cross cultural aspects of romantic relationships. To explore this topic, 2246 individuals in married or cohabiting relationships participated in a world-wide online survey. There were between 112-173 participants in each of the following 16 countries: China, Germany, France, India, Italy, Japan, Korea, Poland, Brazil, Russia, Argentina, Spain, Mexico, Turkey, England, and the United States. In each country's official language, participants responded to a series of qualitative questions asking about important partner and relationship characteristics, as well as quantitative questions on relationship satisfaction and demographic variables. Responses were translated back into English and coded. Results showed many notable cross cultural similarities and differences. For example, among the most commonly shared responses to "what things are important for a couple to share in a good long-term relationship" were honesty, trust, and respect. Less commonly shared qualities included communication, love, and religious faith. There were also notable differences in relationship satisfaction across countries, with Eastern European and Asian countries rating relatively lower in relationship satisfaction compared to the geographically western countries. Chinese women and Japanese men, for example, had the lowest relationship satisfaction overall. Implications of this research include understanding how people of different countries and cultures think about relationships and how these perspectives impact relationship quality which will inform future cross-cultural research on romantic relationships.

### G89

**REJECTION SENSITIVITY PREDICTS INGRATIATION BY WOMEN FOLLOWING HARSH REJECTION IN A DYADIC INTERACTION** Rainer Romero-Canyas<sup>1</sup>, Kavita S. Reddy<sup>1</sup>, Sylvia Rodriguez<sup>1</sup>, Geraldine Downey<sup>1</sup>, Marissa Smith<sup>1</sup>, Charles L. Burton<sup>1</sup>; <sup>1</sup>Columbia University – Men, but not women, high in rejection sensitivity (RS) ingratiate toward those who reject them harshly. The circumstances (rejection by a group) and the form of ingratiation (spending money on the rejecters) are linked to men's self-concepts. This suggests that, in situations that define aspects of the social self, rejection will motivate high RS people to ingratiate. This experimental study tests the rejection-ingratiation link in a self-defining situation for women: the formation of close dyadic relationships. The study also tests the hypothesis that ingratiation will align with sociocultural beliefs about what makes a person attractive in that self-defining situation. Participants enrolled in an online dating study to meet a potential romantic partner and wrote a biographical sketch for their match. Days later, participants returned to the lab to meet their date, but all were rejected, though in ways that varied by condition. In the harsh rejection conditions, participants were told that the match had chosen not to meet them. In a control condition, participants were told that due to technical errors, the match had not arrived. Participants then reported how much money they would spend on a date with the match, and also picked a gift for the match, a gesture of nurturance. RS scores did not predict any of men's choices or women's use of money. However, following harsh rejection, high RS women chose more valuable gifts for the match than did low RS women. The implications for the study of ingratiation and rejection are discussed.

**G90****ADULT ATTACHMENT AND THE USE OF COMPASSIONATE STRATEGIES DURING RELATIONSHIP DISSOLUTION** Tara Collins<sup>1</sup>, Omri Gillath<sup>1</sup>;

<sup>1</sup>University of Kansas – Adult attachment researchers have found that the sense of attachment security is associated with healthy engagement in compassionate behavior (e.g., Gillath et al., 2005). One of the most difficult times to show compassion is when terminating a relationship. Two studies were conducted to assess the association between people's attachment style and the use of compassionate vs. non-compassionate breakup strategies. In the first study, attachment anxiety was found to be positively associated with using both compassionate and non-compassionate breakup strategies. Attachment avoidance, on the other hand, was positively associated with the use of only non-compassionate strategies when terminating a relationship. Moreover, avoidance was found to be negatively associated with using compassionate breakup strategies. In the second study, attachment related primes were used to invoke feelings of attachment anxiety, avoidance, or security in participants. Interestingly, security prime led individuals high in avoidance to use non-compassionate strategies less often than avoidant individuals who received the anxious or avoidant primes. These findings are among the first to explore compassion in the breakup context, showing that enhancing a person's sense of attachment can help not just him or her, but also his/her partner and make the dissolution process more tolerable.

**G91****THE INFLUENCE OF POSITIVE AND NEGATIVE COUPLE RITUALS ON COMMITMENT** Kelly Campbell<sup>1</sup>;

<sup>1</sup>California State University, San Bernardino – Couple rituals are defined as idiosyncratic behaviors that partners enact together. Examples of positive rituals include watching favorite television programs, having unique communication methods, and using special traditions to celebrate birthdays or anniversaries. Negative rituals include arguing in patterned ways, doing predictably mean things, and engaging in unhealthy couple activities together (e.g., smoking, drinking). The goal of this study was to examine the influence of positive and negative couple rituals on commitment. Six hundred and ninety six individuals involved in different types of couple relationships (e.g., dating, married) completed two online surveys. Compared to negative rituals, positive rituals were more strongly associated with commitment; however, for both positive and negative rituals, only certain dimensions predicted commitment. For positive rituals, the dimensions of ritual frequency, meaningfulness, equal participation, and idiosyncrasy were positively related to commitment. For negative rituals, the dimensions of frequency and continuation over time were negatively related to commitment, whereas ritual meaningfulness was positively associated with commitment. Therapists can use these findings to recommend that partners frequently engage in activities they both enjoy and that are idiosyncratic to the relationship in order to enhance commitment. It is also important for couple members to mutually participate in positive rituals. Couples should be discouraged from engaging in negative rituals and repeating destructive patterns across time. It is noteworthy that negative rituals were positively associated with commitment when individuals perceived them as meaningful to the relationship. This finding warrants further investigation and directions for future research are discussed.

**G92****TYPES OF DIVORCE AND THE RESULTANT IMPACT ON THE QUALITY OF REPARTNERED RELATIONSHIPS** Elizabeth Schoenfeld<sup>1</sup>, Ted Huston<sup>1</sup>;

<sup>1</sup>The University of Texas at Austin – Divorced individuals frequently encounter many of the same problems in their post-divorce relationships that were present in their prior marriages (Hetherington & Kelly, 2002). However, little is known about how the specific causes of divorce imputed by former spouses are associated with the quality of their post-divorce relationships. Using data from the Texas Baseline Survey on Marriage, we provided 355 divorced individuals with a list of 18 commonly identified reasons for divorce (e.g., Cleek & Pearson, 1985; Kitson,

1992) and asked them to indicate the extent to which each reason was implicated (if at all) in their divorce. Cluster analysis was performed on the responses, resulting in five types of divorce experiences: (1) both partners losing romantic interest in one another, (2) both partners lacking necessary marital skills, (3) having an abusive spouse, (4) having an unfaithful spouse, and (5) having a generally troubled marriage. The participants also responded to questions about their levels of satisfaction, commitment, positivity, and negativity in their current relationship, and we used MANOVA to compare the clusters in terms of quality of their relationships. Results indicated that clusters differed significantly in the quality of their repartnered relationships; specifically, marriages that ended because both partners exhibited a wide array of negative behaviors (Cluster 5 divorces) tend to result in the formation of new relationships that are also characterized by a greater number of negative behaviors. These new partnerships also tend to be characterized by a sense of obligation to continue the relationship.

**G93****SOCIAL EXCLUSION: A META-ANALYSIS** Charisse Corsbie-Massay<sup>1</sup>,

Stephen Read<sup>1</sup>;

**G94****A LONGITUDINAL STUDY OF HOSTILITY, RELATIONSHIP QUALITY, AND HEALTH OUTCOMES AMONG AFRICAN AMERICAN COUPLES** Max

Guyll<sup>1</sup>, Carolyn Cutrona<sup>1</sup>, Rebecca Burzette<sup>1</sup>, Daniel Russell<sup>1</sup>;

health among high hostile individuals. Additional analyses provided no indication that these relationships were moderated by gender. These findings resonate with the interpersonal perspective of personality, in which the expression and implications of personality characteristics such as hostility are dependent upon the social environment, including the quality of one's personal relationships. Moreover, high hostile individuals may enjoy better health outcomes if they are in relationships that do not exacerbate their pre-existing tendency for anger and suspicion.

**G95**

**USE OF SOCIAL MEDIA IN THE SERVICE OF BELONGING NEEDS** Megan L. Knowles<sup>1</sup>, <sup>1</sup>Franklin & Marshall College – Computer-mediated communication and social networking have become pervasive, and yet it is unclear whether these means of social contact actually bolster a sense of belonging among users or instead exacerbate feelings of isolation. To examine the extent to which social media serve belonging needs, one correlational study and two experiments were designed. A survey of undergraduates revealed that a chronically high need to belong predicts greater usage of social networking websites like Facebook. An experiment using a group exclusion/inclusion manipulation allowed for participant observation following acute social threat. Consistent with prior research on social snacking (Gardner, Pickett, & Knowles, 2005), excluded participants engaged in more "social" activities such as checking email and browsing their Facebook pages during a subsequent free period than included participants. As an initial examination of the protective value of online social networks, a second experiment included the Cyberball manipulation of social exclusion/inclusion, exposure to one's own Facebook page or a control activity, and a measure of aggression using the noise blast paradigm. Even though aggression is a typical response to social threat, excluded participants who had the opportunity to mitigate their social hunger by browsing Facebook engaged in no more aggression than included participants. In contrast, the comparably enjoyable control activity, reading online comics, did not protect excluded participants from this negative response to threat. Altogether, these studies suggest that heightened belonging needs may motivate the use of social media such as social networking websites, and their use may buffer individuals from the costs of exclusion.

**G96**

**PERCEPTION OF HONEST FEEDBACK AND HAPPINESS IN ROMANTIC RELATIONSHIPS** Jennifer L. Schwerer<sup>1,2</sup>, Kenzie Snyder<sup>1</sup>, Gertraud Stadler<sup>1</sup>, Niall Bolger<sup>1</sup>, Helen M. Newman<sup>2</sup>, <sup>1</sup>Columbia University, <sup>2</sup>City University of New York – According to Cole (2001) individuals are most satisfied by a romantic relationship when they are honest with their partner and believe that honesty is reciprocated. The objective of this analysis was to build on these findings by exploring the relationship among perceived honesty, frequency of confiding in one's partner, and the happiness in the relationship. Data were collected from a total of 108 heterosexual cohabitating couples. Each participant completed an online questionnaire that included Spanier's Dyadic Adjustment Scale (1976) and Pierce, Sarason, and Sarason's Quality of Relationships Inventory (QRI) (1991). Perceived honesty was measured using an item from the Support Scale of the QRI: "To what extent can you count on your partner to give you honest feedback, even if you might not want to hear it?" It was hypothesized that perceived honesty would be positively correlated with both confiding in one's partner and the level of happiness within the relationship. Pearson's correlations and linear regressions resulted in a significant weak positive relationship ( $r = .332, p < .001$ ) between perceived honesty and frequency of confiding in one's partner and a significant moderate positive relationship ( $r = .380, p < .001$ ) between perceived honesty and happiness. These findings suggest that honesty really is the best policy. Those who feel confident their partner gives honest feedback, even if it is something they might not want to hear, tend to confide in their partner more and feel happier in their relationship than those who are not confident their partner gives honest feedback.

**G97****LONG TERM SELF-PERCEIVED HEALTH, NEUROENDOCRINE, AND WELL-BEING CORRELATES OF EARLY ADULT SOCIAL ACTIVITY** Cheryl Carmichael<sup>1</sup>, Harry Reis<sup>1</sup>, <sup>1</sup>University of Rochester, Rochester NY – Early

adult social adjustment may connote a skill set that provides the ability to garner a litany of benefits into midlife that would enhance well-being and reduce health risk (e.g., stress-reducing benefits of social support, health promoting benefits of positive emotional experiences). A 30-year longitudinal study investigated the midlife benefits of social activity during college, a critical period for relationship development. Two hundred twenty-two college students (freshman and seniors, age 18-22) completed event-contingent social interaction records for 10-14 days during an academic year between 1974 and 1979. Measures of social interaction quantity (time per day interacting) and quality (perceived intimacy) were assessed. One hundred thirty-three (59.9%) participants (age 48-52) provided data on current self reported health, social life, and psychological adjustment via a web-based survey. Of those, 114 also provided salivary cortisol samples, a biomarker of neuroendocrine function. Greater overall college intimacy was marginally associated with lower (i.e., healthier) midlife cortisol levels ( $r = -.17, p = .08$ ); particularly for intimacy with opposite-sex ( $r = -.23, p < .05$ ), but not same-sex interaction partners ( $r = .03, ns$ ). Moreover, higher levels of college intimacy were associated with reduced self-reported midlife systolic blood pressure (SBP;  $r = -.27, p < .05$ ), reduced levels of midlife loneliness ( $r = .26, p < .05$ ), and increased midlife perceived support from friends ( $r = .25, p < .05$ ). Results for interaction quantity were weaker. The average amount of time per day spent interacting in college was unrelated to midlife cortisol, SBP, or loneliness (all  $r$ 's  $< .12, ns$ ), but was marginally associated with greater midlife perceived support from friends ( $r = .15, p = .07$ ).

**G98****THE EFFECTS OF PERSONAL CLOSENESS ON THE EXPERIENCE OF SOCIAL EXCLUSION** Laura Ashpole<sup>1</sup>, Lindsay Sharp<sup>1</sup>, Patricia Devine<sup>1</sup>; <sup>1</sup>University of Wisconsin-Madison – While the ostracism literature has

repeatedly demonstrated that being left out by strangers hurts, it has not explored the effects of exclusion in the context of enduring, important relationships (e.g., friendships). We developed competing hypotheses about whether exclusion by friends would be more or less threatening than exclusion by strangers. To test these hypotheses, participants played an online ball-tossing game in which they were excluded by mutually nominated close friends or by strangers. Prior to the game, we measured perceived closeness among the players and verified that friends were perceived as being closer than strangers. Following the game, we assessed basic needs, enjoyment of the game, ratings of the other players, perceived closeness among the players, and attributions for exclusion. Although all participants experienced the immediate social pain of exclusion (i.e. threat to basic needs), friendship precluded the more divisive effects of ostracism. Participants reported enjoying the game more and were less likely to derogate their friends than strangers. Further exclusion by strangers led to changes in perceived relationships among the players. Excluders came to be seen as closer to one another and more distant from the excluded individual. Friends, however, remained equally close following exclusion. Finally, whereas participants excluded by friends trivialized the experience, those excluded by strangers were embittered. This study suggests that pre-existing relationships can significantly affect both the subjective experience of exclusion and the ways in which individuals cope with exclusion. We discuss the immediate and enduring effects of exclusion in the context of social relationships.

**G99****THE HYDRAULIC NATURE OF SYSTEM JUSTIFICATION AND COMMITTED RELATIONSHIP IDEOLOGY** Martin Day<sup>1</sup>, John Holmes<sup>1</sup>, Aaron Kay<sup>1</sup>; <sup>1</sup>University of Waterloo – A consequential ideology in Western society

includes the uncontested belief that a committed relationship is the most important human relationship and almost all people want to marry or

seriously couple (DePaulo & Morris, 2005). Three studies investigated how system justification theory may explain the defense of such an ideology. In Study 1, we examined how a heightened motive to maintain the status quo affects the defense of committed relationship values. In Study 2, we investigated the reverse association, that is, how a threat to committed relationship ideology affects endorsement of the socio-political system. According to system justification theory, one reason people justify social systems is because of the control that they offer to their lives. Thus, in Study 3 we tested the possibility that people have biased beliefs about relationships because they act as a system that offers control. Results from all three studies reveal that men, but not women, defend relationship ideology consistent with predictions from a system justification framework.

### G100

#### ALL GOOD THINGS DON'T COME TO AN END: PERCEIVED RESPONSIVENESS AND CAPITALIZING ON POSITIVE EVENTS

Thery Prok<sup>1</sup>, Shelly L. Gable<sup>1</sup>, Natalya C. Maisel<sup>2</sup>; <sup>1</sup>University of California, Santa Barbara, <sup>2</sup>University of California, Los Angeles – This study examined whether perceived responsiveness to disclosures of positive events was associated with increases in personal well-being and relationship health. Sixty-seven cohabiting couples participated in a daily diary study for fourteen days. Participants were asked whether they shared a positive event with their partner each day of the study. Participants who shared a positive event then rated the responsiveness of their partner's reaction (Reis & Shaver, 1988) by indicating how understood, valued, and cared for the exchange made them feel. In addition, partners indicated how understood, valued, and cared for they attempted to make the participant feel when reactive to a positive event disclosure. Participants also completed measures on mood, relationship connectedness, and relationship security. Results indicated that compared to days when participants did not share a positive event, participants reported less sadness, anxiety, and more connection, positive affect, and relationship security on days when they shared a positive event and their partner was rated high on responsiveness (above their mean), controlling for the previous day's outcome. Low responsive days either did not differ from days with no positive events or participants had worse outcomes than days they had no positive events to share. Results showed the same pattern regardless of whether we examined participants' reports of their partners' responsiveness or partners' reports of their own behavior. These findings suggest that perceived responsiveness to positive events can amplify personal and relationship benefits beyond the positive event itself.

### G101

#### PERCEIVED PARTNER COMMITMENT, ROMANTIC ATTACHMENT, AND RELATIONSHIP OUTCOMES

Gwendolyn Seidman<sup>1</sup>; <sup>1</sup>Albright College – The relationship between attachment style and commitment has been widely studied (e.g., Birnie et al, 2009; Pistole et al, 1995). However, perceived partner commitment (PPC), the extent to which one believes one's partner is committed to the relationship, has received little attention, despite research suggesting that PPC is actually a better predictor of one's own commitment than the partner's self-reported commitment (Nock, 1995). In the current study, 251 individuals currently involved in romantic relationships completed an online survey assessing attachment-related intimacy avoidance and abandonment anxiety (Bartholomew & Shaver, 1998), commitment (Lund, 1995), PPC (rephrased Lund, 1995), attention to alternative partners (Miller, 1997), and relationship satisfaction (Hendrick, 1988). Two multiple regressions were conducted with PPC, own commitment, the attachment variables, and various interactions as independent variables, and a relationship outcome (attention to alternatives or satisfaction) as the dependent variable. Intimacy avoidance was associated with greater attention to alternatives, but this was qualified by an interaction with PPC, such that PPC was not related to interest in alternatives for avoidant participants; while more secure participants paid more attention to alternatives when they perceived their partners as less committed. For relationship satisfaction, abandonment anxiety predicted less satisfaction, but this was qualified

by an interaction with PPC, such that those high on abandonment anxiety were less satisfied if they perceived their partners as uncommitted, while more secure participants' relationship satisfaction was unrelated to PPC. Although participant's own commitment was correlated with PPC and both dependent variables, it did not interact with the attachment variables.

### G102

#### FOR MY EYES ONLY: GAZE CONTROL, ENMESHMENT AND RELATIONSHIP QUALITY

Raluca Petrican<sup>1</sup>, Christopher Burris<sup>2</sup>, Morris Moscovitch<sup>1,3</sup>; <sup>1</sup>University of Toronto, <sup>2</sup>St. Jerome's University, <sup>3</sup>Rotman Research Institute – Whereas perceived closeness that preserves the distinctness and autonomy of each partner can enhance the quality of intimate relationships, pseudo-closeness or enmeshment – reflecting an inability to distinguish one's own thoughts and emotions from a partner's and, thus, a loss of perceived distinctness and autonomy – may have more negative outcomes (Green & Werner, 1996). One hypothesized root of enmeshment is a partner's dispositional inability to differentiate self from other at the attentional level, or poor gaze control (Frischen, Bayliss & Tipper, 2007). To test this, 40 elderly married couples completed a gaze control task in which they had to inhibit following the gaze of a schematic face in order to make a correct response to a target letter. As an index of enmeshment, both partners gave independent oral accounts of the same two relationship events, and we assessed the percentage of "we"-focused (i.e., enmeshed) thoughts and emotions relative to "I" or partner-focused (i.e., differentiated) thoughts and emotions. Relationship quality measures tapped spouses' marital satisfaction and aversion to perceived loss of personal autonomy attributed to the other partner. As expected, spouses with poorer gaze control abilities were perceived by the partner as constricting the perceiving partner's autonomy, which in turn predicted lower marital satisfaction among the latter. Moreover, these links were mediated by enmeshment as evident in the event recollections of spouses with poorer gaze control. Thus, dispositional variations in fundamental social-perceptual processes may substantially affect both close relationship dynamics (i.e., differentiation versus identification) and long-term relationship quality.

### G103

#### EMPATHIC ACCURACY PREDICTS INCREASED SUPPORT PROVISION AND DECREASED CONFLICT IN ROMANTIC COUPLES

Jamil Zaki<sup>1</sup>, Sean P Lane<sup>2</sup>, Alexandra Suppes<sup>1</sup>, Niall Bolger<sup>1</sup>, Gertraud Stadler<sup>1</sup>, Kevin Ochsner<sup>1</sup>, Christine Paprocki<sup>1</sup>; <sup>1</sup>Columbia University, <sup>2</sup>New York University – Empathic accuracy (EA), one person's ability to understand another person's thoughts and feelings, has been a topic of study for decades. One guiding assumption of this work has been that understanding others should be beneficial for interpersonal interactions. There has been little direct evidence, however, that EA contributes to beneficial interpersonal outcomes, and some research has even demonstrated that EA concerning threatening information predicts negative relationship outcomes. The current study examined the real world relationship consequences of EA in romantic couples, under the hypothesis that EA would increase the likelihood of support provision, and decrease the likelihood of relationship conflict. We collected daily reports over a five-week period from 87 cohabiting romantic couples. Each day participants reported on 1) the emotions they experienced, 2) the emotions they believed their partner experienced, 3) the support they provided to or received from their partner, and 4) relationship conflict. Results indicated that participants' EA for their partner's anxiety predicted provision of both emotional and practical support the next day, but only if their partner's anxiety was elevated. Further, EA for a partner's anger predicted less conflict the next day, and that overestimation of a partner's anger predicted increased conflict. Overall, these data suggest that EA predicts beneficial relationship outcomes in couples in daily life. Moreover, the predictive results showed interesting specificity such that increased support and decreased conflict were predicted by EA for a partner's anxiety and anger, respectively.

**G104**

**PATTERNS OF INSECURE ATTACHMENT THAT DISTINGUISH FRIENDSHIPS FROM ROMANTIC RELATIONSHIPS** Robert Fuhrman<sup>1</sup>, Kimberly Smith<sup>1</sup>, Dorothy Flannagan<sup>1</sup>, Jarryd Willis<sup>1</sup>; <sup>1</sup>The University of Texas at San Antonio – The purpose of this study was to investigate how attachment styles varied across the relationship types of same-sex friends, cross-sex friends, and romantic partners. College-aged participants completed a questionnaire on one of the aforementioned relationships and were asked to select one of the four Bartholomew and Horowitz (1990) paragraphs that best described their attachments to that individual. Results indicated that the percentage of individuals who endorsed the secure paragraph was comparable to previous studies and similar across relationship types (57% to 60%). In contrast, the percentage of participants who endorsed the dismissive paragraph was significantly lower for romantic relationships (13%) than for either cross-sex friendships (27%) or same-sex friendships (31%). Alternately, the percentage of individuals who endorsed the preoccupied paragraph was higher for romantic partners (10%) and cross-sex friends (8%) than for same-sex friends (2%). Finally, the percentage of individuals who endorsed the fearful paragraph was considerably higher for romantic partners (17%) than cross-sex friends (8%), which in turn, was higher than same-sex friends (4%). Results also indicated that those in the friendship conditions who selected the preoccupied or fearful paragraphs were less likely to have a current romantic partner than those who selected the secure or dismissive paragraph. Higher levels of exclusivity and emotional investment in romantic relationships may contribute to the increase in the percentage of people who experience anxiety-based attachments with romantic partners. In addition, the lack of a romantic relationship may lead some people to experience more anxiety-based attachments in their friendships.

**G105**

**ROMANTIC RELATIONSHIP TYPES: A CLUSTER ANALYSIS OF PERSONAL, MORAL, AND STRUCTURAL COMMITMENT EXPERIENCES** Camille S. Brown<sup>1</sup>, Daniel J. Weigel<sup>1</sup>, Cailin Kulp O'Riordan<sup>2</sup>; <sup>1</sup>University of Nevada, Reno, <sup>2</sup>University of Hawaii – The present study aimed to extend the literature on commitment in romantic relationships by 1) identifying distinct types of relationships that vary based on experienced levels of personal, moral, and structural commitment, and 2) determining how these different types of relationships relate to other important relationship level variables. College students in romantic relationships (n=230) completed an initial questionnaire and a follow-up questionnaire four months later. A cluster analysis indicated three distinct types of relationships present in the sample: the first was medium on personal commitment, and high on moral and structural commitment; the second was high on personal and moral commitment, and low on structural commitment; and the third was low on personal, moral, and structural commitment. Analyses indicated that the different types of relationships varied significantly as expected on communication of commitment indicators, degree of relationship certainty, and measures of relationship length, type (i.e., level of intimacy), quality, and stability (i.e., still in relationship at follow-up); individuals in the first type of relationship reported the highest levels on these variables while those in the third type of relationship reported the lowest levels. This study is an important first step in identifying distinct types of romantic relationships and demonstrating how varying levels of personal, moral, and structural commitment may influence important relationship factors and outcomes. Future research on a more diverse sample may further illuminate this issue.

**G106**

**DENYING RESPONSIBILITY FOR PROBLEMS AND TRUST IN CLOSE RELATIONSHIPS** Jennifer Wieselquist<sup>1</sup>, Megan Scerra<sup>1</sup>, Kimberly Tymchyn<sup>1</sup>, Marisa Dzioba<sup>1</sup>; <sup>1</sup>University of New England – Past research has demonstrated that individuals trust their partners to the degree that their partners choose to behave in pro-relationship instead of self-interested ways in diagnostic situations (Wieselquist, Rusbult, Foster, & Agnew, 1999). Diagnostic situations sometimes arise when partners dis-

cuss problems in their relationship. For instance, a partner could completely deny responsibility for a problem in order to "save face" (a self-interested behavior) or the partner could accept some or all of the responsibility for causing the problem (a pro-relationship behavior). The present research explores the hypothesis that individuals trust their partners less when their partners deny responsibility for relationship problems. A correlational study was conducted in which participants described a negative incident that had occurred in their current dating relationships. In addition, they rated the degree to which they believed their partners were responsible for causing the problem and the degree to which their partners denied responsibility for it. Preliminary analyses suggest that individuals trust their partners significantly less when their partners deny responsibility for relationship problems. Furthermore, results suggest that whether or not a partner denies responsibility moderates the association between trust and perceptions of the partner's responsibility for the problem – trust was negatively associated with perceptions of the partner's responsibility only when the partner did not deny responsibility for the problem. These results are discussed in terms of the moderating role that a partner's denial of responsibility may play in trust-inspired benevolent memory for negative relationship incidents (Wieselquist, Rusbult, Finkel, & Kumashiro, 2009).

**G107**

**THE AUTOMATICITY OF DEROGATING ALTERNATIVES: EVIDENCE FROM BRAIN IMAGING** Meghan L Meyer<sup>1</sup>, Elliot T. Berkman<sup>1</sup>, Johan C. Karremans<sup>1</sup>, Matthew D. Lieberman<sup>2</sup>; <sup>1</sup>University of California Los Angeles, <sup>2</sup>Radboud University Nijmegen – It is well established that people in committed romantic relationships derogate the value of alternative partners as one strategy to maintain their current relationship. Interestingly, this 'derogation of alternatives' strategy disappears when romantically attached individuals are cognitively busy. Moreover, derogation of alternatives occurs even when participants have no instruction to deliberately regulate their responses in this way, and funneled debriefing suggests that they are unaware of doing so. To help clarify whether the derogation of alternatives may be an automatic relationship-protective strategy, we had romantically attached participants indicate whether they would consider each of a series of attractive (or unattractive) opposite-sex others as a hypothetical dating partner while undergoing fMRI scanning. This task was completed both without (and with) time pressure to allow participants to regulate their responses (or not). Behavioral results confirm the finding that attached participants consider attractive opposite-sex others as dating partners more frequently under time pressure than not. On trials when they successfully derogated attractive others (compared to when they did not), participants recruited several brain regions implicated in deliberative emotion regulation such as the ventral and dorsal lateral prefrontal cortices, and others that have been observed in other incidental processes such as the rostral ACC. These neural data offer further evidence that the derogation of alternatives by partners in committed relationships may be an automatic regulatory strategy.

**G108**

**LAUGHING TOGETHER: THE ROLE OF PERCEIVED AND ACTUAL SIMILARITY IN SENSE OF HUMOR IN RELATIONSHIPS** Michael R. Maniaci<sup>1</sup>, Harry T. Reis<sup>1</sup>; <sup>1</sup>University of Rochester – Although previous research has found that many forms of similarity are related to liking among strangers and relationship satisfaction among friends and romantic partners, little research has examined similarity in sense of humor, and existing research includes conflicting results. The present studies examined the role of similarity in sense of humor in interpersonal relationships. In study 1, 155 undergraduate participants received answer sheets ostensibly from a same-sex stranger that were manipulated so that the stranger's ratings of a series of jokes were either very similar, moderately similar, or very dissimilar to the participant's own ratings. There was a significant linear relationship between similarity condition and liking such that participants reported liking the stranger more when they shared a more similar sense of humor. Study 2 examined the role of perceived and actual similarity in sense of humor using dyadic data from

existing relationships. Both members of approximately 300 dyads (including friends, spouses, and dating couples) rated a series of jokes based on how funny they found them, how funny they thought their partners or friends would rate them, and how funny they thought their partners or friends would believe that they would rate them. Results indicated that participants perceived greater similarity in their sense of humor than actually existed. Participants also overestimated how well their partners could judge their sense of humor. Perceived similarity in sense of humor was significantly associated with relationship satisfaction for both friends and romantic partners, but actual similarity predicted relationship satisfaction only in dating couples.

#### G109

**I'VE MOVED ON: ROMANTIC RELATIONSHIP PREDICTORS OF NEW RELATIONSHIP FORMATION** Jana Hackathorn<sup>1</sup>, Daniel Weidler<sup>1</sup>, Melinda Bullock<sup>1</sup>, Eddie Clark<sup>1</sup>; <sup>1</sup>Saint Louis University – The present research expands the utilization of the Investment Model (Rusbult, 1980) by providing evidence of its predictive abilities in the transition from one romantic relationship to the next romantic relationship. The current study examined factors in the relationships of 168 adults (Mage = 36.95) that may predict whether an individual will begin a new romantic relationship after the dissolution of a past romantic relationship. Investment model variables (satisfaction, investments, and commitment) during both the past romantic relationship and the current relationship with the ex-partner, as well as other relationship variables such as self-expansion, and demographic variables (e.g. time since break-up) were examined. Participants' current relationship status was dichotomized into two groups: currently in a new romantic relationship (n=107) or currently not in a romantic relationship (n= 56). Logistic regressions indicated that higher investments (p<.05), higher satisfaction (p<.10), and higher commitment (p<.10), in the dissolved romantic relationships increased the likelihood of beginning a new romantic relationship with another person. Additionally, higher investment (p<.05), higher satisfaction (p<.05), and lower commitment (p<.05) in the current friendship with the ex-partner significantly increased the likelihood of engaging in a new romantic relationship. Results indicate that factors in the past romantic relationship and factors in the current friendship with an ex-partner may impact one's ability or desire to transition from a dissolved romantic relationship to a new romance.

#### G110

**MEASURING RELATIONSHIP NEED SATISFACTION: STEPS TOWARD THE CREATION OF AN IMPROVED QUESTIONNAIRE** Helen Lee Lin<sup>1</sup>, Ahmet Uysal<sup>1</sup>, Amber L. Bush<sup>1</sup>, C. Raymond Knee<sup>1</sup>; <sup>1</sup>University of Houston – Self-determination theory (SDT; Deci & Ryan, 1985, 2000), proposes that humans suffer poor well-being when their basic needs for autonomy, competence, and relatedness are not fulfilled. Within this area of research is literature on relationship need satisfaction, which suggests that if the same basic needs are not met in one's romantic relationship, one may see negative effects in the relationship. Critiques of the existing measure for relationship need satisfaction (La Guardia, Ryan, Couchman, and Deci, 2000) include flawed predictive validity and item wording. With the goal of creating an improved relationship need satisfaction scale, we generated 22 new items to measure autonomy, competence, and relatedness in romantic relationships. Sample items for autonomy include, "My partner is supportive of my desires and goals," and "Sometimes my partner pushes me to be someone I am not (reversed)." Items tapping competence included, "My partner conveys confidence in my ability to be a good romantic partner," and "My partner makes me feel like I do not measure up to other potential partners (reversed)." Finally, items measuring relatedness include, "I feel like my partner understands me," and "At times, I feel like my partner shuts me out (reversed)." Participants (N=194, 52% female) completed the new scale, the existing scale by La Guardia et al. (2000), and other measures. Results indicated that the subscales of the new measure were higher in reliability compared to the existing scale. Further comparisons between the two scales and a confirmatory factor analysis of the new scale will be discussed.

#### G111

**NON-RECOGNITION OF SAME-SEX UNIONS AND RELATIONSHIP COMMITMENT: A LOOK AT THE EFFECTS OF THE CALIFORNIA SUPREME COURT'S DECISION TO UPHOLD PROPOSITION 8** Daniel L. McKinnis<sup>1</sup>, Goldshid Fadakar<sup>1</sup>, Christina Ortiz<sup>1</sup>, Nickolas M. Jones<sup>1</sup>, Kristin P. Beals<sup>1</sup>; <sup>1</sup>California State University, Fullerton – The benefits of marriage have been well studied and documented. One consequence of denying GLB individuals legal access to marriage is that they may also lose out on the benefits that marriage bestows. In addition, Herek (2006) demonstrated that the non-recognition of same-sex unions on the state and federal levels may serve as stressors for people in same-sex relationships. Marriage also serves as a barrier to leaving a relationship, which results in greater levels of commitment. The recent passage of Proposition 8 in California, subsequent review of the constitutional amendment by the state's Supreme Court, and the court's controversial decision provided researchers with an opportunity to empirically look at the affects that this non-recognition has on same-sex unions. It was predicted that levels of commitment would decrease as a result. In this study, 67 individuals in same-sex relationships completed an online survey assessing their relationship commitment before and after the court decision. Overall, relationship commitment significantly decreased,  $t(64) = 2.013, p < .05$ . Those who did not marry during the June-November window reported a greater decrease in commitment than those who did  $t(39) = 2.52, p < .05$ . Additionally, those whose relationships were upheld by the court showed no change in commitment level. These findings support past research that marriage is beneficial to relationships. Further research should include more in-depth studies of the effect of marriage on same-sex couples; specifically, does marriage truly create more stable and committed relationships among the GLB community?

#### G112

**PERSONALITY CORRELATES OF DIFFERENT ROMANTIC INTENTIONS IN SPEED DATERS** Ashley M. Vivlamore<sup>1</sup>, Lindsay T. Graham<sup>1</sup>, Samuel D. Gosling<sup>1</sup>; <sup>1</sup>The University of Texas at Austin – Research on Sociosexuality has identified patterns of mating that reflect a range of mating preferences and strategies (Gangestad & Simpson, 2000). Previous research suggests that short-term mating behavior is associated with high extraversion, low agreeableness, and low conscientiousness for both men and women (Shackleford & Schmitt, 2008). Given the increasing prevalence of practices such as speed-dating and online dating, we searched for correlates of romantic intentions in the context of speed-dating. Prior to an experimental speed-dating session, 112 participants (55 male, 57 female; mean age= 21.97 years SD= 3.16) seeking a range of romantic interactions indicated the primary type of romantic interaction they were seeking (casual sex, dating, a relationship, or marriage) and completed self-ratings on the Big Five and other personality traits (e.g., athleticism, wealth and intelligence). Persons seeking casual sex showed high self-reported levels of wealth, narcissism and self esteem, while those seeking dating showed lower levels of intelligence and higher levels of religiosity. Additionally, persons seeking long-term relationships or marriage showed relatively high levels of intelligence and honesty. Future attention should focus on how these self views relate to impressions formed by others as well as actual behavior of the daters.

#### G113

**SENSE OF BELONGING MEDIATES PERCEPTIONS OF THE OSTRACISM SOURCE AMONG AFRICAN-AMERICANS** Alison Dingwall<sup>1</sup>, Candice Wallace<sup>1</sup>, Lloyd Sloan<sup>1</sup>; <sup>1</sup>Howard University – Extant literature suggests that being ostracized has detrimental effects on one's sense of social well-being, including sense of belonging (Williams, 2001). Threats to social well-being may result in differing judgments of the source of ostracism. The current research explores the mediating role of sense of belonging on participants' perceptions of the ostracism source. 222 Black participants from an HBCU played Cyberball, a cyber-ostracism scheme in which players are either ostracized or included by a co-player believed to be at a remote location. Cyberball was imbedded in a series of ques-

tionnaires that assessed participants' attitudes toward the ostracism source as well as social well-being measures. Results revealed that being ostracized significantly and negatively impacted participants' social well-being and judgments of the ostracism source. As expected, ostracism sources were perceived as more prejudiced, less trustworthy, and more arrogant than those co-players who included the participants. Moreover, a participant's sense of belonging mediated the relationship between being ostracized and the perception of the source. A participant's sense of belonging fully mediated the relationship between being ostracized and perceiving the co-players as less trustworthy and more arrogant. Sense of belonging partially mediated the relationship between being ostracized and perceiving the co-players as more prejudiced. These findings illustrate the powerful impact that ostracism has not only on the individual but how that individual views their rejecters. Exclusion produced reduced satisfaction of needs, including sense of belonging, which in turn lead to negative perceptions of the ostracism source.

#### G114

**RACIAL IDENTITY MODERATES OSTRACIZER ETHNICITY IMPACTS ON SELF-ESTEEM FOR AFRICAN-AMERICANS.** Candice Wallace<sup>1</sup>, Alison Dingwall<sup>1</sup>, Lloyd Sloan<sup>1</sup>, <sup>1</sup>Howard University – Ostracism has been shown to have pervasive impact on many dimensions of one's sense of well being including one's sense of belonging, self-esteem, sense of control and meaningful existence (Williams, 2001). While prior research has investigated many antecedents of, and responses to, ostracism, little evidence of any impact of the ostracizer's in-versus out-group membership exists. Moreover, existing results suggest that ostracism has a negative impact on sense of belonging, self-esteem, sense of control and meaningful existence despite the ostracizer's in-group/out-group membership or membership in despised groups (Gonsalkorale & Williams, 2007). The current research explores the effects of group membership and the potential moderating role of identity on the experience of ostracism. Black participants from an HBCU were ostracized by African-American or White-American co-players. Participants played Cyberball, a cyber-ostracism scheme in which they were either ostracized or included by co-players believed to be at a remote location. The Cyberball activity was imbedded among a series of questionnaires that assessed participants' levels of ethnic identification, attitudes toward the in-group/out-group and self-reported needs-feelings following the manipulation. Results revealed that ostracism strongly and significantly impacted participants' social well-being on all four needs. In addition, levels of participant racial identity moderated the impact of co-player ethnicity and ostracism on self-esteem needs. Only high ethnic identification centrality (MIBI) participants showed higher self-esteem when included by Blacks than by Whites but this disappeared under ostracism. Participants were impacted by their degree of identity with the co-players' ethnicity suggesting a multi-layered construal of the ostracism experience.

#### G115

**WHEN ASKING HOW IS BETTER THAN ASKING WHY: THE EFFECTS OF CONSTRUAL LEVEL ON SOCIAL REJECTION** Fionnuala A. Butler<sup>1</sup>, Cynthia L. Pickett<sup>1</sup>; <sup>1</sup>University of California, Davis – Research in the domain of social rejection and ostracism has shown that after an unexpected rejection, participants can experience a cascade of negative effects. However, the manipulations used to elicit these effects have differed in terms of their temporal distance, from immediate rejection to distant future rejection. In particular, the forever alone manipulation has fostered especially negative responses in those to whom it has been administered (Twenge, Baumeister, Tice, & Stucke, 2001). Work in Construal Level Theory suggests that such responses may stem from the mental representation of a rejection, such that temporally distant events are represented abstractly while those that are near in time are represented concretely (Trope & Liberman, 2003). We hypothesized that individuals who construed a rejection concretely would respond less negatively than those who construed a rejection abstractly. To test this, participants were randomly assigned to complete a concrete or abstract mindset induction task (Freitas, Gollwitzer, & Trope, 2004). Following this task, participants were

randomly given false acceptance or rejection feedback. Results indicated that while rejected participants endorsed antisocial behaviors at significantly greater levels than accepted participants, a significant interaction between mindset and rejection emerged, such that among rejected participants, those who concretely construed their rejection were buffered against antisocial responding favored by those who abstractly construed their rejection. Further analyses showed that these effects were driven by the rejected participants. These findings suggest that the mental representation of a rejection has a powerful impact on behavioral intentions and evaluations.

#### G116

**A PAIN IN HER ARM: ATTACHMENT, ROMANTIC PARTNER SUPPORT, AND THE TOURNIQUET PROCEDURE** Carol L. Wilson<sup>1</sup>, Mollie Ruben<sup>2</sup>, Nicole Neiman<sup>3</sup>, Karen Blacher<sup>4</sup>, Stacy Silberman<sup>5</sup>, Erika Marshall<sup>6</sup>, Carolyn Belles<sup>7</sup>; <sup>1</sup>Penn State Erie, The Behrend College, <sup>2</sup>Northeastern University, <sup>3</sup>Franklin & Marshall College, <sup>4</sup>Yale School of Medicine, <sup>5</sup>Syracuse University – Prior research has linked attachment anxiety to both heightened perceptions of chronic pain and to lowered perceptions of social support. However no research to date has examined attachment and social support (1) simultaneously in the context of acute pain, a potential precursor to chronic pain, and (2) with regard to romantic partner support. The current study sought to address this gap by recruiting 66 chronic pain-free college females to undergo an ischemic pain task (i.e., the tourniquet procedure) in the presence of their romantic partner. Both partners completed personality and relationship measures including the Experiences in Close Relationships Inventory – Revised. Females then engaged in the tourniquet task during which they self-reported pain perceptions every 30 seconds using a visual analogue scale while also wearing a pulse monitor. Females completed post-tourniquet measures including the McGill Pain Inventory and the Pain Catastrophizing Scale, and both partners reported social support perceptions. As expected, higher female anxiety was linked to lower satisfaction with partner support, greater pain catastrophizing, and greater subjective pain reports, independent of partner attachment. Female anxiety was unrelated to physiological arousal during the tourniquet procedure, indicating a discrepancy between subjective and objective pain responses for high anxiety individuals. Higher avoidance scores were associated with lower subjective pain and, surprisingly, lower physiological arousal. Females' perceptions of greater partner support predicted lower subjective pain; however few interactions between support perceptions and attachment emerged, contrary to expectations. Implications exist for attachment insecurity – particularly anxiety – as a vulnerability factor in coping with pain.

#### G117

**LOVING ME IS LOVING YOU: SELF-COMPASSION, SELF-REGULATION AND DESTRUCTIVE RELATIONSHIP BEHAVIOUR.** Melanie A. C. Damphousse<sup>1</sup>, Kelley J. Robinson<sup>2</sup>, Jessica J. Cameron<sup>2</sup>; <sup>1</sup>University of Winnipeg, <sup>2</sup>University of Manitoba – It's often said that people must learn to love themselves before they can love another person. From an interpersonal perspective however, how might loving oneself promote positive relationship functioning? A self-compassionate orientation involves treating oneself kindly, feeling a sense of common humanity and taking a mindful approach to managing feelings associated with negative events (e.g., Neff, 2003). In the present study, we investigated a self-regulatory focus associated with self-directed actions following negative experiences that could account for interpersonally-directed reactions following hurtful relationship events. Over 250 participants in heterosexual romantic relationships completed online measures of self-regulation, self-compassion, and destructive interpersonal behaviour. As hypothesized, individuals higher in self-compassion reported engaging in less destructive behaviour following hurtful relationship experiences. This link was partially mediated by trait self-regulation such that individuals higher in self-compassion reported greater self-regulatory abilities, which, presumably helps them to inhibit destructive impulses following



hurtful relationship events. We argue that the self-regulatory skills refined by learning to love oneself readily apply to interpersonal contexts, promoting harmonious relationships with others. Further implications will be discussed.

### G118

#### WHEN LOVE "BLINDS": ROMANTIC INSECURITY INCREASES EMOTION INDUCED FAILURES OF VISUAL PERCEPTION

Jean-Philippe

Laurenceau<sup>1</sup>, Steven B. Most<sup>1</sup>, Elana C. Graber<sup>1</sup>, Amber J. Belcher<sup>1</sup>, C. Veronica Smith<sup>1</sup>, Lauren C. Pulinka<sup>1</sup>, Matthew J. Shaffer<sup>1</sup>; <sup>1</sup>University of Delaware – It is widely recognized that social relationships can affect our moods, behaviors, and health. However, is it possible that social relationships can also impact perception? Research by Most et al. (2005) demonstrated that emotionally evocative pictures can impair visual processing. Coan et al. (2006) found that a close relationship partner's support can decrease the neurophysiological impact of negative emotional stimuli. The current study extends these findings by asking whether a perceived threat to a close relationship can modulate emotion's impact on perception. We tested 22 heterosexual couples where female partners performed a rapid target detection task in which immediately preceding negative emotional distractors tend to disrupt awareness of targets (Most et al., 2005). Each female partner first engaged in this task while her male partner rated the attractiveness of landscapes. Partway through the experiment, the male partner's task was switched (with the female partner's knowledge) so that he began rating the attractiveness of women who presumably were romantically accessible. At the end of the experiment, the female partner rated her level of unease regarding her male partner's latter task. Results revealed that the female partner's self-rated unease correlated significantly with the degree to which negative emotional distractors disrupted their target perception. This correlation emerged specifically during the time that her partner was rating other women (i.e., not during the initial baseline period), and it was robust even when controlling for individual differences in baseline performance. Thus, emotions elicited by perceived relationship threat can modulate mechanisms that underlie visual awareness.

### G119

#### MARRIAGE MYTHS AND BENEVOLENT SEXISM AS PREDICTORS OF PREMARITAL OUTCOMES

Bren Michelle Chasse<sup>1</sup>, Bettina J. Casad<sup>2</sup>;

<sup>1</sup>California State University, Fullerton, <sup>2</sup>California State Polytechnic University, Pomona – Marriage is a rite of passage associated with unrealistic expectations. Clinicians note that many couples endorse marriage myths that can lead to hardship later in the relationship. Further, many women endorse benevolent sexism, expectations that men should be heroic and chivalrous. This research examined the relationship between endorsing marriage myths and benevolent sexism in predicting premarital outcomes among college women. Females (N = 42) under the age of 30 and engaged to be married within 12 months completed an online questionnaire measuring their endorsement of marriage myths and benevolent sexism. It was hypothesized that endorsement of marriage myths and benevolent sexism predicts less relationship satisfaction and more negative outcomes. Results indicated several interactions between endorsement of marriage myths and benevolent sexism in predicting relationship satisfaction, career ambitions, beliefs about marriage, and self-esteem. There were no significant effects among women who strongly endorsed marriage myths. However, women with less myth endorsement and higher endorsement of benevolent sexism had lower relationship satisfaction, lower career ambitions, weaker beliefs that marriage is hard work, and lower self-esteem than participants with lower endorsement of benevolent sexism. Thus, contrary to the hypothesis, endorsing marriage myths was a buffer for engaged women and predicted positive outcomes. In contrast, women who did not endorse myths, but instead endorsed benevolent sexism had more negative outcomes. Insight gained from exploring the myths of marriage and beliefs

about gender roles that couples hold before and during marriage would help marital therapists in treating patients and increasing the likelihood of relationship longevity.

### G120

#### BETWEEN GIVE AND TAKE: EFFECTS OF PERCEIVED INEQUITY IN MARITAL FORGIVENESS

Camillo Regalia<sup>2</sup>, Paleari Giorgia<sup>1</sup>, Fincham Frank<sup>3</sup>;

<sup>1</sup>Catholic University of Milan, IT, <sup>2</sup>University of Bergamo, IT, <sup>3</sup>Florida State University, US – In the psychological domain, forgiveness has mainly been examined from the perspective of the victim rather than of the offender. As a result, little attention has been paid not only to the perceived imbalance between receiving and giving forgiveness. According to equity theory and research, people who perceive an inequity between their own and their partners contributions and outcomes have a lower level of well-being and are less satisfied with their interpersonal relationships (e.g., Wright & Aquilino, 1998). This is the case for both the over-benefited, who feel guilty because they are receiving more than they give, and the underbenefited, who are disappointed, angry, and hurt because they feel that they received less than they give. Informed by this equity theory perspective, the present study investigated whether a perceived imbalance between granting and receiving forgiveness in marriage affects subsequent psychological well-being and marital satisfaction. About 120 Italian married couples participated at the study. Across spouses there was agreement that husbands tended to be under-benefited and wives overbenefited in regard to marital forgiveness. Consistent with previous research showing that the quality of exchanges is more important to the marital satisfaction and well-being of wives than husbands, for wives perceived inequity in marital forgiveness predicted an increase in depressive symptoms, and marital dissatisfaction and a decrease in subjective well-being over a 6 month period. Interestingly, the prediction was significant even when controlling for the total levels of forgiveness given and of forgiveness received as well as for the under-benefited vs overbenefited status.

### G121

#### WHAT DOES BOREDOM HAVE TO DO WITH IT? - SOCIAL EXCLUSION AND BOREDOM AS DISTINCT PROCESSES IN OSTRACISM

Johann Jacoby<sup>1</sup>, Kai Sassenberg<sup>1</sup>;

<sup>1</sup>Knowledge Media Research Center, Tübingen – Ostracism, or being ignored and excluded, has large negative effects on the senses of belonging, control, and meaningful existence, and self-esteem (Williams, 2009). In addition to the obvious social process explaining the link between social exclusion and satisfaction of these fundamental needs, boredom (i.e., understimulation and lack of control), a non-social process, is hypothesized to account for a portion of the effects on control and meaningful existence, but not those on the genuinely social needs to belong and for self-esteem. Studies 1 (using Cyberball, Williams & Jarvis, 2006) and 2 (using an eyegaze paradigm, Wirth et al., 2008) show that ostracism is indeed associated with increased experiences of boredom and understimulation as well as a lack of interest. A further prediction following from the hypothesis is that episodes of understimulation void of a social context will still be detrimental for meaningful existence and control, but not for belonging and self-esteem. To test this hypothesis, modified versions of the Cyberball game were created which preserve the structure of the game, but replace the alleged human agents in the game by non-social contexts (e.g., 'Cyberdrops'). In a series of studies with such games, it was indeed found that meaningful existence (Studies 3 and 4) and the sense of control (Studies 4 and 5) are thwarted by understimulation, but not belonging and self-esteem. These studies show that boredom is involved in bringing about the detrimental ostracism effects and thereby contribute to the growing body of research examining the processes involved in ostracism.

**G122****RELATIONSHIP QUALITY AND PARTNER PERCEPTIONS IN DATING COUPLES: PROJECTION, PERCEIVED SIMILARITY, AND PSYCHOLOGICAL BENEFITS**

Marian Morry<sup>1</sup>, Mie Kito<sup>1</sup>; <sup>1</sup>University of Manitoba, Canada – According to the attraction-similarity model (Morry, 2005, 2007), relationship quality (RQ) leads to perceptions of partner-self similarity. RQ and perceived similarity then provide psychological benefits for the perceiver. Perceived trait similarity provides an understanding of the ways in which people form and maintain social relationships. If perceived similarity is only observed for some personality characteristics and not others, this raises the question of why individuals only project some aspects of their own personality. Drawing on balance theory (Heider, 1958; Newcomb, 1959), the attraction-similarity model predicts that increases in RQ or in the relevance of personal characteristics to the relationship should increase the desire to perceive similarities. Across three studies, RQ positively predicted perceptions of trait similarity. Study 1 also indicated that for moderate, but not low, relationship relevant traits, individuals projected the self onto the dating partner as a way of perceiving similarities. In Study 2, priming high, as opposed to low, RQ led to greater perceived similarity on the moderately relevant traits. Study 3 indicated greater perceived similarity between self and dating partner than between self and average same-sex student on the moderately relevant traits. RQ and perceived similarity with the dating partner on the moderately relevant traits also predicted the psychological benefits of positive affect and state self-esteem. Supporting the attraction-similarity model and balance theory, RQ and relationship relevance were both important predictors of perceived similarity. The relationship relevance of the traits was also an important factor across all analyses: projection, perceived similarity, and psychological benefits.

**G123****DOES SELF-IDEALIZATION HELP OR HURT RELATIONSHIPS? THE INTERACTIVE EFFECTS OF SELF-COMPASSION AND CONSCIENTIOUSNESS ON RELATIONSHIP MAINTENANCE.**

Levi Baker<sup>1</sup>, James McNulty<sup>1</sup>; <sup>1</sup>University of Tennessee – How does self-idealization affect romantic relationships? Although self-idealization may benefit relationships by helping intimates maintain a positive sense of self despite their interpersonal mistakes, it is also possible that self-idealization harms relationships by removing intimates' motivations to repair those mistakes. Perhaps the benefits of self-idealization depend on dispositional factors that otherwise motivate intimates to correct relationship problems -- i.e., conscientiousness. Three studies provided support for this prediction among men. All three studies operationalized self-idealization using a measure of self-compassion. Study 1 demonstrated that self-compassion interacted with conscientiousness to account for men's self-reported motivation to fix relationship problems, such that self-compassion was only associated with greater motivation to fix relationship problems among men high in conscientiousness. Study 2 demonstrated that self-compassion interacted with conscientiousness to account for observations of newlywed husbands' avoidance during problem-solving discussions, such that self-compassion was associated with less avoidance among husbands high in conscientiousness, but with greater avoidance among husbands low in conscientiousness. Study 3 demonstrated that self-compassion interacted with conscientiousness to predict the trajectory of husbands' marital problems and marital satisfaction over the first four years of marriage, such that higher levels of self-compassion were associated with less severe problems and more stable satisfaction over time among husbands who were high in conscientiousness, but with greater problems and declines in satisfaction among husbands who were low in conscientiousness. Self-compassion was inconsistently associated with relationship outcomes among women.

**G124****RELATIONAL-INTERDEPENDENCE SELF-CONSTRUAL AND FRIENDSHIP QUALITY: THE ROLE OF RELATIONSHIP-SERVING BEHAVIORS AND NEED FULFILLMENT**

Mie Kito<sup>1</sup>, Marian M. Morry<sup>1</sup>, Lauren Hill<sup>1</sup>, Victoria Suen<sup>1</sup>; <sup>1</sup>University of Manitoba – Relational-interdependence self-construal (RISC) is a person's tendency to define the self through relationships with close others. In previous research (Morry & Kito, 2009), high RISC individuals reported more relationship-serving behaviors, and these behaviors allowed them to perceive that their friendship needs were fulfilled. These perceptions of need fulfillment then predicted high friendship quality. Our research examined this model with 54 female same-sex stranger pairs (108 women) after a short initial conversation (i.e., the formation of friendships; Study 1) and 35 ongoing female same-sex friend pairs (70 women; Study 2). Both studies indicated that when people perceive their friends as being high in RISC, they also perceive their friends as behaving in a relationship-serving manner (i.e., providing and eliciting greater disclosure). These perceptions of the friends' behavior predicted perceptions of the fulfillment of their friendship needs and greater relationship quality. On the other hand, after controlling for perceptions of friend's RISC, one's own RISC and the friend's actual RISC were not significant predictors of self or perceived friend's behaviors, perceptions of need fulfillment, or relationship quality. Our mediation analyses indicated that perceived friend's behaviors mediate the relation between perceived friend's RISC and relationship quality and that perceptions of need fulfillment mediate the relation between perceived friend's behaviors and relationship quality. These results support the model proposed by Morry and Kito (2009) and further demonstrate the relative importance of one's perceptions of friend's RISC and behaviors over actual RISC of the self and a friend as well as own and friend's behaviors.

**G125****PROMOTION AND PREVENTION IN LOVE: THE STRATEGIC ADVANTAGE OF COMPLEMENTARY REGULATORY FOCUS ORIENTATIONS IN CLOSE RELATIONSHIPS**

Vanessa Bohns<sup>1</sup>, Gale Lucas<sup>2</sup>, Daniel Molden<sup>2</sup>, Eli Finkel<sup>2</sup>, E. Tory Higgins<sup>3</sup>; <sup>1</sup>University of Toronto, <sup>2</sup>Northwestern University, <sup>3</sup>Columbia University – Promotion and prevention represent two different strategic orientations to goal pursuit. Specifically, a promotion orientation is concerned with growth and advancement and is associated with eager strategies of goal pursuit, while a prevention orientation is concerned with security and responsibilities and is associated with vigilant strategies of goal pursuit. While either of these strategic means can be used to pursue the same desired outcome, there are clear tradeoffs to using either one strategic approach over the other. For this reason, many goals in life are most effectively achieved using a balance between both of these strategies. In close relationships, such a balance may be obtained through a partnership in which two individuals bring different and complementary strategic orientations to the relationship (i.e., one person generally prefers to use a promotion orientation to goal pursuit, while the other generally prefers to use a prevention orientation). In a series of studies of dating and married couples, we have found that such complementarity in strategic orientations is optimal for close relationships. Specifically, couples in which one partner is predominantly promotion and the other is predominantly prevention demonstrate greater relationship well-being. Moreover, such complementarity effects are moderated by a dyad's level of goal congruence. That is, strategic complementarity is beneficial under conditions of high goal congruence (conditions in which two individuals are in agreement with regard to the goals they wish to pursue together), indicating that these complementarity effects are driven by the strategic advantage of having both orientations represented within a dyad.

**G126****WHY ARE RESPONSES TO SOCIAL EXCLUSION SO VARIABLE? THE ROLE OF EMOTIONS AND THEIR COMPUTATIONAL ELEMENTS** Theresa E. Robertson<sup>1</sup>, Andrew W. Delton<sup>1</sup>, Stanley B. Klein<sup>1</sup>; <sup>1</sup>University of California, Santa Barbara

Social exclusion is universally practiced and is universally painful. Yet responses to exclusion vary radically, from outrage and aggression to anxiety and deference. How can these differences be explained? We investigate the role of a variable indexing social valuation, called a welfare tradeoff ratio (WTR). This variable's magnitude regulates decisions about when to sacrifice or tradeoff one's own welfare to increase the welfare of another. The settings of this variable may determine the appropriate emotional and behavioral response for regaining inclusion after being excluded. We hypothesize that when a person undervalues their group (i.e., has too low a WTR)—and is excluded for this reason—the excluded person experiences guilt and shame. Guilt and shame, in turn, activate behaviors demonstrating increased valuation of the group. We further hypothesize that when the group undervalues a member (i.e., has too low a WTR)—and excludes the member for this reason—the excluded person experiences anger. Anger, in turn, activates behaviors that cause the group to increase its valuation of the excluded person. To test this, participants were primed with one of two situations: being excluded for defecting on an ongoing group task (a low WTR toward the group) or being excluded due to an illness (a low WTR from the group). Participants then rated (a) the extent they felt various emotions and (b) various tactics they might use to regain inclusion. Results show that the different types of exclusion led to the predicted emotional and behavioral patterns.

**G127****INVESTMENT AND ACCOMMODATION IN ROMANTIC RELATIONSHIPS: THE ROLES OF SOCIAL THREAT AND REWARD** Geoff MacDonald<sup>1</sup>, Judith Gere<sup>1</sup>, Marcella Wijaya<sup>1</sup>; <sup>1</sup>University of Toronto

Although research has often focused on the role of perceived threat in regulation of emotional investment in romantic relationships, the current research directly examines the roles of social threats (i.e., potential for negative evaluation) versus rewards (i.e., potential for closeness and intimacy) in predicting key investment model (Rusbult et al., 1998) and accommodation (Rusbult et al., 1991) constructs. Across two samples, the results confirm the independence of perceptions of social threat and reward potential in romantic relationships. Path models reveal that social reward potential accounts for more variance in satisfaction, quality of alternatives, investment, and commitment to a relational partner than does social threat potential. Further, social reward perceptions were related to active responses to accommodative dilemmas (i.e., more voice, less exit) whereas social threat perceptions were related to passive responses (i.e., more loyalty and neglect). These data strongly support the need to consider perceived opportunity for social reward in models of behavior regulation and emotional investment in romantic relationships. The data also further support the validity of the social threat and reward constructs, suggesting that social threat perceptions predict prevention-motivated conflict styles whereas social reward perceptions predict promotion-motivated conflict styles.

**G128****"FORGIVE THEM FOR THEY DON'T KNOW WHAT THEY DO": BELIEF IN FREE WILL REDUCES INTERPERSONAL FORGIVENESS** Johan Karremans<sup>1</sup>, Kathleen Vohs<sup>2</sup>; <sup>1</sup>Radboud University, The Netherlands, <sup>2</sup>University of Minnesota

Despite ongoing scientific debate about the existence of free will, most lay people hold a belief (to varying degrees) in free will. For instance, people in 36 countries were surveyed as to whether their fate is in their own hands, and 70% agreed. Recent research has demonstrated that free will beliefs can also be experimentally altered (Vohs & Schooler, 2008). Manipulations that decreased free will beliefs led to a range of negative interpersonal behaviors such as cheating, aggression, and less willingness to help others in need – suggesting that believing in free will may have important societal benefits. In the

present research we tested whether supporting a belief in free will can also have negative interpersonal consequences. Specifically, we tested the prediction that a strong belief in free will negatively affects interpersonal forgiveness, whereas determinism positively affects forgiveness. We based our predictions on the notion that people are more likely to forgive an offender if the offender's behavior is attributed to external (vs. internal) factors. In fact, some researchers have argued that such external attributions of responsibility are at the core of forgiveness (e.g., Fincham, 2000). Three studies, in which the belief in free will was either measured or experimentally manipulated, supported our prediction: Stronger beliefs in free will were associated with lower levels of forgiveness. These findings not only demonstrate that philosophical views on agency in human nature can influence interpersonal forgiveness, they also have important implications for the recent debate about the value of the belief in free will.

**G129****BEING 'IN' WITH THE IN-CROWD: THE EFFECTS OF SOCIAL EXCLUSION AND INCLUSION ARE ENHANCED BY SHARED INGROUP STATUS** Donald Sacco<sup>1</sup>, Michael Bernstein<sup>1</sup>, Steven Young<sup>1</sup>, Eric Cook<sup>1</sup>, Kurt Hugenberg<sup>1</sup>; <sup>1</sup>Miami University

Three studies tested a critical moderator of social exclusion; perceived essentialism of a group. We argue that groups naturally viewed as having an underlying structure that is immutable, inborn, deeply rooted, and informative about people (Bastian & Haslam, 2006), such as one's racial ingroup, will moderate individuals' reactions to exclusion and inclusion. In Study 1 and 2, White undergraduates played Cyberball with either two Caucasian or two African American confederates and then completed a questionnaire assessing reactions to the game. Results of both studies revealed a main effect of inclusionary status, such that included participants had more fulfilled basic needs than did excluded participants. Importantly, this main effect was qualified by an Inclusionary Status × Confederate Race interaction, indicating that compared to racial outgroups, inclusion by racial ingroups felt better and exclusion felt worse. Study 2 also found that when playing Cyberball with racial ingroup members (White confederates), participants' self-reported basic needs were partially mediated by changes in perceived similarity with the same-race confederates. Study 3 again used Cyberball, but used political party affiliation (Gonsalkorale & Williams, 2007) instead of race as the groups. We found that when participants were led to believe their political affiliation was essentialized, inclusion by their political ingroup felt better and exclusion by their political ingroup felt worse, while low essentialized groups only exhibited the classic main effect pattern. These studies indicate that naturally essentialized groups (e.g., race) and groups manipulated to be essential (e.g., political party) moderate the effects of social inclusion and exclusion.

**G130****ANTECEDENTS AND CONSEQUENCES OF SEEING PARTNERS IN EXTREME AND SEGREGATED VERSUS BALANCED WAYS** Margaret Clark<sup>1</sup>, Oriana Aragon<sup>1</sup>, Steven Graham<sup>2</sup>; <sup>1</sup>Yale University, <sup>2</sup>New College

The difference between saying or thinking "He is always late!" versus "He's late a lot, but it sure is fun when he gets here!" or "She's perfect!" versus "She's a lot of fun, even though she's late sometimes." can make a world of difference in how partners relate to one another. We have investigated the underpinnings of seeing your partner as all good or bad versus seeing your partner in a more balanced way as well as, in our most recent research, some of the consequences of these different ways of viewing partners. Regarding antecedents, our work suggests that people who are low in self-esteem or anxious in attachment style are most likely to perceive partners as all good or all bad at a given point in time and creating variable views across time. Higher self-esteem individuals tend to have more balanced views of their partners which are more consistent across time. Regarding the consequences of segregating positive and negative views of partners versus integrating views is that those who integrate views have been found to make judgments about a partner's traits more quickly. Furthermore, those who integrate are far less

influenced than people with segregated views by primes suggesting that people in general (not necessarily including their partner) are threatening or that other people (not necessarily their partner) are kind. Interestingly, people with segregated viewpoints were particularly slowed in making judgments about their partner when primed with information that people, in general, are kind.

### G131

**OSTRACISM AND ROMANTIC AFFILIATION: BEING SOCIALLY EXCLUDED INCREASES MEN'S DESIRE TO DATE AND THEIR PERCEPTIONS OF THEIR OWN DESIRABILITY** Lisa Zadro<sup>1</sup>, Lara Winten<sup>1</sup>, Rick Richardson<sup>2</sup>, Andrew Jones<sup>3</sup>, Megan Oaten<sup>3</sup>, Carrie L Wyland<sup>4</sup>, Kipling D Williams<sup>5</sup>, <sup>1</sup>University of Sydney, <sup>2</sup>University of New South Wales, <sup>3</sup>Macquarie University, <sup>4</sup>Tulane University, <sup>5</sup>Purdue University – Theorists have proposed that one way to recover from the effects of ostracism is to seek out others, for example by striving to regain group membership (Williams, 2007). However, does being ostracized also lead to an increased desire to seek out romantic partners? Eighty-seven (40 male and 47 female) participants were either included or ostracized whilst playing a virtual ball-toss game (Cyberball). They then rated a) their desire to affiliate romantically with the opposite-sex individuals featured in a series of photographs, and b) their own perceived romantic desirability. Ostracized males, compared to included males, reported both a greater desire to romantically affiliate with targets as well as enhanced perceptions of their own romantic desirability. In contrast, no such effects were observed in females. This pattern of findings can be best accounted for by an evolutionary perspective.

### G132

**HUMAN COPYING OF MATE CHOICE PREFERENCES** Peter Todd<sup>1</sup>, Skyler Place<sup>1</sup>, Robert Bowers<sup>1</sup>, <sup>1</sup>Indiana University, Bloomington – When searching for a mate, one must gather information to determine the mate value of potential partners. But not all of that information comes from the potential partners themselves—one can also look for the reactions and preferences of others. By focusing on individuals who have been previously chosen by others, one's selection of mates can be influenced by another's successful search—a phenomenon known as mate copying. We show evidence of mate copying in humans with a novel methodology that closely mimics behavioral studies with non-human animals and goes beyond the use of staged still-picture stimuli in previous human mate copying studies. After viewing instances of real mating interest in video recordings of speed-dates, both male and female participants demonstrate mate copying effects for short-term and long-term relationship interest when they perceived the dates as successful. We also found that attractiveness can mediate whom an individual will choose to copy. We further investigated the extent to which this effect generalizes to other potential mates with shared characteristics, or is restricted to an increased attractiveness of the individuals seen in the interactions—that is, whether humans show trait-based or just individual-based mate choice copying. These findings bridge the gap between animal and human mate copying research and highlight a new methodology to further the study of this phenomenon.

### G133

**TOO MUCH OF A GOOD THING? CURVILINEAR EFFECTS OF PERCEIVED PARTNER IDEALIZATION ON MARITAL SATISFACTION** Jennifer M. Tomlinson<sup>1</sup>, Harry T. Reis<sup>2</sup>, Cheryl L. Carmichael<sup>2</sup>, Arthur Aron<sup>1</sup>, <sup>1</sup>Stony Brook University, <sup>2</sup>University of Rochester – Perceived partner idealization (PPI) refers to my perception of how positively my relationship partner sees my traits and abilities, over and above how positively I see them myself. Previous research on PPI, focused on linear effects, finds that PPI is positively linearly associated with increases in relationship well-being (Murray, et al., 2003) and negatively with activating an exchange script (Murray et al., 2009). We propose, however, that there is an optimal level of PPI, such that too little or too much PPI (seeing my partner as "putting me on a pedestal") is associated with lower relationship satisfaction. This implies a curvilinear effect. In a sample of 89 married couples, we

assessed a potential curvilinear (quadratic) relation of PPI with relationship satisfaction. For wives, PPI had a strong curvilinear effect (linear  $\beta = -.004$ ,  $p = .98$ ; quadratic [controlling for linear]  $\beta = -.45$ ,  $p < .01$ ). For husbands, PPI had a significant linear effect and a marginal curvilinear effect (linear  $\beta = .44$ ,  $p < .05$ , quadratic [controlling for linear]  $\beta = -.26$ ,  $p = .07$ ). In both, the pattern was that as PPI increased, satisfaction increased up to a point, but near the high end, it peaked and began to decrease. Thus, feeling idealized by one's partner at extreme levels may actually have detrimental effects, particularly for women. In addition to the first demonstration of which we are aware of negative effects of overidealization, these results speak to the general importance of considering non-linear relationships in social psychology.

### G134

**BEYOND "THANKS!": HIGH-QUALITY EXPRESSIONS OF APPRECIATION AS RELATIONSHIP GLUE** Sara Algoe<sup>1</sup>, Barbara L. Fredrickson<sup>1</sup>, Shelly L. Gable<sup>2</sup>, Amy Strachman<sup>3</sup>, <sup>1</sup>University of North Carolina at Chapel Hill, <sup>2</sup>University of California, Santa Barbara, <sup>3</sup>eHarmony Labs – Expressions of appreciation convey felt gratitude for benefits received. But, like smiles, some "thank you"s are ineffective or insincere. Because they have been co-opted for broad use, their power is obscured and has been overlooked. Based on our social functions account of the emotion of gratitude (Algoe, Haidt, & Gable, 2008) we predict what makes a high-quality expression of appreciation and the consequences for the person being thanked. Two studies measured expressions of appreciation for benefits provided within romantic relationships. In each study, high-quality expressions of appreciation predicted relationship outcomes at six months, including breakup (Study 1) and increases in relationship satisfaction (Study 2). In addition, in Study 2, each couple-member expressed appreciation to the partner for a specific event for which he or she felt grateful. As predicted, observers' coding of expresser's behavior in videotaped conversation was associated with the target's positive evaluation of the interaction at the time it occurred. This evaluation of perceived partner responsiveness, in turn, positively predicted the target's everyday satisfaction with the self and the relationship across 14 nights of responding. Importantly, these effects were independent from those related to evaluations of the expresser's behavior during other interpersonal tasks in the laboratory (i.e., social support provision and capitalization responses). These findings suggest expressed appreciation as a potent interpersonal skill within ongoing relationships. Moreover, by addressing how the emotion of gratitude functions socially, this research positions gratitude as an evolved vehicle for the promotion of relationships through the building of mutually responsive patterns of behavior.

### G135

**COMMUNICATING THE NEED FOR ACCEPTANCE THROUGH SPEECH ACCOMMODATION: A DYADIC INTERDEPENDENCE APPROACH** Lauren Aguilar<sup>1</sup>, Geraldine Downey<sup>1</sup>, Robert Krauss<sup>1</sup>, Jennifer Pardo<sup>1</sup>, Niall Bolger<sup>1</sup>, <sup>1</sup>Columbia University – One of the primary functions of mimicry is to promote feelings of similarity and social connection between individuals. Therefore, we predicted that those with a greater need for acceptance should accommodate their speech more than those with less need. Need for acceptance was assessed as rejection sensitivity (RS), referring to how much one experiences chronic anxiety and insecurity about social rejection (Downey & Feldman, 1996). Participants, High (HiRS) or Low (LoRS) in RS engaged in a dyadic task. Drawing on Kenny, Kashy, and Cook's (2006) Actor-Partner Interdependence Model, we examined how an individual's speech accommodation to her partner was influenced by her own RS and influenced by interacting with a partner who was HiRS or LoRS. Results show that HiRS individuals displayed more speech accommodation than LoRS individuals; however, partners of HiRS individuals displayed less speech accommodation than partners of LoRS individuals. Dispositional composition of the dyad also mattered, such that dyads of matched RS level had significantly more speech accommodation than mismatched RS dyads. Replicating the nonverbal mimicry research, accommodation elicits feelings of connection in one's partner;

however, in a novel mimicry finding, being accommodative does not promote feelings of connection toward the partner. This research extends nonverbal mimicry work, demonstrating that speech mimicry also leads to social bonding and that rejection sensitivity predicts non-conscious speech accommodation. Furthermore, it elucidates the utility of using dyadic designs to investigate individual differences in mimicry and evaluate the benefits, and possible costs, of this nonconscious social behavior.

### G136

**WHAT DOES PERCEIVED PARTNER RESPONSIVENESS MEAN?** Arthur Aron<sup>1</sup>, Jennifer Tomlinson<sup>1</sup>, <sup>1</sup>State University of New York at Stony Brook – What does it mean to feel that a romantic partner is responsive to your needs? Recently, the perception of partner responsiveness (PPR) to self has become a significant focus of relationship research. However, different research programs have developed different measures and it is not clear all are assessing the same construct. We gathered the PPR measures used in all published and unpublished studies of PPR of which we were aware, administered these 13 scales to a large sample, and explored their latent structure. Two main factors emerged: One, Global, was characterized by scales emphasizing a more general, overall evaluation of partner's concern for self (e.g., Derrick & Murray, 2007; Lemay & Clark, 2008; Tomlinson [Rodden] & Aron, 2008). The other, Specifics, was characterized by scales that focused on particular supportive/responsive partner behaviors toward self (e.g., Collins & Feeney, 2001; Kuncz & Shaver, 1994; Reis, 2003; Pierce, Sarason, & Sarason, 1991). This two-factor structure is consistent with McNulty and Karney's (2004) distinction between global and specific traits in perceptions of partner idealization of self. Further, the Global scale factor was associated overall with relationship length ( $r = .44$ ), while the Specific factor was only minimally associated with length ( $r = .04$ ; difference,  $p < .01$ ). Thus, over time, perception of the partner's concern for the self appears to become generalized into a schema that is only minimally related to the reality of partner behavior. We conclude with a consideration of the significant implications of these results for theory, application, and measurement.

### G137

**"IF YOU DON'T 'GET IT', IT DOESN'T COUNT:" THE ROLES OF APOLOGY AND RESPONSIVENESS IN FACILITATING FORGIVENESS IN ROMANTIC COUPLES** Carolina Pansera<sup>1</sup>, Jennifer G. La Guardia<sup>1</sup>, <sup>1</sup>University of Waterloo – There is currently limited empirical research examining the partner behaviours which promote or alternatively thwart forgiveness in romantic relationships. This study examined the role of apology in predicting forgiveness of real-life hurtful events occurring within romantic partnerships, and tested that perceived partner responsiveness (i.e. perceptions that a partner understands and validates one's experience) would mediate this link. In an online study, participants ( $N=188$ ) described an unresolved event in which their current romantic partner had hurt them in some way and tried to seek their forgiveness. Results showed that partner responsiveness emerged as a key predictor of forgiveness and as an important mediator of the apology-forgiveness relationship suggesting that apology seems to facilitate forgiveness because it conveys that one's partner has understood and validated one's experience of the hurtful event. This mediational model was further moderated by event severity and relationship satisfaction, such that at high levels of event severity and low levels of relationship satisfaction, both apology and responsiveness showed unique, positive direct effects on forgiveness. Finally, exploratory analyses indicated that not all forgiveness-seeking behaviours are "created equal"—verbal behaviours that directly address the hurtful event are perceived to be apologetic and responsive while those behaviors (verbal and non-verbal) which attempt to smooth over the relationship but do not directly address the hurtful event appear to undermine forgiveness. This research extends current understanding of the partner behaviours which may facilitate or thwart forgiveness within romantic relationships. Implications of these behavioral signatures for intervention will be discussed further.

### G138

**THE EFFECTS OF SPOUSE PRESENCE DURING A STRESSFUL SOCIAL INTERACTION: ANXIETY REDUCING OR PROVOKING?** Bethany L. Fisackerley<sup>1</sup>, Beth A. Pontari<sup>2</sup>, <sup>1</sup>East Carolina University, <sup>2</sup>Furman University – The presence of a supportive other has been associated with benefits and drawbacks in the social support literature (e.g., Bolger and Amarel 2007). We tested the effects of spousal involvement on anxiety during an anticipated stressful social interaction. Married couples believed they were participating in research about personality assessment. Spouses received bogus unflattering feedback after they separately completed a personality test online and then believed they would meet with a psychologist for a face-to-face assessment regarding that feedback. Participants ( $N = 76$ ) thought this meeting would occur with their spouse present, after their spouse had met individually with the psychologist (support not present condition) or alone. Anxiety level was assessed immediately before the meeting. Trait social anxiety level and relationship strength were measured in a separate session as potential moderators. We expected participants to express lower levels of anxiety in the spouse present versus alone conditions, and that these effects would depend on the aforementioned moderators. In support of these predictions, participants with high social anxiety showed the least anxiety in the spouse present condition, whereas participants with low social anxiety showed more anxiety in the spouse present than alone conditions. For relationship strength, participants with strong feelings showed less anxiety in the spouse present than alone or not present conditions but participants with weak feelings showed more anxiety in the present than alone conditions. The results demonstrate the complex nature of social support in that spousal involvement during stressful situations can be beneficial to some while detrimental to others.

### G139

**INFLAMMATION AND SOCIAL EXPERIENCES: CYTOKINES INDUCE FEELINGS OF SOCIAL DISCONNECTION** Tristen K. Inagaki<sup>1</sup>, Naomi I. Eisenberger<sup>1</sup>, Nehjla Mashal<sup>2</sup>, Michael R. Irwin<sup>1</sup>, <sup>1</sup>University of California, Los Angeles, <sup>2</sup>Northwestern University – Although recent studies have demonstrated links between feelings of social isolation and inflammatory processes, it is not known whether feelings of social isolation activate inflammatory processes, whether inflammatory processes contribute to feelings of social isolation, or some combination of both. Based on the role that proinflammatory cytokines play in initiating 'sickness behavior,' a motivational response that includes symptoms such as decreased social activity, it is possible that cytokines may also play a role in the subjective experience of social isolation or 'social disconnection.' Although previous studies have shown that proinflammatory cytokines can increase depressed mood in healthy subjects, no studies have examined the effect of cytokines on feelings of social disconnection. The present study investigated whether proinflammatory cytokines increased feelings of social disconnection in addition to depressed mood. Participants were injected with either endotoxin, an inflammatory challenge, or placebo. The proinflammatory cytokine, interleukin-6 (IL-6), was collected at baseline and then hourly for the next six hours via blood draws. Participants also completed self-report measures of sickness symptoms (e.g., fatigue), depressed mood (e.g., unhappy), and social disconnection (e.g., 'I feel disconnected from others') with every blood draw. Confirming the notion that endotoxin induces an inflammatory response, results indicated that endotoxin induced a significant increase in IL-6 and sickness symptoms from baseline. In addition, subjects in the endotoxin group showed increases (from baseline) in feelings of social disconnection as well as depressed mood, even after controlling for sickness symptoms. These results highlight the important links between inflammation and social processes.

## Intergroup Relations

### G140

**YOU WANT TO GIVE A GOOD IMPRESSION? BE HONEST! MORAL TRAITS DOMINATE IMPRESSION FORMATION** Marco Brambilla<sup>1</sup>, Patrice Rusconi<sup>2</sup>, Simona Sacchi<sup>2</sup>, Paolo Cherubini<sup>2</sup>; <sup>1</sup>University of Bologna, <sup>2</sup>University of Milan-Bicocca – Research on social perception has provided converging evidence that two core dimensions (i.e., warmth and competence) underlie social judgments (Abele et al., 2008; Cuddy et al., 2008; Judd et al., 2005). In addition, research showed that global impressions on others are better predicted from warmth than competence trait ascriptions (Wojciszke, 2005; Wojciszke et al., 1998). More recently, it has been shown that the warmth dimension encompasses two distinct aspects: sociability and morality (Leach et al., 2007; 2008). In two studies we explored whether the sociability and morality components of warmth play a distinct role in the impression formation process. In study 1, participants (N=48) rated real groups on sociability, morality and competence. In addition, they reported their global impression of the targets. In study 2, participants (N=119) read an immigration scenario depicting an unfamiliar social group in terms of high (vs. low) morality, high (vs. low) sociability, and high (vs. low) competence. As in the first study they were asked to report their global impression of the target. In line with our hypothesis, in both studies, global impressions were better predicted by morality than by sociability and competence. Overall, the findings indicate a distinct and a dominant role of the moral component of warmth in impression formation process.

### G141

**THE INTERGROUP THREAT THEORY AS IT RELATES TO RACIAL GUILT** Stephanie Murray<sup>1</sup>, Jason Senu-Oke<sup>1</sup>, Mark Davis<sup>1</sup>; <sup>1</sup>University of West Alabama – This experiment tested the concept of "white guilt" (Swim & Miller 1999) with the Intergroup Threat Theory (ITT--Stephan, Ybarra, & Rios-Morrison, 2009), which states that when an ingroup receives a threat related to an outgroup, the ingroup should experience prejudice towards the outgroup. In this experiment, the threats were stimuli that negatively portrayed African Americans. The stimuli were administered to African Americans and Caucasians. Contrary to the ITT, it was hypothesized that Caucasian participants will report less prejudicial attitudes toward African Americans after receiving the threat, due to "white guilt." Group One received an article titled "Monkey vs. Negro," which tells of an experiment to replace slave labor with that of monkeys. Group Two received a racially insensitive New York Post cartoon. Group Three received lyrics to a slave period song, "All Coons Look Alike to Me." The control group received a letter from Newt Gingrich on the benefits of marijuana decriminalization. Questionnaires were filled out by each participant in which they rated attributes and emotions possessed by African Americans. The analysis revealed that if Caucasians and other non-African American participants received any negative racial stimuli, they were more likely to have positive attitudes towards African Americans opposed to those who were in the control group. Caucasians who were in any of the experimental groups demonstrated higher levels of acceptance and positive emotions towards African Americans than those who were in the control group. The implication of this research is that not all intergroup threats lead to increased negative attitudes.

### G142

**AN AMERICAN RELIGION? ASSOCIATIONS ABOUT CHRISTIANITY, JUDAISM, AND ISLAM.** Ally Stevens<sup>1</sup>, Thierry Devos<sup>1</sup>; <sup>1</sup>San Diego State University – The United States of America is a secular nation with a separation of church and state and a commitment to religious freedom and tolerance. Although this country is religiously pluralistic, Christianity is still the largest and most influential religion in the public sphere. The goal of the present research was to examine the interconnections between three major religions and the American identity. A sample of undergraduates (predominantly composed of Christians) completed three Implicit Association Tests assessing the direction and strength of

associations between the concept "American" (relative to "foreign") and the concepts "Christianity," "Judaism," and "Islam." Explicit measures were given to assess the perceived Americanness of each religion and the perceived compatibilities or conflicts between these religions and American values. At both levels of responding, the results revealed that the concept "American" was more strongly associated with "Christianity" than with "Judaism" or "Islam," and more strongly associated with "Judaism" than with "Islam." Perceived compatibilities between Christianity and American values emerged with less compatibilities being expressed for Judaism and even less for Islam. The relative compatibilities or conflicts between the religions and American values accounted for the extent to which these religions were differentiated (explicitly or implicitly) in terms of their perceived Americanness. In contrast to the idea of a secular nation and principles of religious tolerance, the present findings document a strong psychological linkage between Christianity and the American identity.

### G143

**NORMATIVE INFLUENCES IN INTERGROUP RELATIONS** Diala R. Hawi<sup>1</sup>, Linda R. Tropp<sup>1</sup>, David A. Butz<sup>2</sup>, Mirona A. Gheorghiu<sup>3</sup>; <sup>1</sup>University of Massachusetts, Amherst, <sup>2</sup>Morehead State University, <sup>3</sup>Queen's University Belfast – The study aims to investigate the influence of norms on people's attitudes towards intergroup conflict and members of other groups. Participants were recruited from different groups in Northern Ireland, South Africa, and Lebanon, in order to assess whether perceived ingroup support for contact would predict greater trust, interest in cross-group friendships, and willingness to work towards reconciliation. According to the hypothesis, positive contact between groups of conflict would be achieved through positive normative expectations (whether cross-group contact is ostensibly supported by the ingroup), where participants would be motivated to comply with ingroup expectations and rely on trusted ingroup members as sources of information. This abstract describes the Northern Ireland survey in which data was collected from Protestant and Catholic participants, who are members of politically opposing groups in that region. Participants were asked whether their ingroup was supportive or against intergroup contact, and the mediating variables included intergroup trust and anxiety. Three dependent variables were measured: 1) interest in future contact, 2) willingness to work towards reconciliation, and 3) optimism about future relations between the two groups. The preliminary findings supported the hypothesis that intergroup trust and anxiety mediated the relationship between normative expectations and the three dependent variables. In other words, participants who reported greater ingroup support for intergroup contact were more likely to report greater trust and less anxiety towards the outgroup. They were also more interested and willing to establish friendships or work towards reconciliation, and were more optimistic about achieving peaceful relations in the future.

### G144

**EXISTENTIAL ANGST AND PREJUDICE TOWARD SINGLE PEOPLE: RESPONSES TO THREATS TO THE INSTITUTION OF MARRIAGE** Tracey Cronin<sup>1</sup>, Nyla R. Branscombe<sup>1</sup>, Jennifer Henslee<sup>2</sup>; <sup>1</sup>University of Kansas, <sup>2</sup>Middle Tennessee State University – Singles in contemporary American society represent a challenge to the idea that marriage is the essential foundation for a happy and meaningful life (DePaulo, 2006). We conducted two studies to test whether people will experience existential angst when the meaning of the institution of marriage is threatened, and whether existential angst predicts more prejudice toward single people. Participants (Study 1, N = 85; Study 2, N = 53) were randomly assigned to read one of two articles about marriage in the United States. Half of the participants read an article that described the institution of marriage as falling apart (the threat condition), while the other half of the participants read that the institution of marriage is alive and well in the United States (the affirm condition). As expected, we found that people reported more feelings of existential angst when the meaning of marriage was threatened. However, people displayed more expressions of prejudice toward singles when the meaning of marriage was affirmed, and this

effect was mediated by feelings of existential angst about ability to find meaning and happiness in life through marriage in the future. Our studies show that single people who are told that the institution of marriage is failing are more apprehensive about expressing prejudice toward their own future group membership. Our studies also show that people, including singles themselves, experience existential angst when the value of marriage is threatened and, as a result, they attempt to protect the institution of marriage by discriminating against single people.

#### G145

##### ATTITUDES TOWARD SEXUAL ORIENTATION ON THE INTERNET Karen

Dickson<sup>1</sup>, Victoria Esses<sup>1</sup>, <sup>1</sup>University of Western Ontario – This study examines attitudes towards information regarding sexual orientation presented on the internet, as well as individual differences in these attitudes. University students were asked to complete a questionnaire about their attitudes toward viewing information about other individuals' sexual orientation on the social networking website, Facebook. Participants reported that it was less appropriate to have public communication on the website with a same-sex romantic/intimate partner than an opposite-sex romantic/intimate partner and it was also less appropriate to post pictures with a same-sex romantic/intimate partner than an opposite-sex romantic/intimate partner. Further, it was also rated as less appropriate to have a same-sex romantic/intimate partner as a friend on the website than an opposite-sex romantic/intimate partner. Individual differences in attitudes toward information regarding sexual orientation were also found. Individuals who are high in right-wing authoritarianism or religious fundamentalism are more likely to view sexual orientation as an acceptable reason for ending contact with another individual by removing that individual as a friend on the website. It has been proposed that the internet may be used to effectively improve intergroup relations by putting into place opportunities for experiencing positive contact situations (Amichai-Hamburger & McKenna, 2006). However, these results indicate that how information regarding sexual orientation is presented may influence the effectiveness of the contact situation in reducing homophobia.

#### G146

##### THE ROAD TO A FRIEND'S HOUSE IS NEVER TOO LONG: MAPPING OUT FACTORS CONDUCTIVE TO CROSS-CULTURAL FRIENDSHIP Ann

Beaton<sup>1</sup>, Denis LeBlanc<sup>2</sup>, Yolanda Levi<sup>3</sup>, DJ Joseph<sup>3</sup>, Jimmy Bourque<sup>1</sup>, Tanya Monger<sup>1</sup>, <sup>1</sup>Université de Moncton, <sup>2</sup>University of New Brunswick, <sup>3</sup>Elsipogtog First Nation – According to the Common Ingroup Identity Model, favorably viewed contact conditions affect group representations that reflect unity and specificities. Majority and minority group members respond differently to group representations. Majority group members who endorse unity report favorable intergroup attitudes whereas minority group members, who maintain a blend of unity and specificities, espouse a positive intergroup orientation (Dovidio, Gaertner, & Saguy, 2009). The purpose of the present study is to map out the preferred responses to group representations among members of a minority and a majority group by considering the impact of these dimensions on intergroup behavior. We investigated how group representations and attitudes map onto cross-cultural friendship closeness and positive affect. We expected that majority group respondents who endorse group commonalities will report positive attitudes toward the minority group and ensuing close and meaningful cross-cultural friends. Minority group members who support a group representation that focuses on both commonality and group specificities will report both positive intergroup attitudes and meaningful, close cross-cultural friendships. A total of 273 high school students completed surveys, including 107 First Nation and 166 of European descent. According to path analysis, among First Nation respondents, group representations, with the exception of separate groups are associated with intergroup attitudes which in turn account for cross-cultural friendship closeness. All group representations are associated with intergroup attitudes among participants of European

descent. These attitudes translate into cross-cultural friendship closeness and positive affect. Strategic responses by majority and minority group members to group representations are discussed.

#### G147

##### WELCOMING OTHERS OR CLOSING THE DOOR: TWO EVALUATIVE PROCESSES UNDERLYING INCLUSION AND PREVENTIVE EXCLUSION OF OUTGROUPS IN SUPERORDINATE GROUPS Sven Waldzus<sup>1</sup>, Thomas W. Schubert<sup>1</sup>, André T. Raimundo<sup>1</sup>, <sup>1</sup>CIS/ISCTE – When outgroups attempt to

join a superordinate group that includes the ingroup, responses are often hotly debated. We propose that such responses are based on two distinct evaluation processes: (1) Affirmation of the outgroup's joining should depend on how much it approaches maximal goals (future ideal states) of the superordinate group, but (2) preventive exclusion of a deviating outgroup should depend on perceived minimal goal violations (non-achievement of necessary states). Moreover, approach to maximal goals should be predicted by relative prototypicality of the outgroup for the superordinate group, resulting in an indirect effect of prototypicality on affirmation of the outgroup's joining. Perceived minimal goal violation should depend on a minimal goal mindset, leading to an indirect effect of mindset on preventive exclusion. Results of a study with Portuguese participants (N = 56) judging Turkey's accession to the European Union support the hypotheses: (1) Relative prototypicality of the outgroup led to more affirmation of the outgroup's joining. (2) Priming of a mindset to focus on minimal goal standards (in an unrelated context) led to more exclusion of the outgroup. The effect of this mindset-priming was mediated by increased perception of the outgroup's minimum goal violations, whereas the relation of prototypicality and affirmation was mediated by approach of maximum goals. These differences confirm that social exclusion is based on two distinct processes linked to maximal and minimal goals. Distinguishing between these two processes helps to understand and eventually solve conflicts between people who are pro and contra an outgroup's joining.

#### G148

##### THE ROLE OF NAIVE REALISM IN POST PROPOSITION 8 CONFLICT

Negin Ghavami<sup>1</sup>, Kerri Johnson<sup>1</sup>, Ashley White<sup>1</sup>, Cori Tucker<sup>1</sup>, Ashley Payne<sup>2</sup>, <sup>1</sup>University of California, Los Angeles, <sup>2</sup>Howard University – On November 4, 2008, California voters narrowly passed Proposition 8, which amended the state constitution to define marriage as between a man and a woman. The considerable anger that erupted targeted and blamed the black community, 70% who voted in favor of Proposition 8 (CNN, 2008), for the outcome. We used naive realism (Robinson, et.al, 1995) as a theoretical foundation to examine this phenomenon. We reasoned that the outrage directed toward the black community was fueled not only by black voters' support of the measure, but also by gay/lesbian voters' mistaken assumptions of how the issue was construed by black voters. We surveyed a community sample of 254 gay men and lesbians, 85 blacks, 90 Latinos, 67 Asians and 77 whites about the extent to which they viewed gay marriage as a civil rights issue, a moral issue, and analogous to the Civil Rights movement of the 1960s. Additionally, gay men and lesbians also predicted the average attitude judgments for each race category. We predicted and found that gay men and lesbians were more likely to view gay marriage as a civil rights issue. Importantly, gay men and lesbians expected black voters - themselves the beneficiaries of the Civil Rights campaign of the 1960s - to do the same. In reality, however, black respondents were more likely to view gay marriage as a moral issue involving religious convictions, not a civil rights issue. The results of this study highlight an important link between lay theories and overt discrimination.

**G149**

**ARGUMENTS AGAINST TORTURE: THE EFFECT OF MORAL VERSUS UTILITARIAN REASONING ON DEMANDS FOR JUSTICE** Peter Kardos<sup>1</sup>, Bernhard Leidner<sup>1</sup>, Emanuele Castano<sup>1</sup>; <sup>1</sup>The New School for Social Research, New York – The arguments dominating the debate over torture range from more utilitarian arguments (e.g., torture does not work) to arguments concerning morality (e.g., torture violates human rights). This study investigated how moral arguments, compared to utilitarian arguments or no arguments, against torture affect US citizens' reactions to US-committed torture: specifically, their group-based compunction, their demands for justice (i.e., punishment, reparations), and their moral disengagement from their country's behavior. In an online experiment, 191 participants (54 male) were randomly assigned to read a fictitious newspaper article reporting on US soldiers torturing and killing Iraqi prisoners, comparable to real events. Depending on the condition, the article concluded with criticism of torture on utilitarian grounds, moral grounds, or no criticism. After the article, participants completed self-report measures for the dependent variables. We hypothesized no differences between the utilitarian and neutral condition, but in line with literature on moral outrage, differences between the moral condition and the other two conditions in terms of compunction and demands for justice. Planned contrasts confirmed that the utilitarian and neutral conditions did not differ,  $F_s(1, 190) < 2.60$ ,  $p_s > .05$ , and that both of these conditions differed from the moral condition in terms of compunction and demands for justice,  $F_s(1, 190) > 5.90$ ,  $p_s < .05$ . Participants expressed more compunction and stronger demands for justice in the moral condition. Although participants still morally disengaged to the same extent they did in the other two conditions, moral disengagement no longer diminished their compunction and demands for justice.

**G150**

**THE ROAD TO EMPATHY: A CRITICAL-DIALOGIC MODEL FOR FOSTERING INTERGROUP EMPATHY** Nicholas Sorensen<sup>1</sup>, Biren (Ratnesh) Nagda<sup>2</sup>, Patricia Gurin<sup>1</sup>, Walter Stephan<sup>3</sup>, Richard Gonzales<sup>1</sup>; <sup>1</sup>University of Michigan, <sup>2</sup>University of Washington, <sup>3</sup>New Mexico State University – We present a critical-dialogic model of intergroup dialogue (IGD) to foster both critical and dialogical empathy across group boundaries. We use the term critical empathy to emphasize empathic reactions to group-based inequality rooted in systems of power and dialogic empathy to emphasize parallel emotional reactions to others' life experiences. A collaborative team across nine universities conducted 53 randomized experiments (26 race, 27 gender) and 26 social science course comparison groups (13 race, 13 gender) involving more than 2000 participants. For the randomized experiments, participants who applied to take a semester-long course on IGD were randomized to take an intergroup dialogue or to a control group. All participants completed a pretest and posttest survey, and another survey one year later. Students in IGD show larger increases in critical and dialogic empathy than do their counterparts in the control group. Effects are similar for race and gender dialogues, for members of all four demographic groups sampled and remain significant one year later. Students in IGD show greater change than in social science comparison groups and effects are mediated by critical-dialogic communication processes within intergroup dialogue. Finally, a path model demonstrates how IGD pedagogy facilitates critical-dialogic communication processes, which foster change in intergroup empathy through cognitive processes, identity engagement and affective processes. Thus, we advance a critical-dialogic model of intergroup dialogue with effects that cannot be achieved through exposure to content on race and gender and provide the most comprehensive picture to date of pedagogical, communication and psychological processes that foster intergroup empathy.

**G151**

**WHOM WE (SAY WE) WANT: STATED AND ACTUAL PREFERENCES IN ONLINE DATING** Andrew Fiore<sup>1</sup>, Lindsay Shaw Taylor<sup>1</sup>, G.A. Mendelsohn<sup>1</sup>, Coye Cheshire<sup>1</sup>; <sup>1</sup>University of California, Berkeley – Contemporary norms encourage colorblindness and openness in social relationships. But do people who say they are open to dating someone from a different group actually do so? We examined the online dating profiles of 11,600 users of a large online dating site along with their actual behavior on the site. That is, we compared their stated preferences for the race/ethnicity of potential partners with the demographics of the users whom they actually contacted and to whom they actually replied. Overall, people tended to say they were more open than they really were. Initial contacts and replies occurred significantly more often between online dating users of the same race/ethnicity than would be predicted by the users' stated preferences or by chance (given the relative prevalence of different groups on the site). White users and older users showed this pattern more. Women also tended to show this pattern more than men. We performed equivalent analyses for age and religion – similar patterns emerged but were much less pronounced, especially for age. We consider potential explanations for our results, including self-presentational pressures, in-group/out-group dynamics, and evolved mate preferences.

**G152**

**IDENTIFYING KEY THEMES IN CROSS-RACE FRIENDSHIP FORMATION** Kristin Davies<sup>1</sup>, Arthur Aron<sup>1</sup>; <sup>1</sup>SUNY Stony Brook – Two studies investigated differences in friendship formation and maintenance between same-race and cross-race friendships. Study 1, an online, retrospective survey ( $n = 295$ ), found that same-race friends reported few initial hesitations; cross-race friends more often seemed "different" and "uninterested." Same-race friends more often endorsed "good things about being friends;" cross-race, potential problems. Initial nervousness with cross-group friends correlated with perceptions of differences and expectations of disapproval by own and friend's groups. The more initial nervousness, the more key interpersonal variables (e.g., friend respects one's views) were reported as being major reasons for friendship formation. Viewing a cross-race friend as "important" and "caring" correlated with empathizing with friend's group. Joining in friend's ethnic activities, interacting with friend's family, and acceptance by own and friend's groups all correlated with less intergroup anxiety. In Study 2, interpersonal and intergroup attitudes of entering undergraduates ( $n = 71$ ) were assessed at 3 time-points. Differences between friendship-type at 5 weeks (greater perceived similarities in personal values, social activities, and interests among same-race friends) were no longer apparent at semester's end. Further, in developing cross-race friendships, increases in admiration for friend's group correlated with increased similarity perception and feeling friend "knows" and is responsive to self; and increases in warmth for friend's group correlated with increased interactions with friend's group's family and friends, and increased concern for friend. These studies suggest that when forming cross-group friendships, people initially see fewer similarities and are nervous, but as they feel more comfortable over time, interpersonal trust and intimacy develop.

**G153**

**BAD FOR WAR AND BAD FOR PEACE: THE CURIOUS CASE OF HUMILIATION** Hammad Sheikh<sup>1</sup>, Bernhard Leidner<sup>1</sup>, Jeremy Ginges<sup>1</sup>; <sup>1</sup>New School for Social Research, New York City – Common sense suggests that experiencing humiliation will lead to an increased propensity for violence against the perpetrator. Some researchers even suggest that humiliation is the main cause of the persistence of intractable conflicts as it leads to mutual acts of retaliation (Lindner, 2007). In contrast, Ginges and Atran suggested recently that humiliation leads to passiveness that prevents moral outrage from translating into violence, but it also renders conflict resolution less likely (2008). Three experimental studies provide support for this hypothesis. Study 1 explored the emotional response to



humiliating experiences. US participants who were reminded of a situation in which they felt humiliated (vs. angry or ashamed), indicated their response on a scale of 26 emotions (taken from Johns et al., 2005) that was factor analyzed subsequently. Anger and humiliation both invoked the same level of outrage, significantly differing from shame. However, humiliation and shame lead to a high level of helplessness, while anger didn't induce such feelings. Outrage alone may increase the propensity for violence, but the simultaneous feeling of helplessness could explain why humiliation was not found to be related to aggressive intentions. This result was replicated in a sample of Muslims in Germany (Study 2). Additionally, compared to anger, humiliation lead to lower approach and higher avoidance tendencies, i.e. to passiveness. In the final study measuring the emotional response of Israeli participants to humiliation vs. anger, and action tendencies towards Palestinians, the findings of the previous studies were extended to the context of intergroup conflict.

#### G154

##### **EFFECTS OF COLORBLIND AND MULTICULTURAL MESSAGES ON INTERRACIAL INTERACTIONS** Deborah Son<sup>1</sup>, Nicole Shelton<sup>1</sup>; <sup>1</sup>Princeton University

Colorblindness and multiculturalism are two ideologies that aim to promote interracial harmony, albeit from divergent perspectives. Colorblindness advocates interracial integration by minimizing racial differences, whereas multiculturalism embraces and promotes racial diversity. Although colorblindness is theorized to promote interracial integration, we predicted that exposure to a colorblind message would lead to adverse interpersonal and cognitive outcomes for racial minorities during live interracial interactions. In the present study, participants either read a colorblind or multicultural message prior to interacting with another participant. Previously unacquainted White-White and White-minority dyads then had two race-related discussions for ten minutes. After interacting, participants completed measures regarding the other participant and completed the Stroop task to assess cognitive depletion. As predicted, exposure to a colorblind message led racial minorities to become significantly more depleted during interracial interactions compared to exposure to a multicultural message. These results suggest that in contrast to lay perceptions promoting colorblindness as a strategy to navigate interracial interactions, colorblind messages actually cause negative outcomes for minorities.

#### G155

##### **DIFFERENCES IN SUPPORTING SOCIAL CHANGE: PROMOTION VS. PREVENTION GOAL FRAMING** Sarah M. Banchevsky<sup>1</sup>, Amanda M. Johnston<sup>2</sup>, Amanda B. Diekman<sup>2</sup>, Heather M. Claypool<sup>2</sup>; <sup>1</sup>University of Colorado at Boulder, <sup>2</sup>Miami University

Regulatory Focus Theory (Higgins, 1997) proposes two motivations for framing goals: promotion (e.g., seeking gains) and prevention (e.g., avoiding losses). Research examining task continuation found promotion-oriented individuals were open to change, whereas prevention-oriented individuals preferred stability (Lieberman et al., 1999). The present research explored how framing social change in terms of promotion or prevention goals influences acceptance. Initial research found that White participants were more supportive of an African-American organization with prevention rather than promotion goals. Two follow-up studies explored how the individual differences of regulatory fit (goal frame and chronic goal orientation match; Higgins, 2005) and ambivalent sexism (Glick & Fiske, 1996) further influence the acceptance of social change. Study 1 participants first completed a measure of regulatory focus; read about a university policy change with promotion, prevention, or control goals; and reported their evaluation and willingness to support the change. Prevention-focused individuals demonstrated regulatory fit: Willingness to support the change was highest and negativity was lowest in the prevention-framed condition. Promotion-focused individuals did not differ across conditions on negativity or support. Study 2 participants completed the Ambivalent Sexism Inventory; read about a group of nontraditional women with promotion, prevention, or control goals; and reported their emotions and acceptance toward the group. Males, especially those high in hostile sexism, were most influenced by the framing of the group:

Willingness to support the group was greatest in the prevention-focused condition. These studies demonstrate that discussions of social change with prevention rather than promotion goals increase support for the change.

#### G156

##### **WHEN SECURE IS THREATENING: SECURE PRIMES HEIGHTEN INTERGROUP BIAS IN THE INSECURELY ATTACHED** Pauline Light<sup>1</sup>, Yarrow Dunham<sup>1</sup>; <sup>1</sup>University of California, Merced

— Prior research (Mikulincer & Shaver, 2001) found that priming attachment security led to decreased explicit bias in Israeli adults. We sought to extend this result by examining the effect of this form of priming on explicit and implicit bias in a more diverse U.S. sample. 132 ethnically diverse undergraduates reported on their attachment patterns and self-esteem and were subliminally primed with either the secure base of attachment or neutral words. They were then tested on both explicit and implicit bias. The majority of participants showed either a fearful or preoccupied attachment pattern with Asian American participants showing greater attachment-related anxiety than either Hispanic or Caucasian participants. Regardless of condition or ethnicity, participants with preoccupied attachment showed greater implicit bias against the gay population. Most strikingly, when primed with the secure base, these preoccupied participants actually showed greater explicit bias against the gay and lesbian targets than when primed with neutral words, thus showing the opposite pattern observed by prior research with a less diverse sample. These results suggest that attachment related primes interact with individual-level attachment patterns to produce varied results; while securely attached participants may become less biased following these primes, individuals with preoccupied attachment patterns show the reverse pattern, responding to secure primes with increased out-group derogation. We suggest that, for these individuals, secure-related words such as "hug" and "closeness" function as a form of threat. Future work will seek to validate this possibility.

#### G157

##### **WHITES' EVALUATIONS OF RACIAL MINORITIES WHO CONFRONT AND PLAY THE "RACE CARD"** Judy Tan<sup>1</sup>, Felicia Pratto<sup>1</sup>, Tessa West<sup>2</sup>; <sup>1</sup>University of Connecticut, <sup>2</sup>New York University

— Whether or not people perceive racial discrimination often varies as a function of ethnic group membership (Sidanius and Pratto, 1999) and these differences in perception may undermine race relations (Dovidio et al., 2002). Study 1 examined perceptual differences in the degree to which intergroup behaviors were perceived to be discriminatory. Items adapted from a race-based rejection sensitivity measure (Mendoza-Denton et al., 2002) were administered to 1,460 undergraduate African-, Asian-, and White-Americans. Results indicated that Whites attributed actions to be discriminatory significantly less than African Americans [ $F(1,681)=225.56, p<.001$ ] and Asian Americans [ $F(1,715)=362.44, p<.001$ ]. Study 2 extended these findings and examined whether Whites' ( $n=1,020$ ) evaluations of racial/ethnic minority targets would differ depending on whether targets attributed how they were treated to their race, and on whether or not targets confronted the perpetrators. Results demonstrated that when African American targets attribute treatment to race and confront the perpetrator, Whites evaluated them less favorably (i.e., they are less liked and respected), whereas targets were evaluated most favorably when targets attribute treatment to and address something other than race. Results also indicated that targets were evaluated as being more responsible when they make attributions to race, but did not confront the perpetrator. These results suggest that ethnic minorities may often experience a "double-bind": they are negatively evaluated when they make attributions to race, regardless of whether or not they confronted the perpetrator. Inter- and intrapersonal consequences for ethnic minorities (Shelton et al., 2006) are discussed in relation to strategies directed at managing interracial interactions.

**G158****THE PATH TO OUTGROUP DEROGATION: OUTGROUP-DIRECTED NEGATIVITY AS A FUNCTION OF PERCEIVED THREAT IN MORALITY-BASED GROUPS**

Michael Parker<sup>1</sup>, Ronnie Janoff-Bulman<sup>1</sup>; <sup>1</sup>University of Massachusetts Amherst – Two studies investigated motivations for ingroup favoritism and outgroup derogation. In Study 1 participants indicated the extent to which they felt positively about their ingroup and negatively about an outgroup in a context where group membership was based in either a moral belief (pro-choice versus against abortion) or a non-moral belief (Red Sox versus Yankees fan). Results indicated that greater negativity was directed towards the moral outgroup compared to the non-moral outgroup and that this was mediated by perceived threat from the outgroup. Non-moral ingroups were rated more positively on the emotion measure. Controlling for outgroup threat increased the magnitude of this relationship, suggesting that identification with ingroups based in moral beliefs is rooted in threat from an outgroup. Study 2 investigated whether dichotomous group memberships generally produce greater outgroup derogation. Participants wrote a free response about a particular group membership: a campus group, a group based on their religious beliefs, an important moral issue, or their gender identity. Two independent coders rated the responses for ingroup positivity, mention of an outgroup, and (if yes), how positively or negatively they felt about the outgroup. Both types of dichotomous group memberships (i.e., the moral and gender conditions) discussed the outgroup more than the other two conditions, but only the moral condition described the outgroup negatively. These results suggest that groups defined as dichotomies facilitate the salience of the outgroup; however, outgroup derogation does not simply result from the dichotomous nature of groups but necessarily involves the perception of threat.

**G159****THE ORIGINS OF THREAT PERCEPTIONS IN COMPETITIVE CONTEXTS**

Matthew Maxwell-Smith<sup>1</sup>, Clive Seligman<sup>1</sup>; <sup>1</sup>The University of Western Ontario – Martens' (1990) Competitive Anxiety Theory proposed that perceived threat in competitive contexts can be traced to high levels of outcome importance and outcome uncertainty. This hypothesis was tested in two studies. In Study 1, we asked 105 participants to discuss their personal experiences in a competitive event that occurred during their adult or late adolescent years. In Study 2, 179 participants were asked to generate hypothetical situations, based on their personal goals, occupation and lifestyle, in which they would be in competition against one or more people and to describe their expected reaction to this situation. In both studies, outcome importance and outcome uncertainty were manipulated by asking participants to think of competitive situations that were either very important or not at all important to them, and, in addition, to think about whether they were either very sure they would win the competition, very sure they would lose, or not at all sure they would win or lose. Across both studies, higher levels of importance, but not outcome uncertainty, led participants to report feeling significantly more threatened by the competition. Perceived threat was also predicted by the degree to which participants thought the competition represented an important part of their identity or self-definition. These findings imply that perceptions of threat in competitive contexts are primarily driven by the importance of the competition, and the desire to confirm an important aspect of one's personal identity through competition, rather than subjective estimates of winning or losing the reward.

**G160****AFFECTIVE AND COGNITIVE MECHANISMS UNDERLYING THE BENEFICIAL EFFECTS OF PERSPECTIVE TAKING**

Lisa Pagotto<sup>1</sup>, Alberto Voci<sup>1</sup>; <sup>1</sup>University of Padova – Previous research shows that assuming the perspective of a stigmatized group member leads to improved attitudes and increased prosocial responses toward the individual and the whole group. However, the underlying mechanisms accounting for these beneficial effects are still controversial. The present study investigates the role of different affective and cognitive mediators. Participants (N=170) were

asked to read the story of a Moroccan young woman, narrating her difficulties in Italy. Beforehand, they were instructed to imagine either how she feels or how they would feel in her shoes or to remain objective (control). Afterwards, participants reported their empathic responses (concern, injustice and sadness) and completed measures tapping self-other overlap: the IOS scale, a pictorial scale assessing independent movements of self and other, perceived similarity, discrepancy on descriptive traits, and care felt for the other. As criterion variables, attitudes and prosocial responses were measured both at interpersonal and intergroup level. Participants in the two perspective taking conditions showed greater empathic responses and self-other overlap compared to control, reported improved attitudes toward the individual and immigrants in general, and expressed more willingness to help the individual and support for pro-immigrants policies. A CFA performed on the mediators revealed that empathic responses and self-other overlap reflected different, although highly associated, latent constructs, whereas traits discrepancy represented a separated, more cognitive, factor. Mediation analyses using SEM indicated that all variables, except for discrepancy, played a role in explaining the effects of perspective taking. These findings shed new light on understanding of mechanisms underlying perspective taking.

**G161****RACIAL BIAS IN INFANTS?**

Kristin Concannon<sup>1</sup>, Kristin Shutts<sup>1</sup>, Elizabeth Spelke<sup>1</sup>, Wendy Mendes<sup>1</sup>; <sup>1</sup>Harvard University – Recent data suggest that White children in the U.S. can show implicit and explicit racial bias by age six (Baron & Banaji, 2006). Even more intriguing are findings that infants as young as 3 months look longer at own-race compared to other-race faces (Bar-Haim, et al., 2006). It is unclear, however, if the infant looking effects reflect social preferences or ease of processing effects tied to familiarity. Accordingly, we presented infants with a task designed to assess their social preferences in a live interaction with novel same- and other-race individuals. We recruited 13-month-old, healthy, full-term White infants for a study. Infants (N=15), arrived at the lab with their mothers and sat on her lap during the study. Two male research assistants (one Black and one White) individually entered the room in counterbalanced order. Each male had a scripted 2-minute conversation with the mother. At the end of the conversation the man offered a toy to the infant, and we measured infants' affect, interest, and reaching for the toys. After the individual toy offering events, the men re-entered the room together and then each offered the same toys to the infants in simultaneous offering events. Due to small sample size non-parametric tests were used to determine if there were racial preferences during the toy offerings. We found babies were equally likely to take the toy from the Black and White research assistants. Current research is extending this paradigm by examining how mothers' intergroup stress responses influence infants' social preferences.

**G162****TERROR MANAGEMENT IN THE 2008 PRESIDENTIAL ELECTION**

Marc D. Kinon<sup>1</sup>, Carolyn B. Murray<sup>1</sup>; <sup>1</sup>University of California, Riverside – Unlike animals, humans have been gifted with the capacity to self-reflect; to remember the past, to envision the future, and to hold in their minds what does not yet exist and turn these internal representations into a manifest reality. But this self-reflective capacity also enables humans to realize that one day they will surely die. Understanding the inevitability of death in juxtaposition to the will to live forever has the potential of causing immense terror; a terror that Terror Management Theorists posit is mitigated through the investment and, subsequent, protection of immortality conferring systems ("cultures"). The present data, collected two weeks prior to the 2008 Presidential Election, conceptualizes "political party membership" as such a "culture." Utilizing the Terror Management framework, it was predicted that Democrats in a mortality salience condition would exhibit a greater pro-Obama bias (i.e., mean evaluation of Obama minus mean evaluation of McCain) as compared to Democrats in control conditions. It was also hypothesized that Republicans in a mortality salience condition would exhibit a lesser pro-Obama bias as

compared to Republicans in control conditions. 66 Democrats and 38 Republicans from two southern California universities participated in the study. The hypotheses were upheld (in some cases marginally significant) and moderated by level of self-esteem. These findings are discussed in terms of limitations and future research.

#### G163

##### **OUT OF MANY, ONE?: PATRIOTISM AND THE ROLE OF SOCIETAL FAIRNESS**

Ludwin E. Molina<sup>1</sup>; <sup>1</sup>University of Kansas – “E Pluribus Unum” – “Out of many, one” – is a motto found on the Great Seal of the United States and captures one of the greatest challenges facing America today – how to engender unity amidst diversity? A brief look at the social psychological literature examining subgroup differences on patriotism demonstrates results have been mixed (e.g., see Sidanius, Feshbach, Levin, & Pratto, 1997; De la Garza, Falcon, & Garcia, 1996). The present research attempts to clarify one of the psychological factors associated with the formation and maintenance of patriotism among various ethnic subgroups. In brief, how do perceptions of societal fairness (e.g., group discrimination) impact feelings of patriotism? Study one is correlational and examines whether societal fairness moderates ethnic subgroup differences on patriotism. Findings indicate that this construct is related to levels of patriotism and interacts with respondent ethnic group membership. Study two is experimental and primes societal fairness – via an item order manipulation – within a questionnaire. In particular, half of the participants were randomly assigned to answer societal fairness items before responding to patriotism items (i.e., prime societal fairness) while the other half answered the same items in the reverse order (i.e., no prime). Findings indicate that the item order manipulation had a significant impact on feelings of patriotism that varied as a function of respondent ethnic group. For instance, White respondents who were primed with societal fairness had higher levels of patriotism compared to Latino respondents who received the same prime.

#### G164

##### **THE RELATIONSHIP OF ETHNIC IDENTITY, SELF-ESTEEM, AND OUTGROUP DIVERSITY AMONG AFRICAN AMERICANS**

Bianca T. Holmes<sup>1</sup>, Lilia Briones<sup>1</sup>, Carolyn Murray<sup>1</sup>; <sup>1</sup>University of California Riverside – Ethnic identity (EID), the degree to which an individual feels part of a particular ethnic group, has been shown to be especially beneficial to ethnic minorities. For African Americans, there is evidence that a strong ethnic identity is associated with positive social psychological outcomes such as academic success and subjective well-being. However, only a few studies have examined the relationship between ethnic identity and inter-group contact, especially in a context in which African Americans are underrepresented (e.g., academia). The purpose of the current study was to explore the relationship between African-American EID and out-group contact as well as individual self-esteem. 121 African American undergraduate students were surveyed about their friendship networks, ethnic identity, out-group contact and self-esteem. Self-esteem was found to be positively correlated with EID such that those higher in ethnic identity exploration (or willingness to find out more about their ethnic culture) were also higher in self esteem. EID was also related to high out-group contact, though not significantly. Not surprisingly, out-group contact and diversity of friendship networks were positively correlated. There was a gender effect such that the overall network of friends for African American males was significantly more diverse than for females. The implications and benefits of high EID are discussed in relationship to academic and other social-psychological variables.

#### G165

##### **EFFECTS OF INTERGROUP DIALOGUE ON ANTICIPATED INTERGROUP COOPERATION**

Delia Saenz<sup>1</sup>, Patricia Gurin<sup>2</sup>; <sup>1</sup>Arizona State University, <sup>2</sup>University of Michigan – The effects of intergroup dialogue on changes in intergroup attitudes, understanding, and cooperation were assessed in concurrent field studies conducted at 9 private and public universities across the country. 1042 undergraduates volunteered to participate in a for-credit course on race or gender, and were randomly assigned to an

intergroup dialogue (IGD) course (experimental condition) or to a control condition (wait list control or social science comparison). A standardized curriculum, inclusive of communication skills, intergroup understanding, group work, and critical self-reflection content, was administered by trained facilitators to IGD participants over the course of 13 weeks (26 contact hours). Social science participants enrolled in a regular course focused on race or gender; wait list control participants received neither relevant content nor experiential training. Dialogue groups were each comprised of: 4 males of color, 4 females of color, 4 white males, 4 white females. Participants in the control groups were matched demographically to IGD participants. A longitudinal, randomized design with mixed methods (qualitative, quantitative methods) was utilized. Measures of intergroup attitudes, understanding, and collaboration were administered prior to the start of the term, at the end of the term, and one year later. As predicted, significant positive changes occurred in pre- to post-measures for IGD participants only. For the primary measures of interest (action outcomes), IGD participants indicated greater inclination to engage in social justice, anti-bias behaviors in the present as well as in the future. Implications of this work for higher education, diversity, and intergroup theory are discussed.

#### G166

##### **A COLLATERAL ADVANTAGE OF DRAWING ATTENTION TO THE PROBLEM OF GLOBAL WARMING: INCREASED SUPPORT FOR PEACE-MAKING AND DECREASED SUPPORT FOR WAR**

Mike Sowa<sup>1</sup>, Tom Pyszczynski<sup>1</sup>, Matt Motyl<sup>2</sup>, Ken Vail<sup>3</sup>, Zach Rothschild<sup>4</sup>, Jamie Arndt<sup>3</sup>, Gilad Hirschberger<sup>5</sup>; <sup>1</sup>University of Colorado at Colorado Springs, <sup>2</sup>University of Virginia, <sup>3</sup>University of Missouri, <sup>4</sup>Kansas University, <sup>5</sup>Bar-Ilan University – Today's world remains locked in violent conflicts while facing a multitude of other serious problems such as economic recession, crises in health care, and the specter of global climate change. Terror management theory research has documented the role of existential fear in international conflicts by showing that reminders of death often increase support for war and terrorism. Global warming and the many other problems humankind is facing could exacerbate each other, leading to increased competition for resources, increased international conflict, and global catastrophe. It is also possible, however, that facing a shared global threat might encourage cooperation among rival groups and promote peaceful coexistence. Three studies showed that focus on the superordinate threat of global warming can help bridge the gap between competing cultures, encourage peaceful coexistence, and discourage support for war in the face of existential threat. In Study 1, mortality salience (MS) increased Americans' support for international peace-building after imagining the consequences of global warming, but not when asked to imagine a local catastrophe, an earthquake in San Francisco. In Study 2, MS increased Americans' support for war against Iran after imagining the local catastrophe of mass flooding in China; imagining global warming completely eliminated this effect. Study 3 was conducted among Arab citizens of Israel during the January 2009 Israeli invasion of Gaza. For those high in the perception of shared humanity, MS increased support for peaceful coexistence with Israeli Jews after imagining global warming but not a local catastrophe.

#### G167

##### **THE EFFECTS OF LEARNING AND PERFORMANCE GOALS ON PSYCHOLOGICAL AND BEHAVIORAL RESPONSES TO INTERGROUP CONTACT**

Katya Migacheva<sup>1</sup>, Linda R. Tropp<sup>1</sup>; <sup>1</sup>University of Massachusetts Amherst – The effects of learning and performance goal orientations on experiences during intergroup contact were examined. White female participants received either learning or performance goal instructions prior to an interaction with a Black or White partner, during which they would discuss a race-sensitive or race-neutral topic. Participants reported their affect and expectations prior to the interaction, and participants' verbal and nonverbal behaviors during the interaction were videotaped and coded. Participants who received learning goal instructions showed more willingness to engage with a Black partner on a race-sensi-

tive topic than participants who received performance goal instructions (as demonstrated through greater eye contact, less fidgeting, and fewer speech disfluencies). However, with a less threatening, race-neutral topic, performance goals affected positively participants' engagement during the interaction. Potential mechanisms underlying effects of different goal settings in more or less threatening contexts are discussed.

#### G168

**LET'S AGREE TO DISAGREE: SOCIAL DOMINANCE ORIENTATION, OBAMA, AND THE 2008 ELECTION** Kristin E. Henkel<sup>1</sup>, Mark D. Cistulli<sup>2</sup>, Judy Tan<sup>1</sup>, Amy Huntington<sup>1</sup>, Valerie Earnshaw<sup>1</sup>; <sup>1</sup>University of Connecticut, <sup>2</sup>University of Hartford – Social Dominance Orientation (SDO; Pratto et al., 1994) has long been associated with political orientation such that those low on SDO tend to be more liberal and those high on SDO tend to be more conservative (e.g. Lippa & Arad, 1999). SDO is also correlated with negative intergroup attitudes (e.g. Sidanius & Pratto, 1999). On November 4, 2008, Americans elected their first Black president and in doing so, brought to light many questions about intergroup attitudes in America. With this event as a backdrop, two studies were designed to explore the relationship between SDO, feelings about the election, and perceptions of Barack Obama using the C4 Scale (measuring competence, credibility, compassion, and charisma; Buck & Vieira, 2002). Both studies were survey studies and data were collected on the internet. As expected, in a student sample, SDO predicted participants' happiness with the outcome of the election such that high SDO participants were less happy with the outcome. Perceptions of Obama's charisma fully mediated this relationship. However, a second study showed that in a community sample, perceptions of Obama's competence fully mediated the relationship between SDO and happiness with the election. A second dependent variable, perceptions of the majority of Americans' happiness with the outcome of the election, was measured in the second study as well. Perceptions of Obama's competence, credibility, and compassion mediated the relationship between SDO and perceptions of the majority's happiness. Implications of these results for the American political process and intergroup relations are discussed.

#### G169

**FORGET ME NOT? CRIMINAL STEREOTYPES AFFECT EYEWITNESSES' MEMORY OF THE PERCEIVED STEREOTYPICALITY OF A SUSPECT** Danny Osborne<sup>1</sup>, Paul G. Davies<sup>2</sup>, Jennifer L. Eberhardt<sup>3</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of British Columbia, <sup>3</sup>Stanford University – Despite the intergroup nature of the criminal justice system (Eberhardt, Davies, Purdie-Vaughns, & Johnson, 2006), no studies have looked at the impact racial stereotypes have on eyewitness identifications. This is unfortunate, as past research demonstrates that people remember information in a stereotype-consistent manner (Roediger & McDermott, 1995). As such, different racial stereotypes about the assumed race of criminals associated with different crimes could systematically influence eyewitness identifications. Specifically, stereotypically "Black crimes" could cause eyewitnesses to remember a suspect as appearing more phenotypically representative of Blacks (i.e., higher in perceived Black stereotypicality) than stereotypically "White crimes." The current program of research conducted three studies that test this possibility. In Study 1 (N = 33), we demonstrate that different racial stereotypes exist about the assumed race of criminals suspected of committing different crimes. Study 2 (N = 116) builds on this finding and shows that, despite watching the same video, participants led to believe that they saw a suspect accused of a stereotypically Black crime remember the suspect as appearing higher in perceived Black stereotypicality than participants led to believe that they saw a suspect accused of 1) a stereotypically White crime or 2) a control event. Finally, Study 3 (N = 119) provides a conceptual replication of this finding using different crimes and shows that the effect is due to errors that occur during the encoding (as opposed to retrieval) process. This research has important implications for eyewitness identifications and also suggests that stereotypicality can function as a dependent variable.

#### G170

**USING COLLECTIVE IDENTITY THREATS TO MANIPULATE THE LEGITIMACY OF VIOLENCE** Michael King<sup>1</sup>, Tal Zelinger<sup>1</sup>, Donald M. Taylor<sup>1</sup>; <sup>1</sup>McGill University – Security and intelligence agencies assert that the al-Qaeda movement legitimizes terrorism by propagating the "single narrative". This narrative depicts Islam as being under attack by Western leaders and their allies. Indeed, our interviews with jihadists in Indonesia and Canada confirm that, although people who engage in violence might not necessarily feel personally threatened, they perceive their collective identity as being under attack. The present study uses the framework of social identity theory to investigate if the legitimacy of violence can be manipulated using such identity threats. Jewish students were presented with a fictitious news article depicting a court trial of a Jewish man who pled guilty to bombing a market in Gaza. Participants were asked to recommend a sentence length for the alleged terrorist, and to rate the bombings on negative and positive attributes. The study included three conditions, each of which involved the terrorist citing a different threat to the Jewish identity as justification for the bombings. The first threat concerned Jewish collective self-esteem, the second threat concerned Jewish distinctiveness, and the third was a general threat to Jewish identity. High identifiers, as opposed to low-identifiers, exposed to a justification based on a collective self-esteem threat, gave shorter sentences to the terrorist. Moreover, high identifiers in the same condition also rated the bombing as more positive and less negative than participants in other conditions. The implications of these findings for counter-radicalization and strategic communications are discussed.

#### G171

**HIDING INTERGROUP DISPARITIES UNDER A CLOAK OF EQUALITY: ANTI-EGALITARIAN WHITES' MOTIVATED PERCEPTIONS OF THE ACHIEVEMENT OF RACIAL EQUALITY** Rebecca S Schaumburg<sup>1</sup>, Brian S Lowery<sup>1</sup>, Rosalind M Chow<sup>2</sup>, Eric D Knowles<sup>3</sup>; <sup>1</sup>Stanford University, <sup>2</sup>Carnegie Mellon University, <sup>3</sup>University of California, Irvine – The election of Barack Obama reminded this country of the progress it has made towards achieving racial equality. Nevertheless, exactly what Obama's presidency signals about the state of racial equality remains open to interpretation. We present evidence that Whites' endorsement of the belief that the United States has achieved racial equality may stem from a desire to protect their group's advantages. Study 1 investigated the prediction that dominance concerns may motivate the construal that Obama's election indicates that the United States has achieved racial equality. A longitudinal assessment of White's perceptions of Obama's election revealed that among anti-egalitarian Whites (i.e., Whites high in social dominance orientation) the more they recognized their racial group to be unfairly advantaged, the more they endorsed the belief that Obama's election signaled the achievement of racial equality. Study 2 was designed to provide further support that a desire to protect their group's advantages drives anti-egalitarian Whites' perceptions of racial equality. This study manipulated both the perceived nature and legitimacy of racial inequality. Among anti-egalitarian Whites, information that Whites are unfairly advantaged prompted greater endorsement of the belief that the United States is a colorblind society. These studies suggest that a desire to obscure and protect their group's advantages may motivate anti-egalitarian Whites to endorse the belief that the United States has achieved racial equality.

#### G172

**THE RACISM PROTOTYPE AND ATTRIBUTIONS TO DISCRIMINATION: ARE DOMAIN STEREOTYPES MORE IMPORTANT THAN GROUP STATUS?** Zoe Kinias<sup>1</sup>, Laurie O'Brien<sup>2</sup>, Brenda Major<sup>3</sup>; <sup>1</sup>INSEAD, <sup>2</sup>Tulane University, <sup>3</sup>University of California, Santa Barbara – This research investigated elements of racism prototypes (cognitive representations of racism) as factors that influence observers' attributions to discrimination when a job applicant is rejected under ambiguous circumstances (e.g., Inman & Baron, 1996; O'Brien, Kinias, & Major, 2008). Observer ethnicity, target ethnicity, and situational context interact to shape attributions to dis-

crimination. Consistent with prior evidence of status asymmetry, participants generally thought Black targets were discriminated against more than White targets. Results also supported stereotype asymmetry. White participants were influenced by situationally-relevant stereotypes, such that they were more likely to make an attribution to discrimination when a White applicant was rejected for a job that required stereotypically Black (vs. White) skills and when a Black applicant was rejected for a job that required stereotypically White (vs. Black) skills. Ethnic minority participants, in contrast, were only influenced by situationally-relevant stereotypes when the target was Black; when the target was White, they perceived low levels of discrimination regardless of the situational context. Rejection events fitting participants' racism prototypes mediated the process.

### G173

**EMOTION AND APOLOGY IN MACEDONIA: TESTING THE ROLE OF RESPONSIBILITY AND SUFFERING INFERENCES IN INTERNATIONAL CONFLICT** Milica Vasiljevic<sup>1</sup>, Roger Giner-Sorolla<sup>1</sup>; <sup>1</sup>University of Kent at Canterbury – A model of the effect of emotion in apologies between social groups has recently been developed using the issue of second-hand smoking (Giner-Sorolla & Zebel, 2009). In that model, inferences of suffering and responsibility taking mediated the effects of emotional language on acceptance of the apology. But can this model translate to apologies between rivals in more deeply entrenched national conflicts? The work on smokers has not found that suffering directly leads to satisfaction with apology, while such retributive feelings might show more strongly in a more bitter conflict. We ran an experiment among 228 citizens of the former Yugoslav republic of Macedonia against the backdrop of its long-standing border conflict with Greece. The experiment described the apology of an anonymous Greek citizen for Greece's role in a recent incident of friction between the two countries, varying which of six emotional and non-emotional expressions he used. We assessed the mediating role of inferences of suffering, responsibility taking, and forthcoming reparations in predicting satisfaction and insult. Unlike previous samples, emotional language largely influenced inferences of suffering rather than responsibility, and suffering had a stronger role in creating expectations of better behavior from Greeks, which in turn predicted positive reactions most strongly. As suspected, direct inferences of suffering, independently of expected behavior, were the main predictor of reduced insult from emotional apology. Thus, although Macedonians took little joy in the suffering of their rivals, suffering did expiate insult. We will discuss some cultural and situational explanations for these results.

### G174

**EMOTION REGULATION AND INTERRACIAL INTERACTION: IMPLICATIONS FOR PREJUDICE MAINTENANCE AND EXECUTIVE FUNCTION** Adam R. Pearson<sup>1</sup>, John F. Dovidio<sup>1</sup>, Curtis Phillips<sup>2</sup>; <sup>1</sup>Yale University, <sup>2</sup>York University – Interracial interactions in the U.S. are often stressful for members of both majority and minority groups. Ironically, efforts to manage one's behavior to navigate these interactions can often backfire, leading to impaired cognitive functioning and more negative interactions, particularly for more implicitly biased Whites. We hypothesized that these consequences may stem, in part, from different emotion control strategies employed by high and low prejudiced Whites to navigate these interactions. In this study, more implicitly prejudiced Whites who were instructed to suppress negative emotions during an interracial interaction or were given no explicit regulation instructions performed worse on a Stroop color-naming task and perceived a Black confederate as less friendly than Whites lower in implicit prejudice. Instructing participants to suppress positive emotions, however, produced the opposite pattern: Compared to their lower prejudiced counterparts, higher prejudiced Whites made more favorable judgments of the confederate and showed no evidence of stroop impairment. Together, these results suggest that efforts to suppress negative emotions in interracial interactions may, in part, underlie previously documented deficits in executive function among high prejudiced Whites and, ironically, enhance these individu-

als' tendencies to see prejudice in others. More generally, these findings underscore the importance of examining how emotions are not only experienced but also self-regulated in intergroup interactions for understanding the often varied intrapersonal and interpersonal consequences of intergroup contact.

### G175

**CULTURE AND MIMICRY AS AGENTS FOR PREJUDICE REDUCTION: THE ROLE OF SOCIAL LINKS AND ENACTING CULTURAL BEHAVIORS IN CROSS-GROUP FRIENDSHIPS** Tiffany Brannon<sup>1</sup>, Gregory M. Walton<sup>1</sup>, A. David Nussbaum<sup>2</sup>, Steven J. Spencer<sup>2</sup>, Emiko Yoshida<sup>2</sup>; <sup>1</sup>Stanford University, <sup>2</sup>University of Waterloo – Three studies tested a novel process by which intergroup contact may reduce prejudice. The studies feature behavioral mimicry as a means to manipulate a perceived social connection to a member of another group (Lakin & Chartrand, 2003). Extending research on "mere belonging" (Walton & Cohen, 2009), we hypothesize that people develop culturally-specific interests on the basis of even minimal social connections to members of other groups. In turn, we propose that enacting these interests behaviorally reduces prejudice through cognitive dissonance. In Study 1 trained Chinese-Canadian confederates did or did not mimic European-Canadian participants in a "getting to know you" conversation. As predicted, mimicked participants subsequently reported greater interest in Chinese culture. They also completed more lottery tickets to win Chinese cultural products. Study 2 replicated these results correlationally. Study 3 included a manipulation of the opportunity to take part in a culturally-specific activity. Trained Mexican-American confederates did or did not mimic non-Hispanic participants. The two worked together to create a video for a pop song said to be by either a popular Mexican band or a popular Portuguese band. We predicted that mimicked participants in the Mexican band condition—who believed themselves to have taken part in creating a distinctive Mexican cultural product—would show greater interest in Mexican culture and reduced prejudice against Mexican-Americans. Results showed initial support for the hypothesis. Discussion addresses implications for intergroup contact, for socially-shared interests, and for prejudice reduction.

### G176

**UNDERSTANDING DIVERSITY AND PERCEPTIONS OF AMERICANNES** Melissa-Sue John<sup>1</sup>, John Dovidio<sup>2</sup>; <sup>1</sup>University of Connecticut, Storrs, <sup>2</sup>Yale University – The United States is a diverse society composed of many identifiable racial and ethnic groups. However, despite demographic trends toward increased diversity, the standard for being American remains singular – being White (Devos & Banaji, 2005; Sidanius, Feshbach, Levin, & Pratto, 1997) and the model of intergroup relations revolves around White-Black relations. The present research tested the hypothesis, in two studies, that different racial and ethnic groups systematically vary from the prototypical White representation of American. Study 1, using a category norm framework, demonstrated that participants perceived groups along a continuum of "Americanness," and not merely in terms of White versus not White. Whereas the category norm methodology of Study 1 suggested a specific ordering of different groups in Americanness, Study 2 investigated potential dimensions of difference that underlie the rank ordering of the different groups. In Study 2, participants were instructed to rate the similarity of different Americans to each other. Using multi-dimensional scaling, Study 2 found that American prototypicality was determined by two dimensions, reflecting ethnic and civic (ideological) differences. Taken together, these two studies reveal the value of going beyond a model of majority-minority groups focused in White-Black relations in the US to consider the how different racial and ethnic groups vary in Americanness. Implications for understanding the different conditions that moderate bias toward various groups and ways of developing interventions to combat different types of bias are considered.

**G177****WHEN DOES EXTENDED CONTACT WORK BEST AND WHAT ARE ITS LONG-TERM EFFECTS?**

Anja Eller<sup>1</sup>, Dominic Abrams<sup>2</sup>, Angel Gomez<sup>3</sup>; <sup>1</sup>University of St Andrews, UK, <sup>2</sup>University of Kent, UK, <sup>3</sup>UNED, Spain – Extended contact theory proposes that knowledge of ingroup-outgroup friendships leads to reductions of intergroup bias. However, the evidence is largely cross-sectional and experimental rather than longitudinal and generalizable. We investigate (a) when extended contact is more or less effective than direct contact, (b) long-term effects of contact (over a period of two years), and (c) the causal direction between direct and extended contact. These questions are assessed across one cross-sectional and five longitudinal studies (total N = 1340) that examine the effects of direct and extended intergroup contact on five measures of cognitive outcomes, six measures of affective outcomes, and one measure of behavioral outcome, with different participant populations, time frames, age groups, and countries/cultures. Cross-sectionally and longitudinally extended contact improved intergroup relations only when direct contact was low, rather than high. Direct and extended contact both had long-term effects on criterion variables and the causal direction was predominantly from contact to criterion variables. Finally, despite some indication of circularity, extended contact predicted direct contact over time, thus preparing people for direct contact. These findings confirm the major tenets of intergroup contact theory and provide valuable longitudinal support for extended contact theory.

**G178****PERSONALIZATION AND THE REDUCTION OF INGROUP FAVORITISM**

Nathan Arbuckle<sup>1</sup>; <sup>1</sup>The Ohio State University – Research has demonstrated that people are motivated to favor their ingroups. This has been demonstrated in a variety of domains, such as event construal (Hastorf & Cantril, 1954), allocation of resources (Tajfel, Billig, Bundy, & Flament, 1971), and moral reasoning (Valdesolo & DeSteno, 2007). Self-categorization theory suggests that a self-construal shift underlies this motivation; when one is self-categorized at the group level, identity is depersonalized and self-interest becomes group-interest (Turner, Hogg, Oakes, Reicher, & Wetherell, 1987). However, no research has directly examined the role of personal self-construal in preventing the motivation to favor one's groups. In a series of studies, we set out to determine whether construing oneself at the personal level, or personalization, would eliminate ingroup favoritism. If a shift from personal to collective self provides the motivational fuel for ingroup favoritism, then preventing this shift should prevent the favoritism. Personalization was induced by having participants answer questions about their personal qualities and uniqueness. In one study, those participants who were personalized showed a reduced tendency to see news reports and scientific research as biased against their group, relative to those in a control condition. A second study found that personalized participants were less likely than those in a control condition to say that an ingroup member's unfair behavior was justified. Taken together, these studies demonstrate that preventing shifts in self-construal through personalization can decrease motivation to favor one's group.

**G179****AFFECTIVE MEDIATORS AND BEHAVIOURAL CONSEQUENCES OF IMAGINED INTERGROUP CONTACT**

Rhiannon Turner<sup>1</sup>; <sup>1</sup>University of Leeds – Extensive research over the past fifty years has shown that contact between members of different groups is, under optimal conditions, effective at reducing intergroup prejudice (Pettigrew & Tropp, 2006). Extending intergroup contact theory, recent research has shown that simply imagining contact with an outgroup member results in a more positive attitude towards that group. Two studies show that (a) imagined contact has diverse consequences for intergroup relations, and (b) affective processes underlie the impact of imagined contact. In Experiment 1, British high school students who imagined talking to an asylum seeker subsequently had a greater tendency to approach asylum seekers than participants in a control condition. Path analysis revealed that this

relationship was mediated by outgroup trust and outgroup attitude. In Experiment 2, straight undergraduate students who imagined an interaction with a gay individual subsequently had a greater tendency to approach, and a reduced tendency to avoid, gay people. Path analyses showed that these relationships were mediated by outgroup trust, outgroup attitude, and reduced intergroup anxiety. These findings suggest that, by changing affective reactions to the outgroup, imagining contact may help to prepare people for face-to-face intergroup encounters by increasing their desire to form outgroup relationships, and reducing their desire to avoid such relationships.

**G180****FUNGIBILITY OF MASCULINE AND FEMININE FORMS OF POWER**

Eileen V. Pitpitan<sup>1</sup>, Felicia Pratto<sup>1</sup>; <sup>1</sup>University of Connecticut – Throughout history and in societies that accumulate wealth, men, on average, possess more power than women. The types of power that are monopolized more by men are force, legitimacy, resources, and obligations from others. Whereas women on average, possess more obligations to others and a more desirable sexuality. Not only are they more powerful, but the types of power that men hold may also be more readily exchanged for more or other types of power. That is, men's assets or forms of power are more fungible than women's forms of power. We tested this hypothesis with two studies using different methods. In Study 1, participants rated the ease of use in gaining one power type by using another specific power type (e.g., using resources to gain legitimacy). Results indicated that on average, the forms of power that are traditionally held by men were seen as more easy to use to gain power (i.e., more fungible) than the forms of power traditionally held by women. This study also shows how different ethics of men and women using power relates to power fungibility. In Study 2, we used an innovative power dynamics game to examine the extent to which holding more or different masculine or feminine power types can lead one to be perceived or not be perceived as powerful. Results will be discussed with respect to theoretical advances in examining and understanding power dynamics and gender inequality.

**G181****THROUGH THE LENSE OF THE PAST: HOW INCLUSIVE AND EXCLUSIVE CONSTRUALS OF INGROUP VICTIMIZATION AFFECT INTERGROUP RELATIONS**

Johanna Ray Vollhardt<sup>1</sup>; <sup>1</sup>Clark University – The scarce social psychological literature on collective victimization has primarily examined negative effects of focusing on ingroup suffering (Noor et al., 2008; Wohl & Branscombe, 2008). I refer to this as "exclusive victim consciousness" and propose that victim consciousness can also be inclusive, entailing awareness of similarities between the ingroup's and other groups' experiences of collective victimization. A survey study was conducted among 170 members of various ethnic, religious and racial minority groups in the US to test the hypothesis that while exclusive victim consciousness predicts destructive intergroup outcomes, inclusive victim consciousness predicts prosocial outcomes. The findings indicate that the developed measures of inclusive and exclusive victim consciousness were reliable, and support for the hypotheses was obtained. Inclusive victim consciousness predicted - moderated by personal centrality of ingroup victimization - prosocial attitudes and behaviors toward other victim groups and increased willingness to reconcile with the perpetrator group. Exclusive victim consciousness, in contrast, predicted desire for revenge. In conclusion, pathways toward potentially constructive outcomes of collective victimhood are demonstrated.

**G182****THE MOTIVATIONAL DYNAMICS OF SOCIAL MEMORY: IDENTIFICATION WITH A MIXED-RACE GROUP REPLACES OWN-RACE BIAS WITH OWN-GROUP BIAS**

Jay Van Bavel<sup>2</sup>, Rachel O'Connor<sup>1</sup>, William Cunningham<sup>1</sup>; <sup>1</sup>The Ohio State University, <sup>2</sup>New York University – Dozens of studies have documented own-race bias - superior recognition memory for own-race faces compared to other-race faces. According to the perceptual expertise model, people are more likely to interact with members of their own race and therefore become more expert at distinguishing the physiognomy of

own-race faces. According to the social cognitive model, own-race bias occurs because people perceive in-group members as individuals and out-group members according to their social category membership. We contrasted these two models and examined the effects of motivational salience, goal strength and situational affordances on social memory. Participants were randomly assigned to a mixed-race minimal group or a control condition in which participants merely learned about two mixed-race groups. Consistent with the social cognitive model, participants assigned to a mixed-race group had less own-race bias than participants in the control condition. Instead, participants assigned to a mixed-race group had own-group bias – superior recognition memory for in-group faces compared to out-group faces. Follow-up experiments showed that own-group bias was moderated by the strength of participants' commitment to their minimal group and situational affordances. Specifically, participants who reported the strongest identification with their mixed-race minimal group had the largest own-group memory bias. However, own-group bias was attenuated among participants who were assigned to a role that directed their attention toward out-group members: they showed equal recognition memory for in-group and out-group faces. These experiments provide evidence that the motivational aspects of our social identities help organize social memory and can override the robust effects of race.

### G183

**THE IMPACT OF INGROUP IDENTIFICATION ON CONSTRUALS OF INTERGROUP VIOLENCE AMONG PERPETRATOR AND VICTIM GROUPS** Rezarta Bilali<sup>1</sup>; <sup>1</sup>University of Massachusetts Boston – The present research examines the relationship between ingroup identification and construals of intergroup violence in perpetrator and victim groups. Drawing on social identity theory, hypotheses regarding cross-group and within-group variations in these construals were tested in two different contexts of collective victimization. Study 1 examined the effect of ethnic (Turkish) identification (N = 124) on construals of an ingroup perpetrator event (the massacres of Armenians by Turks between 1880-1920). Study 2 (among 194 ethnic Turks and 80 ethnic Kurds) examined the influence of both ethnic and national ingroup identification on individuals' construals of victimization in the Turkish-Kurdish conflict that took place between 1984 and 2005. Across both studies, the results showed that stronger ethnic ingroup identification was related to perceiving the ingroup as the victim of the conflict. In both studies, multiple regression analyses revealed that stronger ethnic identification was related to (a) attributing more outgroup responsibility, but less ingroup responsibility for the violence, and (b) to higher perceived ingroup victimization and lower perceived outgroup victimization. In Study 2, each group endorsed a conflict frame that portrayed the ingroup as a victim (i.e., Turks perceived the conflict as a terrorism issue whereas Kurds perceived the conflict as a minority rights issue). These conflict frames mediated the effect of ingroup identification on perceived ingroup victimization. Furthermore, for the perpetrator group (Turks) ethnic and national identification had parallel effects, whereas for the victim group (Kurds) national and ethnic identification had opposite effects on perceived ingroup victimization.

## Self/Identity

### G184

**ON THE PANCULTURALITY OF SELF-ENHANCEMENT: SELF-ENHANCEMENT INCREASES WELL-BEING IN THE US AND CHINA** Erin M. O'Mara<sup>1</sup>, Lowell Gaertner<sup>1</sup>, Constantine Sedikides<sup>2</sup>, Xinyue Zhou<sup>3</sup>, Yanping Liu<sup>3</sup>; <sup>1</sup>University of Tennessee, <sup>2</sup>University of Southampton, UK, <sup>3</sup>Sun Yat-Sen University, China – There is a debate in the literature as to whether self-enhancement is a byproduct of Western culture (e.g., Heine, Lehman, Markus, & Kitayama, 1999) or a universal motive (e.g., Sedikides, Gaertner, & Vevea, 2005). Consistent with the universal account are data demonstrating that both Westerners and Easterners tactically self-enhance by positively differentiating self from others on important attributes but not

on unimportant attributes (Sedikides et al., 2005). The current research examines the functional association between tactical self-enhancement and psychological well-being using a longitudinal, cross-cultural study. College students in the US (n = 90) and China (n = 131) completed measures of well-being. A week later, they (a) listed an attribute that they deemed personally important, (b) described (based on random assignment) how that attribute is either more descriptive of themselves than of other students (i.e., self-enhancement), or less descriptive of themselves than of other students (i.e., self-deprecation), and (c) completed the same measures of well-being from the prior week. A residualized analysis of change in well-being from Time 1 to Time 2 revealed that participants who were randomly assigned to self-enhance reported greater well-being than did participants who self-deprecated. This pattern was evidenced in both the US and China and was most pronounced in both cultures among persons initially lower in well-being. That both cultures evidenced the same functional association between self-enhancement and well-being is consistent with the possibility that self-enhancement is a universal human motive.

### G185

**SELF-SUSPENSION AND SELF-CONTROL: UNDERMINING THE SELF LEADS TO POORER SELF-CONTROL** Steven Shirk<sup>1</sup>, Lisa Krusemark<sup>1</sup>, Chris Burgin<sup>1</sup>, Leonard Martin<sup>1</sup>; <sup>1</sup>University of Georgia – The self serves as an important source of information in guiding individuals' behavior. According to the self-suspension hypothesis (Martin, Shirk, & Burgin, 2009), self-control failure occurs when individuals fail to consult their self as a source of information. Therefore, undermining the validity of the self as a source of information should lead to poorer self-control because the self is no longer consulted. To test this hypothesis, we gave participants a list of traits and had them choose five traits that best describe either themselves or a friend. Next, of those individuals who picked traits describing themselves, some of them wrote about a time they acted consistently with each trait while some wrote about a time they acted inconsistently with each trait. Those participants asked to describe a friend wrote about times that the friend behaved consistently with the traits. Next, all the participants completed an executive function task as a measure of self-control ability. Lastly, participants completed a series of scales (e.g., rumination, self-determination, and self-awareness). As predicted, participants who wrote about times they acted inconsistently with each trait performed worse on an executive function task compared to those participants who wrote about times they acted consistently or about a friend. There was no difference between the three conditions in reported rumination, self-determination, or self-awareness. Thus, undermining the validity of the self as a source of information can negatively affect and undermine individuals' ability to self-control.

### G186

**EXPERIENCING TRANSITIONAL LIFE EVENTS: ENDORSING PERSONAL VALUES WHILE VISITING AN UNFAMILIAR COUNTRY** Chris J. Burgin<sup>1</sup>, Leonard L. Martin<sup>1</sup>; <sup>1</sup>The University of Georgia – Caspi and Moffitt (1993) propose that in the midst of novel life-transitions individuals will favor dispositional values and characteristics, when information on how to behave adaptively is not available. To test this hypothesis, we presented participants (N = 68) with a list of values (e.g., Humble, Ambitious, etc.) and had them rate how much they personally value each item and how much others (their culture) value each item. Next, we asked participants to describe either an average day of their life, what their life would be like 2 weeks after moving to a familiar country, 2 weeks after moving to an unfamiliar country or, 2 years after moving to an unfamiliar country. While the latter three would be considered life-transitions, only the third (2 years / unfamiliar country) would produce effects consistent with those proposed by Caspi and Moffitt. Specifically, in this condition individuals in an unfamiliar environment will prefer personal values to the values of others. Finally, we had participants rate how much they valued each item at that moment. Consistent with our hypothesis, participants who wrote about what life would be like 2 weeks after living in an unfamiliar country (compared to the other three conditions) were more likely

to prefer values they had originally endorsed over cultures values,  $F(3, 64) = 4.20, p = .009$ . In short, participants who described a transitional life event were more likely to base their current value evaluations more on prior personal values than cultural values.

### G187

**INDEPENDENCE AND VOLUNTARY SETTLEMENT: THE ROLE OF SELF-PERCEPTIONS IN THE MIGRATION PROCESS** Yao Wang<sup>1</sup>, Paula Pietromonaco<sup>1</sup>; <sup>1</sup>University of Massachusetts Amherst – Two studies tested the voluntary settlement hypothesis that economically motivated voluntary settlement in the frontier fosters independent agency (Kitayama et al., 2006). Although the frontier has ceased to exist, two components of the hypothesis may still be at work for international migration today: a) Voluntary migrants were predicted to have more independent self-views than non-migrants (self-selection); b) Migrants were expected to become even more independent after they settle down in the new country (reinforcement). Using Chinese college students who are currently going through the migration process, we examined the role of self-perceptions before and after migration. In Study 1, students at Beijing University reported their self-perceptions and post-graduation plans. As predicted, participants with more independent self-views reported greater likelihood of going abroad after graduation, while participants with more interdependent self-views were more willing to return to China if they left the country. Study 2 was a short-term longitudinal study on Chinese college students who recently arrived in the United States. Participants completed a questionnaire at the beginning and end of their first year in the U.S. As predicted, participants became significantly more independent over time, while their overall level of interdependence did not change. Socialization activities and social support were found to be partly responsible for changes in self-views. Moreover, independent and interdependent self-views were both revealed to be beneficial for participants' well-being. In sum, these studies supported the voluntary settlement hypothesis. Future research needs to examine international migration in other directions to establish the generalizability of the findings.

### G188

**"AT ONE WITH NATURE": COLLECTIVE SELF-BREADTH AND ENVIRONMENTALISM** Ellen J. Glenn<sup>1</sup>, Wendi L. Gardner<sup>1</sup>; <sup>1</sup>Northwestern University – At the collective level of self-concept, people obtain self-definition from group memberships (Brewer & Gardner, 1996). Social identity complexity theory indicates that for some people, having more social identities leads to a more inclusive definition of the ingroup, to the point where ingroup-outgroup distinctions are blurred, and all others are evaluated equivalently (Roccas & Brewer, 2002). The present research investigates whether greater collective self-breadth, or viewing the self as having membership in broad social groups (including the world at large, for example), promotes environmental consciousness and pro-environmental behavior. In Study 1, participants high and low in chronic self-breadth completed measures of environmentalism. Results revealed that naturalistic differences in self-breadth affect environmentalism, such that participants high in chronic self-breadth demonstrated greater environmental consciousness and pro-environmental behavior than participants low in chronic self-breadth. In Study 2, collective self-breadth was manipulated by priming participants to think of themselves as a member of a broad versus narrow group, and participants again completed measures of environmentalism. Participants low in chronic self-breadth who were primed to think of themselves as a member of a broad (versus narrow) group demonstrated greater environmental consciousness and pro-environmental behavior, whereas participants high in chronic self-breadth demonstrated more environmental consciousness and pro-environmental behavior regardless of prime condition. Greater collective self-breadth increases concern for broader issues including the world at large and has implications for promoting environmental concern and behavior.

### G189

**SMOKING AND IDENTITY MAINTENANCE** Matthew Brooks<sup>1</sup>, William Swann<sup>1</sup>, James Pennebaker<sup>1</sup>; <sup>1</sup>University of Texas at Austin – While much work has been done on issues related to long-term cigarette smoking, less attention has been paid to the process by which young people become fully-fledged smokers. We sought to explore the identity processes underlying so-called 'social smoking' by investigating the applicability of the Identity Maintenance model as an explanation for the behavior of emerging smokers. New smokers may be able to use social smoking to engage in the behavior without having to accept the 'smoker' identity. Research showed that, when primed with a looser definition of the 'smoker' identity, participants expressed greater willingness to smoke in social settings, but not in non-social settings. These results provide insight into how young people are able to become fully-fledged smokers despite the stigma involved in the behavior.

### G190

**SELF-COMPASSION AS A BUFFER AGAINST HOMESICKNESS, DEPRESSION, AND LOW SELF-ESTEEM IN THE TRANSITION TO COLLEGE** Meredith Terry<sup>1</sup>, Mark R. Leary<sup>1</sup>, Sneha Mehta<sup>1</sup>; <sup>1</sup>Duke University – Life transitions in which people move to a new location are typically experienced as stressful, particularly when difficulties arise in the new environment. First year college students often experience homesickness, depression, lowered self-esteem, and feelings of regret when they encounter difficulties. This study focused on the role of self-compassion in moderating students' reactions to social and academic difficulties in adjusting to the transition to college. Incoming university students ( $N = 119$ ) completed a measure of self-compassion before starting college, and then, at the end of their first semester, they ( $N = 97$ ) reported their social and academic difficulties (liking of social and academic life, number of friends made, and difficulty getting good grades). In addition, they completed measures of homesickness, depression, self-esteem, and satisfaction with their decision to attend the university. Results showed students high in self-compassion reported lower homesickness and depression, greater satisfaction with their decision, and higher self-esteem. Additionally, self-compassion provided a buffer against difficulties. Students who scored lower in self-compassion were more sensitive to variations in the perceived quality of their lives, experiencing greater homesickness and depression, lower satisfaction with their decision, and lower self-esteem as their difficulties increased. People high in self-compassion were unaffected by their social difficulties. For those high in self-compassion, treating themselves kindly in times of failure, allowed them to experience difficulties in academic or social adjustment without those difficulties resulting in depression, homesickness, lowered self-esteem or feelings of regret about their decision to attend the university.

### G191

**CONNECTION WITH NATURE: MEDITATION AND DEATH AWARENESS AS CATALYSTS** Janice Templeton<sup>1</sup>; <sup>1</sup>Fort Lewis College – Terror management theory (TMT; Greenberg, Pyszczynski & Solomon, 1986) suggests individuals may distance themselves from nature in an effort to defend against their human mortality. However, the current study hypothesized that existential anxiety about death may increase an individual's connection to nature if a worldview emphasizing connection to others is made salient. To test this hypothesis, a typical TMT procedure was followed by a loving-kindness meditation or one of two guided imagery control conditions. The purpose of the loving kindness mediation, a spiritual practice with the goal of promoting compassion and connection with others, was to activate an inclusive, interconnected worldview. Participants who were made aware of their own death and who then listened to a guided loving-kindness meditation reported greater connection to nature than those who listened to one of the guided imagery controls following death awareness. The results suggest that death awareness may serve as a catalyst to increase a sense of connection with nature when an inclusiveness worldview is made salient for individuals.



**G192****DYNAMIC RELATIONSHIP BETWEEN ASPECTS OF ETHNIC IDENTITY AND TRAJECTORIES OF PERCEIVED RACIAL DISCRIMINATION DURING THE TRANSITION TO ADOLESCENCE AMONG AFRICAN-AMERICAN CHILDREN**

Chih-Yuan Weng<sup>1</sup>, <sup>1</sup>Dartmouth College – Background: Little is known about how development of various aspects of racial identity is linked to the trajectories of experiencing racial discrimination during the transition from late childhood to adolescence, knowledge of which is presumably helpful in devising racial socialization strategies for minority group children that may effectively reduce the likelihood of experiencing racial discrimination and ensuing detrimental consequences. Method: The study is based on 4 waves of panel data from 806 African American children who were 10 to 12 years old (mean = 10.5) at T1. Two major aspects of racial identity were identified: ethnic identity exploration (EIE) and ethnic identity affirmation and belonging (EIAB). A latent growth curve model within the SEM (structural equation modeling) framework was tested to examine the extent to which development of the two aspects of racial identity over the first two waves was associated with the chronic level (intercept) and rate of change (slope), respectively, for perceived racial discrimination from T1 to T3, which in turn influenced the change in the scores on the black pride scale later at T4. Results: Despite their positive contemporaneous correlation with each other, EIE and EIAB were in fact linked to disparate trajectories of discrimination experiences when African-Americans got out of childhood, which further had an impact on the formation of black pride in mid- to late adolescence. It is concluded that a theoretical or/and empirical distinction between various aspects of racial identity is essential for understanding its dynamic interrelationship to the experiences of discrimination.

**G193****MEDIATORS OF THE RELATIONSHIP BETWEEN RACIAL IDENTITY AND LIFE SATISFACTION AMONG A COMMUNITY SAMPLE OF AFRICAN AMERICAN WOMEN AND MEN**

Stevie C. Y. Yap<sup>1</sup>, Isis H. Settles<sup>1</sup>, Jennifer S. Pratt-Hyatt<sup>2</sup>, <sup>1</sup>Michigan State University, <sup>2</sup>Northwest Missouri State University – Racial identity has been conceptualized as a stable, multi-dimensional construct. Racial centrality, private regard and public regard are three facets of racial identity which that may have important implications for well-being among African Americans. There is past evidence that each of these dimensions being associated with psychological outcomes for African Americans. To further understand these complex relationships, we propose that associations between the racial identity dimensions and well-being may be mediated by different identity functions, or perceptions of positive and negative aspects of identity. In the present study, we recruited a community sample of 161 African American men and women and examined whether the relationship between life satisfaction and three racial identity dimensions (centrality, private regard and public regard) were mediated by two identity functions: support and belongingness to family and group and perceptions of discrimination. We tested a separate model for each identity dimension in which the two identity functions were simultaneously tested as the mediators. Our results indicated that racial centrality, public regard, and private regard were positively associated with life satisfaction. Support and belongingness to family and group mediated two relationships: racial centrality and life satisfaction, and private regard and life satisfaction. Further, the relationship between public regard and life satisfaction was mediated by perceptions of discrimination towards one's racial group. Implications of these findings on social identity theory and the functions of racial identity are discussed.

**G194**

**ERP CORRELATES OF SELF OWNERSHIP** David Turk<sup>1</sup>, Joanne Brebner<sup>1</sup>, Kim van Bussel<sup>1</sup>, C. Neil Macrae<sup>1</sup>, Olav Krigolson<sup>2</sup>, Todd Handy<sup>2</sup>, <sup>1</sup>University of Aberdeen, <sup>2</sup>University of British Columbia – Information is better remembered when processed in relation to the self – the putative self-reference effect. Many studies have observed Self-Reference Effects (SREs) when

participants are instructed explicitly to relate information to themselves (e.g., "are you creative?"). Cunningham, Turk, Macdonald, and Macrae (2008) demonstrated that self-memory biases are also evident when information is related to self in an indirect fashion, namely when self forms associations with objects through mere ownership. However it is not clear whether these memory effects are related to enhanced perceptual processing of owned objects and/or increased cognitive elaboration. We used ERPs to explore these two contributing factors to the ownership SRE. Fifteen participants engaged in a shopping encoding task where everyday objects were assigned to self or other on the basis of a coloured ownership cue. Participants responded to the ownership of each item by way of a button press. A subsequent memory test revealed a self-owned memory bias. We found significant amplitude increases in the N1, N250, and P300 ERP components elicited by self vs. other cues to ownership. These data suggest that self-ownership increases the extent to which we both perceptually and cognitively evaluate objects, relative to when we do not own them. These contributing factors in regard to the SRE will be discussed.

**G195****TABOO TOPICS IN THE MEDICAL INTERVIEW: SELF-PRESENTATIONAL MOTIVES FOR DECEPTION**

Jodi Grace<sup>1</sup>, Giselle Inoa<sup>1</sup>, <sup>1</sup>St. Thomas University, Miami, Florida – Health behavior models often overlook the central role that self-presentational motives play in health decision-making. In the patient/physician interaction, people convey desired identities of themselves to one another. To maintain a desired identity, patients fear revealing information that is stigmatizing; however, physicians depend on patients to report all information honestly. Using impression management theory (Schlenker, 1980), the present survey study (N = 104) investigates deception in patient/physician communications. Specifically, what topics do patients consider taboo? Why do they avoid discussing these topics, and who is more likely to lie? Although the survey solely used self-report measures, analyses revealed that participants admitted lying to their physician. Coding of both open-ended and checklist items revealed participants reported sexual history as the most taboo topic in medical appointments followed by smoking, alcohol and drug abuse. Self-presentational motives guided the reasons for non-disclosure. Fear of judgment from one's physician was the most reported reason for deception. Two personality variables were associated with patient deception. Higher levels of fear of negative evaluation were associated with less honesty and more withholding from physicians. Conversely, participants high in social desirability were less likely to admit lying to their physician. A hypothetical scenario investigated potential lying on two taboo topics while varying the other person present in the medical interview (e.g., mother, significant other). Our findings encourage medical practitioners to explicitly communicate non-judgment to their patients on sensitive topics to provide a comfortable environment for honest disclosure.

**G196****ALLY STATUS AND RESPONSES TO DISCRIMINATION: DEVELOPMENT, VALIDATION, AND APPLICATION OF A NEW SCALE.**

Julie Garcia<sup>1</sup>, Carrie Langner<sup>1</sup>, <sup>1</sup>California Polytechnic State University, San Luis Obispo – Research on discrimination has primarily focused on how bias affects people who share the targeted group's social identity (e.g., Branscombe, Schmitt, & Harvey, 1999). Little empirical research has examined how discrimination may also affect the psychological well-being and political involvement of people who consider themselves allies of targeted outgroups. We conducted two studies to fill this gap in the literature. In Study 1, we developed a new scale of ethnic minority and lesbian, gay, bisexual, and transgender (LGBT) alliances. We asked European American college students to complete an ethnic minority ally questionnaire. Similarly, heterosexual college students completed an LGBT ally questionnaire. Students also filled out outgroup prejudice and positive outgroup attitudes questionnaires. As expected, both ally measures positively correlated with positive outgroup measures and negatively correlated with outgroup prejudice measures. In Study 2, we examined

how ally identification affected the psychological well-being and political involvement of college students who experienced an actual campus hate crime towards ethnic minorities and LGBT students by having students complete an online questionnaire after the event occurred. As predicted, students who identified as allies experienced greater negative emotion, stress, and were more likely to participate in campus political action compared to students who did not identify as allies. These results were generally consistent across both race and LGBT allies. This research demonstrates that even those not directly implicated in hate crimes may experience negative psychological outcomes and be motivated to participate in subsequent political activities. Implications for administrators' responses to campus hate crimes are discussed.

### G197

**SELF-RECOGNITION, SELF-AWARENESS AND PERSONALITY: IS THAT REALLY ME?** Julie Norem<sup>1</sup>, Shoshana Effron<sup>1</sup>, Diana Betz<sup>2</sup>, Gabrielle Weber<sup>1</sup>, Emily Good<sup>1</sup>, Joa Ahern-Seronde<sup>1</sup>, <sup>1</sup>Wellesley College, <sup>2</sup>University of Michigan – Self-recognition, the ability to recognize the self as an external object (e.g., in a mirror), has typically been viewed as a categorical species-specific capacity (Lin, Bard, & Anderson, 1992). We looked at whether there is systematic variation within a non-clinical sample in self-recognition ability and feelings upon self-recognition. One hundred female participants, ranging in age from 18-30, filled out 14 personality measures theoretically related to self-awareness. They then completed a reaction time measure of self-recognition. Each participant viewed six videos: three portrayed an unknown person's face changing into another unknown face, and three showed an unknown face changing into the participant's face. Reaction times for self-recognition were recorded. Reaction times and feelings about the task were significantly correlated with individual difference variables of theoretical interest. For example, impostors feelings (Clance & Imes 1978) were correlated with longer reaction times and more negative affect about the task, while overt narcissism was related to faster reactions and positive feelings about the task. Discussion focuses on potential implications of these results for understanding the development of self-knowledge and self-concept.

### G198

**DISENTANGLING COLLECTIVE IDENTITY FROM IDENTIFICATION THROUGH THE USE OF "PIPING".** Richard D. Harvey<sup>1</sup>, Rachel E. Tennial<sup>1</sup>, LaMarcus R. Bolon<sup>1</sup>, Erin Solomon<sup>1</sup>, Amy Garczynski<sup>1</sup>; <sup>1</sup>Saint Louis University – While distinguished in some fields (e.g., I/O Psychology), identity and identification are often treated as though they are synonymous constructs within the Social Psychological literature. Thus, researchers often confound the measurement of one construct under the label of the other. The purpose of the current study was to examine a measurement protocol that allowed for the simultaneous measurement of both identity and identification via an online survey "piping" function. This function allows computerized surveys to go beyond limitations posed by paper and pencil surveys. We tested this measurement technique with two separate collectives: Racial Identity among African-Americans and Organizational Identity among employed workers (N=225). We first measured their collective identity by asking participants to write in attributes to describe their collective (i.e., race or organization). We then measured their collective identification by piping these attributes into a set of questions that then ask participants to rate the degree to which these attributes were descriptive of themselves. Thus, identification is reflected in the degree which participants describe themselves with the same attributes that they used to describe the collective. Results demonstrated evidence of convergence with and better predictive validity than other measures of identification for both identification collectives. Furthermore, content validity analyses on the total list of attributes reported for the racial collective yielded six reliable dimensions reflecting perceived racial identity for Black Americans within our sample: Proud, Strong, Hard Working, Resilient, Beautiful, and Intelligent. The implications of this piping methodology for the measurement of identity and identification are discussed.

### G199

**RACIAL AND GENDER IDENTITY DISTANCING IN RESPONSE TO RACE & GENDER DISTINCTIVENESS** Jill Bennett<sup>1</sup>, Denise Sekaquaptewa<sup>1</sup>; <sup>1</sup>University of Michigan – Social identity can change in response to being distinctive in terms of race or gender (Keller & Sekaquaptewa, 2008; Sekaquaptewa et al., 2007). However, gender/race intersectionality theory (Cole, 2009) suggests that perceptions of racial identity may differ by gender, and perceptions of gender identity may differ among races. The current study examines how racial and gender identity change in response to being distinctive in terms of race vs. gender. 53 Black female undergraduates were randomly assigned to one of three groups: gender solo (being the only woman in a group of Black and White males); race solo (the only Black person in a group of White males and females); and a non-solo control group (gender and race balanced). Participants completed race and gender identity scales, and questions concerning perceived group similarity. A one-way ANOVA revealed differences in identity based on condition ( $F(2,50)=2.41, p=.10$ ). Planned contrasts showed that race solos disidentified from race ( $p<.05$ ) more than non-solos, and tended to disidentify from gender more than both gender solos and non-solos ( $p=.05$ ), even though gender salience was not directly increased in this condition. Thus, being distinctive in terms of race appeared to activate both gender and racial identities for Black women. Moreover, race solos felt less similar to their group when compared to gender solos and non-solos ( $p<.03$ ). We suggest that Black females may have seen Black males (in gender solo conditions) as "gender allies", reducing feelings of gender distinctiveness, whereas race solos may not see White women as "race allies."

### G200

**PREFERENCE FOR INDIVIDUATION PREDICTS IRONIC EFFECTS OF RACE-BASED ACCEPTANCE** Kavita Reddy<sup>1</sup>, Rainer Romero-Canyas<sup>1</sup>, Geraldine Downey<sup>1</sup>; <sup>1</sup>Columbia University – Acceptance from others is generally regarded as a positive experience, but recent evidence suggests that for some people there can be negative effects when acceptance is based primarily on one's membership in certain social groups (Reddy, Romero-Canyas, & Downey, 2008). To better understand this ironic effect of race-based acceptance, we looked at people's preference to be individuated as a predictor of negative effects of race-based acceptance. Asian American participants re-lived one of three situations they had experienced: race-based rejection, race-based acceptance, or their daily commute. They then completed the prompt "Because I am Asian American, I am \_\_\_\_" with up to twenty statements (i.e., self-attributes derived from one's identity) and rated the positivity and importance to the self of each attribute. Preference to be individuated predicted feeling upset after reliving race-based acceptance or rejection. Replicating past work, high positivity of attributes boosted self-esteem after race-based rejection, but lowered self-esteem after race-based acceptance. In the acceptance condition, but not in the rejection condition, importance assigned to these attributes was negatively related to self-esteem and positively related to collective self-esteem. Only in the acceptance condition, preference to be individuated led to seeing listed attributes as less important, and to having higher self-esteem, but lower collective self-esteem. Thus, people with a preference to be individuated protected self-esteem at a cost to collective self-esteem. These findings suggest that race-based acceptance distresses some people and leads them to situationally discount the importance of that identity to their self-concept. Implications for theory and diversity are discussed.

### G201

**INFLUENCE OF SELF-IDENTIFYING AS A SMOKER ON SUBSTANCE USE AMONG HIGH-RISK YOUTH** Renee Magnan<sup>1</sup>, Angela Bryan<sup>1</sup>; <sup>1</sup>University of New Mexico – Although many people smoke cigarettes, not all self-identify as a "smoker." Cigarette smoking is harmful and has been associated with other substance-use behaviors. We investigated substance-use behavior among youth aged 14-17 involved in the juvenile-justice system. Participants (n=730) reported the frequency with which they

used 11 common substances of abuse (e.g., alcohol, ecstasy, marijuana) at a baseline assessment and six months later. Individuals were first asked "Do you smoke?", and they were considered "nonidentifiers" if they reported they did not smoke, but then reported smoking in the past six months. They were considered "identifiers" if they reported smoking and also reported smoking in the past six months. We hypothesized that individuals identifying as smokers would be more likely to report other substance-use behaviors at baseline and this self-identification would predict greater substance-use six months later. The most common substances used were alcohol (69.1%), marijuana (68.7%), and cigarettes (67.1%). Of those who reported smoking in the last six months, 68.5% were considered identifiers. Identifiers reported smoking more cigarettes ( $p < .001$ ), but the two groups did not significantly differ on smoking-onset age and the amount of time they had been smoking. Across all substances, a larger percentage of identifiers reported using than non-identifiers. Identifying as a smoker was associated with greater odds of using alcohol at baseline, and predicted alcohol- and cigarette-use at six months. Understanding when and why adolescents who smoke cigarettes begin to self-identify as a smoker may be important in the prevention of multiple substance-use behaviors.

### G202

**COGNITIVE STRUCTURES OF THE SELF IN RELATION TO PREJUDICIAL ATTITUDES AND EXPERIENCE** Andrew J. Leister<sup>1</sup>, Carolin J. Showers<sup>1</sup>; <sup>1</sup>University of Oklahoma – Cognitive structures represent our knowledge of groups and our self. Showers's (1992) model of evaluative self-structure differentiates individuals who categorize these structures as either compartmentalized (the organization of positive and negative self-attributes into separate self-aspects) or integrative (the organization of positive and negative self-attributes into the same self-aspects). The current study tests whether individuals with a compartmentalized style of thinking have more extreme attitudes toward either the self or outgroups, specifically, whether a compartmentalized structure of beliefs about the self is associated with explicit or implicit measures of prejudice. Participants ( $N = 51$ ) completed a self-descriptive card sort to assess compartmentalization and measures of own experiences (perceived discrimination; stigma consciousness), explicit prejudice (social dominance orientation; modern racism); and implicit prejudice (stereotypic explanatory bias, IAT). Initial analyses show that self-structure predicts measures of own experiences, but not explicit measures of prejudice. For example, negatively integrative individuals reported the greatest stigma consciousness,  $\beta = -.41$ ,  $p < .05$ ; and, for White participants, compartmentalized individuals reported less perceived discrimination,  $\beta = -.46$ ,  $p < .04$ . These findings are consistent with a view that compartmentalized individuals tend to deny or minimize negative experiences. Additional analyses examine whether a compartmentalized style of thinking is associated with implicit measures of prejudice toward outgroups.

### G203

**PERCEIVED SOCIAL SUPPORT AND AUTHENTICITY IN ROMANTIC RELATIONSHIPS** Heather Clingenpeel<sup>1</sup>, Amy Hackney<sup>1</sup>; <sup>1</sup>Georgia Southern University – The present study employed individuals ( $N=54$ ) currently involved in a romantic relationship in order to examine variables related to self and relationship satisfaction. Correlational analyses revealed that perceived social support was strongly correlated with perceived autonomy support ( $r=.726$ ,  $p<.001$ ), relationship assessment ( $r=.644$ ,  $p<.001$ ), basic needs satisfaction ( $r=.750$ ,  $p<.001$ ), and a low degree of correlation with authenticity in relationships ( $r=.296$ ,  $p=.03$ ). Consistent with the hypothesis that social support would predict authenticity in romantic relationships, the overall regression model was significant,  $F(1, 52)=4.987$ ,  $p=.03$ ,  $r^2=.088$ ,  $SE=1.06$ . In examining the predictor, it was found that authenticity in relationships was significant ( $\beta=.296$ ,  $p=.03$ ,  $SE, .243$ ). Further analyses were run to examine authenticity for self and authenticity for partner. The individual predictors showed that authenticity in relationship for partner approached significance ( $\beta=.326$ ,  $p=.055$ ,

$SE=.147$ ), but authenticity in relationship for self was not statistically significant ( $\beta=.070$ ,  $p=.675$ ,  $SE=.242$ ). These results reveal important differences in authenticity for self and partner, and implications are discussed.

### G204

**BEING ALL THINGS TO ALL PEOPLE: MANAGING THE MIXED AUDIENCE DILEMMA** Melissa L. Martin<sup>1</sup>, Beth A. Pontari<sup>1</sup>; <sup>1</sup>Furman University – When people are faced with simultaneously making an impression on people with differing values and expectations (i.e., the multiple audience problem), it is challenging to please all observers (e.g., Van Boven et al, 2000). We extended this research by examining the way people present either themselves or their friends to a multiple audience. Participants believed they were pilot testing application (or recommendation) forms that the university would use to select student organization leaders. Participants believed there were two evaluators who would assess the forms; one preferred creative and independent thinkers whereas the other preferred rule and detail-oriented followers. Participants described themselves to the two evaluators simultaneously (the multiple audience) via a written open-ended statement. However, some participants first described themselves or a friend to each evaluator individually (i.e., known condition) whereas others did not (i.e. unknown condition). Taking the role of one of the evaluators, naïve coders rated these statements on five-point scales for the qualities preferred by the evaluators. Using Mixed Analyses of Variance, we assessed whether or not the statements gave coders the impression preferred by each evaluator. In the known condition, participants succeeded at managing the appropriate impression, but were better able to do so for themselves than a friend. In the unknown condition (in which coders only read the statement provided to the multiple audience), participants' impressions did not favor either evaluator's preferences. Results suggest that without the benefit of a first impression, managing impressions to a multiple audience is an arduous and nearly impossible task.

### G205

**VEGETARIAN SELF CATEGORIZATION AND THE IMMEDIATE COGNITIVE ASSOCIATIONS TO ANIMAL-BASED AND PLANT-BASED FOODS.** Keith Rozendal<sup>1</sup>; <sup>1</sup>California State University, Channel Islands – Some immediate cognitive associations to animal-based foods are revealed in an Internet-based cognitive priming task (the Implicit Associations Task; IAT). In U.S. and international surveys, vegetarians express social and political attitudes consistent with low authoritarianism and low social dominance orientation-even after controlling for their reliably liberal political views (Allen, et al., 2000; Allen & Baines, 2002; Rozendal, 2007). Ethically or morally motivated vegetarianism is a political identity that women adopt at nearly double the rate of men (Kalof, et al., 1999), and this may be related to the way in which masculinity and gender roles are nearly universally expressed through rituals of meat production, preparation, and consumption (Adams, 2000; Dahlberg, 1981; Fiddes, 1992). Many sources suggest that meat (animal flesh-based food) is a cultural symbol for masculinity, power, and social status/dominance (Adams, 2000, 2003, 2005; Fiddes, 1994; Spencer & Spencer, 2002) and that the consumption of meat may be an expression of attitudes and values that support inequality, domination, and power (Adams, 2000; Adams & Donovan, 1995; Allen, et al., 2000; Fiddes, 1994; Spencer & Spencer, 2002). These hypotheses were tested using a Java-based web application that implemented two versions of the IAT (Greenwald, et al., 2003). The English-speaking samples associated the concepts of power/dominance and masculinity with animal-based foods more than plant-derived foods. Self-identification as either a health or ethically motivated vegetarian only weakly moderated the strength of these associations. Discussion proposes preliminary statements of a social and political psychology of vegetarian self categorization and social identity processes.

**G206**

**WHEN YOU AND I ARE 'WE', YOU ARE BETTER THAN AVERAGE: MODERATORS OF FRIEND ENHANCEMENT** Helen Boucher<sup>1</sup>; <sup>1</sup>Bates College – While personal self-esteem has been linked reliably to enhancing the individual self, very little research has sought to identify moderators of relationship-partner enhancement. We investigate whether self-other inclusion moderates friend enhancement. In Study 1, individuals who chronically include close relationships in the self (i.e., those scoring high on the Relational-Interdependent Self-Concept Scale, or RISC) were more likely to enhance a close/best friend over an acquaintance than those who do not. In Study 2, high- and low-RISC participants rated their friends in comparison to a target (either an acquaintance or the average student at their school) on attributes differing in ambiguity. Since ambiguous attributes can be defined in ways that are maximally self-serving, enhancement of ambiguous over unambiguous attributes is taken to reflect enhancement. High-RISCs were more likely to exploit attribute ambiguity to favor their friends compared to low-RISCs. In Study 3, we tested whether friend enhancement serves the function of sustaining meaningful, satisfying relationships, especially for those who are high-RISC. To that end, high- and low-RISCs rated their friend in comparison to the average student at their school on attributes connoting agency (i.e., qualities reflecting individuality and achievement) and communion (i.e., affiliative, prosocial qualities), and then rated how satisfied they were with the relationship. Friend enhancement on communal, but not agentic, attributes predicted relationship satisfaction, but only for high-RISC individuals. Effects from all studies held when controlling for personal self-esteem, suggesting that self- and other-enhancement are separate constructs, serving distinct functions. We discuss implications and directions for future research.

**G207**

**TO BELONG OR NOT TO BELONG: AMBIVALENT IDENTIFICATION** Irem Uz<sup>1</sup>, Markus Kemmelmeier<sup>1</sup>, Emrah Yetkin<sup>2</sup>; <sup>1</sup>University of Nevada, Reno, <sup>2</sup>Hacettepe University, Ankara Turkey – Concurrent sense of belonging and not belonging is called ambivalent identification. Capitalizing on an attack by Islamist terrorists in a Muslim nation, we examined ambivalent identification and its management. The terrorists were, although Muslims, from a different religious sect than the respondents. This allowed for experimentally varying the degrees of similarity between participants and deviants. We argued that ambivalent identification is a different structure than either plain identification or from ingroup ambivalence. The former does not capture the conflict in the belongingness, whereas the latter refers to ambivalence in attitudes toward ingroup members. Principal components analyses supported our arguments. Moreover, the experimental effects were different for those three constructs. There were no effects of similarity with the deviants on the identification, and ingroup ambivalence was higher when the terrorists were referred to by their specific sect than as Muslims. Conversely, participants had markedly higher ambivalent identification when the respondents and terrorists were categorized as fellow Muslims. Self-stereotyping as a strategy in managing ambivalent identification appeared to be differentially successful under different categorization of the respondents and deviants. The present study provided some answers, but ultimately more questions than answers were generated calling for future studies.

**G208**

**ENVIRONMENTAL TUNING OF THE SELF: BEYOND SIMPLE PRIMING EFFECTS** Jesse Pappas<sup>1</sup>, Gerald Clore<sup>1</sup>; <sup>1</sup>University of Virginia – Drawing inspiration from the Social Tuning Hypothesis (Sinclair, Huntsinger, Skorinko, & Hardin, 2005), we examined how individuals' perceptions of their environments moderate priming effects. Numerous studies have demonstrated that physical environments influence cognitive processes in predictable ways, but we found that these effects may vary depending on the nature of one's relationship with their surroundings. In Study One, students surveyed at a campus library expressed stronger attitudes

about the importance of reading compared to students surveyed in a hallway ONLY IF they felt positively connected to the library environment. In Study Two, students surveyed at their university homes expressed more agreement with romanticized notions about the concept of home compared to students surveyed elsewhere ONLY IF they felt positively connected to their home environment. We review these findings and discuss their implications in priming and self-concept research domains.

**G209**

**UNCERTAINTY AND IDENTIFICATION WITH CELEBRITIES** Dana Turcotte<sup>1</sup>, Namrata Mahajan<sup>1</sup>, Michael Hogg<sup>1</sup>; <sup>1</sup>Claremont Graduate University – This study attempts to understand if uncertainty is a factor in an individual's desire to identify with celebrities who display negative behaviors. Uncertainty Identity Theory (Hogg, 2007) predicts that people do not like to feel uncertain and identifying with groups allows them to reduce uncertainty by providing a framework for how to feel, think, and behave. The more people feel uncertain, the more they should identify with a group of celebrities, regardless of appropriate or inappropriate behavior, because it provides these directions. When people are not uncertain, they should only want to identify with groups in which members display socially appropriate behavior. A survey was administered to 145 introductory psychology students, in which participants read a short description of a hypothetical group of celebrities who exhibited positive behaviors (i.e., charity work) or a group of celebrities who exhibited negative behaviors (i.e., drunk driving). Uncertainty was assessed by rating of personal attributes and certainty about them. Identification with the group of celebrities was assessed and demographics were collected. A multiple linear regression revealed a main effect for celebrity behavior, in that participants were more likely to identify with a group that displayed positive behaviors than negative behaviors. There was a significant two-way interaction between celebrity group's behavior and uncertainty. Specifically, as uncertainty increased so did identification with the group displaying negative behavior. This study provides one potential explanation for understanding identification with celebrities who exhibit negative behavior.

**G210**

**NARCISSISM AND SELF-JUDGMENT CHANGE IN FIRST-YEAR COLLEGE STUDENTS** Harry Wallace<sup>1</sup>, Ashley Arsenau<sup>2</sup>; <sup>1</sup>Trinity University, <sup>2</sup>University of Texas at San Antonio – Stellar high school students often must confront the unpleasantly novel experience of receiving not-so-hot grades in their first college semester. Past research has shown that students with relatively high narcissism levels are especially likely to overestimate their academic prospects. Our research used a longitudinal design to explore how academic setbacks influence the self-judgments of narcissistic first-year college students. Trinity University students taking introductory biology or psychology courses (N = 112, 70% female) completed similar surveys at the beginning (Time 1) and end (Time 2) of their first college semester. Survey items assessed narcissism (40-item NPI), self-perceptions, and judgments of future personal outcomes. Students' actual course grades were also obtained. Analyses revealed that students substantially overestimated their final grades at Time 1 and then made more realistic estimates at Time 2. Narcissism did not predict performance but did predict grade overestimation at both Time 1 and 2. Narcissists lowered first semester performance estimates in response to grades received, but their high self-rated intelligence and comparatively optimistic forecasts of final college G.P.A., career success, and future earnings varied little between Time 1 and 2. Narcissists apparently maintained positive self-views partly by pinning failures on others: They were far more likely than others to blame professors for academic problems. Contrary to models linking narcissism with emotional vulnerability, narcissism was unrelated to self-reported stress or magnitude of setbacks experienced during the semester. Other results confirmed past evidence that narcissistic students are more concerned with seeking glory (e.g., a prestigious career) than avoiding failure.

**G211****DON'T THINK GAY!: EVIDENCE FOR STRAIGHT MEN'S SPONTANEOUS SUPPRESSION OF GAY STEREOTYPES FOLLOWING A MASCULINITY THREAT** Matthew F. Crooks<sup>1</sup>, Thomas J. Allen<sup>1</sup>, Paula M. Do<sup>2</sup>;

<sup>1</sup>University of California, Davis, <sup>2</sup>United States Department of Agriculture, Agricultural Research Service – Previous research suggests that when their masculinity is threatened, straight men are more apt to derogate Gay men. Newman et al. (2005) proposed that defense-based prejudices like these may result from people suppressing unwanted characteristics (e.g. femininity) and projecting them on to groups perceived as having those characteristics (e.g. Gay men). This led us to hypothesize that when their masculinity is threatened, that straight men may attempt to suppress gay stereotypes (i.e. feminine characteristics). Furthermore, in accordance with Ironic Process Theory (Wegner, 1997), we expect that successful suppression will occur only when ample time is available and fail when time is minimal, with the later producing more intrusive thoughts about gay stereotypes (i.e. ironic effects). In the present study, we either threatened or did not threaten straight men's masculinity. Then they performed a task where they categorized target words related to gay stereotypes (e.g. sin, fashion), not related to Gay stereotypes, or pseudowords as words or nonwords. In between trials a subliminal prime was presented ("Gay" versus letter string) for 10 ms. The SOA (stimulus onset asynchrony) was long (2 s) or short (140 ms). Results demonstrated that when SOA was long, threatened males responded more slowly to Gay target words following the Gay prime relative to the control prime (i.e. successful suppression). When the SOA was short, threatened males responded faster to the gay targets following the Gay prime relative to the control prime (i.e. ironic effects). As predicted, threatened straight men attempted to suppress the Gay stereotype.

**G212****THE ROAD FROM PRIOR REVISIONS OF POSSIBLE SELVES TO LATER DISTURBANCES IN CORE PRESENT SELVES** Patrick Carroll<sup>1</sup>, Robert Arkin<sup>1</sup>;

<sup>1</sup>The Ohio State University – Three studies explored the determinants and processes that drive the effect of changes in self-defining goals on ultimate patterns of growth vs. decay in core self-images. In Phase 1, participants completed measures of chronic self-doubt and depression. In Phase 2, participants reported the number of times they had abandoned a career goal. Phase 2 also required participants to rate the stress associated with each change and the extent to which each change was due to lack of (1) personal competence/ability vs. (2) lack of effort or temporary situational obstacles that they could have surmounted in time. The results supported our predictions. First, Study 1-2 findings showed that higher experience with prior downward self-revisions uniquely predicted greater transitional stress as well as declines in self-serving bias generation (e.g., later vs. earlier changes predicted the diminished generation of self-serving biases for failure). Moreover, declines in self-serving bias generation mediated the link between higher experience with downward self-revision and higher levels of chronic self-doubt and depression. Study 3 ruled out the possibility that higher recollections of prior downward self-revision could result from vs. precipitate higher negative experiences of chronic self-doubt. Taken together, these findings suggest that greater experience with prior downward self-revisions may translate into ultimate disturbances in core self-image through steady declines in the generation of self-serving bias to protect against the painful implications of personal failure.

**G213****WHEN BICULTURAL IDENTITIES VARY: A SITUATED APPROACH AND THE ROLE OF BICULTURAL CONFLICT AND AUTHENTICITY IN EXPLAINING THE RELATION BETWEEN IDENTITY VARIATIONS AND PSYCHOLOGICAL WELL-BEING** Rui Zhang<sup>1</sup>, Kimberly A. Noels<sup>1</sup>;

<sup>1</sup>University of Alberta – Drawing on personality research on the variability of trait expression and its relation to well-being, we tested a situated approach to ethnic identity (Clément & Noels, 1992). In 2 studies, first- and second-generation Canadian bicultural students exhibited identity variations that differed systemati-

cally across situational domains and generational status. While identity variations were not found to be consistently correlated with psychological well-being for either generation, the relations were moderated by two variables -- bicultural identity conflict and identity authenticity felt across contexts. Results from regression analyses indicated a complex picture in that the effects of conflict and authenticity on well-being are channelled directly and indirectly via identity variability. In study 1 (N=121), identity variations were correlated negatively with well-being for those who reported high conflict. In study 2 (N=123), it is those low in conflict who suffered from unstable identities. While authenticity had a generally salutary effect, low identity consistency took a psychological toll on those expressing high mean levels of bicultural autonomy among the first generation. The seemingly contradictory results were explained in terms of whether there is a direct association between well-being and conflict or authenticity at the bivariate level. In conclusion, it is the subjective meaning of identity variations that seems to matter to the well-being of bicultural individuals.

**G214****I AM WHAT I OUGHT TO BE: CONFLATING DESCRIPTION WITH PRESCRIPTION IN SELF JUDGMENT** Corey Guenther<sup>1</sup>, Mark Alicke<sup>2</sup>;

<sup>1</sup>Creighton University, <sup>2</sup>Ohio University – The idea that people consistently evaluate themselves as better than average across a wide array of traits, abilities, and moral dimensions—known as the better-than-average effect—is one of the most robust in the social psychological literature. However, the preponderance of research in this area has focused on the process by which judgments of the average peer are generated in this comparative context (see Alicke & Govorun, 2005). By contrast, far less is known about how evaluations of the self are derived during such comparison. The present study addresses this question, contending that such self judgment predominantly comprises a heuristic-driven process during which evaluations of the self are naturally, and perhaps automatically, conflated with idiosyncratic perceptions of how much of various traits a person should have. Participants rated the self and their ideals perceptions—judgments of how much of various traits a person ideally should have—across 23 trait dimensions. Results indicated that, when made in isolation, self and ideal judgments were nearly identical across dimensions—they failed to differ on 20 of the 23 trait dimensions. On the remaining three dimensions, self judgments were more favorable than ideal judgments. Such similarity did not emerge when comparing judgments of the average peer with ideal prescriptions, nor when self and ideal judgments were provided simultaneously. These findings suggest that self evaluation in better-than-average contexts comprises a natural tendency to conflate self judgment with idiosyncratic prescription of how much of various traits an individual should have, a tendency which greatly contributes to robust better-than-average findings.

**G215****SELF-ENHANCEMENT AND COUPLE RELATIONSHIP: PREDICTORS AND CONSEQUENCES OF COUPLE POSITIVE ILLUSIONS** Claudia Manzi<sup>1</sup>,

Miriam Parise<sup>1</sup>, Raffaella Iafra<sup>1</sup>, Camillo Regalia<sup>1</sup>, Vivian L. Vignoles<sup>2</sup>;

<sup>1</sup>Catholic University of Milan, IT, <sup>2</sup>Sussex University, UK – Many studies have shown that self-enhancing perceptions toward the self are extended to close others and relationships suggesting that the more central a target is to one's identity the more it is positively perceived. The present study focuses on three specific forms of self-enhancement referred to one's couple relationship: the positive illusions. Many studies have shown that one's own romantic relationship is often perceived with positive illusions (e.g. Buunk & Van Yperen, 1991; Martz et al., 1998; Van Lange & Rusbult, 1995), but little efforts have been made to investigate the factors that may contribute to or inhibit these illusions and to explore how couple positive illusions are related to both relational and individual well-being. The aim of this study (conducted on 387 dating couples) is to clarify these issues and specifically to test the following hypotheses: positive illusions with the family of origin are significant predictors of couple positive illusions and this relationship is moderated by family respect for individual identity (Scabini & Manzi, in press); couple positive illusions

are significant predictors of couple and individual well-being. Data are analyzed through structural equation models. Results give evidence to the tested hypotheses.

### G216

#### **STEREOTYPE THREAT AS SYMBOLIC VIOLENCE: WHY "CLEARING THE AIR" MAY NOT BE ENOUGH** Jean-Claude Croizet<sup>1</sup>, Mathias Millet<sup>2</sup>;

<sup>1</sup>University of Poitiers & CNRS, <sup>2</sup>University of Poitiers – Negative stereotypes alleging intellectual inferiority can disrupt the performance of stereotyped targets. People usually react to stereotype threat by distancing themselves from problematic social identities. By imposing a certain framing of one's identity and preventing alternative more resourceful ones, evaluative situations perpetrate a form of symbolic violence (Bourdieu & Passeron, 1970): a given interpretational framework that imposes itself as legitimate, affects how people make sense of evaluative situations and themselves and ultimately results in social reproduction. In this presentation we will present one study that show that female students can draw upon the problematic, stereotyped identity as a symbolic resource to overcome stereotype threat. The experiment (n = 207) involved male and female undergraduate taking a difficult math test. Results showed that female participants that affirmed their social identity prior to taking a difficult math test performed better than non-affirmed participants and were identified more with their ingroup. We will reframe stereotype threat in terms of symbolic violence and discuss theoretical and practical implications.

### G217

#### **THE INFLUENCE OF SELF-AFFIRMATION AND UNREALISTIC RISK PERCEPTIONS ON REACTIONS TO PERSONALIZED RISK FEEDBACK**

Jennifer L. Cerully<sup>1</sup>, William M. P. Klein<sup>1</sup>, Isaac M. Lipkus<sup>2</sup>, Sarah M. Scholl<sup>1</sup>, Amy McQueen<sup>3</sup>, Peter R. Harris<sup>4</sup>; <sup>1</sup>University of Pittsburgh, <sup>2</sup>Duke University Cancer Center, <sup>3</sup>Washington University, <sup>4</sup>University of Sheffield – The effects of self-affirmation on unrealistically optimistic, unrealistically pessimistic, and realistic individuals' decisions to engage in colorectal cancer (CRC) screening were investigated. All participants were adults in the recommended age range for screening who had not yet done so and were given tailored risk feedback. One group was additionally given threatening risk feedback of a socially comparative nature, and a second group was given this information after a self-affirmation. A third control group did not receive any socially comparative information. Relative to the control group, participants who were self-affirmed and unrealistically optimistic about their CRC risk (as determined by comparison to a risk algorithm) were more interested in screening. Non-affirmed unrealistically optimistic participants were less likely to want to get screened when compared to the control group. Both unrealistic pessimists and realistic participants were less interested in screening when self-affirmed. These findings suggest that the accuracy of people's risk perceptions must be taken into account when determining whether or not self-affirmation is a productive strategy for encouraging healthy behavior in the face of threatening information.

### G218

#### **THINK OF CAPABLE OTHERS AND YOU CAN MAKE IT! SELF-EFFICACY MEDIATES THE EFFECT OF STEREOTYPE ACTIVATION ON BEHAVIOR**

Jochim Hansen<sup>1</sup>, Michaela Wänke<sup>2</sup>; <sup>1</sup>New York University, <sup>2</sup>University of Basel – Previous research has shown that activating a stereotype can influence subsequent behavior in a stereotype-consistent way. The present research investigates the role of self-efficacy beliefs in this effect. Specifically, we demonstrate that being primed with the stereotype of professors increases knowledge confidence compared to being primed with a less educated profession (Experiments 1 and 2), and that these higher self-efficacy beliefs result in higher performance at a general knowledge test (Experiment 2). These findings are corroborated in Experiment 3 that shows that participants primed with the stereotype of athletes persist longer in a physical exercise than participants primed with a stereotype less associated with persistence. Again, behavior was mediated by self-efficacy beliefs. The findings are in line with the active-

self account (Wheeler & Petty, 2001; Wheeler, DeMarree, & Petty, 2007) that proposes that priming with a stereotype influences a person's behavior through altered self-representations.

### G219

#### **THE BLOND, THE DUMB AND THE UGLY: SELF-CONSTRUALS' INFLUENCE ON PRIME-TO-BEHAVIOR EFFECTS**

Clementine Bry<sup>1</sup>, Alice Follenfant<sup>2</sup>, Fabrice Gabarrot<sup>3</sup>, Thierry Meyer<sup>4</sup>; <sup>1</sup>Université Catholique de Louvain, <sup>2</sup>Université de Bordeaux Victor Segalen, <sup>3</sup>Université de Lausanne, <sup>4</sup>Université Paris Ouest Nanterre La Défense – Stereotype priming can lead to assimilation or contrast behavioral effects. The Active Self Account (Wheeler, DeMarree & Petty, 2007) argues that such changes in behavior can be explained by consistent changes in the Active Self. Independent and interdependent self-construals determine the tendency to, respectively, exclude others' features from or include others' features in the self-concept (Kühhnen & Hannover, 2000). As such, one can expect independent self-construal to lead to contrast effects and interdependent self-construal to lead to assimilation effects. In three studies, we manipulated self-construal prior to participants being primed with the dumb Blonde stereotype or a control prime and completed a subsequent general knowledge questionnaire. In the third study, we measured self-attributions of Blondes' typical and counter-typical features before the knowledge test. We expected participants to endorse more Blondes' features in the interdependence condition than in the independence condition, and that it would mediate prime-to-behavior effects, consistently with the Active Self Account. In all studies, we found assimilation among interdependence-primed participants (i.e., worse performance) and contrast among independence-primed participants (i.e., better performance). We also found that interdependence led participants to endorse more Blondes' stereotypical features than independence. However, such changes in the self did not mediate prime-to-behavior effects. We discuss the implications of these findings for the Active Self Account and prime-to-behavior effects literature.

### G220

#### **CLOSING THE FLOODGATES: VOICE AND SILENCE AS CULTURAL TOOLS FOR COLLECTIVE MEMORY**

Phia S Salter<sup>1</sup>, Glenn Adams<sup>1</sup>; <sup>1</sup>University of Kansas – From the standpoint of the nation, representations of history can provide constructions of the past that aid in the creation and maintenance of "useful" collective identities. Because people typically do not have direct experience of foundational historical events, cultural repositories of memory – for example, school classrooms, textbooks, museums, and national holidays – mediate their understanding of the collective past. These cultural tools for memory and identity are not neutral or objective accounts of past realities, but instead are infused with particular beliefs and desires (e.g., concerning national glorification). To investigate the identity implications of different representations of history, the present investigation explored the hypothesized, bidirectional relationship of silence about racism in a historical disaster (the 1927 Mississippi floods), with American identification and comparisons to contemporary events (Hurricane Katrina). In one direction, both failing to mention past racism (omissive silence) and utilizing passive voice to obscure perpetrators of past wrong-doing (commissive silence) produced more positive experiences of American identity than representations that confronted historical racism by describing the events in active voice. In the other direction, representations that confronted historical racism in active voice triggered greater defensive distancing of racism-relevant events than did both omissive and commissive (i.e., passive voice) silencing, but only when identity concerns were salient. Discussion focuses on the extent to which the typical American school classroom – particularly, history education practices – provides scaffolding for denial of racism and serves as a cultural tool for the production of nation-glorifying citizens.

**G221**

**RACIAL IDENTITY MATTERS IN COPING AND ACHIEVEMENT FOR AFRICAN AMERICAN COLLEGE STUDENTS** Santiba Campbell<sup>1</sup>, James M Jones<sup>1</sup>; <sup>1</sup>University of Delaware – Factors are explored that determine whether African American college students maintain positive psychological health, achieve academic success and reach personal goals or adopt negative self images and under perform in school. TRIOS explores the dual adaptation and coping processes of self-protective and self-enhancing motivations for targets of racism (Jones, 2003). TRIOS levels are empirically linked to decreases in depression and anxiety; positive coping attitudes when responding to racist scenarios. Empirical results show that highly TRIOSic African Americans experienced elevated levels of psychological well-being even though they had high racial sensitivity. Results suggest a buffering role for TRIOS in relationship to perceptions and experiences of racism and their adverse impact on psychological well-being. Other results suggest that TRIOS may interact with racial identity to enhance positive psychological outcomes. The present study explores these associations, specifically the degree to which the relationship between TRIOS and psychological well-being is mediated by racial identity. The relationship was partially mediated by a dimension of racial identity; Centrality. The standardized regression coefficient between TRIOS and well-being decreased when controlling for Centrality, however remained significant. The significance of this partial mediation effect was tested using the Sobel test, 1.92,  $p = .05$ . This finding suggests that the importance of and how one may define themselves by their race plays a considerable role in personal health and coping. Racial Identity may help facilitate psychological survival and mental health for African American college students.

**G222**

**RELATIONAL SELF-CONSTRUAL AS A MODERATOR BETWEEN PERCEIVED SOCIAL SUPPORT AND DISTRESS AND LIFE SATISFACTION** Samantha J. Heintzelman<sup>1</sup>, Pamela L. Bacon<sup>1</sup>; <sup>1</sup>College of Saint Benedict/Saint John's University – In previous research, social support has been inconsistently related to distress, associated with both increases and decreases in distress levels, and sometimes being entirely unrelated. The current study evaluates the impact of the relational self-construal on the relationship between social support and distress as well as the relationship between social support and life satisfaction. To test the impact of the relational self-construal as a moderating variable clarifying the relationship between social support and these outcomes, 206 students from a liberal arts college and 79 students from a technical college completed a survey assessing their relational self-construal, perceived social support, distress, and satisfaction with life. The relational self-construal was found to be a moderating variable in the relationship between social support and distress, and again between social support and life satisfaction. High relationals reported lower distress and higher life satisfaction as they received higher levels of social support. For low relationals, however, distress and life satisfaction levels were unrelated to the amount of social support received. These findings help to explain past contradictory findings in the field, suggesting that differences in the response to social support are due to individual differences in the self-concept.

**G223**

**THE ROLE OF PERSONAL PERSPECTIVE IN CONSUMER DECISION MAKING** Laura Smarandescu<sup>1</sup>, Deanne Brocato<sup>1</sup>; <sup>1</sup>Iowa State University – Understanding how consumers attend to decision inputs and weigh different types of information is one of the main questions in decision making research. This research investigates how the weights assigned to information inputs change when consumers make decisions from a distant or a proximal perspective. Construal-level theory shows that psychological distance alters the mental representations consumers have for different inputs and the weights given to low and high level criteria in judgment (Trope, Liberman & Wakslak, 2007). Our research examines a form of psychological distance that has received less attention in decision making research, the role of personal perspective and mental imag-

ery in decision making (Libby, 2007). We find that when individuals pictured themselves from a third person perspective, a high psychological distance context, they weighted more information related to feasibility than when they pictured themselves from a first person perspective, a low psychological distance context. This result is consistent with a more rational decision making process at high construal levels. Study 2 shows that individuals were more likely to support a public policy program in a third person perspective than in a first person perspective; a third person view resulted in greater ratings on both "should" and "want" to support the public policy program. Study 3 shows that when participants took a third person perspective they were more likely to place more weight on ideal than pragmatic attributes. The results support a conclusion that indicates that in a third person perspective inputs are represented at a high construal level.

**Self-Regulation****G224**

**INDIVIDUAL DIFFERENCES IN OUTCOMES OF EGO-DEPLETION: THE CASE OF SELF-PERSPECTIVE TAKING** Jinyoung Park<sup>1</sup>, Hongmi Lee<sup>1</sup>, Eunkook Suh<sup>1</sup>; <sup>1</sup>Yonsei University – Research on self-control energy has largely focused on the effect of momentary energy depletion (ego-depletion) on self-control failure. However, there is another issue to consider: The effect of chronic individual differences in energy level on self-control. For example, it is possible that individuals with chronically high self-energy level are less affected by the effect of ego-depletion than those with low energy. The present research aimed to examine this possibility in relation to self-perspective taking. Previous work has shown that taking a third-person perspective is an effortful process; it requires one to override one's natural egocentric state (first-person perspective). The main hypotheses are as follows: (a) Taking a third-person perspective requires larger amount of self-control energy than taking a first-person perspective, (b) in an ego-depleted situation individuals with chronically high energy are able to take third-person perspective more easily than those with low energy. Participants were assigned to two conditions (depletion condition using the Stroop task and control condition), and were instructed to draw the number "3" on their forehead. The direction of 3 drawn was taken as an indicator of the participant's self-perspective (either self- or other-oriented 3). The individual energy difference was measured with items such as "energetic", "strong", and "active". As expected, participants with low self-energy were significantly less likely to draw 3 from a third-person perspective than those with chronically high energy.

**G225**

**SELF-CONTROL MOTIVE: ON THE MANIFESTATION AND IMPLICATION OF WANTING TO HAVE MORE SELF-CONTROL** Liad Uziel<sup>1</sup>, Roy F. Baumeister<sup>2</sup>; <sup>1</sup>Bar-Ilan University, <sup>2</sup>Florida State University – Self-control often brings about favorable outcomes that facilitate adaptation. Notwithstanding, high levels of self-control sometimes come with personal costs (e.g., resisting one's desires). It is therefore reasonable to expect that, in general, people would want to have more self-control, but also that there will be variability in the expression of this motive. In the present research we introduce a new scale to measure (state and trait) motive to have more self-control, the self-control motive scale (SCMS). In two studies (a longitudinal field study and a laboratory experiment) we demonstrate that the SCMS has good internal consistency, that it is sensitive to changes in external demand for self-control, and that it interacts with trait self-control in predicting levels of stress and success in task performance.

**G226****WHY INTROVERTS DO NOT ACT EXTRAVERTED MORE OFTEN: A POTENTIAL COST OF COUNTER-DISPOSITIONAL BEHAVIOR** Maya

Santoro<sup>1</sup>, John Zelenski<sup>1</sup>, <sup>1</sup>Carleton University – Recent research has demonstrated that acting extraverted increases positive affect for both dispositional introverts and extraverts (McNeil & Fleeson, 2006). Despite increased positive affect, there appear to be factors holding introverts back from acting extraverted more often than they do. The present study examined the hypothesis that introverts must self-regulate their behaviour to act extraverted, thereby inducing cognitive fatigue or ego-depletion. Participants (n = 87) engaged in an interview with a confederate where they were randomly assigned to act introverted (e.g., reserved, quiet) or extraverted (e.g., bold, talkative). Following the interview, participants completed a measure of positive affect. Cognitive fatigue was then assessed using Stroop task performance and change in blood glucose (c.f., Gailliot & Baumeister, 2007). Mood results replicated previous work in a new context; extraverted behavior during the interview produced significantly higher levels of positive affect than introverted behavior, regardless of disposition. In addition, acting counter-dispositionally (e.g., introverts in the extraverted condition) was associated with slower Stroop reaction times; however it was not related to change in blood glucose. The Stroop findings support the hypothesis that acting counter-dispositionally is depleting. This hypothesis was not supported by the physiological measure, but the null result might reflect the complexity or imperfection of blood glucose as an indicator of ego depletion (c.f., Gailliot, 2008). Identifying cognitive fatigue as a potential cost is important, because it negatively affects self-regulatory functioning across many domains. This deficit may help explain why introverts do not act extraverted more often, even though it produces positive affect.

**G227****FOOD FIGHT FOR ATTENTION: TEMPTATION-ELICITED ENHANCED SIZE PERCEPTION OF FOOD OBJECTS AMONG CHRONIC DIETERS** Guido M.

van Koningsbruggen<sup>1</sup>, Wolfgang Stroebe<sup>1</sup>, Henk Aarts<sup>1</sup>, <sup>1</sup>Utrecht University, The Netherlands – We examined the impact of temptations on chronic dieters' size perception of food objects. Dieters motivated to attain a slim figure, e.g., may be able to resist a tempting muffin when an apple on the same buffet is perceived as bigger, rendering a food object instrumental to the dieting goal easier to find. Importantly, the motivation to achieve goals result in enhanced size perception of goal-instrumental objects especially when goals are cognitively accessible. Among dieters, temptations activate the dieting goal for those successful in dieting, but inhibit this goal for unsuccessful dieters. Consequently, we hypothesized that temptations increase or decrease chronic dieters' size perception of food objects, depending on its relevance to the dieting goal and self-regulatory success in dieting. Participants were exposed to a tasty food or control prime and subsequently estimated the size of an apple (instrumental for dieting goal) or a muffin (interfering with dieting goal). As expected, successful dieters perceived the apple to be bigger than the muffin after being primed with the temptation to consume palatable food. In contrast, unsuccessful dieters perceived the muffin to be bigger than the apple. However, when chronic dieters' dieting goal was rendered accessible by a diet prime, the apple (vs. muffin) was perceived as bigger, regardless of self-regulatory success. The findings highlight the importance of self-regulatory success in determining how temptations affect the perceived size of overriding goal-instrumental objects. Implications for research on self-regulatory processes in chronic dieters and how people deal with temptations more generally will be discussed.

**G228****IT'S NOT EASY BEING GREEN: EXCESSIVE CHOICE AND THE BUFFERING EFFECT OF HABIT ON PRO-ENVIRONMENTAL BEHAVIORS** Kaitlin Toner<sup>1</sup>,

David T. Neal<sup>2</sup>, Wendy Wood<sup>3</sup>, <sup>1</sup>Duke University, <sup>2</sup>University of Southern California, <sup>3</sup>University of Southern California – Over the past decade, Americans have been inundated by lists of easy ways to save the planet. Do these lists promote green behaviors or does an abundance of choice get

in people's way? This research tested whether excessive choice undermines pro-environmental behavior and whether habit formation buffers against the burdens of choice. College students tracked their green behaviors over the course of a day. Amount of choice was manipulated by providing some participants with 6 pro-environmental behaviors (few options) from which to choose to perform that day and others with 24 behaviors (many options). In addition, each participant's pre-existing habit strength for each behavior was measured. As anticipated, for non-habitual green behaviors, high choice apparently depleted people's self-regulatory resources, leading them to fall short of their target. In contrast, for habitual green behaviors, high choice did not undermine performance because habits can be activated and implemented with few demands on self-regulatory capacity. The results suggest that pro-environmental messages and public policy interventions should take care not to burden consumers with excessive choice unless consumers have already formed habits for the target behaviors.

**G229****OVERCONFIDENT SELF-EVALUATION AND ORBITOFRONTAL CORTEX: EVIDENCE FROM FMRI AND A RECOVERING SUBSTANCE DEPENDENT POPULATION** Jamil Bhanji<sup>1</sup>, Jennifer Beer<sup>1</sup>, <sup>1</sup>University of Texas, Austin –

While overconfident self-evaluation has been shown to have various advantages and disadvantages in normal individuals, overconfident self-assessment may have special importance in the recovery from substance dependence. For example, overconfidence may make an individual resistant to treatment methods or it may lead to thoughts that a single instance of substance use will not lead to a full relapse. Previous research has shown that function in orbitofrontal cortex is impaired in individuals recovering from dependence on psychostimulants such as cocaine and methamphetamine. The current research examines overconfident self-evaluations of performance in recovering cocaine and methamphetamine dependent individuals, as well as the neural substrates that attenuate overconfident evaluations in normal individuals. Participants answered general knowledge questions and then rated their confidence in their performance. Knowledge question domains were designed to either elicit accurate self-evaluations or overconfident self-evaluations in normal participants. Findings show that recovering substance dependents make overconfident online self-assessments regardless of the knowledge domain. Furthermore, accurate online self-assessments of performance depend on medial orbitofrontal cortex in drug naïve individuals. Future research may show that overconfident self-assessment is related to orbitofrontal dysfunction in recovering psychostimulant dependent individuals.

**G230****VIOLENT VIDEO GAMES AND EXECUTIVE FUNCTIONING: ARE ALL EXECUTIVE FUNCTIONS AFFECTED THE SAME?** Christopher R.

Engelhardt<sup>1</sup>, Scott J. Saults<sup>1</sup>, Eduardo A. Vasquez<sup>1</sup>, Bruce D. Bartholow<sup>1</sup>, <sup>1</sup>University of Missouri –

Although considerable research has focused on deleterious effects of violent video games, recent research suggests playing some types of video games produces cognitive benefits. For example, studies suggest action video games (games requiring constant vigilance of the visual periphery) lead to increased flexibility in task switching, one measure of executive functioning ability. Most action games, however, also contain violence. The current studies investigated the role of violence in video games on other measures of executive control. In study 1, 60 participants were assigned to a violent, non-violent, or no-game control condition before completing a flanker task measuring interference control. Although the compatibility effect in reaction time (incompatible RT – compatible RT) did not differ across groups, a significant Group x Trial type interaction showed violent video game participants committed the most errors on incompatible trials. In study 2, 60 participants assigned to the same conditions as in study 1 completed a version of the spatial Stroop task, in which both the proportion of congruent to incongruent trials, as well as inhibitory control ("no-go") trials, was manipulated. Results showed that violent video game players tend to make more inhibition errors than their nonviolent game or no-game con-



tol counterparts. Interestingly, inhibition errors predicted estimates of cognitive control as measured by a processing dissociation procedure (PDP), but only for those in the no-game control condition. Taken together, the results suggest that although gamers may derive benefits in specific facets of executive functioning (task switching), they may also experience decrements in others (interference control).

### G231

**REGULATING GOAL COMMITMENTS IN EVERYDAY LIFE BY CONTRASTING FUTURE WITH REALITY** A. Timur Sevincer<sup>1</sup>, Gabriele Oettingen<sup>2</sup>; <sup>1</sup>University of Hamburg, <sup>2</sup>New York University and University of Hamburg – Mentally contrasting a positive future with negative reality helps people regulate their goal commitments. Specifically, mental contrasting makes people pursue goals that are feasible and it makes people dismiss goals that are unfeasible. To the contrary, indulging in the positive future or dwelling on the negative reality leads to goal pursuit that does not reflect chances of success. (Oettingen, Pak, & Schnetter, 2001). In two online studies, the authors investigated to what extent people mentally contrast future and reality when asked to freely think about a desired future outcome. Only a relatively small number of participants contrasted their future with reality (Study 1). Participants who mentally contrasted a desired future in one life domain did not necessarily do so in another domain. Interestingly, when the desired future pertained to their ideal self, participants were particularly likely to indulge in their desired future (Study 2). Finally, across both studies, after mentally contrasting their future with reality, participants displayed expectancy-based commitments as have been found for experimentally induced mental contrasting. The results offer an explanation for why people happen to succeed or fail in effectively regulating their goal commitments during everyday life.

### G232

**WHERE DID I GO WRONG? DETECTION OF CONFLICT IN HABITUAL AND NOVEL BEHAVIORS** Jennifer S. Labrecque<sup>1</sup>, David T. Neal<sup>1</sup>, Wendy Wood<sup>1</sup>; <sup>1</sup>University of Southern California – Many of our daily actions are motivated by intentions and goals, whereas others are habitual and prompted directly by context cues or preceding actions without requiring activation of goal states (Wood & Neal, 2007). The present study tested one implication of these different mechanisms guiding behavior. That is, when behaviors go awry, how is this conflict detected in habitual as compared with novel behaviors? In an initial survey, participants identified behaviors and goals that they personally associated with exercising at the gym, and these responses were then incorporated into a lexical decision task tailored to each participant. Reaction times in this task indicate that, for novel behaviors, participants more readily recognize a conflicting goal, whereas for habits, participants more readily identify a conflicting behavior. Thus, participants who rarely go to the gym recognized goals that impede their exercise (e.g., academics), whereas participants with a strong gym habit recognized behaviors that impede exercise (e.g., chatting). These findings provide initial evidence of how people detect conflicts or interruptions in habitual behaviors. This question has not been addressed by self-control researchers, although this detection is an initial step in effective self-regulation of habits.

### G233

**CUES FOR ACTION INCREASE IMPULSIVITY** Justin Hepler<sup>1</sup>, Dolores Albarracín<sup>1</sup>, Kathleen C. McCulloch<sup>2</sup>, Kenji Noguchi<sup>3</sup>; <sup>1</sup>University of Illinois at Urbana-Champaign, <sup>2</sup>Idaho State University, <sup>3</sup>University of Southern Mississippi – People are often urged to be as active as possible to increase productivity and to achieve socially beneficial outcomes. However, as not all forms of active behavior are in fact desirable, this focus on being active may result in some unintended, troubling consequences. This research examined whether exposure to action- and inaction-related concepts can influence impulsive behaviors. Participants were presented with action- and inaction-related concepts, such as "go" and "start" or "stop" and "pause", and subsequently completed a delay discounting task (Experiment 1) or a Go/No-Go task (Experiment 2). The results sug-

gest that simply being exposed to action or inaction concepts can cause individuals to behave more or less impulsively, respectively. This raises the intriguing possibility that Western culture's overwhelming focus on being active may have the inadvertent effect of making people more impulsive.

### G234

**ON THE LINK BETWEEN INTERGROUP THREAT AND PREJUDICE: HOW DOES SOCIAL MOTIVATION INTERVENE?** Lisa Legault<sup>1</sup>; <sup>1</sup>University of Toronto – Although plenty of evidence supports the causal link between intergroup threat and outgroup prejudice, few psychological moderators of this association have been investigated. One such moderator involves the source of motivation to self-regulate prejudice. Integrating self-determination theory and threat theories of prejudice, this research addresses the role of motivation in the association between intergroup threat and various outgroup attitude variables (i.e., modern racism, outgroup affect, interracial anxiety, automatic racial bias, and behavioral discrimination). In Study 1, we experimentally examined the influence of self-determined motivation to be nonprejudiced in moderating the impact of intergroup threat on outgroup attitudes. Thus, two independent variables were manipulated: level of self-determined motivation to regulate prejudice (high vs. low) and perceived intergroup threat (realistic and symbolic threat). Results suggest that being self-determined in one's motivation to regulate prejudice fully buffers the impact of intergroup threat on prejudice, whereas regulating prejudice primarily for non-self-determined (i.e., external-social) reasons serves to exacerbate the threat-prejudice effect. In Study 2, a cross-sectional corroboration of this interaction was obtained using structural equation modeling. Results revealed that when the threat-prejudice link was constrained across groups (i.e., self-determined and non-self-determined prejudice regulators), it was found to be noninvariant. The role of self-determination in reducing both intergroup threat and prejudice is discussed, and implications for diversity education and policy are identified.

### G235

**SOCIAL ANXIETY AND THREAT ACTIVATION FOLLOWING SOCIAL STRESSORS** Niels Christensen<sup>1</sup>, Madeleine Reedy<sup>1</sup>, Sarah Clark<sup>1</sup>, James Austin<sup>1</sup>; <sup>1</sup>Radford University – Previous research has suggested that the socially anxious experience initial activation, then subsequent avoidance of, socially-threatening stimulus words (Amir et al., 1998). However, our research suggests that social stressors fundamentally alter the ability of the socially anxious to self-regulate cognitions. Therefore, the goal of the present research was to evaluate whether the activation-then-avoidance process would replicate following a social stressor. The 165 undergraduates were prescreened on social anxiety and later participated in one of three experimental conditions. Some completed a 5-minute social interaction with a stranger. Others completed a 5-minute cognitively demanding task by themselves. Remaining participants sat quietly by themselves for 5 minutes. After the experimental manipulation all participants completed a semantic decision-making task on a computer. On key trials, the task required self-regulating attention away from the socially threatening meaning of a homograph (e.g., recognizing that the homograph STERN refers to a "boat" rather than a "harsh personality"). Slower reaction times on homograph trials indicate greater social threat activation. The 3-way interaction of social anxiety, experimental condition, and stimulus onset (immediate versus delayed) was marginally significant,  $F(2, 158) = 2.80, p = .06$ . Most importantly, the interaction between social anxiety and stimulus onset in the social stressor condition,  $F(1, 56) = 6.54, p = .01$ , indicated a reversal of the activation-then-avoidance process. Social anxiety was associated with greater avoidance on the immediate trials and activation on delayed trials. This result highlights the socially embedded nature of self-regulatory processes for the socially anxious.

**G236****ATTACHMENT, EGO DEPLETION AND REPRESSIVE DEFENSIVENESS OF EMOTIONAL MEMORIES**

W. Steven Rholes<sup>1</sup>, Jamie L. Rentfro<sup>1</sup>; <sup>1</sup>Texas A&M University – Attachment theory proposes that individuals with a dismissive avoidant attachment style actively attempt to block the recall of memories that generate strong, negative affect, particularly when they involve close others. Individuals with other attachment styles (secure, preoccupied, and fearful avoidant) do not block these memories. The present study proposed that this blockage used by dismissive avoidant persons relates to affect regulation. As such, we examined whether this regulation could be undermined by Baumeister and colleagues' ego strength depletion. In the experimental condition, participants first completed an ego depletion task. In the control condition, participants completed a non-depleting task. Then all participants were asked to recall 4 separate childhood events involving their parents in which they experienced either sadness, anger, anxiety, or happiness. The dependent variable was latency to recall the memory. It was hypothesized that individuals with a dismissive avoidant attachment style would recall affectively negative events more quickly in the ego depletion condition than in the control condition, while other attachment styles would show no differences. Results were consistent with the hypothesis. Also, ego depletion did not influence the recall of affectively positive events for any attachment style. As hypothesized, individuals with a dismissive avoidant style attempt to block the retrieval of affectively negative events, and this action requires ego strength. These findings are consistent with the literature, which characterizes dismissive avoidant persons as more likely to actively control cognition and emotion. High self-regulation may be one way to remain affectively neutral and emotionally detached within close relationships.

**G237****CAN'T STOP: RESTRAINING RESPONSE TO POSITIVE AFFECTIVE STIMULI**

Martin Ryan<sup>1</sup>, Nicole Wilson<sup>1</sup>, Yuichi Shoda<sup>1</sup>; <sup>1</sup>University of Washington – In the emotional go/no-go task, subjects are presented with a series of happy and scared faces. In one condition ("scared no-go") they must press a button when they see a happy face and refrain from pressing the button when they see a scared face. In the other condition ("happy no-go"), the scared faces are the "go" cue and happy faces are the "no-go" cue. Previous research has found that subjects perform this task less quickly and make more errors in the "happy no-go" condition (Hare et al., 2005), consistent with the hypothesis that happy faces function as a positive/approach cue, and as such are more difficult to withhold a response from. The present research replicated Hare et al. (2005) with a larger sample (N=122) and demonstrated that individual differences in performance on this task are related to a measure of impulsivity. Subjects made more errors in withholding responses in the "happy no-go" condition than in the "scared no-go" condition (Ms=27% and 25%,  $t(126)=2.35$ ,  $p=.02$ ,  $d=.37$ ). Furthermore, scores on the Barratt Impulsiveness Scale (BIS) were related to errors in restraining responses to happy faces ( $\beta=.27$ ,  $p<.01$ ). Impulsivity remained a significant predictor of error in the "happy no-go" condition after controlling for latency, error rates on the "scared no-go" condition, and on a related task using neutral faces ( $\beta=.20$ ,  $p<.01$ ). Our findings suggest that impulsivity relates to subjects' ability to resist the affective "pull" of happy faces and focus on the task at hand.

**G238****NO THANKS! LOW SELF-CONTROL PREDICTS IMPOLITE BEHAVIOR**

Amber DeBono<sup>1</sup>, Mark Muraven<sup>1</sup>; <sup>1</sup>University at Albany - SUNY – Social norms appear to be followed seamlessly and automatically. Yet, self-control may be required to resist temptations to behave antisocially. The Ego Depletion Model suggests that self-control is like a muscle that can be weakened (Baumeister, Bratslavsky, Muraven, & Tice, 1998). When self-control is expended on a task, this self-control depletion decreases performance on subsequent self-control related tasks. Previously, lowered self-control was found to decrease adherence to specific prescriptive

norms such as cheating. To explore the possibility that conforming to other norms necessitates self-control, we tested the Ego Depletion Model with politeness, a descriptive norm. We predicted that participants depleted of their self-control would be impolite whereas those with maintained self-control would adhere to politeness rules. Thirty-six participants were instructed to type two paragraphs. Non-depleted participants typed both paragraphs normally. Depleted participants did not type "e" or spacebar during the second paragraph. This task exhausts self-control resources because resisting the natural urge to push these forbidden keys requires self-control strength. Next, the participants followed the experimenter to another room. To assess polite behavior, the experimenter secretly counted how many times the participants said thank you while holding open eight doors for them. Overall, depleted participants were less polite than their non-depleted counterparts. Participants with lowered self-control said thank you significantly less often. In fact, depleted participants were more likely to never say thank you than those who were not depleted. The results suggest that low self-control causes fewer adherences to social norms, such as politeness.

**G239****MINDFULNESS STRATEGIES DECREASE PAIN TOLERANCE ASSOCIATED WITH HIGH HEART RATE VARIABILITY**

Tory A. Eisenlohr-Moul<sup>1</sup>, Daniel R. Evans<sup>1</sup>, Daniel F. Button<sup>1</sup>, Ruth A. Baer<sup>1</sup>, Suzanne C. Segerstrom<sup>1</sup>; <sup>1</sup>University of Kentucky – One interesting manifestation of self-regulation is the ability to withstand pain rather than escape. As a self-regulatory trait, this ability may be reflected in high resting heart rate variability (HRV; a measure of parasympathetic control of the heart), which has been associated with better self-regulation at difficult tasks. As a self-regulatory skill, mindfulness (i.e., experiential observation, description, and acceptance) is often taught to increase both pain tolerance and self-regulatory capacity. The current study tested the hypothesis that high HRV, mindfulness, and their interaction predict persistence on a painful task. Participants ( $n = 63$ ) not previously trained in mindfulness were randomly assigned to either mindfulness training or control. HRV was measured during a 10-minute baseline, during which those in the mindfulness condition learned about strategies including observing, describing, and accepting. They were then instructed to apply these strategies during a cold pressor task. Those in the control condition were instructed to cope with the pain however they chose. Higher resting HRV predicted longer persistence on the task ( $b = .31$ ,  $p < .05$ ). However, instructions to be mindful predicted shorter persistence ( $b = -.28$ ,  $p < .05$ ), and group status moderated the effect of HRV on persistence such that HRV predicted longer persistence in the control group only ( $b = -.41$ ,  $p = .05$ ). The self-regulatory demand of applying novel mindfulness strategies may have taxed self-regulatory strength during the cold pressor task so as to attenuate the benefit associated with high HRV.

**G240****MOTIVATED USE OF CONSTRUAL LEVELS TO ENHANCE SELF-CONTROL**

Karen E. MacGregor<sup>1</sup>, Kentaro Fujita<sup>1</sup>, Andrew J. Senita<sup>1</sup>; <sup>1</sup>Ohio State University – Previous research has demonstrated that thinking abstractly, or using high-level construals, improves self-control (Fujita, 2008; Fujita et al., 2006). Empirical evidence for this construal level approach to self-control has revealed that inducing people to think abstractly leads to increased physical endurance, more negative evaluation of temptations and reduced temporal discounting (Fujita et al., 2006). The unique contribution provided by the current program of research lies in the suggestion that high-level construals may be recruited strategically by individuals facing a self-control conflict. Specifically, this research demonstrates that when faced with the prospect of temptations undermining valued goals, people can and will adopt high-level construals of future events, a practice which is likely to promote self-control. In study one, all participants imagined that they would be taking part in a cookie taste test. Half were asked to imagine being concerned with eating too many cookies (restraint goal), whereas the others were asked to imagine being worried about maximizing their enjoyment of the cookies (enjoyment goal). Individuals with the hypothetical restraint goal were more likely

to adopt a high-level construal of the cookie taste test than were those with the hypothetical enjoyment goal. In study two, correlational data revealed that greater personal concern with maintaining a healthy diet was associated with an increased tendency to adopt high-level construals of a real cookie taste test believed to be forthcoming. Taken together, the results of these studies provide initial evidence for the strategic use of high-level construals to enhance self-control.

#### G241

**PRAYER CAN REDUCE AGGRESSION** Ryan H. Bremner<sup>1</sup>, Sander Koole<sup>2</sup>, Brad J. Bushman<sup>1,2</sup>, <sup>1</sup>University of Michigan, <sup>2</sup>Vrije Universiteit, Amsterdam, the Netherlands – One popular notion across religious traditions is that prayer can be used as an instrument to reduce anger. Given its widespread use as well as the relationship between certain types of religiosity and violence, it is important to know whether prayer really can be an effective way to reduce anger and aggression. We examined this using 2 (angered versus not angered) X 2 (pray for versus think about the person who angered you) between-subjects factorial design. Participants were told that they would form an impression of another participant by writing an essay, exchanging essays with their partner, giving and receiving feedback on the essays, and playing a competitive reaction time task. Half of the participants were angered by receiving very negative essay feedback, whereas the others received positive feedback. Participants were then randomly assigned to pray for or think about the person who angered them, after which they played the competitive reaction time task in which the winner could blast the loser with loud noise through headphones (aggression measure). Results showed that participants who were angered and then prayed for the person who angered them were less aggressive than those who were angered and thought about the person who angered them ( $d=0.63$ ). These results show that prayer can reduce aggression in angry people.

#### G242

**OVERCOMING REGRET: THE SHORT-TERM IMPACT OF SELF-REGULATION STRATEGIES** Jamie C. Farquhar<sup>1,2</sup>, Carsten Wrosch<sup>1,2</sup>; <sup>1</sup>Concordia University, <sup>2</sup>Centre for Research in Human Development – Research suggests that older adults, who often possess low opportunities to undo their regrets, should disengage from regrets that cannot be undone. In contrast, it may be more adaptive for younger adults, who possess the opportunity to undo their regrets, to remain engaged in attempting to undo the negative consequences of regrets that can be undone. The current study used a writing intervention to manipulate younger and older adults' self regulation processes to determine the causal mechanisms involved in the management of regret. One-hundred younger adults (aged 18 – 30 years) and 100 older adults (aged > 60 years) were randomly assigned to one of two experimental writing conditions (or a third control condition). In the 'Let Go' condition, participants were asked to focus on unfavorable opportunities to undo their regrets, and to generate thoughts and actions that would help them let go of the regrets. In contrast, in the 'Undo' condition, participants were asked to focus on favorable opportunities to undo their regrets, and to generate thoughts and actions that would help them to undo the consequences of the regretted events. We hypothesized an age by condition interaction so that older adults would benefit most from letting go (i.e., disengaging) from their regrets whereas younger adults would benefit most from their efforts to undo their regrets. The impact of the writing intervention was measured using regret-specific (e.g., intrusiveness, regret emotions) and general well-being measures (i.e., mood). The results supported the hypotheses. Implications of the findings will be discussed.

#### G243

**WHEN DEPLETION HELPS: DEPLETION AS EXAGGERATION OF ENVIRONMENTAL INFLUENCE** Michael Cahill<sup>1</sup>, Ronald T Kellogg<sup>1</sup>, Donna Eisenstadt<sup>2</sup>, Nic LeFevre<sup>1</sup>, Kristen Maltarich<sup>1</sup>, <sup>1</sup>Saint Louis University, <sup>2</sup>Illinois State University – Self-regulatory exertion has been shown to deplete resources and impair subsequent self-regulation. However, ambiguity still surrounds the identity of this resource and its role in self-regulatory processes. The current study tested the possibility that a primary characteristic of depletion is diminished voluntary control of attention. By this account, depletion diminishes strategic attentional control and exaggerates the influence of salient environmental cues. Unfortunately, the environment often lacks the appropriate stimuli to direct attention to abstract goals, and thus depleted participants typically show self-regulatory decrements. However, goal primes that are present in the environment should be particularly attention-demanding and influential for depleted individuals, leading to a possible self-regulatory advantage of depletion. The purpose of the current experiment was to test the possibility that depletion benefits rather than impairs self-regulation in the presence of a salient stimulus (a mirror) thought to prime abstract goals. Participants followed either a simple or complex rule as a manipulation of depletion and then completed the competitive reaction time task as a measure of aggression either in the presence or absence of a small mirror. In the absence of a mirror, depleted participants exhibited marginally more aggression than did non-depleted participants, but in the presence of a mirror, depleted participants displayed significantly less aggression than did non-depleted participants. Rather than leading to unequivocal self-regulatory impairment, the depletion effects may depend heavily on contextual factors. Broader implications for theory in self-regulation are also discussed.

#### G244

**THE IMPACT OF PERCEPTION ON EXECUTIVE CONTROL: DOES ILLUSORY FATIGUE IMPAIR WORKING MEMORY CAPACITY?** Joshua J. Clarkson<sup>1</sup>, Edward R. Hirt<sup>2</sup>, D. Austin Chapman<sup>2</sup>, Lile Jia<sup>2</sup>; <sup>1</sup>University of Florida, <sup>2</sup>Indiana University – The human mind is quite adept at modifying and regulating one's thoughts, judgments, and behaviors. Interestingly, self-regulatory failures have been linked to impairments of this executive function. That is, individuals who are depleted of valuable self-regulatory resources show reduced executive functioning in the form of restricted working memory capacity. However, emerging research suggests that the mere perception of depletion (i.e., illusory fatigue) affects subsequent self-regulatory performance independent of one's actual state of depletion (Clarkson, Hirt, Jia, & Alexander, in press). Might the effect of illusory fatigue on subsequent self-regulation be attributed to restricted working memory capacity? In other words, could the mere perception of resource availability affect one's capacity to engage in executive functioning? To manipulate illusory fatigue, participants completed a modified misattribution paradigm in which they were exposed to a depleting or non-depleting task before being presented with false feedback about the effects of the initial task on their state of resource depletion. Participants then completed a well-established index of working memory capacity. Findings revealed that individuals provided with feedback that matched (versus mismatched) their state of depletion exhibited greater working memory capacity (independent of individuals' actual state of depletion). These findings offer: (1) important insight into the mechanism underlying the link between perceived resource availability and self-regulatory performance, and (2) supportive evidence that subjective perceptions can impact executive functioning, which suggests a fluid conceptualization of working memory. Implications for spontaneous resource replenishment are discussed.

**G245****TRAIT MEASURES OF SELF-CONTROL AND THE TEMPORAL DISCOUNTING OF DELAYED REWARDS**

Kerstin Schroder<sup>1</sup>, Joseph Wanzek<sup>1</sup>, Ryan Greene<sup>1</sup>, <sup>1</sup>Utah State University – Aims: We examined the associations between two trait measures of self-control and the temporal discounting for delayed rewards. Methods: Self-control was assessed in a sample of 68 male and 58 female undergraduate students using the Rosenberg Self-Control Scale and a measure of Habitual Self-Control. Temporal discounting was assessed in individual lab sessions asking participants to make a series of choices each between an immediate, smaller reward and a delayed larger reward. Delay intervals and reward amounts were systematically varied to obtain individual hyperbolic functions for discounting. Three different vignettes (lottery, survey participation, and exercise) were used to also observe effects of different behavioral efforts required. The area under the curve of the hyperbolic function was used as an indicator of discounting and as dependent variable for correlational analyses. Further, HLM was used to model decisions (0=immediate reward, 1=delayed reward) with time delay and reward amount as Level-1 predictors and self-control as Level-2 predictor. Results: We found correlations between self-control and discounting up to -.25. HLM analyses predicting the log-Odds of delayed choices indicated strong effects of reward size ( $t=7.45$ ,  $p<.0001$ ) and delay ( $t=-30$ ,  $p<.0001$ ). Self-control added to the prediction of delayed-reward choices in some but not all analyses. Further, self-control moderated the effects of both Level-1 predictors, reducing both the impact of reward size and time on the choice of a delayed reward. Conclusions: Trait measures of self-control are relatively weak predictors of lab-induced delay choices but limit the effects of primary determinants (delay, size of reward) on discounting.

**G246****PRESSURE KICKING IN THE NFL: DOES ICING THE KICKER HINDER PERFORMANCE?**

Nadav Goldschmied<sup>1</sup>, Max Nankin<sup>2</sup>, <sup>1</sup>University of San Diego, <sup>2</sup>Barry University – 'Icing' is a common strategy used in basketball and American football to minimize the success rate of opposing teams. When the game is on the line, an opposing coach may ask for a time-out, to allow the player who is about to make a crucial free-throw or a decisive kick more time to mull the negative outcomes if he fails to score. Our archival study corroborates that this strategy is successful in the ranks of the NFL (the National Football League). We also propose, through comparison between different game situations before the kick, a possible mechanism behind the icing effect; namely, icing may work because the player is taxed twofold as he has to prepare – both mentally and physically – twice for the kick under 'icing' conditions, and not because he becomes overly anxious due to negative thoughts (i.e., rumination). Additionally, our results indicate that other "environmental" factors such as experience, lack of time-out availability by the opponent (i.e., sense of control) and score (tied vs. behind), do not appear to bolster kicker's ability to convert a pressure kick.

**G247****ANTECEDENTS OF PSYCHOLOGICAL WELL-BEING: EMOTIONAL INTELLIGENCE AS A MEDIATOR IN THE RELATIONSHIP BETWEEN SELF-DETERMINED REGULATION STYLE AND WELL-BEING**

Melinda Morgan<sup>1</sup>, Celine Blanchard<sup>1</sup>, Danielle Patry<sup>1</sup>, Isabelle Therrien<sup>1</sup>; <sup>1</sup>University of Ottawa – Self-determination theory research has shown that self-determined self-regulation styles (e.g. intrinsic, integrated and identified) are associated with positive outcomes such as psychological well-being (PWB). Little is known as to the mechanism of the relationship between such regulation styles and PWB. Exploratory analyses of emotional intelligence (EI) as a potential mediator will be examined in two studies. In Study 1 a cross-sectional design was used and a 3-month longitudinal design was used in Study 2. Student samples were used for both studies. Global self-regulation, four facets of EI (Appraisal of Emotions (AE), Mood Regulation (MR), Utilization of Emotions (UE) and Social Skills (SS)) and PWB were measured for Study 1 ( $n = 103$ ). In Study 2 ( $n = 283$ ), global self-regulation was measured at Time 1 and EI and PWB were measured at Time 2.

For Study 1, regression analyses revealed that only intrinsic motivation, introjected regulation (negative), AE, and MR significantly predicted PWB. Both AE and MR emerged as significant partial mediators. Regression analyses for Study 2 revealed that integrated, identified, introjected (negative), AE and MR significantly predicted PWB. In Study 2, AE and MR emerged as partial mediators for both integrated and identified regulation. Results suggest that the relationship between self-determined regulation and PWB may be partly due to one's self-reported comprehension of emotions and one's self-reported regulation of mood.

**G248****SELF-REGULATING BEHAVIOR IN CLOSE RELATIONSHIPS**

Sylviane Houssais<sup>1</sup>, Gabriele Oettingen<sup>1</sup>, Peter Gollwitzer<sup>1</sup>; <sup>1</sup>New York University – Mental Contrasting with Implementation Intentions (MCII) was hypothesized and observed to help people regulate their behavior in romantic relationships. Mental contrasting leads people to successfully set goals, while forming implementation intentions leads people to successfully plan and implement set goals. Previous work has tested the effectiveness of MCII in the achievement and health domains. The present study investigated its effectiveness in the interpersonal domain. Participants in long-term romantic relationships identified an insecurity-based behavior that they wanted to reduce. They then either learned the MCII strategy, a reverse control strategy, or no strategy. In the MCII condition, participants elaborated in writing a desired outcome of reducing their unwanted behavior, followed by a critical obstacle standing in the way of reducing the unwanted behavior. They then formulated an 'if-then' plan using the obstacle in the if- part of the plan and a relevant behavior to overcome the obstacle in the then- part of the plan. In the reverse control condition, participants followed a similar procedure but in a theoretically ineffective order. In the third condition, participants were given no particular strategy. One week after the experiment, participants in the MCII condition reported being significantly more successful in reducing their unwanted behavior than participants in the other conditions. Additionally, participants in the MCII condition reported a significantly larger increase in relationship commitment than those in the control conditions. The findings have implications for the psychology of goal pursuit as well as for research on improving relationships.

**G249****THE EFFECTS OF MORTALITY SALIENCE ON NAMES PREFERENCES: EVIDENCE FOR THE MORTALITY THREAT-BUFFERING FUNCTION OF IMPLICIT EGOTISM**

Mauricio Carvalho<sup>1</sup>, Chris Bartak<sup>1</sup>; <sup>1</sup>University of Oklahoma – Research on implicit egotism suggests that one way in which people affirm their sense of self-worth in the face of self-concept threat is by automatically enhancing the value of the letters in their names. The current research examines whether the buffering effect of implicit egotism also extends to exposure to mortality threat. Two experiments and one archival study tested the hypotheses that reminding people of their mortality should increase their name letter preferences and influence their preferences for children's names similar to their own names. In Studies 1 and 2, participants were exposed to mortality salience or control conditions. Mortality salience led to increased (a) liking for participants' first and last initials (Study 1) and (b) preference for children's names that shared participants' first initials (Study 2). In Study 3, we examined birth records surrounding the 9/11 terrorist attacks. Analyses of these records revealed that, after the 9/11 terrorist attacks, people were disproportionately more likely to name their children with names that shared the first initials of their own names. Taken together, these studies provide further evidence of the threat-buffering function of implicit egotism and the role it plays when choosing a name for one's children.

**G250**

**THE DOWNHILL BATTLE FOR SELF-CONTROL: COGNITIVE DYNAMICS AS SUBJECTIVE CUES FOR EXPERIENCED AGENCY** Erik G. Helzer<sup>1</sup>, Michael T. Wojnowicz<sup>1</sup>, Melissa J. Ferguson<sup>1</sup>, Michael J. Spivey<sup>2</sup>; <sup>1</sup>Cornell University, <sup>2</sup>University of California: Merced – What does it feel like to exert self-control? Based on previous work in social psychology (Preston & Wegner, 2007) and cognitive dynamics (Wojnowicz, Spivey, & Ferguson, 2009) we explored the counterintuitive possibility that participants would experience greater self-control over decision responses that were objectively easier to give. On a computerized Stroop task, participants saw a stimulus at the bottom of the screen and two response alternatives on either side of the top of the screen. On each trial, participants identified the color of the stimulus by moving their computer mouse toward the corresponding response box. We surreptitiously tilted the computer tabletop toward the left or right, facilitating participants' hand-movements toward responses on one side of the computer screen. As expected, we found that participants ( $n = 57$ ) experienced greater self-control when responding in the direction of the table tilt. Since previous research suggests that high-conflict decisions are characterized by strong cognitive acceleration (Wojnowicz, Spivey, & Ferguson, 2009), participants' increased motor acceleration when responding with the tilt may have provided a cue to agency by mimicking (or feeding back into) cognitive acceleration. We discuss our results in terms of Wegner's (2001) model of conscious will as a causal inference. In addition to static thought-action relationships, which operate on the principles of priority, consistency, and exclusivity, we argue that people derive a sense of agency from the experience of dynamic acceleration within cognitive processing.

**G251**

**INCREASED AUTOMATIC CONTROL IN HEALTHY ELDERLY: EVIDENCE FOR THE POSITIVE AFFECTIVE BIAS IN AGING** Sanda Dolcos<sup>1,2</sup>, Ekaterina Denkova<sup>2</sup>, Keen Sung<sup>1</sup>, Roger Dixon<sup>1</sup>, Florin Dolcos<sup>2,3</sup>; <sup>1</sup>Psychology, University of Alberta, <sup>2</sup>Psychiatry, University of Alberta, <sup>3</sup>Centre for Neuroscience, University of Alberta – Emotion regulation (ER) is an important part of everyday human behaviour. ER undergoes lifespan transformations, with an apparent peak occurring in the elderly. By emphasizing positive aspects of stimuli, older adults may display an enhanced ability to control emotional responses to problematic events. Most of the previous ER research has focused on deliberate, conscious forms of regulation, but little is known about automatic or nonconscious forms of ER, and the effect of aging on these processes. Here, we examined the effects of deliberate and automatic ER in healthy young and older adults. The experimental design manipulated both the goal of regulating emotion (conscious vs. nonconscious) and the intensity of the emotional challenge (high vs. low). Participants rated the emotional content of negative and neutral pictures of varying intensity and were instructed or nonconsciously primed to suppress responses to the pictures. In the young group ( $n = 23$ ) both deliberate and automatic ER decreased subjective responses to low-intensity emotional pictures, but only deliberate ER was effective in suppressing responses to high-intensity pictures. Interestingly, in older adults ( $n = 14$ ) both deliberate and automatic ER were effective in suppressing emotional responses to both low and high-intensity emotional pictures. Our findings suggest that older adults are better at controlling their emotions, and that automatic ER may be contributing to the positive affective bias in healthy aging. In the current investigation we are also examining the effect of aging on the neural correlates of ER.

**G252**

**REGULATORY FOCUS AFFECTS DONATIONS IN TIMES OF RESOURCE CRISIS** Destiny Peery<sup>1</sup>, Daniel C. Molden<sup>1</sup>, Galen V. Bodenhausen<sup>1</sup>, David B. Miele<sup>2</sup>; <sup>1</sup>Northwestern University, <sup>2</sup>Columbia University – Previous research has suggested that Prevention-focused individuals are more attuned to reciprocity norms and feel a stronger sense of obligation to their groups, even groups in social dilemma games. Due to this sense of obligation and their adherence to reciprocity norms, Prevention-focused individuals were expected to contribute more to the group's donation in

a Public Goods Game as a means to foster reciprocity and fulfill their obligation to the group. Promotion-focused individuals were expected to donate less as means to enhance their personal gains. In Study 1, chronic Prevention and Promotion-focused participants played a Public Goods game where feedback about a donation surplus was manipulated to create a pattern of a rising surplus, a plateau, and finally a decline. As predicted, during the stable, plateau period, Prevention-focused participants donated more than Promotion-focused participants. During the surplus decline, the pattern of donations reversed such that Promotion-focused individuals donated more than Prevention-focused participants. This may have resulted from a motivation on the part of Promotion-focused participants to continue the game, while the Prevention-focused participants, feeling a sense of betrayal due to the lack of donations from the group, may have given up. Study 2 manipulated regulatory focus by priming Prevention and Promotion focus. Participants played a similar Public Goods game where the pattern of feedback created a period of surplus stability and then a decline. A replication of the effects from Study 1 was predicted and supported. These results may have implications for economic decisions, particularly in times of resource or economic crisis.

**G253**

**THE MOTIVATED REPLENISHMENT OF SELF-CONTROL RESOURCES THROUGH DIETARY MEANS** E.J. Masicampo<sup>1</sup>, Roy F. Baumeister<sup>1</sup>; <sup>1</sup>Florida State University – This work examined whether people seek out foods that are high in sucrose in order to replenish depleted self-control resources. Self-control uses (and thus relies on the limited availability of) glucose in the blood stream. When a person exerts self-control, glucose is used up and so subsequent self-control efforts are hindered. Recent work, however, has shown that ingestion of sucrose – which replenishes blood glucose – can buffer against self-control fatigue (Gailliot et al., 2007; Masicampo & Baumeister, 2008). While that work involved instructing participants to ingest sucrose, the present work examined whether people actively seek it out. Participants were assigned to perform either a self-control task or a similar task that involved little control. A second manipulation involved telling participants that they would engage in a task later on that would either require a lot of mental effort or that would be relaxing and effortless. All participants then engaged in a taste preferences task. Data from that task suggest that participants who exerted self-control initially (and thus whose glucose levels were presumably depleted) reported a greater craving for high-sucrose food, consumed more of a high-sucrose food, and expressed greater interest in purchasing a high-sucrose food relative to control participants. Moreover, the effect was specific to participants who expected to exert mental effort on a following task and the effect did not generalize to other, low-sucrose foods. These data point to the importance of considering dietary behavior as an integral component of self-control processes.

**G254**

**DOING IT FOR ME: SELF-CONTROL DEPLETES LESS STRENGTH WHEN INTRINSICALLY MOTIVATED** Mark Muraven<sup>1</sup>; <sup>1</sup>University at Albany – Why someone exerts self-control may influence how depleting a task is. Research on Self-Determination Theory has found that actions that feel compelled or forced by the situation tend to undermine feelings of vitality, and require more effort and continued outside motivation as compared to actions that feel more autonomously directed. This may have implications for how much self-control strength an autonomous motivated (vs. compelled) self-control attempt requires. This was tested in several experiments, where individuals who were ordered (versus politely asked) to exert self-control; who were paid to reach a self-control goal (versus paid for doing their best); or who were more intrinsically motivated to exert self-control. Individuals who felt more compelled to exert self-control consistently performed more poorly on a subsequent test of self-control, which suggests that extrinsically motivated self-control depletes more strength. Alternative explanations for the results, such as compelled participants being more anxious, stressed, unhappy, or being less motivated to do well were not supported. Mediation analysis

ses suggested that the more autonomous one feels while exerting self-control, the more vitality that is experienced. This feeling of vitality is related to self-control outcomes. Vitality may help in the replenishment of lost strength. The results suggest that not all self-control is the same; the persons' feelings about the self-control task may moderate the amount of self-control required.

**G255**

**MICHELANGELO PHENOMENON: PARTNER AFFIRMATION, GOAL STRIVING, AND RELATIONAL WELL-BEING** Madoka Kumashiro<sup>1</sup>, Caryl E. Rusbult<sup>2</sup>, Eli J. Finkel<sup>3</sup>, Michael K. Coolsen<sup>4</sup>; <sup>1</sup>Goldsmiths, University of London, <sup>2</sup>Vrije Universiteit Amsterdam, <sup>3</sup>Northwestern University, <sup>4</sup>Shippensburg University – Close relationship partners often play a crucial role in helping individuals achieve their most important goals, dreams, and aspirations. Work on the Michelangelo phenomenon (Drigotas et al., 1999) 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 and promotes greater relational well-being. Yet, research is still scarce on the mechanisms through which partner affirmation promotes movement toward the ideal self. The current presentation proposes that partner affirmation bolsters individual's willingness to work hard toward their most important but challenging goals. We first present findings from a 10-day diary study of 92 dating couples to show that on a daily basis, partner affirmation was associated with willingness to put in effort toward achieving ideal-relevant goals and greater relationship satisfaction, which in turn promoted importance placed on goal pursuits the next day. Next, we present findings from a longitudinal study of 187 romantic couples, showing that partner report of their own affirming behaviors during an ideal-relevant goal conversation promoted post-conversation determination to achieve the goal, which in turn was associated with actual goal achievement 18 months later. For both sets of findings, we also demonstrate that our findings are not due to merely feeling confident about goal achievement, suggesting that it is indeed individual's willingness to put in the necessary time and effort that yields likelihood of goal attainment. Finally, we discuss broader implications of the Michelangelo phenomenon for relationship well-being and personal well-being.

**G256**

**OVERCOMING THE EFFECT OF MOOD ON RISKY AND IMPULSIVE BEHAVIOUR** Thomas Webb<sup>1</sup>, Paschal Sheeran<sup>1</sup>, Peter Totterdell<sup>1</sup>, Warren Mansell<sup>2</sup>, Shyam Baker<sup>2</sup>; <sup>1</sup>University of Sheffield, UK, <sup>2</sup>University of Manchester, UK – Mood states (both positive and negative) seem to be associated with increases in risky and impulsive behaviours. Safe interaction with the environment therefore requires that the person find a way to regulate their mood or the effects of their mood on their decision-making and action. We conducted two experiments to investigate whether forming an if-then plan – or implementation intention (Gollwitzer, 1999) – could break the link between mood and risky or impulsive behaviour. In Experiment 1, participants planned how to deal with negative moods. Next, as part of an ostensibly unrelated experiment, participants were induced into a negative mood (or not) before rating their willingness to perform a series of risky behaviours. There was a significant relationship between induced mood and risk among participants who did not form a plan. However, implementation intention formation overcame the impact of negative mood on risk willingness. In Experiment 2, participants were induced into a state of high arousal (vs. low arousal) by listening to music and then undertook a gambling task. One-half of the sample formed implementation intentions that focused attention on the odds of winning. High levels of arousal led to more impulsive behaviour among control participants. However, forming an implementation intention promoted good risk awareness and, consequently, less impulsive behaviour. Taken together, the present findings suggest that people can strategically avoid the detrimental effect of mood states on risk by forming implementation intentions directed at controlling either the mood itself or the risky behaviour.

**G257**

**MOTIVATING "IRRATIONAL" TRUST: A REGULATORY FOCUS PERSPECTIVE** Daniel Molden<sup>1</sup>, Gale Lucas<sup>1</sup>; <sup>1</sup>Northwestern University – Trust fundamentally involves risking certain vulnerability for uncertain reward. Understanding what motivates acceptance of such risks could therefore provide insight into when and why people "irrationally" display high levels of trust at the outset of a relationship. Previous research on regulatory focus (Higgins, 1997) has shown that concerns with advancement (promotion) produce goal-pursuit strategies that involve seeking gains even while risking losses. In contrast, concerns with security (prevention) produce goal-pursuit strategies that involve protecting against losses even while missing gains. Promotion concerns may therefore encourage people to risk vulnerability and trust others to a greater degree than prevention concerns, perhaps even after trust has been violated, if opportunities for gain remain. Two studies featuring multi-round investment games confirmed these hypotheses. Following a manipulation of their promotion or prevention concerns, participants received \$10 and chose how much to invest; investments were tripled and supposedly transferred to an "anonymous partner" who then decided how much (if any) to return. Returns were in fact controlled by the experimenter and, after several rounds of favorable returns, everyone experienced a violation of trust in the form of an unfavorable return, followed by a resumption of favorable returns. Results showed that promotion-focused individuals trusted their partners with higher investments at the outset, and displayed less withdrawal of trust immediately following betrayal than prevention-focused individuals. However, promotion- and prevention-focused individuals did not differ in trust once favorable returns resumed. The potential role of both trust and reciprocity concerns in these latter results will be discussed.

**G258**

**UNCONSCIOUS GOAL PURSUIT NEEDS CONSCIOUS HELP AFTER ALL!** Roy Baumeister<sup>1</sup>, E.J. Masicampo<sup>1</sup>; <sup>1</sup>Florida State University – Different theories about the role of conscious thought offer two wildly different explanations for the classic Zeigarnik effect (i.e., reminders of unfulfilled tasks intrude spontaneously into consciousness). One is that the unconscious is taking care of pursuing the goal, regardless of conscious thought. The other is that the unconscious needs the conscious mind to do something that the unconscious cannot do – such as making a plan. Two studies favored the latter hypothesis by showing that the Zeigarnik effect goes away if a plan (implementation intention) is formed. In Study 1, students wrote about either their most important upcoming final examination, or wrote about that exam plus made a specific plan for where and when to study for it, or (control) wrote about an upcoming party. After a distractor task, all participants completed word stems. The Zeigarnik effect was measured by number of studying-related words. People who wrote only about the exam generated many exam-related words (significantly more than those who wrote about the party), but that effect disappeared among those who made a plan! Study 2 replicated this effect with the goal of getting exercise. Furthermore, it was moderated by importance. The Zeigarnik effect was found only among people who considered the goal important – and, once again, making the specific plan to pursue the goal eliminated that effect. Thus, the Zeigarnik effect is a way that the unconscious mind induces the conscious part to formulate a specific plan.

**G259**

**THE EFFECTS OF EXPRESSIVE WRITING ON SELF-DISTANCING** Jiyoung Park<sup>1</sup>, Ethan Kross<sup>1</sup>, Ozlem Ayduk<sup>2</sup>; <sup>1</sup>University of Michigan, Ann Arbor, <sup>2</sup>University of California, Berkeley – Previous studies indicate that writing about one's deepest thoughts and feelings surrounding a negative emotional event leads to dramatic physical and mental health improvements. Although prior research suggests that writing leads to these adaptive outcomes by changing the way people cognitively represent their experiences, the psychological mechanisms mediating these effects are not clear. As a first step towards addressing this issue, the present research investigated the effect of writing on psychological distance. Fifty-four

participants recalled and analyzed a recent depression-related experience and were then randomly assigned to an emotional-writing, distraction-writing, or control condition. Participants in the emotional-writing group were told to write about the thoughts and feelings that streamed through their mind as they analyzed their feelings during the study whereas participants in the distraction-writing condition were instructed to describe what they have done since waking up that morning. Participants in the control group were not given any writing instructions. After the writing procedure, participants were asked to indicate the extent to which they adopted a self-distanced (third person) perspective or a self-immersed (first-person) perspective while analyzing their feelings during the study. Results showed that participants in the emotional-writing condition indicated they were significantly more self-distanced when thinking about their past experience than participants in the control condition who were more self-distanced than those in the distraction-writing condition. These findings provide preliminary evidence suggesting that writing about one's feelings surrounding negative emotional events may function to adaptively distance people from their emotions.

### G260

#### CUE-CONTINGENT AUTOMATICITY OF HEALTH RELATED BEHAVIOR.

Sheina Orbell<sup>1</sup>; <sup>1</sup>University of Essex, UK – Three studies addressed the role of environmental cues in controlling unwanted behavioral habits and in promoting self-regulation of healthful responses. In all 3 studies, cue-contingent automaticity was assessed by the Self-report habit index (SRHI: Verplanken & Orbell, 2003). Studies 1 and 2 concerned smoking habits. If people's behavior possesses the qualities of strong cue contingent automaticity, it was anticipated that this would have important consequences for their attention to, and response to, habit cues in the environment. In study 1, smokers were significantly slower to color-name smoking cues in a stroop task. Extent of attentional bias to smoking cues was significantly and positively correlated with SRHI scores. Study 2 utilised a change in public policy to test the proposition that an environmental cue might continue to elicit an unwanted behavioral response. Smokers completed the SRHI with respect to smoking a cigarette when drinking alcohol in a pub, 2 months before the introduction of a law making smoking in pubs illegal. Two months later, cue contingent automaticity predicted the likelihood of a smoker making a behavioral slip, by 'lighting or nearly lighting a cigarette before remembering to go outside'. Study 3 concerned the use of environmental cues in promoting self-regulation of a healthful behavior. The formation of an implementation intention is a self-regulatory strategy that enlists the help of external cues in prompting goal directed behavior. Participants who formed an implementation intention to floss their teeth in a specified location every day were quick to acquire a flossing habit.

## Social Judgment/Decision-Making

### G261

#### REGULATING THE DESIRABILITY BIAS: A DUAL PROCESS ACCOUNT

Shane W. Bench<sup>1</sup>, Heather C. Lench<sup>1</sup>; <sup>1</sup>Texas A&M University – The purpose of this investigation was to examine the conditions under which people will use analytic resources to correct biased judgments. From a dual process perspective, biases that arise from the fast, intuitive and affectively influenced experiential system may be corrected by the slower deliberate analytic system. The desirability bias, which is the tendency to predict outcomes consistent with desires, appears to partially result from affective experiential reactions, and people may thus be able to regulate the bias. In three studies, participants made judgments about outcomes in a game of chance with either positive or negative consequences. The desirability bias was reduced when the consequences were strongly motivating, but not when the consequences were less motivating (Study 1). Participants were only able to reduce the desirability bias when they had sufficient time to consider their judgment, suggesting that bias reduction requires analytic processing (Study 2). Study 3 examined the possibility that this analytic processing consisted of emotion regulation strategies.

Emotion regulation strategies, particularly suppression, appeared to be one analytic strategy that people could employ to reduce the desirability bias (Study 3). These results show that people can and will use analytic resources to correct judgments that arise from affective impulses. Further, the findings suggest the importance of the experiential system in promoting regulation, and that emotion regulation strategies can be employed to effectively reduce biased judgments.

### G262

#### THE BENEFITS OF TUNING OUT: IPODS AND THEIR EFFECT ON DECISION-MAKING

Katherine McMahon<sup>1</sup>, Betsy Sparrow<sup>1</sup>; <sup>1</sup>Columbia University –

Ever since the iPod has become a staple in everyday life, we have been increasingly "tuned out" of our daily activities like studying or shopping. iPods are often criticized for being a distraction, but listening to your favorite mp3's might actually be helpful for certain tasks. Previous research has suggested that within decision-making tasks that require sorting through a lot of information, people who are distracted outperform those who deliberate attentively, which is called the "deliberation without attention effect" (Dijksterhuis, Bos, Nordgren, & van Baaren, 2006). The present study investigates whether or not iPod-listening provides enough distraction to improve decision-making performance. Participants (N=128) are told they must choose the best out of four different cars. They are shown descriptions of four cars each with twelve attributes that are either positive or negative (i.e. "Car 1 has lots of leg-room"). One car is the "right" choice with the highest number of positive attributes. After reading the information for the cars, participants are instructed to spend the next three minutes thinking of the choice consciously, listening to their iPod, or solving puzzles before indicating which car they think is best. The participants who were distracted by listening to their iPod or solving puzzles were better at choosing the best car than the participants in the conscious thought condition. Listening to an iPod (and portable music in general) provides enough distraction to create the deliberation without attention effect and leads to making better decisions. Future studies will explore iPod-listening effects on creative problem-solving.

### G263

#### NORM PERCEPTION BIASES IN CHILDREN AND ADULTS: A LOOK AT DIFFERENCES ACROSS POSITIVE AND NEGATIVE BEHAVIORS

Elaine Bossard<sup>1</sup>, Jason Rose<sup>2</sup>, Kimberly Alex<sup>1</sup>, Irwin Levin<sup>1</sup>, Joshua Weller<sup>3</sup>;

<sup>1</sup>University of Iowa, <sup>2</sup>University of Toledo, <sup>3</sup>Decision Research –

In the present study, self-other projection and above-average effects for behavioral reports were examined in order to uncover biases in how children and parents view the child in comparison to peers. Ten-year-old children and their parents were asked to report on the frequency with which they (their child) engaged in a range of both positive and negative behaviors over the past two months. Participants (both parents and children) were also asked to answer the same questions regarding the behavior of the typical child of the same age and gender. For both positive (e.g., doing a favor for a friend) and negative behaviors (e.g., failing to wear a seat-belt), positive correlations were found between children's reports of their own and their peer's activities – illustrating considerable projection in children's estimates for their peers. However, when examining mean-level differences, children reported a higher (lower) average frequency for positive (negative) behaviors for themselves than their peers – illustrating the presence of better-than-average effects. Parents showed similar results for both types of analyses when judging their children and their children's peers. To the best of our knowledge, this demonstrates the new idea that children as young as ten years old show similar norm perception biases as adults. We will discuss implications and future research aimed at linking self- and peer- perceptions to risky behavior in children.

**G264**

**GROUP PERCEPTION ACTIVATES EGALITARIAN CHOICE** Anna López<sup>1</sup>, Bryan Balvameda<sup>2</sup>, Yaniris Gómez<sup>1</sup>, Valerie Purdie-Vaughns<sup>1</sup>, Gregory Walton<sup>3</sup>, <sup>1</sup>Columbia University, <sup>2</sup>Yale University, <sup>3</sup>Stanford University – This poster reports one experimental study demonstrating that a pervasive feature of selection decisions—perceiving an organization as a group—enables egalitarian values to express themselves. We report that discrimination can be strongly reduced when the identical organization is framed in terms of a group rather than as a series of unrelated individuals. We examine decision-making relevant to ethnic and gender diversity, a context in which people both harbor prejudice and bias and, in many cases, personally endorse egalitarian values. Given these opposing pressures, small situational factors can have a large effect on people's decision-making, by determining which kind of attitude comes online at any given moment. In our study, we used a 2 (perception of Supreme Court justices: group vs. series of individuals) x 2 (counterbalanced order of candidates: Leah Ward Sears on left or right) design. We found that, regardless of candidate order, framing the Supreme Court justices as a group led participants to significantly more often select a minority candidate (Leah Ward Sears) over a majority candidate (Diane Wood) as the next candidate justice. Neither political knowledge nor Social Dominance Orientation moderated the results, suggesting that the effect applies to a broad range of individuals. These findings inform our knowledge on situated cognition and decision-making.

**G265**

**SIMILAR WHEN WE COOPERATE? INTERDEPENDENCE EFFECTS ON SOCIAL PROJECTION** Claudia Toma<sup>1</sup>, Vincent Yzerbyt<sup>1</sup>, Olivier Corneille<sup>1</sup>, Nicolas Kervyn<sup>1</sup>, <sup>1</sup>Catholic University of Louvain at Louvain-la-Neuve – People have a strong tendency to use information about themselves when making predictions about personality of others (e.g., social projection). Social projection has received considerable attention over the last decade. Yet, its boundary conditions have been relatively understudied. The current research moves beyond the traditional focus on target characteristics to develop our understanding about the role of self-other interdependence in social projection. Two experiments tested the hypothesis that more projection should occur under conditions of interpersonal cooperation than under conditions of interpersonal competition. After participants had rated themselves on a list of personality traits, they were led to expect a situation of cooperation or competition with an unknown target and rated this target on the same traits. In both experiments, projection of self-attributed traits was stronger under cooperation than competition. This effect was independent of trait valence, whether defined a priori (Experiment 1) or as an idiosyncratic measure (Experiment 2). While traits used in Experiment 1 were unrelated to cooperation, competition, in Experiment 2 participants rated themselves and the target on traits related to competence and warmth. Experiment 2 revealed an interaction between interdependence and judgment dimension on social projection. Participants projected more in cooperation than in competition, but more on the warmth than on the competence dimension. These findings suggest that the anticipated interdependence context influences the way we perceive similarity with unknown others. We discuss possible cognitive and motivational mechanisms underlying this effect.

**G266**

**THE MORE, THE MERRIER: THE PERVERSE EFFECT OF ADDITIONAL VICTIMS ON MORAL JUDGMENT** Uriel Haran<sup>1</sup>, Daylian M. Cain<sup>2</sup>, <sup>1</sup>Carnegie Mellon University, <sup>2</sup>Yale University – Murdering ten is worse than murdering two; all else being equal, the worse the outcome of an act, the harsher the judgment should be against the agent. However, people's judgments sometimes display the opposite pattern. In two lab studies, we find that as the number of victims of an unethical act increases, perception of the harm done to each victim decreases, and, consequently, the act itself may seem less harmful overall. Past research has shown that people show greater willingness to help one victim than a multitude of

victims. We show that this bias affects not only helping behavior, but also moral judgment. Moreover, our effect is not limited to different reactions to single targets versus group targets, but also exists when comparing small groups of victims to larger ones. In our studies, participants read a story about an unethical act harming one, few, or many victims. We measured participants' perceptions of the individual harm done to each of the victims and the overall harmfulness of the act. Results revealed that the perceived harmfulness of the act, to each victim and overall, decreased when there were more victims. This tendency persisted even when we provided explicit information about the precise magnitude of harm done to each victim, which was identical. Together, our studies demonstrate that victims of unethical acts pay a premium in how people perceive their suffering when other victims of these acts exist. This bias may lead to systematic judgment errors by legal juries and in public opinion.

**G267**

**WHAT LIES BEHIND IDEOLOGICAL DIFFERENCES** Zeljka Buturovic<sup>1</sup>, Grace Ren<sup>1</sup>, Katherine Schwalbe<sup>1</sup>, <sup>1</sup>Zogby International – A view that personality differences and motivated cognitions are the main driving force behind ideological differences appears to be approaching consensus. However, the reported size effects rarely go beyond 0.30 (Jost et al, 2003) and much smaller effects are not uncommon (e.g. Carney, Jost, Gosling, & Potter, 2008), suggesting that a substantial variance in ideology is yet to be explained. We believe that those who adhere to different ideologies have different intuitions about the nature of the surrounding social world – such as the workings of economics and limitations of human nature. In line with this hypothesis we conducted two studies: in our first study, we administered our 8-item Economic Intuition Scale as well as selected 6 items from the Death Anxiety Scale and 10-item subset of the Need for Closure Scale to 4835 adults nationwide. In our second study we administered a 3-item Human Nature Intuitions Scale to another 5000 adults. The results of our first study showed the correlation between economic intuitions (as measured by our scale) and ideology to be 0.57 – an effect which is twice as large as that between ideology and need for closure obtained in the same study. Results of our second study confirm that differing intuitions about human nature play a role in ideological positioning as well, with our 3-item scale producing a correlation of 0.28. Our data suggest new possibilities for what lies behind differing ideological views.

**G268**

**I AM WHAT I DO, NOT WHAT I HAVE: DEFINING ONESELF BY EXPERIENTIAL RATHER THAN MATERIAL PURCHASES** Travis J. Carter<sup>1</sup>, Thomas Gilovich<sup>2</sup>, <sup>1</sup>The University of Chicago Booth School of Business, <sup>2</sup>Cornell University – Previous research has shown that material possessions, things people buy to have, like clothes and electronics, tend to be ultimately less satisfying than experiences, things people buy to do, like vacations and meals at restaurants (Van Boven & Gilovich, 2003). This is partly due a tendency to evaluate possessions more relatively, in comparison to other options, and experiences on their own merits, which has consequences for the decision process and post-choice evaluation (Carter & Gilovich, in press). The present research examines an additional factor, namely the greater centrality of experiences to the self-concept. Unlike material possessions, which physically persist over time, it is primarily the intangible memories of our experiential purchases that persist over time. Because it is our collection of memories that define who we are, compared with possessions, experiential purchases should come to be seen as a greater part of the self. Over time, while memories of experiential purchases tend to improve (Mitchell et al., 1997), most material purchases will tend to decay. Across several studies, we show that compared with material purchases, experiential purchases are indeed more firmly incorporated into the self-concept, which helps to explain differences in satisfaction. Experiential purchases were plotted closer to the self in a Venn diagram, and were mentioned more often when participants told their life story. This tendency to hold on more tightly to



important memories of experiences mediated the greater satisfaction with experiential than material purchases. These studies confirm that, from many angles, experiences will ultimately prove a better investment.

#### G269

**EVIDENCE OF A RACIAL SALIENCE BIAS IN VIDEOTAPED POLICE INTERROGATIONS** G. Daniel Lassiter<sup>1</sup>, Jennifer J. Ratcliff<sup>2</sup>, Victoria M. Jager<sup>2</sup>, <sup>1</sup>Ohio University, <sup>2</sup>The College at Brockport, SUNY – Prior research demonstrates that the camera perspective taken during recording can bias evaluations of videotaped criminal confessions. Specifically, confessions recorded with the camera focused on the suspect – compared with videotapes from other points of view (e.g., focused on the suspect and interrogator equally) – lead participants to judge confessions as more voluntary and suspects as more likely guilty. Although a camera perspective that directs visual attention onto the suspect and interrogator equally appears to be unbiased, investigations to date have used videotapes that depict only Caucasian suspects/interrogators. We examined the possibility that even equal-focus videotapes may become problematic when the suspect is a minority (e.g., African-American) and the interrogator is Caucasian. That is, to the extent that Caucasian observers are inclined to direct more of their attention onto minorities, an effect documented previously, we expected biased judgments of suspects to also occur in equal-focus videotapes. Three experiments examined this proposed racial salience bias. The results were supportive. Studies 1 and 2 established the plausibility of the racial salience bias and ruled out the possibility that it is simply a consequence of racial prejudice. Study 3 further demonstrated that the bias is indeed attentional in nature and thus can be prevented by having minority suspects interrogated by minority detectives. Without this or a similarly effective precaution, having an equal-focus camera perspective as the standard for videotaped interrogations may not provide equal justice for all, especially minorities who already encounter a system of justice that, intentionally or not, frequently treats them inequitably.

#### G270

**TEMPORAL DISCOUNTING RATE PREDICTS POLITICAL AND RELIGIOUS ORIENTATION** Amitai Shenhav<sup>1</sup>, David G. Rand<sup>1</sup>, Anna Dreber Almenberg<sup>1,2</sup>, Lisa Stewart<sup>1</sup>, Joshua D. Greene<sup>1</sup>, <sup>1</sup>Harvard University, <sup>2</sup>Stockholm School of Economics – Recent work relates political and cultural values to more basic cognitive and affective processes. Impulsivity and the ability/willingness to delay future rewards are among the more reliable and predictive personality dimensions. We present survey research showing correlations between temporal discounting and political and religious values. The extent to which individuals value immediate rewards relative to larger delayed rewards can be estimated with a single number, the temporal discounting rate. Responses to hypothetical monetary trade-offs, political/religious orientation, and demographic data were collected from an internet sample of 632 individuals. Temporal discounting rates were estimated based on responses to reward/delay trade-offs and regressed against a belief-in-God rating (anchored at "confident atheist" and "confident believer"), political party preference (only Democrats and Republicans included), as well as a number of demographic variables predicted to covary with each. We found that individuals who placed relatively higher value on immediate rewards (i.e. had steeper discounting curves) were more likely to be more confident believers in God and more likely to be Republicans. These effects remained significant after controlling for potentially mediating demographic factors such as age, gender, income and education level. These correlations have also been replicated in a lab sample of 152 individuals. These findings suggest that political and religious values may be influenced by the more general personality dimension reflected in one's ability/willingness to delay future rewards. Results of subsequent studies aimed at elucidating the mechanisms underlying these correlations will be discussed.

#### G271

**MY JUDGMENTS ARE BETTER THAN YOURS: ADAPTIVE WEIGHTING OF SOCIALLY VS NON-SOCIALLY PROVIDED INFORMATION** Elizabeth C. Collins<sup>1</sup>, Eliot R. Smith<sup>2</sup>, Elise J. Percy<sup>2</sup>, John K. Kruschke<sup>2</sup>, <sup>1</sup>CIS/ISCTE, <sup>2</sup>Indiana University, Bloomington – Kruschke's (2001) attentional learning model explains how people allocate attention to cues in making categorization judgments. We adapted it to a social context, where participants received information from social sources (regarding investments in Study 1) or both social and non-social sources (medical diagnosis in Study 2, political party affiliation in Study 3). Study 1 replicated Kruschke's findings: Participants exposed to a reliable advisor, A, whose information was always paired with that of a previously learned reliable advisor, B, did not attend to Advisor A, showing the blocking effect. Testing the highlighting effect, participants were first exposed to a pair of reliable advisors, E and F. Then Advisor E was paired with a new advisor, G, whose recommendations disagreed with E and were always correct (so E's recommendations were wrong). When Advisors F and G were paired giving contradictory recommendations, participants preferred to follow Advisor G, showing the highlighting effect. Studies 2 & 3 examined how participants allocate attention to social versus non-social cues. Other people's responses (social information) were pitted against cues participants learned the meaning or accuracy of themselves (non-social information). These studies found evidence of the highlighting effect, but not the blocking effect. Furthermore, both studies found evidence that non-social information (information you learn the meaning of yourself, rather being told by another person) was highlighted over social information (information you learn from another person) more than the reverse. Possible reasons for these effects, and future directions are explored.

#### G272

**PERSPECTIVE TAKING AND STEREOTYPING: THE ROLE OF STEREOTYPE CONTENT** Jeanine Skorinko<sup>1</sup>, Stacey Sinclair<sup>2</sup>, <sup>1</sup>Worcester Polytechnic Institute, <sup>2</sup>Princeton University – Research suggests that perspective taking with an outgroup member leads to less stereotyping (Galinsky & Moskowitz, 2000; Vescio, Sechrist, & Paolucci, 2003). However, findings also show that perspective takers behave more stereotypically (Galinsky, Ku, & Wang, 2008). Based on these contradictory findings, the current research examined how stereotype content moderated these effects. Experiment 1 investigated how perspective taking with a stereotype-confirming target influenced stereotyping. Prior to viewing a photo of an elderly man who was either neutrally stereotyped (e.g., a headshot) or confirmed negative stereotypes (e.g., sick in bed), half the participants were instructed to perspective take with the target. Perspective takers who viewed the neutrally stereotyped target stereotyped less than non-perspective takers, as in past research. However, perspective takers who viewed the stereotype-confirming target stereotyped more and behaved more stereotypically than non-perspective takers. Experiment 2 examined whether perspective takers anchored onto available stereotypes and assessed the degree of self-other overlap felt. Prior to viewing a neutrally stereotyped elderly man, half the participants were primed with stereotypes of the elderly, and half were primed with neutral words. Perspective takers primed with stereotypes anchored onto this information and stereotyped more, behaved more stereotypically, and reported less self-other overlap. Experiment 3 elucidated whether this effect was due to the stereotypes or the negative valence of the stereotypes. Perspective takers stereotyped more only when primed with stereotypes. In conclusion, perspective takers who see a stereotype-confirming target anchor onto the stereotypes, stereotype more, and see less self-other overlap.

#### G273

**PULLING THE MORAL TRIGGER: BLAME IS MORE EXTREME THAN PRAISE, BUT ONLY BLAME CONSIDERS THE AGENT'S MIND** Steve Guglielmo<sup>1</sup>, Bertram F. Malle<sup>1</sup>, <sup>1</sup>Brown University – Research has documented many negativity effects in social cognition, in which negative social events elicit more cognitive processing than positive social events.

Interestingly, researchers have rarely explored asymmetries in moral processing of negative and positive behaviors. This study examined such a possible asymmetry between judgments of blame and praise. Participants rated a series of negative and positive behaviors for their social desirability (overall negativity/positivity) and assigned blame/praise. In a between-subjects manipulation of judgment object, participants rated a target person who either thought about performing each behavior, intended to perform each behavior, or actually performed each behavior. On social desirability ratings, the negative behaviors were seen as slightly more negative than the positive behaviors were seen as positive. However, even when controlling for these ratings, people blamed the negative behaviors substantially more than they praised the positive behaviors. Thus, people assign blame not merely on the basis of overall social desirability. In addition, blame was more differentiated than praise: Blame was highest when the target actually performed the behavior, moderate when the target intended to perform the behavior, and lowest when the target thought about performing the behavior, whereas praise did not differ by condition. This careful consideration of the agent's mental states may be the blame-relevant information that goes beyond mere social desirability. Together, the results indicate that people are more inclined to pull the blame trigger than the praise trigger, but that they nonetheless make fine distinctions among mental and behavioral aspects of negative social events when assessing blame.

#### G274

##### **SURVEY OF NFL REFEREES ABOUT THE HOME FIELD ADVANTAGE - IT IS NOT US!**

Rachel M. Hochuli<sup>1</sup>, Nadav Goldschmied<sup>1</sup>; <sup>1</sup>University of San Diego – Home winning percentages in professional and collegiate sport leagues have exceeded the 50% that would be predicted by chance when playing balanced home and away schedules (Courneya & Carron, 1992), a phenomenon known as the home field advantage (HFA). Research documenting this trend was mostly based on archival data or laboratory experiments specifically aimed at delineating one of a few possible factors behind the HFA, missing almost altogether any validation with research involving participants who are presumed to be influenced by such factors. NFL (The National Football League) referees are considered the most scrutinized officiating group in all sports whose careers last on average much longer than careers of the players on the field. An on-line survey returned by 44 NFL referees (more than a third of all league referees) demonstrated that they (a) acknowledge the existence of the HFA in their league and (b) are good estimators of its magnitude. The responders assessed that the support of local crowds was the main force behind HFA (followed by travel consideration, weather and field familiarity). Critically, NFL referees thought that their decision-making on the field was not influenced at all by the pressure placed on them by fans. In addition, NFL referees assumed that the percentage of games decided in error was significantly higher for the NBA (National Basketball Association) and the MLB (Major League Baseball). Thus, despite growing research of bias in officiating due to crowd pressure, NFL referees perceive themselves to be immune to its impact.

#### G275

##### **SAFETY FIRST! PERCEPTIONS OF PHYSICAL THREAT INFLUENCE FIRST IMPRESSIONS**

Kristin Gonzalez<sup>1</sup>, Darcy Reich<sup>1</sup>, Brandon Randolph-Seng<sup>1</sup>; <sup>1</sup>Texas Tech University – Willis and Todorov (2006) demonstrated a positivity bias when people form specific trait inferences from faces. Specifically, first impressions made after 100 ms exposures to novel faces were more positive than impressions based on longer exposures. Gonzalez, Randolph-Seng, and Reich (2008) further explored the positivity bias for inferences of trustworthiness, and found that participants higher in motivation to avoid negative biases were more prone to the positivity bias, and perceived target faces as more trustworthy based on a brief 100 ms exposure, than did participants with lower motivation. Given that immediate judgments of trustworthiness are relevant for survival (Cosmides & Tooby, 1992), we explored the possibility that these motivational differences would be attenuated if survival-related motives were made salient. In the present study, we manipulated perceived physical

threat and measured individual differences in chronic motivation to avoid negative biases. Participants judged the trustworthiness of pre-tested faces presented for 100 ms, and half were asked to imagine making these judgments in an unsafe environment. Results indicated that targets were perceived as less trustworthy in the threat condition than in the control condition. In addition, the predicted interaction emerged. Control participants high in motivation to avoid negative biases perceived individuals as more trustworthy than those low in motivation, replicating our previous study. However, this difference was attenuated in the threat condition. Results suggest that quick trustworthiness judgments are made vigilantly and conservatively when physical safety is threatened, and that social motivations to avoid negative biases can be overridden by salient safety concerns.

#### G276

##### **HINDSIGHT BIAS AND AFFECT REGULATION: A LONGITUDINAL STUDY OF THE 2008 PRESIDENTIAL ELECTIONS**

Mike Morrison<sup>1</sup>, Neal Roesse<sup>1</sup>; <sup>1</sup>University of Illinois at Urbana-Champaign – People often see past events as relatively predictable, as compared to the uncertainty they felt prior to the same events (hindsight bias). Recent research suggests that hindsight bias can be motivated, in that greater post hoc certainty can make people feel better after loss, yet affect has rarely been measured. We conducted a 10 month longitudinal study that examined the relation of affect to hindsight bias in perceptions of the 2008 Presidential elections and Democratic and Republican nomination races. This relation depended on the importance of the outcome to the participants, or whether they experienced a win vs. loss for their preferred party/candidate. Although a positive relation was found overall between hindsight bias and affect for all 3 races examined, this relation was tightest in response to a loss in the most valued Presidential election race. Our findings provide new support for the motivated basis of hindsight bias and illustrate how its relationship to affect can fluctuate over time.

#### G277

##### **THE EFFECT OF VISUAL IMAGERY PERSPECTIVE ON SOURCE OF REGRET**

Greta Valenti<sup>1</sup>, Lisa K. Libby<sup>1</sup>; <sup>1</sup>Ohio State University – Upon making a poor choice, what determines whether people's regret will stem from the negative outcomes they actually received or the positive outcomes they could have received had they chosen differently? The present research investigates how the visual perspective (own first-person vs. observer's third-person) that people use to picture making a regrettable choice influences the perceived source of their regret. Participants were instructed to either use the first-person or third-person perspective to picture a scenario in which they chose one alternative over another and learned the outcomes associated with each alternative. They then reported the source of their regret. Results show that participants who pictured making their choice from a third-person perspective were more likely to claim that their regret stemmed from the positive outcomes associated with the non-chosen alternative, compared with participants who used the first-person perspective. By showing that third-person imagery makes people more likely to frame the incident as regrettable due to what might have been had they chosen differently, the present study adds to past research that suggests that third-person imagery encourages people to think about how a pictured event relates to other events and outcomes (Libby & Eibach, 2008). In addition, given that regret originating from obtained negative outcomes versus foregone positive outcomes is characterized by distinct subjective experiences (Gilovich, Medvec, & Kahneman, 1998), our results highlight the important role of visual perspective when picturing regrettable events.

#### G278

##### **VISUAL PERSPECTIVE IN IMAGES AFFECTS ABSTRACT AND CONCRETE THINKING**

Eric Shaeffer<sup>1</sup>, Lisa Libby<sup>1</sup>; <sup>1</sup>The Ohio State University – This research investigates how visual perspective (own first-person vs. observer's third-person) in action imagery is related to abstract and concrete thinking. Past work has shown that a first-person perspective in action imagery is linked with construing actions concretely and a third-

person perspective is linked with construing actions abstractly. One explanation for this finding is that visual point of view affects the mindset one adopts. By this account, a shift in one's tendency to think concretely or abstractly causes differences in action identification. Two experiments tested whether manipulating point of view in visual images causes people to adopt either a concrete or an abstract mindset. In each experiment, differences in visual perspective were hypothesized to cause a shift in processing that would affect subsequent judgments unrelated to the images. In Experiment 1, participants viewed photographs of actions taken from either a first-person or third-person visual perspective, then completed the Behavior Identification Form. Participants seeing third-person photographs chose more abstract descriptions of behaviors than those seeing first-person photographs. In Experiment 2, participants viewed first-person or third-person photographs, read Aesop's fables, and rated how well concrete and abstract descriptions of the events fit the stories. Participants seeing third-person photographs judged the abstract fable descriptions as better fitting the stories than those seeing first-person photographs. These findings suggest that viewing third-person images is more strongly associated with adopting an abstract processing style. Together, these studies attest to the significance of visual perspective in images and highlight the broader role of perspective in human cognition.

### G279

**THE ROLE OF MORALITY IN THE SUNK COST ERROR** H. Lyssette Chavez<sup>1</sup>, Markus Kimmelmeier<sup>1</sup>, <sup>1</sup>University of Nevada, Reno – The sunk cost effect refers to the phenomenon when individuals continue with an endeavor because a prior investment (e.g., money, time) has been made. When past investments are irretrievable, continuing to hold on to such investments constitutes a genuine decision-making error because decisions should only be guided by future expectations, not past behaviors. Arkes and Blumer (1985) proposed that the sunk cost error is driven by people's desire to not appear wasteful. Because wastefulness is typically viewed a moral failing we investigated whether considering the moral dimension of a decision would increase the sunk cost error, and whether disregarding the moral stigma of wastefulness would reduce it. Undergraduates (N = 202) received scenarios with four different instructions to consider or disregard the moral implications of their decisions. Results showed that, in a control condition, participants with training in economics or those high in Need for Cognition were less likely to commit the error. The same participants, however, were more likely to commit the sunk cost error when asked to focus on the morals of their decision making. Ironically, the same participants were also more likely to commit the error when instructed not to concern themselves with moral dimensions of their decisions. Participants without training in economics and those low in Need for Cognition were not affected by instructions. Results confirm the importance of morality for the emergence of the sunk cost error, but also highlight that superior reasoning performance is contingent on a framing of the decision problem.

### G280

**THE LABOR ILLUSION: WHEN WAITING INCREASES LIKING** Ryan Buell<sup>1</sup>, Michael Norton<sup>1</sup>, <sup>1</sup>Harvard Business School – While conventional wisdom suggests that waiting for service yields less satisfied customers, we document and explore the ironic benefits of waiting. In particular, we demonstrate that when websites signal the work in which they are engaging, for example by displaying steps in a search process, people not only mind the wait less, but actually value the experience more. Due to what we term the "labor illusion," people can actually prefer websites with longer waits to those that return instantaneous results, even when those results are identical. Through a series of studies that simulated service experiences in the domains of online travel and online dating, we found that the labor illusion increases value perceptions to such an extent that participants who waited for service were more satisfied and had a higher willingness to pay than those who received identical outcomes instantaneously. Moreover, we distinguished the labor illusion as superior to other means commonly used to divert customer attention during service

delivery delays (such as marketing, entertainment and customer interactivity). We also demonstrated in a within-subjects design that while most participants prefer instantaneous service in a comparative frame, nearly twice as many choose waiting for service over instantaneous delivery when the waiting condition employs the labor illusion. These findings highlight a hidden cost of infusing technology into service delivery. Such initiatives, which are designed to enhance technical efficiency for the customer, reducing costs while increasing speed and convenience, may also counter-intuitively erode consumer perceptions of the value of the services they create.

### G281

**THE EFFECTS OF IMPLICIT EGOTISM ON SOCIAL JUDGMENTS ABOUT PEOPLE WHO RESEMBLE THE SELF** Chris Bartak<sup>1</sup>, Mauricio Carvallo<sup>1</sup>, <sup>1</sup>University of Oklahoma – Implicit egotism research suggests that people show preferences for other people who resemble them because similar others activate positive, automatic self-associations. The purpose of this study is to extend this research by examining the effects of implicit egotism on different types of social judgments about other people who are associated with the self. It was predicted that participants would respond to people with similar names by (a) extending to them their own self-serving attributional biases, (b) evaluating them more positively, and (c) making more favorable predictions of their future behavior. Participants read the college transfer application of a bogus individual who performed well or poorly at a previous college institution and whose name resembled or was different from their own name. After reading the application, participants rated the degree to which they perceived that the applicant's past college performance was due to internal vs. external characteristics, predicted the individual's future performance in college, and provided an overall evaluation of the individual. Consistent with our predictions, when participants' names resembled the applicant's name, they were more likely to: attribute the applicants' past success in college to internal dispositions, evaluate the applicant more positively, and predict a more favorable future behavior of the applicant in college. The perceived similarity of the target to self did not influence the results of the study. These findings suggest that implicit egotism influences not only the affective reactions people have toward others who resemble them, but also the judgments they make about these individuals.

### G282

**NEURAL MECHANISMS UNDERLYING THE IMPACT OF SOCIAL INTERACTIONS ON DECISION MAKING: AN FMRI INVESTIGATION** Florin Dolcos<sup>1,4</sup>, Jennifer Argo<sup>3</sup>, Takahiko Masuda<sup>2</sup>, Ekaterina Ninova<sup>1</sup>, Sanda Dolcos<sup>1,2</sup>, Keen Sung<sup>1</sup>, <sup>1</sup>Department of Psychiatry, University of Alberta, <sup>2</sup>Department of Psychology, University of Alberta, <sup>3</sup>Department of Marketing, Business Economics and Law, University of Alberta, <sup>4</sup>Centre for Neuroscience, University of Alberta – Social interactions affect our decisions in business settings (e.g., deciding to buy products depending on whether the seller is friendly or not). The "friend or foe" judgements, which are important for survival, are often based on first impressions, which in turn may affect our financial and social decisions. However, little is known about the impact of affective body language in social interactions on our cognitive responses. In the present study, participants viewed guest-host interactions in business setting, in which the host displayed behaviours that would either encourage (approach condition) or discourage (avoid condition) further social interactions. Then participants then rated their interest in engaging in business relations with the host characters. Analyses of data from 12 participants showed that approach trials were associated with greater interest in doing business compared to the avoid trials, and that these responses did not dissociate between personal vs. impersonal engagement of the subjects (i.e., depending on the congruency between their sex and that of the guest character). However, preliminary analyses of brain imaging data suggest that the personal engagement while viewing social interactions was associated with greater activity in brain regions associated with self-referential processing (e.g., medial prefrontal cortex), despite the similarity in the behav-

ioral responses. Further investigation of these issues has relevance for understanding the neural substrates of the impact of positive and negative social interactions on financial decisions, as well as for understanding clinical conditions in which the impact of emotional content of social situations is altered (e.g., autism and social phobia).

### G283

#### THE ROLE OF MOCK-JURORS' GOALS ON LEGAL DECISION MAKING

Kristin Kiddoo<sup>1</sup>, Michael Cahill<sup>1</sup>, Donna LaVoie<sup>1</sup>, Amanda Whitworth Bequette<sup>1</sup>, DN LeFevre<sup>1</sup>, Daniel Jaster<sup>1</sup>, <sup>1</sup>Saint Louis University – Numerous extra-evidentiary factors have been shown to affect juror decision-making. As Ogloff stated, however, "...it is not enough to know what types of pretrial publicity affect jurors, for example, but why they react the way they do and how the media affects their decision making" (2002, p. 19). This study was designed to add to the theoretical examination of the largely applied-focused literature by measuring the regulatory focus of mock-jurors. It was predicted that chronic regulatory focus would significantly predict jurors' conviction thresholds and verdicts. Contrary to hypotheses based on the theory that promotion-focused individuals are primarily motivated to seek hits (vs. prevention-focused individuals being more concerned with avoiding errors), thus lowering their threshold for conviction and making them more inclined to choose a guilty verdict, only jurors' prevention-focus accounted for a significant amount of the variance in conviction threshold, although only when the case presented by the prosecutor was ambiguous (vs. strong). The higher one's score on prevention-focus, the higher their reported conviction threshold was, suggesting that serving as a mock-juror made participants more concerned with their responsibilities and obligations (prevention-oriented state) than with their ideals (promotion-oriented state).

### G284

#### REFLECTING ON DECISION PROCESSES: HOW INTROSPECTION CAN IMPROVE JUDGMENT AND DECISION MAKING

Michaela Huber<sup>1</sup>, Van Boven Leaf<sup>1</sup>; <sup>1</sup>University of Colorado, Boulder – People frequently make judgments and decisions in ways that they – often in hindsight – might prefer to avoid. We argue that introspecting on how judgments and decisions should be made can increase the correspondence between how people make and how they think they should make judgments and decisions, thereby often improve judgments and decisions. Specifically, we focus on how much people weigh and think they should weigh different kinds of information depending on context: heuristic and feeling-based information vs. objective and fact-based information. In one study, people read a policy proposal to address global warming. The policy was strongly supported by either Democrats or Republicans. We expected and found that participants in a control condition evaluated the policy primarily along partisan lines (Cohen, 2003). In a condition where participants reflected on how much they believe partisan politics and personal attitudes toward global warming should influence policy evaluation, their evaluations indicated increased weighting of personal attitudes relative to partisan information. In another study, participants read about two people and they indicated whom they prefer for going out on a date. Before participants chose one person, half of them thought about how much their feelings and how much factual information (e.g. how long they have known the person) should influence their choice. Again, we expected and found that reflecting on beliefs about how they should decide brought participants' decision more in line with these beliefs, indicated by a stronger preference to go out with the person they felt most strongly about.

### G285

#### THE MOTIVES OF MAVERICKS: BIASED PERCEPTIONS OF POLITICIANS' PARTY-INCONSISTENT BEHAVIOR

Amy M. Williams<sup>1</sup>, Peter H. Ditto<sup>2</sup>; <sup>1</sup>University of California, Los Angeles, <sup>2</sup>University of California, Irvine – Understanding the motivations of other people helps us to make orderly sense of their behavior and, in turn, decide whether to trust or distrust them. Motive attributions may often be biased, however, by our feelings about the actor, with individuals seeing the behavior of disliked actors as

revealing more negative motives than the behavior of liked actors. The current research examined this prediction in a political context, exploring motive attributions for U.S. political figures who take party-inconsistent ("maverick") positions. In Study 1, liberal and conservative participants (N = 297) provided open-ended responses regarding the motives of two well-known politicians (Joe Lieberman and Colin Powell) who took a maverick position on a key issue (endorsing a presidential candidate of the opposite party). In Study 2, Democrat participants (N = 166) read about a hypothetical politician taking a maverick political stand and responded to closed-ended motive attribution measures via a web-based survey. In both studies, participants attributed significantly more positive (rational, issue-based) motives to maverick politicians of the opposite political party (who thus moved closer to their own position) and significantly more negative (biased, emotion-based) motives to maverick politicians of their own political party (who thus moved away from their own position). These findings help shed light on how people perceive maverick politicians (they tend to like mavericks of the other party but not their own) and illustrate a key aspect of hyperpartisanship currently seen in U.S. politics – disparaging others motives changes policy disagreements from differences of opinion into moral failings.

### G286

#### THE PRIMARY AND RECENCY EFFECTS IN INTERPERSONAL JUDGMENT: THE ROLE OF IMPLICIT THEORY

Xiang Yao<sup>1</sup>, Lei Wang<sup>1</sup>; <sup>1</sup>Peking University – The function of implicit theories of reasoning processes has been introduced into the study of performance appraisal as a new area of research in social perception. This article reported two studies which examined how implicit theories (categorized as fixed mindsets and malleable mindsets here) affect appraisers' information processing in performance appraisal. Major findings included: the overall ratings of managers with fixed mindsets were more easily influenced by the information presented first in a sequence of performance information, a primacy effect. In contrast, managers with malleable mindsets considered the last behavior description in a sequence of performance information the most important for overall ratings, a recency effect (Study 1). Moreover, Compared with managers with fixed mindsets, managers with malleable mindsets were more likely to change their overall appraisal ratings (consistency effect) when additional performance information is shown. While managers with fixed mindsets insisted with their originally ratings (anchoring effect) (Study 2). The article also discussed the implications of our findings which may help better understand the impact of implicit theories in interpersonal behavior judgment.

### G287

Poster withdrawn.

### G288

#### MORAL PRINCIPLES OR CONSUMER PREFERENCES? ALTERNATIVE FRAMINGS OF THE "TROLLEY" PROBLEM

Tage Rai<sup>1</sup>, Keith Holyoak<sup>1</sup>; <sup>1</sup>UCLA Psychology – We created paired moral dilemmas with minimal contrasts in wording, a research strategy that has been advocated as a way to empirically establish principles operative in a domain-specific moral psychology. However, the candidate "principles" we tested were not derived from work in moral philosophy, but rather from work in the areas of consumer choice and risk perception. Participants were paradoxically less likely to choose an action that sacrifices one life to save others when they were asked to provide more reasons for doing so (Experiment 1), and their willingness to sacrifice lives depended not only on how many lives would be saved, but on the number of lives at risk (Experiment 2). The latter effect was also found in a within-subjects design (Experiment 3). These findings cast doubt on use of artificial dilemmas as a key testbed for revealing principled bases for moral judgment.

**G289****UNDERSTANDING THE COLLECTIVE PREFERENCE FOR SHARED INFORMATION IN DECISION MAKING GROUPS: A CROSS-CULTURAL ANALYSIS**

Yanan Feng<sup>1</sup>, Nicola Bown<sup>1</sup>, Christopher W. Allinson<sup>1</sup>, John Maule<sup>1</sup>; <sup>1</sup>The University of Leeds – Theories of the information sampling process in decision making groups have suggested a probabilistic explanation for the ‘collective information sampling bias’ (CIS bias). However, the simple probability models cannot account for the patterns of information pooling that occur when shared information can be distinguished from unshared information, or where members know what information is shared and unshared. In these cases, other social or motivational dynamics may influence members’ sharing of information. The present study extends the existing literature by focusing attention on contextual analysis of the CIS bias. In particular, the impact of culture on the information sharing process in decision-making groups was examined. 40 Four-person British and Chinese groups decided which of two hypothetical candidates would be recruited for a lecturer position. Some of the information about each candidate was provided to all group members (shared information), whereas the remainder was randomly divided (unshared information). Findings indicated that although no significant difference was found in the total amount of unshared information exchange, the way in which unshared information was exchanged was different: Chinese participants used an indirect way of communication while British participants tended to use a more direct way. The present study is important because it extends the generality of these information sampling phenomena by inclusion of national contextual factor. Also, it reflects an important move away from viewing collective information processing behaviours from the single motivational theme of accuracy seeking and has the potential to advance substantially our understanding of mixed motive decision situations.

**G290****UNDERSTANDING PUBLIC OUTRAGE TO IMMATERIAL HARMS**

David Tannenbaum<sup>1</sup>, Eric Luis Uhlmann<sup>2</sup>, Daniel Diermeier<sup>2</sup>; <sup>1</sup>University of California, Irvine, <sup>2</sup>Northwestern University – Moral psychology has recently become interested in the idea that moral judgments are sometimes person-focused in scope – that moral judgments are as much about judging people (is this a good person?) as they are about judging the permissibility of an act. Consistent with this approach, we show that immaterially harmless acts can elicit strong moral judgments (e.g., public outrage) if such acts provide negative information about the agent. First, we find that people absorb character information independent of evaluations of acts – participants thought it was less wrong to abuse a cat than a person, and more praiseworthy to conduct medical research on animals than to work at a pet store, but in both cases the first act was believed to reflect worse moral character. Second, negative information signaled by a moral act resulted in non-consequentialist judgments, including some actions with positive consequences as worse than an action with neutral consequences, and preferring an agent who did more harm to an agent who does less harm.

**G291****IS CAUTION THE BETTER PART OF VALOR? PREFERENCES FOR ACTION VS. INACTION IN RESPONSE TO BAD NEWS**

Kate Sweeny<sup>1</sup>, James A. Shepperd<sup>2</sup>; <sup>1</sup>University of California, Riverside, <sup>2</sup>University of Florida – People confronting bad news frequently must choose between action and inaction in the face of bad news, and the consequences of their choices can be quite significant. Four studies explored how people regard the responses of action vs. inaction in others and which response they personally prefer when confronting bad news. Across all studies participants perceived action more positively than inaction, and their positive perceptions of action did not waver even when action was difficult and likely to be ineffective. However, participants strongly preferred inaction over action for themselves except when action was pragmatic. Finally, Study 4 revealed that people may prefer inaction while admiring action in others due in part to a general tendency to perceive action as

more pragmatic for others, which in turn leads people to anticipate greater regret over inaction for others. These findings suggest that people may be poor at predicting how others facing the choice between action and inaction will respond and call into question the validity of hypothetical scenarios for predicting responses to bad news.

**G292****CHEAP TALK AND CREDIBILITY: THE CONSEQUENCES OF CONFIDENCE AND ACCURACY ON ADVISOR CREDIBILITY AND PERSUASIVENESS**

Sunita Sah<sup>1</sup>, Don Moore<sup>1</sup>, Robert MacCoun<sup>2</sup>; <sup>1</sup>Carnegie Mellon University, <sup>2</sup>University of California, Berkeley – Persuasiveness and credibility of advice are of great interest to those who wish to influence others. Two studies explore the influence of advisors’ confidence, self-proclaimed expertise and accuracy. In a new paradigm using continuous rather than dichotomous outcomes, clear feedback, and repeated trials, we asked 186 students to estimate the weight of people from photographs before and after receiving advice from one of four advisors with similar accuracy (high or low confidence, expert or non-expert). We found that high confidence made advisors more persuasive, and that simply claiming to be an expert was similarly influential. A second study explored the joint consequences of both confidence and accuracy over time. 285 individuals received advice from one of six advisors, (high, moderate or low confidence, high or low starting accuracy). The results show that advisors’ accuracy moderates the effects of confidence. Highly accurate advisors benefit from confidence, whereas low accuracy advisors prove more credible when they express less confidence. Highly confident but inaccurate advisors received the lowest ratings of credibility. In addition, although we see evidence for primacy effects, in that advisors with high starting accuracy were more persuasive and credible than those with low starting accuracy, we also found that inaccuracy had a disproportionately stronger impact in decreasing persuasiveness than accuracy had on increasing it. Hence, although “cheap talk” claims of expertise and confidence can increase one’s influence over others, high confidence is most persuasive when it is justified by high accuracy.

**G293****THE CHALLENGE OF UNDERSTANDING CLIMATE CHANGE: A SOCIAL PSYCHOLOGICAL FRAMEWORK**

Ezra Markowitz<sup>1</sup>, Sara Hodges<sup>1</sup>; <sup>1</sup>University of Oregon – Although the majority of Americans believe climate change is occurring and must be addressed, various polls and studies suggest that public understanding of the issue is generally shallow, murky, incomplete and to some degree inaccurate (e.g., beliefs about the ozone hole). Many factors play a role in shaping individuals’ understanding of climate change; while some of these factors, such as biased media coverage, have been widely discussed, there has been relatively little recognition of the many social psychological phenomena and processes that influence the public’s understanding. Many features of the phenomenon itself (e.g., variable time delays between inputs and outputs, slow rates of change, probabilistic nature, potential threat to the self) may interact with psychological processes (e.g., attitude change, need for closure, effects of experiential versus analytical learning) to seriously challenge people’s ability to think about and comprehend climate change. Here, we explore how key social psychological phenomena, including construal level, worldviews, and motivated reasoning, mediate the relationship between the three primary sources of climate change information available to laypersons – media exposure, personal experience and social informants – and subsequent understanding. If communicators are to expand and (normatively) improve individuals’ understanding of climate change (for example, via educational campaigns), they must fully take into account the many factors, including social psychological ones, which play a role in inhibiting, promoting and affecting climate understanding.

**G294****SELECTIVE INFORMATION PROCESSING AMONG ADVISORS: THE INFLUENCE OF TRANSFORMATIONAL AND TRANSACTIONAL LEADERSHIP** Andreas Kastenmueller<sup>1</sup>; <sup>1</sup>Liverpool John Moores-

University – Previous research has shown that people prefer selectively supporting to conflicting information (selective information processing). In the present investigation, we examined how advisors process and convey information when they are led by supervisors exhibiting different leadership styles. We hypothesized and found in three studies that advisors who were expecting to give advice to a supervisor with a transactional leadership style compared with advisors expecting to give advice to a supervisor with a transformational leadership style evaluated, sought, and conveyed more selectively in favor of supporting rather than of conflicting information. Study 3 indicated that advisors with transactional (vs. transformational) supervisors experienced decreased positive emotions, which was counterbalanced by selective information seeking and conveying.

**G295****INTERRACIAL MISTRUST: DO INGROUP BIASES PREVAIL EVEN WHEN TRUSTING THE OUTGROUP BENEFITS THE SELF?** Meghan Bean<sup>1</sup>, Jennifer A. Richeson<sup>1</sup>; <sup>1</sup>Northwestern University – The present work sought

to examine whether Whites exhibit greater distrust in racial outgroup members compared to racial ingroup members, even in situations where trusting behavior would benefit the self. In Studies 1a and 1b, we found that White individuals do, in fact, believe that Whites are more trustworthy than Black Americans (1a), and they perceive White faces as being more trustworthy than either Asian or Black faces (1b). Study 2 examined whether participants' interracial mistrust persists in situations when trusting behavior is likely to benefit the self. Specifically, we made use of a dyadic economic task, the Investment Game, in which trusting behavior on the part of the participant was likely to benefit his/her own outcome as well as his/her partner's outcome. Participants imagined that they were playing the Investment Game with a number of White, Black, and Asian target individuals, and results indicated that they trusted White individuals more than they trusted Asian or Black individuals. In sum, the results of these studies suggest that Whites perceive racial outgroup members as being less trustworthy than ingroup members, and, further, they behave in a less trusting manner with outgroup, compared to ingroup, members, even at a potential cost to themselves.

**G296****HAPPINESS COOLS THE GLOW OF FAMILIARITY: PSYCHOPHYSIOLOGICAL EVIDENCE THAT MOOD MODULATES THE FAMILIARITY-AFFECT LINK** Marieke De Vries<sup>1,2</sup>, Rob Holland<sup>2</sup>, Troy Chenier<sup>3</sup>, Mark Starr<sup>3</sup>, Piotr Winkielman<sup>3</sup>; <sup>1</sup>Leiden University Medical Center, the Netherlands, <sup>2</sup>Behavioural Science Institute, Radboud University Nijmegen, the Netherlands, <sup>3</sup>University of California, San Diego – People

often prefer familiar stimuli, presumably because familiarity signals safety. This "warm glow of familiarity" is a classic psychological phenomenon (Titchener, 1910). One source of warm glow is a simple repetition, with such "mere exposure" enhancing familiarity and liking (Zajonc, 1968; 2001). Another, even more robust, source of warm glow is prototypicality. Prototypes are usually rated as highly familiar, even when they are objectively "new", and also highly liked, an effect called "beauty-in-averages". However, is familiarity always warm? As familiarity is a heuristic cue to safety, its validity and hedonic meaning varies by context. Familiarity should be valued in an unsafe environment, but less so in a benign environment. Much psychological research points out that one signal of environmental safety or danger is an individual's mood. Our goal was to test whether the warm glow of familiarity depends on mood. In our main experiment, mood was manipulated. Subsequently, participants were exposed to a category of stimuli. Next, they provided liking ratings for stimuli from the exposed category and their controls from a new, unexposed category. We also used EMG to measure spontaneous affective reactions ("smiling" and "frowning") and SCR towards

familiar and unfamiliar stimuli. Indeed, compared to sadness, happiness eliminates the preference for familiar stimuli, most robustly on prototypes. In happiness familiarity is present, possibly even stronger than in sadness, but it just does not "glow" warmly. It appears that in a happy mood, prototypes are, well, just average. We conclude that mood changes the hedonic implications of familiarity cues.

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## **Applied Social Psychology**

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## **Attitudes/Persuasion**

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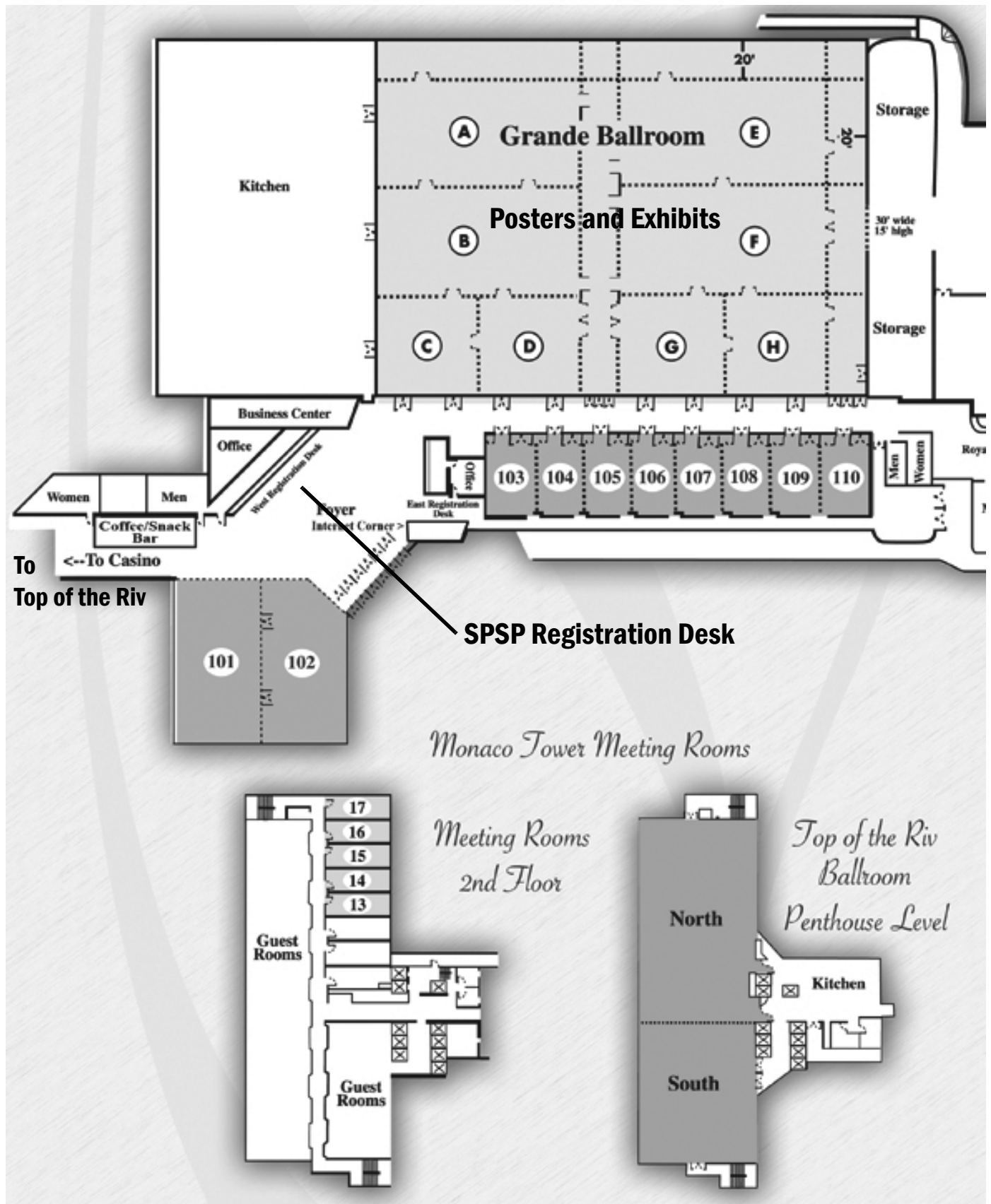
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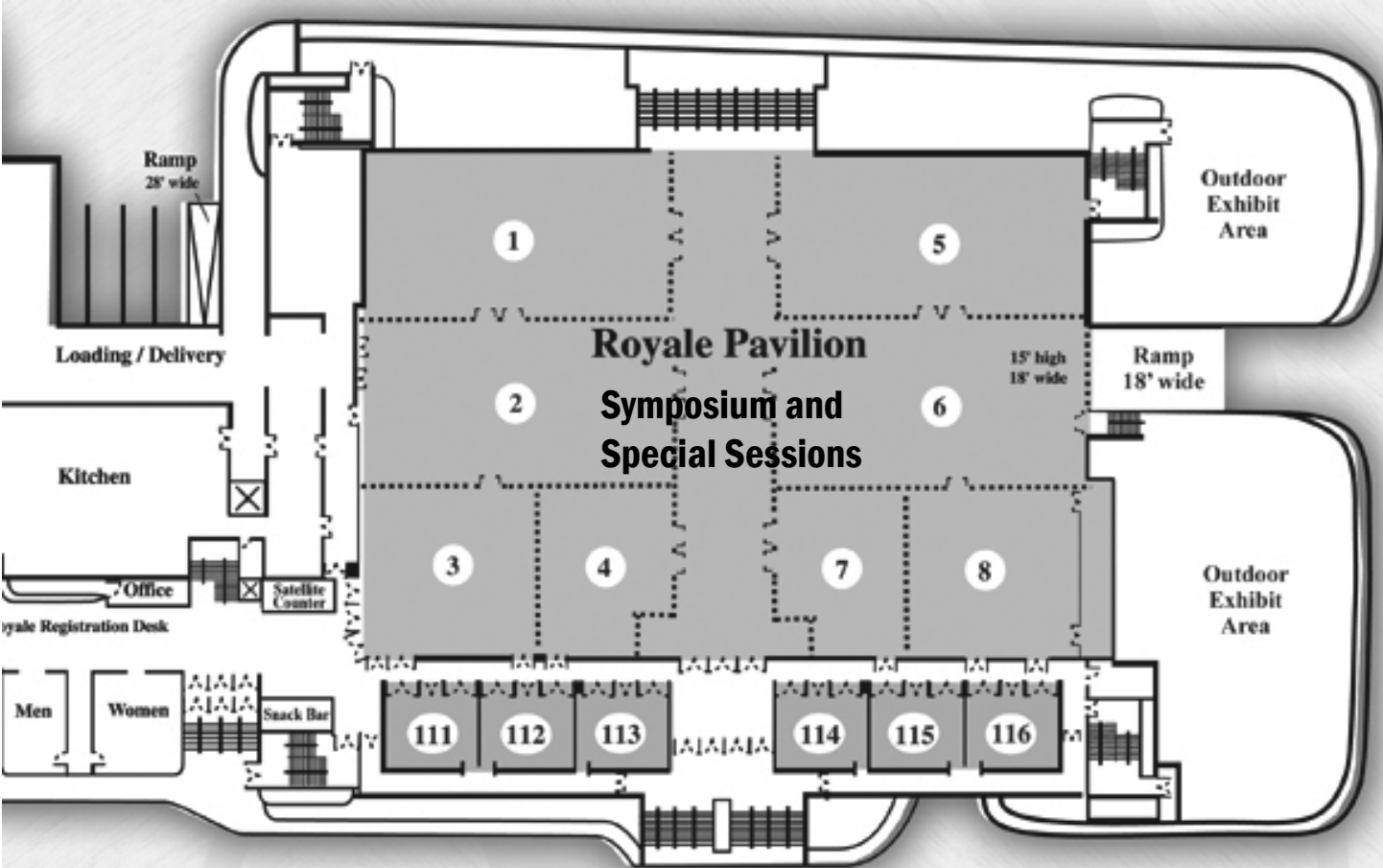
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# Convention Center Floor Plan





*Second Floor of Royale Pavilion*

