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*12th Annual Meeting
Society for Personality and Social Psychology
January 27-29, 2011, San Antonio, Texas*

Division of Cancer Control and Population Sciences Behavioral Research Program (BRP)

ABOUT BRP

The Behavioral Research Program initiates, supports, and evaluates a comprehensive program of behavioral research, ranging from basic behavioral research to research on the development, testing, and dissemination of disease prevention and health promotion interventions in areas such as tobacco use, cancer screening, diet, physical activity, and sun protection.

AREAS OF RESEARCH INCLUDE

Decision Making • Numeracy • Behavior Maintenance • Team Science Processes • Discrimination Communication • Risk Perception • Motivation • Close Relationships • Organizational Processes

RELEVANT KEY INITIATIVES

- The Cognitive, Affective, and Social Processes in Health Research (CASPHR) working group provides expert consultation to facilitate a better understanding of health behaviors and their underlying processes for research and practice throughout the cancer continuum
- The Behavioral Research Program is proud to participate in the Basic Behavioral and Social Science Opportunity Network (OppNet), a funding initiative to strengthen basic behavioral and social science research at NIH while innovating beyond existing investments



DON'T MISS THE **NCI EXHIBIT** AT THE 2011 SOCIETY FOR PERSONALITY AND SOCIAL PSYCHOLOGY ANNUAL CONFERENCE, **ALONG WITH THESE EVENTS:**

Social Personality and Health Pre-Conference

Thursday, January 27
Co-sponsored by the National Cancer Institute

Funding at NIH

Friday, January 28, 8:15–9:30 am, Room 206, Session SSA1
Chat with funding representatives from the National Cancer Institute.

Dr. William Klein

Associate Director, Behavioral Research Program
Division of Cancer Control and Population Sciences

Dr. Heather Patrick

Program Director, Health Promotion Research Branch
Behavioral Research Program

Panel Discussion

Saturday, January 29, 8:15–9:30 am, Room 206 A-B, Session SSB1
Scientific Advances at the Interface of Social/Personality Psychology and NIH

Chair: Heather Patrick, National Cancer Institute;

Co-chair: Alex Rothman, University of Minnesota

Learn more about Behavioral Research and funding opportunities at the National Cancer Institute: <http://cancercontrol.cancer.gov/brp>

Welcome to SPSP 2011

The 12th Annual Meeting of the Society for Personality and Social Psychology

We are delighted to welcome everyone to San Antonio for the 12th Annual SPSP meeting. Since our last visit to San Antonio in 2001 both the meeting and the Riverwalk have grown! There will be approximately 3200 SPSP attendees this year up nearly 300% from our last visit here. Along the Riverwalk you will find over a mile of new terrain to explore with museums, breweries, and fine dining to suit all tastes.

Eighty symposia and almost 1800 posters will be presented during our 2½ day-long conference, which covers 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 Keynote address, Presidential symposium and address, the Block and Campbell award addresses, and a new format, the data blitz symposium, along with many opportunities and special sessions for graduate students this year.

This year's conference opens on Thursday evening with an exciting Presidential Symposium titled "2020: Visions for the next decade of social and personality psychology." The symposium will be chaired by SPSP President Todd Heatherton, and features Susan Fiske, David Funder, and Jonathan Haidt, who will be providing their personal speculations on what the future holds for personality and social psychological research. The Presidential Symposium will take place from 5:00-7:00 pm, followed by the Welcome Reception and the first Poster session of the meeting, which will run concurrently from 7:00-8:30 pm.

Friday and Saturday (January 28-29) bring full days packed with symposia, poster sessions, invited addresses, and social events. Friday highlights include Campbell award winner, Russ Fazio, and a Presidential address by Todd Heatherton entitled: "How does studying the brain contribute to social and personality psychology?" Friday evening we welcome celebrated journalist and writer Malcolm Gladwell who will be giving a keynote address entitled "The magical year of 1975: Modern wealth and the social relation paradigm."

On Saturday we will hold our first ever "Data Blitz," which will feature 12 excellent young scholars who will each have 5 minutes to present their findings, with a maximum of 4 slides and 1 question per speaker. Similar formats have been used with great success in other disciplines, and we are eager for the inaugural run at SPSP. In the afternoon, Block award winner Roy Baumeister will be honored.

In addition to the regular program, some special programming features for graduate students include the special Graduate Student Symposium on Friday afternoon "Developing the tools of the trade: Tips for success as a student, writer, researcher, and collaborator." Mentoring lunches for graduate students, coordinated by the Graduate Student Committee, will be held both Friday and Saturday, as well as a mentoring lunch sponsored by GASP, the GLBT Alliance in Social and Personality Psychology, held on Friday.

Finally, several agencies will be offering helpful presentations, including Funding Opportunities at the National Science Foundation and Funding Opportunities at the National Cancer Institute on Friday morning.

We are very grateful for the enormous time and effort so many people devoted to organizing this year's conference. We thank the members of the Program Committee, who took on the unenviable task of selecting this year's symposia from the sea of excellent submissions: Grainne Fitzsimons, Cheryl Kaiser, Richard Lucas, Jason Mitchell, Shige Oishi, Emily Pronin, Valerie Purdie-Vaughns, Michael Robinson, Diederik Stapel, Jessica Tracy, and Kathleen Vohs. In addition, the poster committee members deserve special thanks as well for their help in reviewing poster submissions: Kenn Barron, Clayton Critcher, Roger Feltman, Ron Friedman, James Fryer, Kurt Gray, Marlone Henderson, Jeremy Jamieson, Karim Kassam, Katrina Koslov, Stephanie Lichtenfeld, Kristin Lindquist, Michael Manici, Laura Maruskin, Pranjal Mehta, Arlen Moller, Wesley Moons, Kou Murayama, Elizabeth Page-Gould, and Adam Pazda. The other members of the convention committee, Cynthia Pickett and Toni Schmader, played important roles in negotiating future conference sites and allocating Student Travel Awards. Finally, we owe a huge debt of gratitude to Jack Dovidio, David Dunning, and Tara Miller and her wonderful staff at Tara Miller Events.

We hope you enjoy everything the conference and the city of San Antonio has to offer this year. Enjoy the festivities!

Andrew Elliot and Wendy Berry Mendes, Co-chairs, Program Committee
Wendi Gardner, Chair, Convention Committee

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Future Meetings

SPSP 2012	SPSP 2013
San Diego	New Orleans
January 26-28, 2012	January 17-19, 2013

SAVE THE DATES!

SPSP Executives and Committees

SPSP Executives

President	Todd Heatherton
President-Elect	Trish Devine
Past President	Jennifer Crocker
Executive Officer	John Dovidio
Associate Executive Officer	David Dunning
Deputy Executive Officer	Linda Dovidio
Secretary-Treasurer	Monica Biernat

2011 Committees

Editor, PSPB	Shinobu Kitayama
Editor, PSPR	Mark Leary
Co-Editors, Dialogue	Hart Blanton Diane Quinn
Convention Committee	Wendi Gardner, chair Toni Schmader Cynthia Pickett
APA Program Chair	Jennifer Tickle
Diversity & Climate Committee	Denise Sekaquaptewa, chair Nilanjana Dasgupta Rudy Mendoza-Denton
Publication Committee	Duane Wegener, chair Dan Cervone
Training Committee	Marti Hope Gonzales, chair Michael Robinson Jamie Arndt Stacey Sinclair
Fellows Committee	Dolores Albarracin, chair Nalini Ambady Andrew Elliot Steven Heine
Member at Large	Jennifer Eberhardt Wendi Gardner Sam Gosling Randy Larsen Laura King
APA Council Rep	Lynne Cooper Paula Pietromonaco
Program Committee	Andrew Elliot, co-chair Wendy Berry Mendes, co-chair Grainne Fitzsimons Cheryl Kaiser Richard Lucas Jason Mitchell Shige Oishi Emily Pronin Valerie Purdie-Vaughns Michael Robinson Diederik Stapel Jessica Tracy Kathleen Vohs

Poster Review Committee	Kurt Gray Karim Kassam Jeremy Jamieson Kristin Lindquist Marlone Henderson Wesley Moons Katerina Koslov Liz Page-Gould Pranjal Mehta Max Weisbuch Clayton Critcher Kou Murayama Stephanie Lichtenfeld James Fryer Arlen Moller Ron Friedman Kenn Barron Laura Maruskin Michael Maniaci Roger Feltman Adam Pazda
Graduate Student Committee	Sean Hughes, chair Austin Lee Nichols Kristin Dukes Haylie Gomez Robin Kaplan Amy-Jo Lynch Carmel Gabriel
Summer Institute for Social Psychology (SISP) Committee	Tiffany Ito
Webmaster	Jeremy Cone
Executive Assistant	Christie Marvin

Meeting Planning Staff	
Director	Tara Miller
Registration Manager	Renee Smith
Submissions Manager	Shauney Wilson
Exhibits Manager	Joan Carole
Website & Program	Jeff Wilson
Event Associate	Brenna Miller
Event Associate	Linda Hacker
Event Associate	Ariana Luchsinger
Event Associate	Shawna Lampkin
Event Associate	Dustin Miller
Event Associate	Kerry Bosch

SPSP 2011 Schedule Overview

Thursday, January 27, 2011

8:00 am - 4:30 pm	Pre-Conferences
8:00 am - 8:00 pm	GSC Lounge Open, <i>Room 210</i>
3:00 - 8:00 pm	Pre-Registration Check-In, <i>Ballroom C Foyer</i>
3:00 - 8:00 pm	Onsite Registration, <i>Ballroom C Foyer</i>
5:00 - 7:00 pm	Opening Session & Presidential Symposium, <i>Ballroom B</i>
6:30 - 8:30 pm	Exhibits Open, <i>Ballroom C</i>
7:00 - 8:00 pm	Welcome Reception, <i>Ballroom C</i>
7:00 - 8:30 pm	Poster Session A, <i>Ballroom C</i>

Friday, January 28, 2011

7:30 am - 6:30 pm	Pre-Registration Check-In and Onsite Registration, <i>Ballroom C Foyer</i>
8:00 - 8:30 am	Continental Breakfast, <i>Ballroom C</i>
8:00 - 9:30 am	Poster Session B, <i>Ballroom C</i>
8:00 am - 8:00 pm	Exhibits Open, <i>Ballroom C</i>
8:00 am - 8:00 pm	GSC Lounge Open, <i>Room 210</i>
8:15 - 9:30 am	Early Morning Special Session A, <i>Various Rooms</i>
9:45 - 11:00 am	Symposium Session A, <i>Various Rooms</i>
11:00 - 11:15 am	Coffee Break, <i>Ballroom C</i>
11:15 am - 12:30 pm	Symposium Session B, <i>Various Rooms</i>
12:30 - 1:30 pm	Box Lunch Available, <i>Ballroom C</i>
12:30 - 2:00 pm	Poster Session C, <i>Ballroom C</i>
1:00 - 2:00 pm	GSC Mentoring Luncheon, <i>Room 212</i>
1:00 - 2:00 pm	GASP Mentoring Luncheon, <i>Room 213</i>
2:00 - 3:15 pm	Symposium Session C and Presidential Address, <i>Various Rooms</i>
3:15 - 3:30 pm	Coffee Break, <i>Ballroom C</i>
3:30 - 4:45 pm	Symposium Session D and Campbell Award Address, <i>Various Rooms</i>
5:00 - 6:15 pm	Keynote Address: Malcolm Gladwell, <i>Ballroom B</i>
6:15 - 7:45 pm	Poster Session D with Social Hour, <i>Ballroom C</i>
6:15 - 7:45 pm	Diversity and Climate Committee Reception, <i>Room 213</i>

Saturday, January 29, 2011

7:30 am - 5:30 pm	Pre-Registration Check-In and Onsite Registration, <i>Ballroom C Foyer</i>
8:00 - 8:30 am	Continental Breakfast, <i>Ballroom C</i>
8:00 - 9:30 am	Poster Session E, <i>Ballroom C</i>
8:00 am - 8:00 pm	Exhibits Open, <i>Ballroom C</i>
8:00 am - 8:00 pm	GSC Lounge Open, <i>Room 210</i>
8:15 - 9:30 am	Early Morning Special Session B, <i>Various Rooms</i>
9:45 - 11:00 am	Symposium Session E, <i>Various Rooms</i>
11:00 - 11:15 am	Coffee Break, <i>Ballroom C</i>
11:15 am - 12:30 pm	Symposium Session F and Data Blitz, <i>Various Rooms</i>
12:30 - 1:30 pm	Box Lunch Available, <i>Ballroom C</i>
12:30 - 2:00 pm	Poster Session F, <i>Ballroom C</i>
12:30 - 2:00 pm	Lunch Time Meet/Chat with Representatives from the Funding Agencies, <i>Ballroom C</i>
1:00 - 2:00 pm	GSC Mentoring Luncheon, <i>Room 212</i>
2:00 - 3:15 pm	Symposium Session G and Block Award Address, <i>Various Rooms</i>
3:15 - 3:30 pm	Coffee Break, <i>Ballroom C</i>
3:30 - 4:45 pm	Symposium Session H, <i>Various Rooms</i>
5:00 - 6:15 pm	Symposium Session I, <i>Various Rooms</i>
6:15 - 7:45 pm	Poster Session G with Social Hour, <i>Ballroom C</i>

Featured Sessions

Opening Session and Presidential Symposium

2020: Visions for the Next Decade of Social and Personality Psychology

Thursday, January 27, 2011, 5:00 - 7:00 pm, Ballroom B
Chair: Todd Heatherton, *Dartmouth College*
Speaker: David Funder, *UC Riverside*, **PERSONALITY: WHAT WE KNOW AND WHAT WE NEED TO KNOW**
Speaker: Susan Fiske, *Princeton University*, **ONE WORD: PLASTICITY**
Speaker: Jonathan Haidt, *University of Virginia*, **THE BRIGHT FUTURE OF POST-PARTISAN SOCIAL PSYCHOLOGY**



David Funder



Susan Fiske



Jonathan Haidt

Outreach and Special Sessions

GSC Special Symposium - Developing the Tools of the trade: tips for success as a student, writer, researcher and collaborator

Friday, January 28, 2011, 3:30 - 4:45 pm, Room 7
Sponsored by the Graduate Student Committee
Chairs: Kristin N. Dukes, *Tufts University*, and Sean Hughes, *National University of Ireland Maynooth*
Speakers: Shinobu Kitayama, *University of Michigan*; Sam Sommers, *Tufts University*; Robert Sellers, *University of Michigan*

Early Morning Special Session A1: Funding Opportunities at the National Science Foundation

Friday, January 28, 2011, 8:15 - 9:30 am, Room 214 C-D
Speakers: Kellina M. Craig-Henderson and Brett Pelham, *NSF*

Early Morning Special Session A2: Funding Opportunities at the National Cancer Institute

Friday, January 28, 2011, 8:15 - 9:30 am, Room 206
Speakers: Bill Klein and Heather Patrick, *National Cancer Institute*

Data Blitz

Saturday, January 29, 2011, 11:15 am - 12:30 pm, Room 7
Chairs: Wendy Berry Mendes, *UC San Francisco* and Andrew Elliot, *University of Rochester*

Presidential Address



How does studying the brain contribute to social and personality psychology

Friday, January 28, 2011, 2:00 - 3:15 pm
Ballroom B, Session C1
Speaker: President Todd Heatherton, *Dartmouth College*

Donald T. Campbell Award Address



From Basic to Translational Research: Exploring Implications of the MODE model for the Understanding and Treatment of Phobias

Friday, January 28, 2011, 3:30 - 4:45 pm
Ballroom B, Session D1
Recipient: Russell Fazio, *Ohio State University*
Introducer: Fred Rhodewalt, *University of Utah*

Keynote Address: Malcolm Gladwell



"The magical year 1975: Modern wealth and the social relation paradigm"

Friday, January 28, 2011, 5:00 - 6:15 pm
Ballroom B
Speaker: Malcolm Gladwell
Photo by: Brooke Williams

Jack Block Award Address



The purpose and function of Human Consciousness

Saturday, January 29, 2011, 2:00 - 3:15 pm
Ballroom B, Session G1
Recipient: Roy Baumeister, *Florida State University*
Introducer: John Bargh, *Yale University*

Schedule of Events

Thursday, January 27, 2011

8:00 am – 4:30 pm	Pre-Conferences Attitudes Close Relationships Consciousness: Facts, Fictions, Functions Cultural Psychology Embodiment Emotion Evolutionary Psychology Group Processes and Intergroup Relations (GPIR) How Does One Do That? Adding New Tools to the Research Toolbox, <i>Presented by the SPSP Training Committee</i> Judgment and Decision Making (JDM) Justice and Morality New Methods Political Psychology Psychology of Humor Psychology of Religion and Spirituality Self & Identity Show Me the Money (and Jobs): A Guide to Funding & Careers, <i>Presented by the SPSP Graduate Student Committee</i> Social Cognition Social Personality and Health Teaching The Utilization of Peer Assessment and Webquests to Enhance Online Psychology Classes
8:00 – 8:00 pm	GSC Lounge Open <i>Room 210</i>
3:00 – 8:00 pm	Onsite Registration and Pre-Registration Check-In <i>Ballroom C Foyer</i>
5:00 – 7:00 pm	Opening Session and Presidential Symposium - 2020: VISIONS FOR THE NEXT DECADE OF SOCIAL AND PERSONALITY PSYCHOLOGY <i>Ballroom B</i> Chair: Todd Heatherton, <i>Dartmouth College</i> Speaker: David Funder, <i>UC-Riverside</i> , PERSONALITY: WHAT WE KNOW AND WHAT WE NEED TO KNOW Speaker: Susan Fiske, <i>Princeton University</i> , ONE WORD: PLASTICITY Speaker: Jonathan Haidt, <i>University of Virginia</i> , THE BRIGHT FUTURE OF POST-PARTISAN SOCIAL PSYCHOLOGY
6:30 – 8:30 pm	Exhibits Open <i>Ballroom C</i>
7:00 – 8:00 pm	Welcome Reception <i>Ballroom C</i>
7:00 – 8:30 pm	Poster Session A <i>Ballroom C</i>

Friday, January 28, 2011

7:30 am – 6:30 pm	Onsite Registration and Pre-Registration Check-In <i>Ballroom C Foyer</i>
8:00 – 8:30 am	Continental Breakfast <i>Ballroom C</i>
8:00 – 9:30 am	Poster Session B <i>Ballroom C</i>
8:00 am – 8:00 pm	Exhibits Open <i>Ballroom C</i>
8:00 – 8:00 pm	GSC Lounge Open <i>Room 210</i>
8:15 – 9:30 am	Early Morning Special Session A SSA1: FUNDING OPPORTUNITIES THE NATIONAL CANCER INSTITUTE <i>Room 206</i> Speakers: Heather Patrick and Bill Klein, <i>National Cancer Institute, NIH</i> SSA2: FUNDING OPPORTUNITIES AT THE NATIONAL SCIENCE FOUNDATION <i>Room 214 C-D</i> Speakers: Kellina M. Craig-Henderson and Brett Pelham, <i>National Science Foundation</i> Speakers: Conversation will continue in Room 209 from 9:30 - 11:00 am
9:45 – 11:00 am	Symposia Session A A1: SERENDIPITY AND TENACITY IN THEORY DEVELOPMENT: PERSONAL ACCOUNTS <i>Ballroom B</i> Chair: Arie Kruglanski, <i>University of Maryland</i> Co-Chair: E.Tory Higgins, <i>Columbia University</i> Speakers: Paul A.M. Van Lange, Carol S. Dweck, Roy F. Baumeister, Douglas T. Kenrick A2: PERSPECTIVES ON PSYCHOLOGICAL DISTANCE'S PHENOMENOLOGICAL FOUNDATIONS <i>Room 6</i> Chair: Leaf Van Boven, <i>University of Colorado at Boulder</i> Co-Chair: Ethan Kross, <i>University of Michigan</i> Speakers: Leaf Van Boven, Eugene Caruso, Gabriela Jiga-Boy, Ethan Kross A3: CROSSING THE THRESHOLD: PERSONALITY AND SOCIAL PSYCHOLOGY RESEARCH BEYOND THE LABORATORY <i>Room 7</i> Chair: Marti Hope Gonzales, <i>University of Minnesota</i> Co-Chair: Stacey Sinclair, <i>Princeton University</i> Speakers: Niall Bolger, Geoff Cohen, Sam Gosling, Daphna Oyserman

A4: PSYCHOLOGICAL CONSTRUCTION AS AN APPROACH TO SOCIAL PSYCHOLOGY

Room 217 A-B

Chair: Lisa Feldman Barrett, *Northeastern University*

Speakers: Lisa Feldman Barrett, Alexandra Touroutoglou, Larry Barsalou

A5: APPROACH, AVOIDANCE, AND ANGER

Room 217 C-D

Chair: Erik Pettersson, *University of Virginia*Co-Chair: Eric Turkheimer, *University of Virginia*

Speakers: Erik Pettersson, David Watson, Eddie Harmon-Jones, Sheri L. Johnson

A6: AS TIME GOES ON: LONGITUDINAL PREDICTORS OF RELATIONSHIP OUTCOMES

Room 214 A-B

Chair: Xiaomeng Xu, *SUNY Stony Brook*Co-Chair: Jennifer Tomlinson, *Carnegie Mellon University*

Speakers: Xiaomeng Xu, Jennifer Tomlinson, Benjamin Karney, Margaret Clark

A7: MINIMAL SOCIAL CONNECTION IN THE REGULATION OF SUBJECTIVE STATES

Room 214 C-D

Chair: Rick M. Cheung, *Brooklyn College and Graduate Center, City University of New York*Co-Chair: Curtis D. Hardin, *Brooklyn College and Graduate Center, City University of New York*

Speakers: Gregory M. Walton, Steven J. Spencer, Rick M. Cheung, N. Pontus Leander

A8: IMAGINING THE FUTURE: WHEN DO WE DO IT, AND WHAT ARE THE CONSEQUENCES?

Room 206

Chair: Heather Barry, *New York University*Co-Chair: Gabriele Oettingen, *New York University, University of Hamburg*

Speakers: Jonathan Smallwood, Tali Sharot, Heather Barry, Carey K. Morewedge

A9: THE POWER OF VIRTUE: HOW GOODNESS TRANSFORMS AND COMPELS

Room 207

Chair: Jesse Graham, *University of Southern California*Co-Chair: Kurt Gray, *University of Maryland*

Speakers: Kurt Gray, Benoît Monin, David Pizarro, Dan P. McAdams

A10: ECOLOGICAL PERSPECTIVES ON OUTGROUP MALE THREAT: RESONANCES WITH BIOLOGICAL SYSTEMS, PERSONALITY VARIABLES AND ENVIRONMENTAL CONTEXT

Room 8

Chair: D. Vaughn Becker, *Arizona State University at the Polytechnic Campus*

Speakers: D. Vaughn Becker, Rebecca Neel, Joseph Cesario, Carlos David Navarrete

A11: TAKING OTHERS' SELF-ESTEEM INTO ACCOUNT: PERCEPTIONS AND ACCURACY, BELIEFS, AND CONSEQUENCES

Room 204 A-B

Chair: Jennifer MacGregor, *University of Waterloo*

Speakers: Christine Chang, Jessica J. Cameron, Virgil Zeigler-Hill, Jennifer C. D. MacGregor

11:15 am –
12:30 pm**Symposia Session B****B1: TIME AND THE MIND**

Ballroom B

Chair: Emily Pronin, *Princeton University*

Speakers: John A. Bargh, Emily Pronin, Warren H. Meck, Yaacov Trope

B2: DOMINANCE: PERCEPTION, MOTIVATION, AND BEHAVIOR

Room 6

Chair: Michael Robinson, *North Dakota State University*

Speakers: Andrew Elliot, Henk Aarts, Nicole Mead, Allan Mazur

B3: EXPLORATIONS IN REGIONAL PSYCHOLOGY

Room 7

Chair: Peter Rentfrow, *University of Cambridge*

Speakers: Cindy K. Chung, Peter J. Rentfrow, Richard E. Lucas, Markus Jokela

B4: TOWARD AN IMPORTANT ROLE FOR MINDFULNESS IN SELF-REGULATION: FINDINGS FROM PERSONALITY AND EXPERIMENTAL SOCIAL PSYCHOLOGY

Room 217 A-B

Chair: Brian P. Meier, *Gettysburg College*Co-Chair: Ernest S. Park, *Cleveland State University*

Speakers: Michael Robinson, Robert Goodman, Brian Meier, Kirk Brown

B5: INTEGRATING LIFE HISTORY THEORY AND PSYCHOLOGY: IMPLICATIONS FOR DECISION-MAKING, PERSONALITY, ROMANTIC RELATIONSHIPS, AND PARENTING

Room 217 C-D

Chair: Vladas Griskevicius, *University of Minnesota*

Speakers: Vladas Griskevicius, Bruce Ellis, Omri Gillath, Jeffrey Simpson

B6: EMOTIONAL FLEXIBILITY IN RISK AND RESILIENCE

Room 214 A-B

Chair: Christian Waugh, *Wake Forest University*Co-Chair: Renee Thompson, *Stanford University*

Speakers: Christian Waugh, George Bonanno, Cecilia Cheng, Renee Thompson

B7: CHARACTER COUNTS: PERSON-CENTERED APPROACHES TO MORAL JUDGMENT AND DECISION MAKING

Room 214 C-D

Chair: David Tannenbaum, *UC Irvine*Co-Chair: David Pizarro, *Cornell University*

Speakers: David Tannenbaum, Yoel Inbar, Geoffrey P. Goodwin, Fiery Cushman

B8: UNTANGLING THE WEB: UNDERSTANDING PSYCHOLOGICAL PROCESSES IN THE CONTEXT OF SOCIAL NETWORKS

Room 206

Chair: Jerry Cullum, *University of Connecticut*Co-Chair: Lindsey Clark Levitan, *Stony Brook University*

Speakers: Lindsey Clark Levitan, Selin Kesebir, Alysson E. Light, Jerry Cullum

11:00 –
11:15 am**Coffee Break**

Ballroom C

	<p>B9: SYNCHRONY, WARMTH, AND CLOSENESS: THE EMBODIMENT OF AFFILIATION <i>Room 207</i> Chair: Thomas Schubert, <i>ISCTE - Lisbon University Institute</i> Co-Chair: Cindy Harmon-Jones, <i>Texas A&M University</i> Speakers: Cindy Harmon-Jones, Thomas W. Schubert, Margarida V. Garrido, Hans IJzerman</p>	<p>3:15 – 3:30 pm 3:30 – 4:45 pm</p>	<p>Coffee Break <i>Ballroom C</i></p> <p>Symposia Session D & Campbell Award Address</p> <p>D1: CAMPBELL AWARD ADDRESS FROM BASIC TO TRANSLATIONAL RESEARCH: EXPLORING IMPLICATIONS OF THE MODE MODEL FOR THE UNDERSTANDING AND TREATMENT OF PHOBIAS <i>Ballroom B</i> Recipient and Speaker: Russ Fazio, <i>Ohio State University</i> Introducer: Fred Rhodewalt, <i>University of Utah</i></p> <p>D2: PROMOTING POSITIVE LIFE CHANGE: IMPROVING EMOTION REGULATION, COGNITION AND PHYSIOLOGICAL STATES THROUGH REFLECTION AND MIND-TRAINING <i>Room 6</i> Chair: Bethany Ellen Kok, <i>University of North Carolina at Chapel Hill</i> Co-Chair: Barbara Fredrickson, <i>University of North Carolina at Chapel Hill</i> Speakers: Clifford D. Saron, Bethany E. Kok, Laura A. King, Erika L. Rosenberg</p> <p>D3: DEVELOPING TOOLS OF THE TRADE: TIPS FOR SUCCESS AS A STUDENT WRITER, RESEARCHER, AND COLLABORATOR <i>Room 7</i> Chair: Kristin N. Dukes, <i>Tufts University</i> Co-Chair: Sean Hughes, <i>National University of Ireland Maynooth</i> Speakers: Shinobu Kitayama, Samuel R. Sommers, Robert Sellers</p> <p>D4: MAINTAINING ROMANTIC RELATIONSHIPS: EVOLUTION, HORMONES, AND IMPLICIT COGNITION <i>Room 217 A-B</i> Chair: John S. Kim, <i>University of Minnesota</i> Co-Chair: Jeffrey Simpson, <i>University of Minnesota</i> Speakers: John S. Kim, Yexin Jessica Li, Jon K. Maner, Martie G. Haselton</p> <p>D5: SPONTANEOUS AND INTENTIONAL TRAIT INFERENCES: NEW CHALLENGES AND BRIDGES <i>Room 217 C-D</i> Chair: Rui S. Costa, <i>University of Lisbon, Princeton University</i> Co-Chair: Jeffrey W. Sherman, <i>University of California, Davis</i> Speakers: John J. Skowronski, SoYon Rim, Rita Jerónimo, Frank Van Overwalle</p>
12:30 – 1:30 pm	<p>Box Lunch Served <i>Ballroom C</i></p>		
12:30 – 2:00 pm	<p>Poster Session C <i>Ballroom C</i></p>		
1:00 – 2:00 pm	<p>GSC Mentoring Luncheon <i>Room 212</i></p>		
1:00 – 2:00 pm	<p>GASP Mentoring Luncheon <i>Room 213</i> Coordinators: Lisa G. Aspinwall, <i>University of Utah</i>, and Wesley Moons, <i>University of California, Davis</i></p>		
2:00 – 3:15 pm	<p>Symposia Session C & Presidential Address</p> <p>C1: PRESIDENTIAL ADDRESS HOW DOES STUDYING THE BRAIN CONTRIBUTE TO SOCIAL AND PERSONALITY PSYCHOLOGY? <i>Ballroom B</i> Speaker: Todd Heatherton, <i>Dartmouth College</i></p> <p>C2: THE BENEFITS OF RESPONSIVENESS: BEYOND GOOD RELATIONSHIPS <i>Room 6</i> Chair: Amy Canevello, <i>The Ohio State University</i> Speakers: Harry T. Reis, Jennifer Crocker, Sara Algoe, Amy Canevello</p> <p>C3: NEW PERSPECTIVES ON THE NEUROENDOCRINE REGULATION OF SOCIAL PERCEPTION AND BEHAVIOR <i>Room 7</i> Chair: Jennifer A. Bartz, <i>Mount Sinai School of Medicine</i> Co-Chair: Pranjal Mehta, <i>Erasmus University</i> Speakers: Jennifer A. Bartz, Greg J. Norman, Pranjal Mehta, Steven J. Stanton</p> <p>C4: RELIGIOUS COPING AND HEALTH OUTCOMES: COMPLEXITY, CONTRADICTIONS, AND THE IMPORTANCE OF THE SOCIAL CONTEXT <i>Room 217 A-B</i> Chair: Richard David Hayward, <i>Duke University</i> Co-Chair: Amy D. Owen, <i>Duke University</i> Speakers: Christopher Ellison, Amy D. Owen, R. David Hayward, Loren Toussaint</p> <p>C5: WOMEN AND STEM: PREDICTING PERFORMANCE AND INTEREST IN SCIENCE, TECHNOLOGY, ENGINEERING, AND MATH (STEM) <i>Room 217 C-D</i> Chair: Lora E. Park, <i>University at Buffalo, The State University of New York</i> Speakers: Sian L. Beilock, Lora E. Park, Sapna Cheryan, Julie A. Garcia</p>	<p>5:00 – 6:15 pm 6:15 – 7:45 pm 6:15 – 7:45 pm</p>	<p>Keynote Address by Malcolm Gladwell</p> <p>THE MAGICAL YEAR 1975: MODERN WEALTH AND THE SOCIAL RELATION PARADIGM <i>Ballroom B</i> Speaker: <i>Malcolm Gladwell</i></p> <p>Poster Session D and Social Hour <i>Ballroom C</i></p> <p>Diversity and Climate Committee Reception <i>Room 213</i> All are welcome to attend this social event to mix, mingle, and meet the recipients of the 2011 Diversity Fund Graduate Travel and Undergraduate Registration Awards.</p>

Chairs: Denise Sekaquaptewa, *University of Michigan*,
in conjunction with Stephanie Fryberg, *University of
Arizona*, and Rudy Mendoza-Denton, *University of
California, Berkeley*

Saturday, January 29, 2011

7:30 am – **Onsite Registration and Pre-Registration
Check-In**

Ballroom C Foyer

8:00 – **Continental Breakfast**

8:30 am *Ballroom C*

8:00 – **Poster Session E**

9:30 am *Ballroom C*

8:00 am – **Exhibits Open**

8:00 pm *Ballroom C*

8:00 – **GSC Lounge Open**

8:00 pm *Room 210*

8:15 – **Early Morning Special Session**

9:30 am

**SSB1: PANEL DISCUSSION: SCIENTIFIC ADVANCES AT
THE INTERFACE OF SOCIAL/PERSONALITY PSYCHOLOGY
AND NIH – BEYOND FUNDING**

Room 206

Chair: Heather Patrick, *National Cancer Institute*

Co-Chair: Alex Rothman, *University of Minnesota*

Speakers: Heather Patrick, William M. P. Klein, Dikla
Shmueli

SSB2: HOW TO PUBLISH YOUR MANUSCRIPT

Room 207

Chair: Lindsay MacMurray, *American Psychological
Association*

Panelists: Jeff Simpson, *University of Minnesota*; Jon
Maner, *Florida State University*; Lindsay MacMurray,
American Psychological Association

9:45 – **Symposia Session E**

11:00 am

E1: VISUAL PROCESSING OF RACE

Ballroom B

Chair: Kerry Kawakami, *York University*

Speakers: Kerry Kawakami, Meghan G. Bean, Kurt
Hugenberg, Reginald B. Adams

**E2: KURT LEWIN 2.0: GENE BY ENVIRONMENT INTERAC-
TIONS IN PERSONALITY, CULTURE, AND EMOTION**

Room 6

Chair: Bob Josephs, *University of Texas - Austin*

Speakers: Turhan Canli, Joan Y. Chiao, Heejung S.
Kim, Robert A. Josephs

**E3: LANGUAGE AND EMOTION: LABELING CREATES AND
SHAPES EMOTION**

Room 7

Chair: Karim Sadik Kassam, *Carnegie Mellon Univer-
sity*

Co-Chair: Kristen Lindquist, *Harvard University*
Speakers: Kristen Lindquist, James Russell, Karim
Kassam, Matthew Lieberman

**E4: ACTOR/OBSERVER 2.0: NEW DIRECTIONS IN
JUDGING SELF AND OTHERS**

Room 217 A-B

Chair: Elizabeth R. Tenney, *University of Virginia*

Speakers: Daniel Ames, Elizabeth R. Tenney,
Nicholas Epley, Katherine Hansen

**E5: CONNECT OR PROTECT? NEW INSIGHTS INTO MOTI-
VATED RESPONSES TO SOCIAL EXCLUSION**

Room 217 C-D

Chair: Lisa M. Jaremka, *UC Santa Barbara*

Co-Chair: Nancy L. Collins, *UC Santa Barbara*

Speakers: Geoff MacDonald, Özlem Ayduk, Cynthia
L. Pickett, Lisa M. Jaremka

**E6: MANIFEST CULTURE: AN ANALYSIS OF THE PSYCHO-
LOGICAL BASIS AND INFLUENCE OF SOCIOCULTURAL
LANDSCAPES**

Room 214 A-B

Chair: Krishna Savani, *Columbia Business School*

Co-Chair: Max Weisbuch, *University of Denver*

Speakers: Shigehiro Oishi, Max Weisbuch, Kristin
Pauker, Michael Morris

**E7: WHAT IS EGO DEPLETION? EXPLORING THE MECHA-
NISM VIA WHICH EXERCISING SELF-CONTROL AFFECTS
SUBSEQUENT SELF-CONTROL**

Room 214 C-D

Chair: Michael Inzlicht, *University of Toronto*

Speakers: Veronika Job, Jennifer N. Gutsell, Dylan D.
Wagner, Brandon J. Schmeichel

**E8: TAKING IT TO THE STREETS: THE STUDY OF SELF-
CONTROL BEYOND SOPHOMORES IN THE LAB**

Room 206

Chair: Kathleen D. Vohs, *University of Minnesota*

Co-Chair: Wilhelm Hofmann, *University of Chicago*

Speakers: Wilhelm Hofmann, Kathleen Vohs, Allison
Troy, David Neal

**E9: US VERSUS THEM: EFFECTS OF INTERGROUP
COMPETITION ON TOLERANCE OF OUTGROUP
SUFFERING**

Room 207

Chair: Mina Cikara, *Princeton University*

Speakers: Marjorie Rhodes, Mina Cikara, Emile
Bruneau, Elizabeth Levy Paluck

**E10: CUES AND STRATEGIES FOR COMMUNICATING
INTEREST IN ROMANTIC RELATIONSHIP INITIATION**

Room 8

Chair: Melanie Canterberry, *University of Kansas*

Speakers: Melanie Canterberry, M. Joy McClure,
Skyler S. Place, Caitlin W. Duffy

**E11: MINDING THE SELF: HOW MINDFULNESS
IMPROVES SELF-REFLECTION AND SELF-KNOWLEDGE**

Room 205

Chair: Erika Carlson, *Washington University in St.
Louis*

Co-Chair: Simine Vazire, *Washington University in St.
Louis*

Speakers: Bas Verplanken, Sander L. Koole,
Christopher P. Niemic, Erika Carlson

11:00 –
11:15 am

Coffee Break

Ballroom C

11:15 am –
12:30 pm

Symposia Session F

F1: MASCULINITY AND FEMININITY IN ASSOCIATED ROLES AND CONTEXTS

Ballroom B
Chair: Kees van den Bos, *Utrecht University*
Co-Chair: Theresa Vescio, *The Pennsylvania State University*
Speakers: Theresa Vescio, Dov Cohen, Kees van den Bos, Susan Fiske

F2: THE NEUROENDOCRINOLOGY OF INTIMACY AND SOCIAL CONNECTION

Room 6
Chair: Robin S. Edelstein, *University of Michigan, Ann Arbor*
Co-Chair: Sari M. van Anders, *University of Michigan, Ann Arbor*
Speakers: Paula R. Pietromonaco, Robin S. Edelstein, Julianne Holt-Lunstad, Sari M. van Anders

F3: DATA BLITZ

Room 7
Chair: Wendy Berry Mendes, *UC San Francisco*
Co-Chair: Andrew Elliot, *University of Rochester*
Speakers: Matt Killingsworth, Saul Miller, Stacey Finkelstein, Jacob Hirsh, Jonathan Kunstman, John Terrizzi, Bethany Burum, Clara Wilkins, Lucia Guillory, Alexa Tullet, Daniel Effron, Adam Waytz

F4: RATIONAL BASIS OR LEGAL BIAS? PSYCHOLOGICAL PERSPECTIVES AT THE INTERSECTION OF RACE, POLICY AND LAW

Room 217 A-B
Chair: Destiny Peery, *Northwestern University*
Speakers: Phillip Atiba Goff, Victoria C. Plaut, Destiny Peery, Samuel R. Sommers

F5: THE SOCIAL CLASS DIVIDE: EXPLORING A NEW FRONTIER OF CULTURAL PSYCHOLOGY

Room 217 C-D
Chair: Michael W. Kraus, *University of California, Berkeley*
Co-Chair: Paul K. Piff, *University of California, Berkeley*
Speakers: Hazel Markus, Nicole Stephens, Paul K. Piff, Michael W. Kraus

F6: NEW DIRECTIONS IN MIXED EMOTIONS RESEARCH: THE ROLE OF INDIVIDUAL DIFFERENCES, TEMPORAL DYNAMICS, AND MEANINGFULNESS

Room 214 A-B
Chair: Vera Sacharin, *CISA, University of Geneva*
Speakers: Jeff T. Larsen, Atsunobu Suzuki, Vera Sacharin, Ursula Hess

F7: EXAMINING THE STABILITY OF THE SELF ACROSS MULTIPLE LEVELS OF ANALYSIS

Room 214 C-D
Chair: Erica Beth Slotter, *Northwestern University*
Co-Chair: Wendi L. Gardner, *Northwestern University*
Speakers: Allen R. McConnell, Erica B. Slotter, Jennifer Lodi-Smith, Verónica Benet-Martínez

F8: SOCIAL PSYCHOLOGY IN AFRICAN SETTINGS: IMPLICATIONS FOR THEORY AND PRACTICE

Room 206
Chair: Glenn Adams, *University of Kansas, Kansas African Studies Center*
Speakers: Kevin Durrheim, Ama de-Graft Aikins, Glenn Adams

F9: DEVELOPMENT AND HIERARCHICAL STRUCTURES OF ACHIEVEMENT GOALS: ADVANCES IN THEORY AND RESEARCH

Room 207
Chair: Katherine S. Corker, *Michigan State University*
Speakers: James W. Fryer, Elizabeth J. Stephens, Katherine S. Corker, Abigail A. Scholer

F10: CULTURE “WITHIN”: THE IMPACT OF RELIGION, SOCIAL CLASS, AND POLITICAL IDEOLOGY ON COGNITION

Room 8
Chair: Igor Grossmann, *University of Michigan*
Co-Chair: Michael E. W. Varnum, *University of Michigan*
Speakers: Bernhard Hommel, Adam B. Cohen, Igor Grossmann, Thomas Talhelm

F11: HOW DOES PERSONALITY CHANGE? DYNAMICS OF CHANGE IN PERSONALITY TRAITS, GOALS, AND VALUES

Room 205
Chair: Anat Bardi, *Royal Holloway University of London*
Speakers: Wiebke Bleidorn, Joshua J. Jackson, Patrick Hill, Anat Bardi

Box Lunch Served

Ballroom C

Lunch Time Meet/Chat with Representatives from the Funding Agencies

Ballroom C
Representatives: Heather Patrick and Bill Klein, *National Cancer Institute (NIH)*

Poster Session F

Ballroom C

GSC Mentoring Luncheon

Room 212

Symposia Session G & Block Award Address

G1: BLOCK AWARD ADDRESS THE PURPOSE AND FUNCTION OF HUMAN CONSCIOUSNESS

Ballroom B
Recipient and Speaker: Roy Baumeister, *Florida State University*
Introducer: John Bargh, *Yale University*

G2: DYNAMIC NETWORKS AND SYSTEMS: NEW THEORETICAL AND EMPIRICAL ADVANCES

Room 6
Chair: James Westaby, *Columbia University, Teachers College*
Co-Chair: Stephen Read, *University of Southern California*; Peter Gollwitzer, *New York University*
Speakers: Robin R. Vallacher, Arie W. Kruglanski, Eliot R. Smith, James D. Westaby

G3: PERSPECTIVE MISTAKING: WHEN STEPPING INTO THE MINDS OF OTHERS ISN'T ENOUGH

Room 7
Chair: Adam Galinsky, *Northwestern University*
Co-Chair: Nicholas Epley, *University of Chicago*
Speakers: Dana Carney, Andrew Todd, Tal Eyal, Adam Galinsky

12:30 –
1:30 pm

12:30 –
2:00 pm

12:30 –
2:00 pm

1:00 –
2:00 pm

2:00 –
3:15 pm

G4: THE MOTIVATIONAL PROPERTIES OF ANTICIPATED AFFECT*Room 217 A-B*Chair: Lillia Cherkasskiy, *Yale University*

Speakers: C. Nathan DeWall, Jeanne L. Tsai, Lillia Cherkasskiy, Ruud Custers

G5: FROM THE SOCIAL TO THE PHYSICAL WORLD AND BACK: BIDIRECTIONAL INFLUENCES IN GROUNDED COGNITION*Room 217 C-D*Chair: Hyunjin Song, *Yale University*Co-Chair: Spike W.S. Lee, *University of Michigan*

Speakers: Simone Schnall, Hyunjin Song, Gün R Semin, Spike W.S. Lee

G6: LONG-TERM EFFECTS OF MEDIA VIOLENCE USAGE ON AGGRESSION IN CHILDHOOD AND ADOLESCENCE*Room 214 A-B*Chair: Barbara Krahe, *University of Potsdam*

Speakers: Craig Anderson, Barbara Krahe, Rowell Huesmann

3:15 –
3:30 pm**Coffee Break***Ballroom C*3:30 –
4:45 pm**Symposia Session H****H1: WHAT IT MEANS TO GET IT RIGHT, AND WHY IT MATTERS: ADVENTURES IN ACCURACY RESEARCH***Ballroom B*Chair: Jamil Zaki, *Harvard University*Co-Chair: William Ickes, *University of Texas at Arlington*

Speakers: David Funder, David Kenny, William Ickes, Jamil Zaki

H2: IN SUPPORT OF SOCIAL SUPPORT: HOW NEURO-PHYSIOLOGICAL RESPONSIVITY CAN INFORM OUR UNDERSTANDING OF SOCIAL CONNECTION*Room 6*

Chair: Carrie Masten, Center for Mind and Brain, UC Davis

Speakers: Carrie Masten, James Coan, Naomi Eisenberger, Nancy Collins

5:00 –
6:15 pm**H3: COGNITIVE TUNING: HOW CONTEXTUAL AND EMBODIED CUES SHIFT REASONING AND DECISION MAKING***Room 7*Chair: Ruth Mayo, *Hebrew University, Jerusalem, Israel*Co-Chair: Norbert Schwarz, *University of Michigan*

Speakers: Norbert Schwarz, Sascha Topolinski, Ruth Mayo, Daphna Oyserman

5:00 –
6:15 pm**H4: PERCEPTIONS OF RACE AND RACIAL INEQUITY IN THE OBAMA ERA***Room 217 A-B*Chair: Eric D. Knowles, *University of California, Irvine*

Speakers: David O. Sears, Eric D. Knowles, Matt J. Goren, Michael I. Norton

H5: HOW FIT FACILITATES: MOTIVATIONAL BENEFITS OF MATCHING PERSON AND CONTEXT*Room 217 C-D*Chair: Paul A. O'Keefe, *New York University*

Speakers: Judith M. Harackiewicz, Justin Storbeck, Paul A. O'Keefe, E. Tory Higgins

H6: CONNECTING SOCIAL MINDS: PERCEPTUAL, PHYSIOLOGICAL, AND BEHAVIORAL COORDINATION WITHIN AND BETWEEN GROUPS*Room 214 A-B*Chair: Adam Pearson, *Yale University*Co-Chair: Tessa West, *New York University*

Speakers: Elizabeth Page-Gould, Tessa West, Adam Pearson, Francesca Gino

H7: INTEGRATING LABORATORY AND LONGITUDINAL RESEARCH ON RELATIONSHIPS*Room 214 C-D*Chair: Madoka Kumashiro, *Goldsmiths, University of London*Co-Chair: Niall Bolger, *Columbia University*

Speakers: James K. McNulty, Gertraud Stadler, Madoka Kumashiro, Justin A. Lavner

H8: "I FEEL BETTER BUT I DON'T KNOW WHY": PSYCHOLOGICAL BENEFITS OF IMPLICIT EMOTION REGULATION*Room 206*Chair: Sander Koole, *VU University Amsterdam*

Speakers: Henrik Hopp, Elliot Berkman, Melissa Ferguson, Daniel Fockenberg

H9: RACE, STEREOTYPES, AND IMPLICIT THEORIES ABOUT THE CAPACITY FOR CHANGE*Room 207*Chair: Cynthia Levine, *Stanford University*

Speakers: Priyanka B. Carr, Jason Plaks, Cynthia S. Levine, Stephanie Fryberg

H10: MAKING A DIFFERENCE: USING SOCIAL PSYCHOLOGY TO MOTIVATE PROSOCIAL BEHAVIOR*Room 8*Chair: Christopher J. Bryan, *Stanford University*Co-Chair: Christopher Y. Olivola, *University College London*

Speakers: Noah J. Goldstein, Christopher J. Bryan, Christopher Y. Olivola, Deborah A. Small

GSC Business Meeting*Room 209*

All Student affiliates are invited to attend and express your ideas.

Symposia Session I**I1: THE SELF AND LOVE: THE ROLE OF THE SELF IN ROMANTIC RELATIONSHIPS***Ballroom B*Chair: Tracy Kwang, *The University of Texas at Austin*Co-Chair: William B. Swann, Jr., *The University of Texas at Austin*

Speakers: Mark R. Leary, Tracy Kwang, Wendi L. Gardner, Ronald D. Rogge

I2: CUES TO CONFIDENCE AND CONSISTENCY*Room 6*Chair: Matt Wallaert, *Churnless*Co-Chair: Leaf Van Boven, *University of Colorado at Boulder*

Speakers: Matthew Wallaert, Richard Petty, David Dunning, Leif Nelson

I3: UNEXPECTED COSTS AND BENEFITS OF MULTICULTURALISM AND ASSIMILATION: NEITHER IS ALL GOOD OR ALL BAD!

Room 7

Chair: Kumar Yogeewaran, *University of Massachusetts - Amherst*

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

Speakers: Miguel M. Unzueta, Kumar Yogeewaran, Cheryl R. Kaiser, John F. Dovidio

I4: WINDOW INTO THE SOUL: NATURAL LANGUAGE METHODS TO CAPTURE SOCIAL MOTIVATION, THOUGHTS, AND ACTION.

Room 217 A-B

Chair: Dolores Albarracín, *University of Illinois*

Co-Chair: James Pennebaker, *University of Texas*

Speakers: James Pennebaker, Jeffrey Hancock, Art Graesser, Dolores Albarracín

I5: BEYOND THE RHETORIC: EMPIRICAL INSIGHTS INTO CURRENT HOT-BUTTON POLITICAL ISSUES

Room 217 C-D

Chair: Jane Risen, *University of Chicago, Booth School of Business*

Speakers: Clayton R. Critcher, Jane L. Risen, Valerie Purdie-Vaughns, John T. Jost

I6: THE GLASS CEILING BREAKS, BUT GENDER STEREOTYPES AND THEIR IMPLICATIONS PERSIST; WHY?

Room 214 A-B

Chair: Ann Bettencourt, *University of Missouri*

Speakers: Mark Manning, Scott Eidelman, Monica Biernat, Sarah J. Gervais

I7: TOO MUCH OF A GOOD THING? A CLOSER LOOK AT HAPPINESS AND WELL-BEING

Room 214 C-D

Chair: Maya Tamir, *The Hebrew University of Jerusalem*

Speakers: June Gruber, Iris B. Mauss, Maya Tamir, Weiting Ng

I8: BEYOND DECEPTION DETECTION: NEW QUESTIONS AND RESEARCH DIRECTIONS

Room 206

Chair: Claire E. Ashton-James, *University of Groningen*

Co-Chair: Catrin Finkenauer, *VU University Amsterdam*

Speakers: Claire E. Ashton-James, Mariëlle Stel, Justin J. Lehmler, John Caughlin

I9: SELF-REGULATION THROUGH VISUAL PERCEPTION

Room 207

Chair: Emily Balcetis, *New York University*

Speakers: Emily Balcetis, Jay Van Bavel, Bruce D. Bartholow, Sean Duffy

I10: SELF-AFFIRMATION AND ADAPTIVE BEHAVIOR: UNDERSTANDING MECHANISMS AND ADVANCING THEORY

Room 8

Chair: J. David Creswell, *Carnegie Mellon University*

Speakers: J. David Creswell, Christine Logel, Jennifer L. Cerully, David K. Sherman

I11: LIVING VICARIOUSLY? SELF-REGULATION AS A SOCIAL PROCESS

Room 205

Chair: Kathleen C. McCulloch, *Idaho State University*

Co-Chair: Gráinne M. Fitzsimons, *Duke University*

Speakers: Josh Ackerman, Brian C. Gunia, Kathleen C. McCulloch, Keith Wilcox

Poster Session G and Social Hour

Ballroom C

6:15 –
7:45 pm

Poster Schedule

Poster sessions are scheduled on Thursday, January 27, Friday, January 28, and Saturday, January 29. 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	Topic Areas Being Presented
A	Thursday, January 27	6:30 pm	7:00 pm	8:30 pm	8:45 pm	Culture; Evolution; Individual Differences; Lifespan Development; Mental Health; Personality Processes; Traits
B	Friday, January 28	7:45 am	8:00 am	9:30 am	12:15 pm	Close Relationships/Belonging/Rejection; Other; Physical Health; Social Support; Well-Being
C	Friday, January 28	12:15 pm	12:30 pm	2:00 pm	6:00 pm	Aggression/ Anti-Social Behavior; Emotion; Motivation/ Goals; Psychophysiology/Genetics
D	Friday, January 28	6:00 pm	6:15 pm	7:45 pm	8:00 pm	Assessment; Gender; Groups/Intragroup Processes; Intergroup Relations; Methods/Statistics; Prosocial Behavior
E	Saturday, January 29	7:45 am	8:00 am	9:30 am	12:15 am	Attitudes/Persuasion; Stereotyping/Prejudice
F	Saturday, January 29	12:15 pm	12:30 pm	2:00 pm	6:00 pm	Applied Social Psychology; Other; Self-Esteem; Self-Regulation; Self/Identity
G	Saturday, January 29	6:00 pm	6:15 pm	7:45 pm	8:00 pm	Norms and Social Influence; Person Perception/Impression Formation; Social Development; Social Judgment/ Decision-Making; Social Neuroscience

SPSP 2011 Exhibitors

SPSP extends our thanks to the following companies for their support and participation. Please visit our exhibitors in Ballroom C.

American Psychological Association
BIOPAC Systems, Inc.
Cambridge University Press
Guilford Publications
Millisecond Software
MindWare Technology

National Cancer Institute
Noldus Information Technology
Oxford University Press
Psychology Press
SAGE
Tobii Technology

W.W. Norton & Company
Wadsworth Cengage Learning
Walden University
Wiley-Blackwell
WorldViz

Exhibit hours are:

Thursday, January 27, 6:30 - 8:30 pm
 Friday, January 28, 8:00 am - 8:00 pm
 Saturday, January 29, 8:00 am - 8:00 pm

Symposia & Special Sessions Schedule

Friday, January 28 - Morning Sessions

Location	Early Morning Special Session 8:15 - 9:30 am	Session A 9:45 - 11:00 am	Session B 11:15 am - 12:30 pm
Ballroom B		A1: Serendipity and Tenacity in Theory Development: Personal Accounts <i>Arie Kruglanski and E.Tory Higgins</i>	B1: Time and the Mind <i>Emily Pronin</i>
Room 6		A2: Perspectives on Psychological Distance's Phenomenological Foundations <i>Leaf Van Boven and Ethan Kross</i>	B2: Dominance: Perception, Motivation, and Behavior <i>Michael Robinson</i>
Room 7		A3: Crossing the Threshold: Personality and Social Psychology Research Beyond the Laboratory <i>Marti Hope Gonzales and Stacey Sinclair</i>	B3: Explorations in Regional Psychology <i>Peter Rentfrow</i>
Room 217 A-B		A4: Psychological Construction as an Approach to Social Psychology <i>Lisa Feldman Barrett</i>	B4: Toward an Important Role for Mindfulness in Self-Regulation: Findings from Personality and Experimental Social Psychology <i>Brian P. Meier and Ernest S. Park</i>
Room 217 C-D		A5: Approach, Avoidance, and Anger <i>Erik Pettersson and Eric Turkheimer</i>	B5: Integrating Life History Theory and Psychology: Implications for Decision-Making, Personality, Romantic Relationships, and Parenting <i>Vladas Griskevicius</i>
Room 214 A-B		A6: As Time Goes on: Longitudinal Predictors of Relationship Outcomes <i>Xiaomeng Xu and Jennifer Tomlinson</i>	B6: Emotional Flexibility in Risk and Resilience <i>Christian Waugh and Renee Thompson</i>
Room 214 C-D	SSA2: Funding Opportunities at the National Science Foundation <i>Kellina M. Craig-Henderson and Brett Pellham</i>	A7: Minimal Social Connection in the Regulation of Subjective States <i>Rick M. Cheung and Curtis D. Hardin</i>	B7: Character Counts: Person-centered Approaches to Moral Judgment and Decision Making <i>David Tannenbaum and David Pizarro</i>
Room 206	SSA1: Funding Opportunities at the NIH <i>Heather Patrick and Bill Klein</i>	A8: Imagining the Future: When Do We Do It, and What Are the Consequences? <i>Heather Barry and Gabriele Oettingen</i>	B8: Untangling the Web: Understanding Psychological Processes in the Context of Social Networks <i>Jerry Cullum and Lindsey Clark Levitan</i>
Room 207		A9: The Power of Virtue: How Goodness Transforms and Compels <i>Jesse Graham and Kurt Gray</i>	B9: Synchrony, Warmth, and Closeness: The Embodiment of Affiliation <i>Thomas Schubert and Cindy Harmon-Jones</i>
Room 8		A10: Ecological Perspectives on Outgroup Male Threat: Resonances with Biological Systems, Personality Variables and Environmental Context <i>D. Vaughn Becker</i>	B10: How Culture Justifies Intergroup Inequality in the U.S.: Intelligence, Choice, Colorblindness, and Social Location <i>Aneeta Rattan</i>
Room 204 A-B		A11: Taking Others' Self-esteem into Account: Perceptions and Accuracy, Beliefs, and Consequences <i>Jennifer MacGregor</i>	

Friday, January 28 - Afternoon Sessions

Location	Session C 2:00 - 3:15 pm	Session D 3:30 - 4:45 pm	Keynote Address 5:00 - 6:15 pm
Ballroom B	C1: Presidential Address: How does Studying the Brain Contribute to Social and Personality Psychology? <i>Todd Heatherton</i>	D1: Campbell Award Address: From Basic to Translational Research: Exploring Implications of the MODE model for the Understanding and Treatment of Phobias <i>Russ Fazio</i>	The Magical Year 1975: Modern Wealth and the Social Relation Paradigm <i>Malcolm Gladwell</i>
Room 6	C2: The Benefits of Responsiveness: Beyond Good Relationships <i>Amy Canevello</i>	D2: Promoting Positive Life Change: Improving Emotion Regulation, Cognition and Physiological States through Reflection and Mind-training <i>Bethany Ellen Kok and Barbara Fredrickson</i>	
Room 7	C3: New perspectives on the neuroendocrine regulation of social perception and behavior <i>Jennifer A. Bartz and Pranjal Mehta</i>	D3: Developing Tools of the Trade: Tips for Success as a Student Writer, Researcher, and Collaborator <i>Kristin N. Dukes and Sean Hughes</i>	
Room 217 A-B	C4: Religious Coping and Health Outcomes: Complexity, Contradictions, and the Importance of the Social Context <i>Richard David Hayward and Amy D. Owen</i>	D4: Maintaining Romantic Relationships: Evolution, Hormones, and Implicit Cognition <i>John S. Kim and Jeffry Simpson</i>	
Room 217 C-D	C5: Women and STEM: Predicting Performance and Interest in Science, Technology, Engineering, and Math (STEM) <i>Lora E. Park</i>	D5: Spontaneous and Intentional trait inferences: New challenges and Bridges <i>Rui S. Costa and Jeffrey W. Sherman</i>	
Room 214 A-B			
Room 214 C-D			
Room 206			
Room 207			
Room 8			
Room 204 A-B			

Symposia & Special Sessions Schedule

Saturday, January 29 - Morning Sessions

Location	Early Morning Special Session 8:15 - 9:30 am	Session E 9:45 - 11:00 am	Session F 11:15 am - 12:30 pm
Ballroom B		E1: Visual Processing of Race <i>Kerry Kawakami</i>	F1: Masculinity and Femininity in Associated Roles and Contexts <i>Kees van den Bos and Theresa Vescio</i>
Room 6		E2: Kurt Lewin 2.0: Gene by Environment interactions in personality, culture, and emotion <i>Bob Josephs</i>	F2: The Neuroendocrinology of Intimacy and Social Connection <i>Robin S. Edelstein and Sari M. van Anders</i>
Room 7		E3: Language and Emotion: Labeling Creates and Shapes Emotion <i>Karim Sadik Kassam and Kristen Lindquist</i>	F3: Data Blitz <i>Wendy Berry Mendes and Andrew Elliot</i>
Room 217 A-B		E4: Actor/Observer 2.0: New Directions in Judging Self and Others <i>Elizabeth R. Tenney</i>	F4: Rational Basis or Legal Bias? Psychological Perspectives at the Intersection of Race, Policy and Law <i>Destiny Peery</i>
Room 217 C-D		E5: Connect or Protect? New Insights into Motivated Responses to Social Exclusion <i>Lisa M. Jaremka and Nancy L. Collins</i>	F5: The Social Class Divide: Exploring a New Frontier of Cultural Psychology <i>Michael W. Kraus and Paul K. Piff</i>
Room 214 A-B		E6: Manifest Culture: An Analysis of the Psychological Basis and Influence of Sociocultural Landscapes <i>Krishna Savani and Max Weisbuch</i>	F6: New Directions in Mixed Emotions Research: The Role of Individual Differences, Temporal Dynamics, and Meaningfulness <i>Vera Sacharin</i>
Room 214 C-D		E7: What is Ego Depletion? Exploring the Mechanism via which Exercising Self-control Affects Subsequent Self-control <i>Michael Inzlicht</i>	F7: Examining the Stability of the Self Across Multiple Levels of Analysis <i>Erica Beth Slotter and Wendi L. Gardner</i>
Room 206	SSB1: Panel Discussion: Scientific Advances at the Interface of Social/ Personality Psychology and NIH ~ Beyond Funding <i>Heather Patrick and Alex Rothman</i>	E8: Taking It To The Streets: The Study of Self-Control Beyond Sophomores in the Lab <i>Kathleen D. Vohs and Wilhelm Hofmann</i>	F8: Social Psychology in African settings: Implications for Theory and Practice <i>Glenn Adams</i>
Room 207	SSB2 How to Publish Your Manuscript <i>Lindsay MacMurray</i>	E9: Us Versus them: Effects of Intergroup Competition on Tolerance of Outgroup Suffering <i>Mina Cikara</i>	F9: Development and Hierarchical Structures of Achievement Goals: Advances in Theory and Research <i>Katherine S. Corker</i>
Room 8		E10: Cues and Strategies for Communicating Interest in Romantic Relationship Initiation <i>Melanie Canterberry</i>	F10: Culture "within": the Impact of Religion, Social Class, and Political Ideology on Cognition <i>Igor Grossmann and Michael E. W. Varnum</i>
Room 205		E11: Minding the Self: How Mindfulness Improves Self-Reflection and Self-Knowledge <i>Erika Carlson and Simine Vazire</i>	F11: How does Personality Change? Dynamics of Change in Personality Traits, Goals, and Values <i>Anat Bardi</i>

Saturday, January 29 - Afternoon Session

Location	Session G 2:00 - 3:15 pm	Session H 3:30 - 4:45 pm	Session I 5:00 - 6:15 pm
Ballroom B	G1: Block Award Address: The Purpose and Function of Human Consciousness <i>Roy Baumeister</i>	H1: What it Means to Get it Right, and Why it Matters: Adventures in Accuracy Research <i>Jamil Zaki and William Ickes</i>	I1: The Self and Love: The Role of the Self in Romantic Relationships <i>Tracy Kwang and William B. Swann, Jr.</i>
Room 6	G2: Dynamic Networks and Systems: New Theoretical and Empirical Advances <i>James Westaby, Stephen Read and Peter Gollwitzer</i>	H2: In Support of Social Support: How Neurophysiological Responsivity Can Inform Our Understanding of Social Connection <i>Carrie Masten</i>	I2: Cues to Confidence and Consistency <i>Matt Wallaert and Leaf Van Boven</i>
Room 7	G3: Perspective Mistaking: When Stepping into the Minds of Others isn't Enough <i>Adam Galinsky and Nicholas Epley</i>	H3: Cognitive Tuning: How Contextual and Embodied Cues Shift Reasoning and Decision Making <i>Ruth Mayo and Norbert Schwarz</i>	I3: Unexpected Costs and Benefits of Multiculturalism and Assimilation: Neither is All Good or All Bad! <i>Kumar Yogeeswaran and Nilanjana Dasgupta</i>
Room 217 A-B	G4: The Motivational Properties of Anticipated Affect <i>Lillia Cherkasskiy</i>	H4: Perceptions of Race and Racial Inequity in the Obama Era <i>Eric D. Knowles</i>	I4: Window into the Soul: Natural Language Methods to Capture Social Motivation, Thoughts, and Action <i>Dolores Albarracin and James Pennebaker</i>
Room 217 C-D	G5: From the Social to the Physical World and Back: Bidirectional Influences in Grounded Cognition <i>Hyunjin Song and Spike W. S. Lee</i>	H5: How Fit Facilitates: Motivational Benefits of Matching Person and Context <i>Paul A. O'Keefe</i>	I5: Beyond The Rhetoric: Empirical Insights Into Current Hot-Button Political Issues <i>Jane Risen</i>
Room 214 A-B	G6: Long-Term Effects of Media Violence Usage on Aggression in Childhood and Adolescence <i>Barbara Krahe</i>	H6: Connecting Social Minds: Perceptual, Physiological, and Behavioral Coordination Within and Between Groups <i>Adam Pearson and Tessa West</i>	I6: The Glass Ceiling Breaks, but Gender Stereotypes and their Implications Persist; Why? <i>Ann Bettencourt</i>
Room 214 C-D		H7: Integrating Laboratory and Longitudinal Research on Relationships <i>Madoka Kumashiro and Niall Bolger</i>	I7: Too Much of a Good Thing? A Closer Look at Happiness and Well-Being <i>Maya Tamir</i>
Room 206		H8: "I Feel Better But I Don't Know Why": Psychological Benefits of Implicit Emotion Regulation <i>Sander Koole</i>	I8: Beyond Deception Detection: New Questions and Research Directions <i>Claire E. Ashton-James and Catrin Finkenauer</i>
Room 207		H9: Race, Stereotypes, and Implicit Theories about the Capacity for Change <i>Cynthia Levine</i>	I9: Self-Regulation Through Visual Perception <i>Emily Balcetis</i>
Room 8		H10: Making a Difference: Using Social Psychology to Motivate Prosocial Behavior <i>Christopher J. Bryan and Christopher Y. Olivola</i>	I10: Self-Affirmation and Adaptive Behavior: Understanding Mechanisms and Advancing Theory <i>J. David Creswell</i>
Room 205			I11: Living Vicariously? Self-Regulation as a Social Process <i>Kathleen C. McCulloch and Gráinne M. Fitzsimons</i>

Graduate Student Committee Events

Welcome to the 12th Annual SPSP Meeting from your Graduate Student Committee

As a committee of and for SPSP student affiliates, the GSC is committed to advocating the interests, concerns, and ideas of the SPSP student caucus. Whether you are an undergraduate arriving at SPSP 2011 for the first time, or a seasoned graduate intent on presenting your research, networking, learning (or indeed a little of each), the GSC has an exciting program specifically tailored to educate and entertain in equal parts.

To give you a taster of what we have in store, our conference kick-starts bright and early Thursday morning with the GSC preconference (*Show me the Money (and Jobs): A Guide to The Land of Funding and Employment*). On Friday you have the GSC poster (*Do SPSP Students Really Think Straight About Weird Things*), a GSC Symposium (*Developing as a Student Researcher, Writer and Collaborator*) as well as the GSC Mentored Luncheon event to look forward to! If that wasn't enough you are also invited on Saturday to the GSC Business Meeting (where you can meet and chat to everyone on the GSC) as well as a second Mentored Luncheon. To cap it all off we have a host of Student Poster Awards to give out, five Outstanding Research Awards to acknowledge and much, much more! For more details on all our events just take a look below.

We truly hope you have a stimulating and exciting conference experience and cannot wait to meeting everyone here in sunny San Antonio!

2011-2011 Graduate Student Committee

Sean Hughes
Robin Kaplan
Haylie Gomez
Amy-Jo Lynch

Kristin Dukes
Carmel Gabriel
Austin Lee Nichols

GSC Lounge

Thursday - Saturday, January 27 - 29, 8:00 am - 8:00 pm, Room 210

Brand new to SPSP this year is the GSC Lounge, a dedicated space where you are invited to network, relax or just catch up with other SPSP student attendees. The GSC Lounge will be open to all student members throughout the entire Annual Meeting (Thursday - Saturday) and we encourage everyone to stop by anytime and introduce yourself!

GSC Preconference

Show Me the Money (and Jobs): A Guide to the Land of Funding and Employment

Thursday, January 27, 8:30 am - 4:30 pm, Room 212

The GSC Preconference will address two pressing concerns that graduate students face during these turbulent economic times. This event will open with a series of talks dedicated to searching for and securing research funding. Panellists will offer advice on how to craft a successful grant proposal, as well as where and how to locate national funding opportunities. Thereafter, the preconference will shift focus to the current job market, and feature a series of presentations on careers available to students within academia (e.g. post-doctoral, faculty positions). This event will close with a discussion of academic hiring practices from panellists who have experience serving as either departmental chairs and/or on hiring committees. 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 Poster B190:

Do Graduate Students Really Think Straight About Weird Things?

Friday, January 28, 8:00 - 9:30 am, Ballroom C

Earlier this year the GSC surveyed over 600 SPSP student members in order to index the prevalence of popular misconceptions about Psychology (e.g. "subliminal messages persuade people to buy products; People only use 10% of their brains; hypnosis is an altered state of consciousness"). Past research shows that many students bring such misconceptions to their studies and that these inaccuracies often remain intact throughout their education. In the current study the GSC sought to determine whether SPSP student members could distinguish psychological fact from fiction using an on-line survey. If you are interested in finding out if SPSP student members really think straight about weird things then stop by our Poster on Friday morning!

**GSC Special Symposium D3:
Developing Tools of the Trade: Tips for
Success as a Student Writer, Researcher,
and Collaborator**

Friday, January 28, 3:30 - 4:45 pm, Room 7

Successfully navigating graduate school requires that students quickly develop a toolbox of different skills, some of which are explicitly taught (e.g. writing for scientific publication) and others acquired more informally (e.g. networking and forming collaborative links with other academics). During SPSP 2011 the Graduate Student Committee aims to equip students with an arsenal of skills key to surviving and excelling as a graduate psychology student. Shinobu Kitayama will impart some time-proven tips and strategies for starting out in the world of scientific publishing. Thereafter, Sam Sommers will offer guidelines for cultivating a vibrant and progressive research program. The symposium will conclude with Robert Sellers' insight on how best to navigate the range of professional relationships students develop throughout their studies, ranging from supervisors to colleagues and potential collaborators. Attending this symposium will profit both graduate students- by further refining their appreciation of key facets of academic life - and also faculty- by arming them with knowledge they can pass on to their graduate students.

Mentoring Luncheon

*Friday, January 28 and Saturday, January 29, 1:00 - 2:00 pm
Room 212*

The Mentoring Luncheon is a popular (and free!) event which provides over 270 students with an opportunity to discuss research interests and career development with established professionals in the field. Small groups of students (usually 6-8 maximum) meet with mentors over the SPSP box lunch to discuss a variety of research and professional development topics. Given the enormous popularity of the event each year, we will be hosting a Mentoring Luncheon on both the Friday and the Saturday of the conference. We have a great set of topics and mentors lined up for this year. Pre-registration for this event closed on December 23rd.

GSC Business Meeting

Saturday, January 29, 5:00 - 6:15 pm Room 209

Interested in learning more about what the Graduate Student Committee actually gets up to during the year, offering us some advice or even becoming an active part of the committee? Well if you would like to make a difference within the international organization of SPSP by working with other motivated students to develop and improve events for your peers we encourage you to check out the GSC Business Meeting on Saturday at 5pm. All SPSP Student affiliates are invited to meet with the Committee (we don't bite I promise!) and give us your feedback how we can better represent and address your needs, concerns and suggestions for improvement.

Student Poster Awards

Ongoing throughout the conference in Ballroom C

The Student Poster Award at the SPSP annual conference is now in its ninth year. Eligible candidates had their poster and award submission statement reviewed by their student peers earlier in the year. Five finalists were then selected from each poster session. These finalists will be interviewed by several secret judges during their poster session at SPSP 2011, and winners will be determined by the judges' scores. Three awards will be given out 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 will receive a small monetary prize and public recognition for their achievement.

GASP

GASP, the GLBT Alliance in Social and Personality Psychology, celebrates its 10th anniversary this year. GASP is an official affiliate of the Society for Personality and Social Psychology. Membership and events are 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 LGBT research and professional issues to more than 320 members worldwide. To subscribe, <http://lists.csbs.utah.edu/listinfo.cgi/gasp>

GASP Measures Database

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

Contact Information

GASP was founded in 2001 by Lisa G. Aspinwall and Lisa M. Diamond, both members of the psychology faculty at the University of Utah. You may reach us at gasp-mail@earthlink.net

GASP Mentoring Luncheon

Friday, January 28, 1:00 - 2:00 pm, Room 213

Volunteer faculty mentors will host small group discussions of a variety of research and professional issues, including LGBT issues in the academic job market, positioning LGBT research for publication, and obtaining funding for research on sexual-minority populations and other diversity topics. Tables will also be devoted to the discussion of how to communicate psychological science information about sexual orientation, theory-based interactive HIV-prevention interventions, conducting research on marginalized and secret romantic relationships, how to be a productive researcher, and career issues for women. Join us for coffee and dessert on Friday 1-2 p.m. to celebrate our 10th anniversary (location details in official program listing).

SPSP Diversity Program

SPSP Diversity Fund Award Recipients

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 73 graduate students applied for a Diversity Fund Travel Award and 29 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. The DCC also co-sponsored a 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 meeting that is closely related to issues of diversity. This year's symposium is "How Culture Justifies Intergroup Inequality in the U.S.: Intelligence, Choice, Colorblindness, and Social Location," chaired by Aneeta Rattan, with speakers Aneeta Rattan, Krishna Savani, Evan P. Apfelbaum, and Melissa Sanders (Friday January 28, 11:15 am - 12:30 pm, Room 8, Session B10).

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 (Denise Sekaquaptewa, Rudy Mendoza-Denton, and Stephanie Fryberg).



Robert A. Ackerman grew up in northern and central New Jersey. He received his B.A. in psychology from Monmouth University in 2004 and is currently completing his final year of graduate studies in social and personality psychology at Michigan State University under the guidance of Drs. Deborah A. Kashy and M. Brent Donnellan. Broadly speaking, his research program is concerned with how interpersonal relationships both influence and are influenced by individual differences. His most recent work investigates the role of narcissism in romantic relationship initiation processes. Rob ultimately aspires to work in a university setting conducting research and teaching students.



Jan Marie Alegre was born and raised in San Diego, California. She received her B.A. in Psychology from the University of California, Berkeley. Currently a third-year graduate student at Princeton University, her work with advisors Nicole Shelton and Stacey Sinclair broadly examines factors that facilitate positive interracial interactions. One line of research investigates how interracial friendships and diverse social networks shape intergroup metaperceptions. Another line of research examines the dynamics social support in interracial contexts. After completing her Ph.D. in Psychology and Social Policy, Jan plans to continue developing her research while pursuing a career in academia.



Angela Andrade was born in San Jose, California and moved to Utah at age 5. She received her B.S. in both Social Psychology and Developmental Psychology in 2009 from Westminster College in Salt Lake City. She is currently a second-year graduate student in the Lifespan Developmental program at Oklahoma State University being trained in social psychology. Under the mentorship of Dr. Melissa Burkley, Angela has been investigating the outcomes of negative self-stereotypes, and social class marginalization. Her research interests include a variety of topics, including: stereotypes, prejudice, race, social class, gender, and sexual orientation.



Tatiana Basáñez received her master's degree in Psychology at California State University Los Angeles. She is a 2nd year PhD student in Applied Social Psychology at Claremont Graduate University working with Dr. William Crano on persuasion research aimed at improving health behaviors in Hispanic adolescents. She also works with Dr. Susan Ames at the School of Community and Global Health on a neuro imaging project on implicit alcohol associations, and with Dr. Jennifer Unger on a longitudinal survey related to acculturation issues and substance use. She wants to use embodied motivations findings to design health intervention strategies.



Jazmin Brown-Iannuzzi was born in Baltimore, MD and raised in Davis, CA. She received her B.A. in Psychology from Princeton University and is now in her second year of the Social Psychology Ph.D. program at the University of North Carolina, Chapel Hill. Jazmin is currently exploring how emotions and cognitive processes influence stereotyping and prejudice under the supervision of Dr. Keith Payne. She is interested in how different strategies of emotion regulation can reduce bias and in the relationship between social goals and an individual's tendency to "not see" outgroup members. After receiving her Ph.D., Jazmin plans to become an educator and to continue conducting research that seeks to improve interracial relations.

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Lyssette Chavez received her B.S. in Psychology from Arizona State University. She is currently in her fifth year of graduate study at the University of Nevada, Reno under the supervision of Markus Kemmelmeier. Her dissertation research focuses on the inclusion of non-English speaking jurors in New Mexico, specifically, whether bilingual juries lead to different verdicts or a different jury experience than all English speaking juries. She has also studied colorism toward Barack Obama during his presidency. After graduate school, Lyssette plans to teach and continue doing research in intergroup relations, stereotyping, and prejudice and is also interested in trial consulting.

ing his presidency. After graduate school, Lyssette plans to teach and continue doing research in intergroup relations, stereotyping, and prejudice and is also interested in trial consulting.



Cathleen Clerkin is a California native and received her BA at the University of California, Berkeley. She is currently a fourth year PhD psychology student in Personality and Social Contexts at the University of Michigan. Her research topic focuses on the psychology of managing multiple social identities. Current projects examine the integration of multiple racial identities, the link between identity integration and creativity, the effects of multiculturalism and globalization, and social penalties faced by women and minority leaders. Cathleen plans to pursue a career as a professor of psychology, conducting research and mentoring students at a research university.

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Tara Collins was born and raised in Tustin, California. She completed her B.A. and M.A. at California State University, Long Beach. Currently, she is a fourth-year Ph.D. student at the University of Kansas, and works under the supervision of Dr. Omri Gillath. Broadly, her research interests include close relationships and sexuality. She has more recently become interested in the dynamics within relationships of individuals who identify as nonheterosexual. Specifically, she is interested in how bisexual individuals

navigate relationships with either same-sex or opposite-sex partners. Upon completion of her Ph.D., Tara intends to continue her teaching and research at a university.



Juan Manuel Contreras was raised in La Paz, Bolivia and Washington, DC. He received an A.B. in Psychology from Princeton University, where he studied the perception of free will with Emily Pronin and the content of societal stereotypes in Bolivia with Susan Fiske. Currently, he is a graduate student in the Department of Psychology at Harvard University, where he is advised by Jason Mitchell and Mahzarin Banaji. His research combines behavioral and neuroimaging methods to study how people process information about social groups. Juan Manuel seeks to understand how people successfully navigate a social world that revolves around group affiliations.

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Yanine Hess was raised in Queens, NY and received her B. A. from New York University. Currently, she is a fourth-year graduate student at the University of California, Davis working with Dr. Cynthia Pickett. Her research examines the psychological and interpersonal outcomes of relationship schema structure and a heightened need to belong. Her research on the need to belong examines the effects of social rejection on individuals' subsequent interpersonal interactions. For her dissertation, she is also conducting research examining how different relationship types are organized and interrelated within individuals' schematic network. Specifically, she is currently studying individual differences in perceptions of differentiation between relationship types, and how relationship differentiation influences social cognition, relationship behaviors, and well being. Yanine plans to remain in academia to conduct research and teach.

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Drew Jacoby-Senghor received his undergraduate degree with Honors from Stanford University, studying with Drs. Jennifer Eberhardt, Hazel Markus, and Claude Steele during this time there. Today, Drew is a second-year graduate student at Princeton University. There he researches intergroup interactions and prejudice under the guidance of Drs. Stacey Sinclair and Nicole Shelton. Drew is particularly interested in the processes by which prejudice becomes systematized in social and cultural institutions and the experience of opportunity from the stigmatized perspective.

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Lisa Jaremka joined the social psychology graduate program at the University of California Santa Barbara in 2005. Under the primary mentorship of Dr. Nancy Collins, Lisa has been working to establish a program of research examining interpersonal relationships with three main foci: (a) the intersection of the self and close relationships, (b) adaptive and maladaptive responses to rejection and other threats to belonging, and (c) social support processes and their underlying mechanisms. Across these three areas

of interest, Lisa is interested in the interface between physiological and psychological responses with an emphasis on the endocrine and cardiovascular systems.



Amy Krosch investigates the basic social and cognitive mechanisms underlying intergroup justice and discrimination. Using behavioral and physiological measures, she examines how situational factors exacerbate racial inequality and how they shift the perceptual criterion used to determine group membership. Her long-term goal is to inform interventions aimed at reducing racial disparities in socio-economic and health outcomes. She is currently a 2nd year Ph.D. student at New York University,

working with Professors David Amodio and Tom Tyler. Before beginning graduate school, Amy received her B.S. in Psychology from the University of Wisconsin - Madison and researched behavioral decision making at Columbia University.



Janet Lee was born in Queens, New York and received her B.A. in Psychology (minored in Religion and Political Science) at Barnard College, Columbia University. Her interest in social psychology was piqued as she conducted research with former graduate student, Ethan Kross, in Dr. Walter Mischel's lab on emotion regulation. She is currently a thirdyear Ph.D. student in social psychology at New York University. With her mentors, Gabriele Oettingen and Peter Gollwitzer, her research focuses on

nonconscious goal pursuit, more specifically putting emphasis on a phenomenon called goal projection. Janet looks forward to pursuing a career in academia, conducting research and mentoring students.



Elizabeth Lee was born, raised, and completed her B.A. in Psychobiology at Drew University in New Jersey. Currently a Ph.D. student in Social Psychology at the Pennsylvania State University, she explores how our cultural/ethnic/racial backgrounds influence everyday interpersonal experiences and interact with the larger cultural context. With her advisor, Janet Swim, and mentor, José Soto, she has researched questions like

How do norms for emotion moderate the health consequences of inhibiting expression? After obtaining her Ph.D., she aims for a career where her work will advance intercultural appreciation.



Debbie Ma is a doctoral candidate in Social Psychology at the University of Chicago. Along with her advisor, Joshua Correll, she investigates the ways that social categories shape human cognition and behavior. She is particularly interested in how targets' features influence stereotyping over and above category membership alone. In two related lines of research, Debbie investigates how category salience influences automatic associations and the cognitive processes implicated when individuals actively attempt to

avoid using social categories in their judgments. After completing her Ph.D., Debbie plans to work as a researcher and teacher in an academic setting.



Charlotte Anne Marshall is a native of Portland, Oregon. She received her B.A. in psychology from Spelman College in 2009. As a second year Ph.D student in Social Psychology at the University of Delaware, Charlotte works with her advisor, Dr. James Jones. Her research with TRIOS, which is a personality construct that captures the way in which an individual conceives time, rhythm, improvisation, orality, and spirituality, has allowed her to collaborate with Dr. Carroll Izard to understand the role of

TRIOS and emotion regulation in mothers of children participating in Head Start programs. Upon completion of her Ph.D, Charlotte plans to pursue a career in academia and mentoring.



Jennifer Pattershall was born in Bangor, Maine, and spent most of her life in the greater Bangor area. She received both her BA and MA in psychology at the University of Maine under the supervision of Dr. Scott Eidelman. She is now a doctoral student at the University of Arkansas and continues to work in Dr. Eidelman's drastically relocated lab. Her primary research interests include motivational moderators of affective forecasting errors and biased memory for emotions, but she also has interests in social

cognitive biases, stereotyping, and political psychology. Jennifer anticipates receiving her PhD in 2012.



Ryan Pickering grew up in the town of Lincoln, Maine. In 2008, he received a B.A. in Psychology at the University of Maine-Farmington and is now a third year in the Social Psychology Ph.D. program at the University of Maine under the supervision of Dr. Shannon McCoy. His research focuses on disclosure of concealable stigmas (socio-economic status and sexual orientation). Ryan is interested in how attributional ambiguity influences the decision to disclose in interpersonal interactions between the stigmatized and non-stigmatized. He also is interested strategic disclosure of those stigmas. After completing his Ph.D., Ryan hopes to

continue researching and teaching.



Eileen V. Pitpitan was born and raised near Los Angeles, and received a B.A. in Psychology with highest honors from UCLA. She received her M.A. from the University of Connecticut where she is currently a 5th year Ph.D. candidate. Her two lines of research examine power dynamics and intergroup relations and the psychology of overweight stigma. She is currently finishing her dissertation on group identity among overweight and obese people as it relates to prejudice, health concerns, individual well-being, and group-level outcomes. After obtaining her

Ph.D., Eileen plans to pursue a career in academia to continue research and teaching.



Aneeta Rattan grew up in Tampa, Florida. She is a PhD Candidate at Stanford University in her 6th year. Her research interests focus on understanding how broad beliefs affect targets' responses to prejudice, the ways people justify inequality, and visual processing. With Carol Dweck, she has found that believing personality can change motivates targets to confront prejudice. With Brian Lowery, Aneeta has examined how and why Whites' self-esteem benefits from endorsing stereotypes about Asian Americans. With Jennifer Eberhardt, she has examined how the African American-ape association affects visual attention. Aneeta is pursuing an academic career as a researcher and teacher.



Lindsey Rodriguez completed her B.S. in Psychology at the University of Florida and is currently in her third year at the Social Psychology Program at the University of Houston. She is currently working with Drs. C. Raymond Knee and Clayton Neighbors in pursuit of integrating relationship research with addictive behaviors in Social Psychology. Her long-term research interests include the development of a comprehensive understanding of how problematic alcohol use and interpersonal relationship processes interact to influence various physical, emotional, and relational outcomes for individuals and their relationship partners. Lindsey plans to continue her career in research and academia.



Joni Sasaki was born and raised in Honolulu, Hawaii, and received her B.A. in psychology at Claremont McKenna College. She is currently a PhD student at the University of California, Santa Barbara, under the mentorship of Dr. Heejung Kim. Her main lines of research include: moderators of religious influence (e.g., how does culture shape the experience of religion?) and gene-culture interactions (e.g., how do genes and culture interact to impact religiosity and well-being?). She plans to pursue a career in academia, where she can continue to conduct research and teach.



Anthony Scroggins was born and raised in Modesto, California. After graduating high school he joined the United States Army as a combat cameraman/broadcast journalist. During his five years in the Army he became interested in intergroup relations, specifically the causes of intergroup hostility and dehumanization. After finishing his stint in the Army, Anthony received his B.A. in Psychology, with highest honors, from the University of California, Davis. He is currently a first-year Ph.D. student at the University of California, Santa Barbara. Working with his primary advisor, Dr. Diane Mackie, he is currently studying the emotional and cognitive mechanisms that give rise to genocide.



Ekeoma Uzogara was born abroad and later grew up in Massachusetts. She received a B.A. from Boston University majoring in psychology. Currently, she is a third-year Ph.D. student in social psychology at the University of Michigan-Ann Arbor. Broadly, her research is at the intersection of social psychology and stress as it relates to health, working with Dr. James Jackson. She is interested in advancing how we understand

race and gender and identifying appraisal processes that promote better health. After completing her training, she plans for a career in research in academia.



Felecia Webb was born and raised in Mobile, AL. She received a B.A. with high honors from Washington University in St. Louis in 2006. Currently, she is a fifth-year Ph.D. student in Social Psychology at the University of Michigan, and a recipient of the Ford Foundation Predoctoral Fellowship. Working with her primary advisor, Dr. Robert Sellers, her research interests include understanding identity processes, in particular race and social class, and how those affect mental health, well-being, academic achievement, and social interactions. Upon completing her doctorate, Felecia plans to pursue a career in academia, focusing on both research and teaching.



Angela C. White received her B.A. in Psychology from the University of Texas at San Antonio. Currently, she is a fourth year doctoral student in Social Psychology at the University of Connecticut. With Dr. Blair T. Johnson, Angela examines changes in Black Americans' intergroup attitudes over time. With Dr. Felicia Pratto, she studies attributions of responsibility within intergroup relations. She will examine HIV prevention for Black Americans as her dissertation. After graduate school, Angela aspires to be a

professor, to apply her research to address health disparities, and to serve as a research and career mentor for under-represented students.



Kumar Yogeewaran is a PhD student in Social Psychology at the University of Massachusetts-Amherst. Kumar's research (under the tutelage of Dr. Nilanjana Dasgupta) examines the complexities and challenges of achieving national unity in the face of ethnic diversity. More specifically, his research (a) identifies factors that help versus hinder in the promotion of national unity; (b) demonstrates when and why such changes are likely to occur; and (c) illustrates how people's inability to internalize principles of national inclusion has detrimental consequences on their judgments and behavior. Kumar hopes to be faculty at a research university with special expertise in the realm of intergroup relations.



Kevin Zabel, a native of Three Oaks, MI., graduated from Albion College with a B.A. in 2009, completing several psychology research projects under the mentorship of Dr. Andrew Christopher. Recently, he completed a one-year apprenticeship at the Chicago Center for Urban Life and Culture. He is currently a first-year doctoral student in the University of Tennessee's Experimental Psychology program. Under advisor Dr. Michael Olson, he is examining contexts in which motivational orientations may differentially facilitate Whites' behavioral corrections for automatic prejudice towards Blacks, as well as effects of Whites' interracial interaction strategies of avoiding certain content dimensions on Blacks' impressions.

General Information

Audiovisual Equipment for Talks

LCD projectors (e.g., for PowerPoint presentations) will be provided in all rooms where spoken sessions are scheduled; however, computers will NOT be provided. Presenters must bring their own computers and set them up BEFORE the start of the session in which they are presenting. Facilities will be 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 talks so that they know how to set up their equipment.

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

Baggage Check

Baggage Check with the Grand Hyatt & Hyatt Regency Bellman for attendees who are registered guests is available in the lobby of each hotel.

Business Center

The UPS Store onsite, offers full business services including fax, copying, printing, computer services, shipping and receiving, and office supplies.

The Grand Hyatt Fed Ex/Kinkos Business Center is located on the third floor of the hotel. It offers computer access, copying, faxing, printing, and express mail service.

Certificate of Attendance

To receive a Certificate of Attendance, please visit the registration desk. If you require any amendments, we will be happy to email/mail a copy after the meeting. Also see Receipts.

Chair People

Please ensure that you and your symposium speakers are available in your presentation room at least thirty minutes before the start of the session. Persons chairing sessions will be asked to keep the talks on time.

Contact Us

To contact us onsite, visit the Registration Desk in the Ballroom C Foyer, or send an email to SPSP_Registration@TaraMillerEvents.com. We will respond to your email at our soonest opportunity.

Disclaimer

The Convention Committee reserves the right to change the meeting program at any time without notice. This program was correct at the time of printing.

Food Service

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

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

Future Meetings

SPSP 2012 will be held in San Diego, January 26-28, 2012.

SPSP 2013 will be held in New Orleans, January 17-19, 2013.

Internet Access

Free Internet terminals are located in the Ballroom C 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 the Center Security and held for claim up to 6 months.

Meeting Rooms

All meeting rooms for symposia and special sessions are located in the Henry B. Gonzalez Convention Center. See map of convention center, located at the back of this program, for specific locations.

Member Services

The Member Services Desk is located in Ballroom C Foyer of the Henry B. Gonzalez Convention Center, near the SPSP Registration Desk. The Member Services Desk will be open at the following times:

Thursday, January 27, 3:00 - 8:00 pm

Friday, January 28, 12:00 - 5:00 pm

Messages

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

Mobile Phones

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

Name Badges

The Henry B. Gonzalez 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 will be limited to badge holders only. If you misplace your name badge, please go to the Registration Desk for a replacement.

Onsite Meeting Registration

The SPSP Registration Desk is located in Ballroom C Foyer of the Henry B. Gonzalez Convention Center. The Registration Desk hours are:

Thursday, January 27, 3:00 - 8:00 pm

Friday, January 28, 7:30 am - 4:30 pm

Saturday, January 29, 7:30 am - 3:30 pm

Parking

The Convention Center does not provide parking. You can find parking at the Marina Garage at 850 E Commerce, directly across from the Lila Cockrell Theatre, as well as various other parking lots within two blocks of the Convention Center. All parking is available to the public for a fee.

The Grand Hyatt provides both Self Parking (\$23 per night) and Valet Parking (\$30 per night) with in-and-out privileges. Valet parking charges are subject to change.

The Hyatt Regency provides both Self Parking (\$23 per night) and Valet Parking (\$27 per night) with in-and-out privileges. Valet parking charges are subject to change.

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 your receipt and proof of attendance. You will also receive two receipts online, one from SPSP for registration and one from PayPal for payment. Also see Certificate of Attendance.

Registration

See Onsite Meeting Registration.

Smoking

Smoking is prohibited 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 allows 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 available in your presentation room at least thirty minutes before the start of the 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.

Getting Around San Antonio

Streetcar

Downtown travel is a breeze on the streetcar, an open air, authentic reproduction of a rail streetcar that traveled the streets of San Antonio more than 50 years ago. Four streetcar routes stop at top sights like the Alamo, the Spanish Governor's Palace, La Villita, Sunset Station, the Southwest School of Art and Craft, the Institute of Texan Cultures, the King William Historic District and downtown shopping. The downtown streetcar station at Convention

Plaza provides convenient access for travelers. Order a streetcar pass online or purchase one at the Visitor Center. When you get to town, pick up a streetcar brochure in your hotel lobby.

River Taxi

The River Taxi stops at 39 locations along the River Walk. You can purchase tickets online, from the operator, or at a riverside ticket booth. Look for the river cruiser with the black and yellow checkered flag.

The Sightseer Special Bus

The Sightseer Special (Bus 7) runs daily between the city's favorite sites. You can see them all for one price. Locations visited by the Sightseer Special include: River Walk Streetcar Station, Henry B. Gonzalez Convention Center, Alamo, San Antonio Museum of Art, Japanese Tea Garden, Brackenridge Park, San Antonio Zoo, Trinity University, University of the Incarnate Word, Witte Museum and San Antonio Botanical Garden.

Need Help? Ask an Amigo!

While exploring downtown San Antonio, if you find yourself in need of directions or information, ask for help from an Ambassador Amigo. They are easily spotted with their bright turquoise shirts, straw hats and friendly smiles. They can assist with directions, first aid assistance, dining or activity suggestions and are "in-the-know" regarding events taking place.

Symposia and Special Sessions

Opening Session and Presidential Symposium

Thursday, January 27, 5:00 - 7:00 pm

2020: VISIONS FOR THE NEXT DECADE OF SOCIAL AND PERSONALITY PSYCHOLOGY

Thursday, January 27, 5:00 - 7:00 pm, Ballroom B

Chair: Todd Heatherton, Dartmouth College

Where will the field of social and personality psychology be in the year 2020? What are the exciting ideas we will see by 2020 and what will we know then that we do not know now? With undoubtedly good acuity, three leading scholars will discuss their visions for the next decade.

PERSONALITY: WHAT WE KNOW AND WHAT WE NEED TO KNOW

Speaker: David Funder, UC-Riverside

ONE WORD: PLASTICITY

Speaker: Susan Fiske, Princeton University

THE BRIGHT FUTURE OF POST-PARTISAN SOCIAL PSYCHOLOGY

Speaker: Jonathan Haidt, University of Virginia

Friday Morning Special Session

Friday, January 28, 8:15 - 9:30 am

Special Session A1

FUNDING AT NIH

Friday, January 28, 8:15 - 9:30 am, Room 206

Chairs: Heather Patrick and Bill Klein, National Cancer Institute, NIH

This session will provide an opportunity for SPSP members and conference attendees to learn about current funding opportunities at the National Cancer Institute relevant to social and personality psychologists. The session will also include information about applying for grants at NCI, NCI contacts, and navigating the grants process.

Special Session A2

FUNDING OPPORTUNITIES AT THE NATIONAL SCIENCE FOUNDATION

Friday, January 28, 8:15 - 9:30 am, Room 214 C-D

Speakers: Kellina M. Craig-Henderson and Brett Pelham, National Science Foundation

Following this presentation, NSF representatives will be available to meet with any SPSP attendee to discuss grant submissions at NSF.

Symposia Session A

Friday, January 28, 9:45 - 11:00 am

Symposia Session A1

SERENDIPITY AND TENACITY IN THEORY DEVELOPMENT: PERSONAL ACCOUNTS

Friday, January 28, 9:45 - 11:00 am, Ballroom B

Chair: Arie Kruglanski, University of Maryland

Co-Chair: E. Tory Higgins, Columbia University

Speakers: Paul A.M. Van Lange, Carol S. Dweck, Roy F. Baumeister, Douglas T. Kenrick

In this symposium four theorists in personality and social psychology will recount the events that serendipitously influenced the directions in which their theorizing developed. The purpose of the symposium will be to show the often unpredictable and seemingly random nature of events that affect the shape of scientific theorizing and the importance of recognizing opportunities when these appear, seizing upon them and tirelessly developing them into constructive theoretical paradigms. What these true stories of theory construction illustrate is that theories are not always the product of pure logical development, formally constructed from the beginning. Rather, they develop in zigs and zags, in sudden bursts of inspiration from chance events. But these chance events need to be appreciated and worked with effectively. The idea for the symposium is related to a volume that we have edited (and that will be published sometime early in 2011) titled the Handbook of Theories of Social Psychology. It features personal accounts of theorists covering most domains of our discipline and relating the personal stories of the way their theorizing developed. From this broad-ranging array of theoretical accounts we selected a few that highlight the themes of serendipity and tenacity, and include them in the symposium. We think that the present symposium sort will make a unique contribution and will be of broad interest to SPSP audiences-- and perhaps especially to students who might have an overly romantic notion of formal theory development.

ABSTRACTS

THE GROWTH OF INTERDEPENDENCE THEORY: A TRULY SOCIAL PROCESS Paul A.M. Van Lange¹, ¹Vu University, Amsterdam –

This talk will describe the development of interdependence theory over the past five decades (Thibaut & Kelley, 1959). Interdependence theory became a theoretical framework that was used for over 50 years to understand phenomena as diverse as attribution and self-presentation, cooperation and conflict, or satisfaction and commitment. For me, the beauty of the theory is that there is “logic” to the theory, in that it provides a taxonomy of situations, which can be used to understand the affordances and constraints for cognition, affect, as well as interpersonal and group processes. The recent extension of interdependence theory (Kelley, Holmes, Kerr, Reis, Rusbult, & Van Lange, 2003) was a product of six years of social interactions among six scientists who shared a key conviction in the central role of interdependence in shaping social interactions. This group added two dimensions to the taxonomy of situations, which roughly may be labeled “information” and “time”, which also helped us to identify 21 key interdependence situations. Even for a theory as “logical” as interdependence theory, the process through which we were able to extend and renew interdependence theory did not at all follow the rules of pure logic or deduction. Rather, an intriguing

exchange system of assigning roles to one another (writing and editing) helps us conceptualize our theoretical ideas, and the verbal communication process itself served as powerful tool for feeling whether we were on the right track or not.

IMPLICIT THEORIES: DOGS, TEN-YEAR OLD BOYS, ROWBOATS, AL BANDURA'S DAUGHTER, AND MY 6TH GRADE TEACHER Carol S.

Dweck¹; ¹Stanford University – In this talk, I describe my quest to understand the basis of human resilience. Starting with my early work in animal learning, I trace my path through the study of learned helplessness in children, through insights into achievement goals, and to implicit theories of ability, recounting the happy accidents, key collaborators, and dogged persistence along the way. I show how this path has also led us, in unforeseen ways, to new perspectives on stereotyping, peace negotiations, and willpower.

THE STORY OF BELONGINGNESS THEORY: LOVE, DEATH, REJECTION AND HEARTBREAK, SELF-ESTEEM, ANXIETY, GENDER AND CULTURE Roy F.

Baumeister¹; ¹Florida State University – This talk will describe how my theorizing about the need to belong has unfolded over two decades -- often in unexpected directions. It began as a reaction to Terror Management Theory, as I began to entertain the theoretical possibility that anxiety could sometimes be based on social exclusion rather than fear of death. From an initial review on anxiety, these ideas expanded to a broader motivational account that integrated findings about cognition, emotion, behavior, and health. These culminated in my 1995 review article (with Leary) that has become the most frequently cited of all my publications. Competing theories about gender differences in social motivation led to an integrative reconceptualization of gender in terms of motivation rather than ability differences. The widespread importance of belongingness stimulated laboratory experiments on the effects of interpersonal rejection. The mismatch between emotion and behavior in the rejection studies stimulated a reconceptualization of the function of emotion and behavior. The primacy of belongingness motivation stimulated new approaches to understanding self-esteem and culture.

ON ACCIDENTALLY BECOMING AN EVOLUTIONARY PSYCHOLOGIST, BUT REMAINING ONE ON PURPOSE Douglas T. Kenrick¹; ¹Arizona State University

– In 1975, I was preparing for my comprehensive exams in social psychology. I should have been holed up in the library, reading all about dissonance theory, attributional processes, and objective self-awareness. But whenever I have a daunting amount of work to do, I develop intense interests in anything unrelated to the task at hand. In this spirit, I drifted into the bookstore and picked up a copy of *Primate Behavior and the Emergence of Human Culture*, by anthropologist Jane Lancaster (1975). This particular volume seemed comfortably outside the domain of experimental social psychology, so I felt compelled to buy it, bring it home, and read it. Lancaster's book indeed had little to do with the questions my social psychology professors asked during my comprehensive examination. But I came to believe it raised many questions they should have asked. When I began raving about the evolutionary approach to fellow graduate students and faculty, they looked at me like I was announcing my decision to join a cult. And when Ed Sadalla and I submitted our first evolutionarily based paper to JPSP, one reviewer proudly stated feeling: "duty bound to protect the unwary journal readership" from exposure to what he or she judged to be politically unacceptable comparisons between male and female humans and other animals. Fortunately in scientific fields, data talks. In recent years, many social psychologists have been using an evolutionary framework to explore a diversity of topics, from aggression and xenophobia to altruism and love.

Symposia Session A2

PERSPECTIVES ON PSYCHOLOGICAL DISTANCE'S PHENOMENOLOGICAL FOUNDATIONS

Friday, January 28, 9:45 - 11:00 am, Room 6

Chair: Leaf Van Boven, University of Colorado at Boulder

Co-Chair: Ethan Kross, University of Michigan

Speakers: Leaf Van Boven, Eugene Caruso, Gabriela Jiga-Boy, Ethan Kross

The notion of psychological distance is foundational to social psychology. Scientists have accumulated substantial evidence regarding how objective temporal distance influences mental representations such as construal level, subjective reactions such as emotionality and fluency, and the weighting of time in decision making. But psychological distance—how close or far events seem in psychological space—is not the same as objective distance. The papers in this symposium examine the causes and consequences of psychological distance, independent of objective distance. Van Boven suggests that psychological distance is grounded in and influenced by emotionality and other experiences such as fluency that are typically associated with objective distance. Events which people experience more intensely and perceive more fluently are less psychologically distant, independent of objective distance. Extending and modifying this analysis, Caruso and colleagues suggest that future events tend to be less psychologically distant than objectively equal and equidistant past events because people typically experience more arousal in response to future, temporally approaching events than to past, temporally receding events. Examining a different phenomenological foundation of psychological distance, Jiga-Boy and colleagues suggest that events with fixed deadlines are psychologically closer when greater effort is required for those events' realization, but that the inverse association between effort and distance is reversed in the absence of fixed deadlines. Finally, Kross and colleagues examine the behavioral consequences of emotional events' psychological distance. They find that adopting a distanced perspective facilitates conflict resolution and coping with a stressful task. These papers collectively clarify the phenomenological foundations of psychological distance.

ABSTRACTS

FEELING CLOSE: THE EMOTIONAL FOUNDATION OF PSYCHOLOGICAL DISTANCE Leaf Van Boven¹; ¹University of Colorado at Boulder

– What is psychological distance? Although there is extensive evidence regarding how objective distance influences mental representations and subjective experience, there is limited evidence regarding what influences the psychological distance of objectively equidistant events. This talk summarizes emerging evidence indicating that psychological distance is grounded in and influenced by the subjective experiences typically associated with changes in objective distance, particularly emotional intensity. In several experiments, people reported various events (dentist visits, anticipated and dreaded events, a national tragedy) as less psychologically distant when contemplating events emotionally rather than neutrally, independent of events' objective distance. People also reported an event (public dancing) as less psychologically distant when they were in a more emotional social role (of dancer) than in a less emotional social role (of observer), and this difference was statistically mediated by self-reported emotional intensity. The emotional foundation of psychological distance was more directly implicated by an experiment in which providing people with an alternative interpretation of their emotional intensity (ambiguous New Age whale "songs") reduced, even reversed, the negative correlation between self-reported emotional intensity and psychological distance of an emotional event (public dancing). These studies also provided evidence that psychological distance is reduced by experiences of fluency, or how easily events are imagined, and by self-distancing, or the tendency to imagine events from a self-distanced, outsiders' perspective rather than from a self-immersed, actors' perspective. These findings converge on the notion that the constellation

of subjective experiences associated with objective distance—emotional, in particular—comprise psychological distance.

THE TEMPORAL DOPPLER EFFECT: WHEN THE FUTURE FEELS CLOSER THAN THE PAST Eugene Caruso¹, Leaf Van Boven², Andrew Ward³; ¹University of Chicago, Booth School of Business, ²University of Colorado at Boulder, ³Swarthmore College—People routinely engage in mental time travel, moving beyond thoughts of the present to consider events that have passed and events that are yet to come. Sometimes these events feel psychologically close (“just around the corner”) and other times psychologically distant (“ages ago”). Such judgments of subjective distance are a critical determinant of numerous beliefs and behaviors, from levels of self-esteem (Ross & Wilson, 2002) to intertemporal decision making (Zauberman, et al., 2009). In the present research, we demonstrate a systematic asymmetry whereby future events feel psychologically closer than objectively equivalent events in the equidistant past. Because future events necessarily approach in time whereas past events recede in time, we predicted that the preparatory emotions associated with the relative uncertainty and uncontrollability of the upcoming future would cause people to perceive the future as being closer than the past. Whether considering general time points (e.g., one month, one year) in the past or the future (Study 1), or the actual experience of Thanksgiving (Study 2), Valentine’s Day (Study 3), or the Presidential inauguration of Barack Obama (Study 4), people consistently reported that dates and events felt closer when they imagined them before they happened than when they recalled them after they happened. Manipulating the level of abstraction or highlighting the amount of intervening detail between the present time and the events did not attenuate this past-future asymmetry. Rather, the data suggest that perceived closeness is a function of the preparatory arousal associated with the approaching nature of the future.

SO MUCH TO DO AND SO LITTLE TIME: EFFORT AND PERCEIVED TEMPORAL DISTANCE Gabriela Jiga-Boy^{1,2}, Anna Clark³, Gün Semin⁴; ¹Swansea University, ²Cardiff University, ³INSEAD, ⁴Utrecht University—Future events can happen in a few hours, days, or years from conception. What shapes people’s perceptions of when events will happen? In a series of five experiments, we investigate whether the perceived temporal distance to a future event is dynamically shaped by the effort needed to realize that event. Recent research has showed that perceived spatial distance is shaped not only by the physical characteristics of the spatial layout, but also by the effort needed to perform actions within that spatial layout. For example, distances seem further when one is wearing a heavy (vs. light) backpack. In Studies 1a and 1b, participants who were faced with realizing events by a fixed deadline perceived those events as psychologically closer to the degree that realization of those events required greater rather than lesser effort, independent of the deadlines’ objective temporal distance. In Study 2, this negative relationship between perceived effort and perceived distance was reversed when the events had no deadline, and their realization could presumably be postponed. Finally, in Studies 3 and 4, people who were independently primed with high effort perceived events with deadlines as less psychologically distant compared to people primed with low effort. Our results indicate that actions to be performed within a fixed temporal window shape the perceived psychological distance to the future event they contribute to. These results are consistent with an adaptive basis of temporal distance perception: namely, future events need to feel subjectively closer in time for deadlines to be successfully realized.

FROM AFFECT TO BEHAVIOR: THE BEHAVIORAL IMPLICATIONS OF SELF-DISTANCING Ethan Kross¹, Ozlem Ayduk², Aleah Burson¹; ¹University of Michigan, Ann Arbor, ²University of California, Berkeley—Recent research indicates that reflecting on negative feelings from a self-distanced perspective has beneficial emotion-regulatory consequences. Are there also beneficial behavioral implications of self-distanced reflection on negative feelings? This talk reviews findings from two recent studies that addressed this question. First, we will summarize the results of a longitudinal study that examined how individual differences in spontaneous

self-distancing while reflecting on daily negative experiences with one’s romantic partner (assessed over a 3-week daily diary period) influences conflict resolution behavior in the laboratory. People who tended to spontaneously adopt self-distanced (rather than self-immersed) perspectives also tended to resolve conflicts more successfully. Second, we will summarize the results of an experiment that used the Trier Social Stress Task—a stress provoking task in which people are asked to deliver a speech on a topic they have not prepared in front of an evaluative audience—in order to examine the effect of experimentally manipulating self-distancing versus self-immersion on behavior in a performance context. The results of this study indicated that participants who self-distanced prior to the speech task delivered more persuasive speeches. They also experienced less emotional and physiological reactivity during and after the speech task, ruminated less and were less depleted. Taken together, the findings from these experiments add to a growing body of research suggesting that self-distancing facilitates self-regulation and adaptive behavior. Discussion will focus on the theoretical and practical implications of these findings, as well as the conditions in which self-distancing may be harmful.

Symposia Session A3

CROSSING THE THRESHOLD: PERSONALITY AND SOCIAL PSYCHOLOGY RESEARCH BEYOND THE LABORATORY

Friday, January 28, 9:45 - 11:00 am, Room 7

Chair: Marti Hope Gonzales, University of Minnesota

Co-Chair: Stacey Sinclair, Princeton University

Speakers: Niall Bolger, Geoff Cohen, Sam Gosling, Daphna Oyserman

Research conducted outside the laboratory affords a number of advantages to our science: more heterogeneous participant samples, the systematic study of “real” behaviors in context, and the opportunity to identify the limits of findings from the laboratory, all of which make for sound theory testing. Moreover, from a practical standpoint, as increasing numbers of young personality and social psychologists opt for careers outside the academy, expertise in experimental and non-experimental methods outside the laboratory will expand their arsenal of research tools, enhancing their marketability in non-academic settings. The SPSP Training Committee is pleased to present four distinguished speakers who are expert in the benefits and liabilities of conducting methodologically sound and theoretically exciting work outside the laboratory. They will discuss their own work and share their ideas about the benefits and difficulties inherent in moving from the laboratory to the wider world outside. This symposium is intended both to highlight creative research and to provide individuals who have been contemplating an expansion of their research methods with alternatives or supplements to laboratory-based research.

ABSTRACTS

INTENSIVE MEASUREMENTS DESIGNS FOR FIELD RESEARCH Niall Bolger¹, Pat Shrout²; ¹Columbia University, ²New York University—Experimental research in the laboratory is the method of choice for testing theories in social psychology. But not all research in social psychology involves either theory testing or experimentation. Some phenomena are so poorly documented that theory testing would be hopelessly premature. Other phenomena may be well understood through laboratory experiments, but there may be doubt as to whether they occur in particular real-world settings. Both of these cases point to the need for research studies outside the laboratory. I will give examples from my collaborative work with Pat Shrout on implementing experimental and nonexperimental field studies. Our approach involves intensive measurement of process variables that, through either experimental manipulation or strategic measurement timing, can be expected to show important changes. I will also emphasize the need for psychological measures and statistical models that are sensitive to within-individual change.

SOCIAL PSYCHOLOGY BEYOND THE LAB: INTERVENTION RESEARCH IN SCHOOLS Geoff Cohen¹, Valerie Purdie-Vaughns², Julio Garcia³; ¹Stanford University, ²Columbia University, ³University of Colorado – Applying experimental methods and findings of social psychology to the "real world" has, of course, benefits and costs. Field research can address how social-psychological processes interact with other factors in complex social systems, such as schools, and how such processes unfold over larger time scales than observed in the lab. Testing social-psychological theory in the field also provides both a rigorous test of theory and the possibility of deepening and refining it by bringing to light variables that would otherwise go unobserved. Finally, in moving from the lab to the real world, social psychology can advance the science of social change through its unique methodology and concern with the subjectivity of the actor. Still, the reality of publish or perish, the relatively greater cost of field research in time and money, and pressures asserted by political factors, are among the costs that constrain such work.

IF MTV CAN STUDY THE REAL WORLD, THEN SO CAN YOU Sam Gosling¹; ¹University of Texas – Presumably, research psychologists are drawn to the field because they want to understand something puzzling, intriguing, or bothersome in the real world. Yet within a year of entering graduate school most students find themselves far from the phenomena that initially sparked their interest. Instead, they are stuck in a lab, watching undergraduates complete self-reports, respond to vignettes, and press keys on a computer, and probably asking themselves, "How did I get here?" In ye olden days it was difficult to study real-world phenomena as they unfolded in their natural habitat, so researchers could be forgiven for their reliance on lab studies. Today, researchers don't have that excuse. Thanks to significant advances in technology and the fact that many social phenomena now leave an electronic trace in the world, psychologists can augment their lab studies with studies of real behavior in the real world. This talk will discuss the practical and professional issues associated with collecting data outside the lab.

IDENTITY-BASED MOTIVATION: IMPLICATIONS FOR ACTION- AND PROCEDURAL READINESS Daphna Oyserman¹; ¹University of Michigan – Children want to do well in school and attend college, but their attainment often lags behind. Social structural factors influence this aspiration-achievement gap, in part, by influencing children's perceptions of what is possible. This presentation outlines the theory of identity-based motivation (IBM), which assumes that identity is multifaceted and dynamically constructed in context, and that people interpret situations in ways that are congruent with their currently active identity, preferring identity-congruent actions over identity-incongruent ones. Whether action feels identity-congruent or identity-incongruent also influences people's interpretation of any difficulties they encounter: When behavior feels identity-congruent, experienced difficulty highlights that it is important and meaningful; when the behavior feels identity-incongruent, the same difficulty suggests that effort is pointless. This model was tested in experimental interventions in schools in the U.S., France, and Israel. As predicted, students' perceptions that school success is identity-congruent fosters behaviors that can reduce the aspiration-achievement gap, with important downstream effects on in-class behavior, academic work, standardized test scores, and grades. Implications for the conceptualization of interventions for at-risk children will be covered, as will "small interventions" designed to change seemingly fixed trajectories.

Symposia Session A4

PSYCHOLOGICAL CONSTRUCTION AS AN APPROACH TO SOCIAL PSYCHOLOGY

Friday, January 28, 9:45 - 11:00 am, Room 217 A-B

Chair: Lisa Feldman Barrett, Northeastern University

Speakers: Lisa Feldman Barrett, Alexandra Touroutoglou, Larry Barsalou

For almost a century, psychology has been practicing a very sophisticated form of phenomenology – taking preconceived ideas about mental

life that derive from our everyday experiences and with a kind of naïve realism, searching we search for these categories in the brain. Psychologists reify emotion, cognition, memory, attention, the self, and automatic or controlled processing as entities, and talk about psychological facts as if they are physical facts. In this symposium, we will discuss neuroimaging data from a number of sources to challenge the idea that social psychological constructs can be localized to specific parts of the brain. Instead, the evidence is consistent with a psychological construction approach which is grounded in the assumption that experienced psychological states are not the elemental units of the mind, but instead are the products that emerge from the interplay of more basic, all purpose ingredients. In the first paper of the symposium, I will present a theoretical overview of the psychological construction approach, with results from a large meta-analysis of neuroimaging research on emotion that provides direct support for the psychological construction approach. Alex Touroutoglou will present evidence from resting-state connectivity analyses, in conjunction with behavioral data, to demonstrate that interoceptive information from the body (associated with the anterior insula) is a basic ingredient in both affective experience and attention. Amitai Shenhav will then present functional evidence that the orbitofrontal cortex is independently involved in both affect and object identification, and discuss implications for understanding the OFC's function.

ABSTRACTS

THE PSYCHOLOGICAL CONSTRUCTION OF EMOTION Lisa Feldman Barrett^{1,2,3}; ¹Department of Psychology, Northeastern University, ²Martinos Center for Biomedical Imaging at Massachusetts General Hospital, Harvard Medical School, ³Psychiatric Neuroimaging Program, Department of Psychiatry, Massachusetts General Hospital, Harvard Medical School – Humans experience seeing and thinking and emoting as fundamentally different sort of psychological activity. As a result, psychologists have believed for some time that perceptions, cognitions and emotions are separate and distinctive processes in the mind that interact like the bit and parts of a machine. In this talk, I present a meta-analysis of neuroimaging studies of emotion that will illustrate how the human brain does not respect these psychological categories, with the result that mental states cannot be said to be categorically one or the other in biological terms. Nor can behavior be caused by their interaction. Instead, the evidence appears to support a psychological construction approach to the mind. Specifically, the brain appears to be equipped with a variety of broader networks corresponding to more basic psychological mechanisms that, like the ingredients in a well-stocked pantry, combine in recipes from which mental states emerge. While different recipes might exist for perception, cognition, and emotion, the data appear to suggest that similar ingredients are constituting all three classes of mental events. Additional imaging experiments will be used to demonstrate the generative value of a psychological construction approach to understanding the mind.

A COMMON ROLE FOR ANTERIOR INSULA IN EMOTION AND ATTENTION Alexandra Touroutoglou¹, Lisa Feldman Barrett^{1,2,3}; ¹The Martinos Center for Biomedical Imaging at Massachusetts General Hospital, Harvard Medical School, ²Department of Psychology, Northeastern University, ³Psychiatric Neuroimaging Program, Department of Psychiatry, Massachusetts General Hospital, Harvard Medical School – A ubiquitous finding in the field of neuroscience is that anterior insula (AI), which is involved in representing bodily sensations, is implicated in subjective feelings (e.g., emotional awareness) as well as in executive attention (e.g., cognitive control and performance monitoring). Previously, Wager and Barrett (2004) used a meta-analysis of insula activations and showed that the ventral and dorsal AI subregions are distinctly activated by emotional and shifting of attention tasks, respectively. The present study (n = 42) expands upon these findings and uses intrinsic functional connectivity MRI (fMRI) to provide a map based on the correlations between spontaneous activity in the ventral and dorsal AI subregions. Using seed

regions of interest in the two AI subdivisions, we identified two topographically distinct networks, an “executive attention” network anchored by the dorsal AI seed and a “core affect” network anchored by the ventral AI seed. The “executive attention” network preferentially included regions implicated in attention (e.g., frontal and parietal regions) whereas the “core affect” network included regions associated with affect processing (e.g., amygdala and orbitofrontal cortex). Our results highlight the importance of sensory input from the body as important to both subjective experiences of emotion and to goal-based forms of attention, as well as the importance of the body in the attentional matrix within the brain more generally. These results provide insights into the neural mechanisms behind human awareness and demonstrates that information from the body provides a key ingredient to the human mind.

EMOTIONS AS SITUATED CONCEPTUALIZATIONS Larry Barsalou¹, Moshe Bar^{2,3}, Lisa Feldman Barrett^{2,3}, ¹Emory University, ²Massachusetts General Hospital, Harvard Medical School, ³Northeastern University – A psychological construction approach to the mind can help reveal commonalities between types of psychological phenomena that people experience as categorically different from one another. For example, the brain rapidly processes information both about the value of an object (affective) as well as the other objects or contexts it can be associated with (associative). Both of these properties are often assumed to be orthogonal to one another and likewise encompassed by unrelated psychological and neural processes. In this paper, we demonstrate that although affective and associative meaning have been largely studied independent of one another, they share common neural architecture in the medial orbitofrontal cortex (mOFC). Participants (n=19) performed a simple object recognition task with images of objects presented briefly in isolation while undergoing fMRI. Objects varied in their affective valence as well as in the ease with which they brought to mind associated objects (associativity). A region in left mOFC was independently sensitive to both increasing pleasantness and increasing associativity, suggesting that the mOFC is neither specifically affective nor cognitive (in their traditional senses), but that its role may be either more basic to explain both stimulus-reinforcement and stimulus-stimulus associations, or specific but abstract enough to use both of these important stimulus properties in conjunction to inform downstream effects on how we perceive and act on our environment.

Symposia Session A5

APPROACH, AVOIDANCE, AND ANGER

Friday, January 28, 9:45 - 11:00 am, Room 217 C-D

Chair: Erik Pettersson, University of Virginia

Co-Chair: Eric Turkheimer, University of Virginia

Speakers: Erik Pettersson, David Watson, Eddie Harmon-Jones, Sheri L. Johnson

Research on the structure of affect suggests that positive emotions such as excitement and enthusiasm relate to approach motivation (sensitivity to rewards), whereas negative emotions such as fear and anger relate to avoidance motivation (sensitivity to threats). However, some recent investigations into the functional role of anger suggest that it is more closely related to approach than avoidance. The approach motivation system may impel goal approach but also generate frustration when progress is stymied. The current symposium will examine both sides of this conundrum – is anger primarily related to approach or avoidance? Pettersson and Turkheimer demonstrate that anger relates more strongly to positive emotions such as enthusiasm and excitement once a general evaluation factor is controlled. Second, Watson shows that anger has both a non-specific and specific component, and that the former pertains to the avoidance motivational system, whereas the latter relates to the appetitive approach system. Third, Harmon-Jones, Harmon-Jones, and Amodio demonstrate that anger relates to approach motivation across three different domains, including self-report responses, physiological

measures, and facial expressions. Finally, Johnson and Carver review evidence that mania pertains to excessive approach motivation, and postulate that this may explain why bipolar disorder is characterized by symptoms of both euphoria and anger. These presentations cover a wide range of viewpoints regarding the relation between anger and the approach and avoidance motivation systems. Our hope is that these varied perspectives will spark further discussion, development, and synthesis.

ABSTRACTS

THE FACTOR STRUCTURE OF MOOD DEPENDS ON GENERAL EVALUATION

Erik Pettersson¹, Eric Turkheimer¹; ¹University of Virginia – Factor analytic investigations into the structure of self-reported mood suggest that anger relates to negative moods such as fear and anxiety. However, when anger is examined with biological measures, it appears to relate more to positive moods such as enthusiasm and excitement (Carver & Harmon-Jones, 2009). In the current presentation, we explore one potential reason why there is a discrepancy between self-report and biological measures with regards to whether anger pertains to positive or negative moods. We propose that evaluation – ascribing generally positive versus negative attributes to oneself, regardless of their behavioral content – confounds the self-reported structure of affect. The evaluative dimension does not appear to be a representation of overt behavior because it juxtaposes items of opposite content as long as they have similar valence. For example, someone with a positive self-view might endorse both calm and excited, enthusiastic and relaxed, etc., simply because these descriptors are positive, even though they ostensibly describe opposite states (study 1). Subsequently, we control for evaluation using Exploratory Structural Equation Modeling (study 2). In a sample of 2,630 community dwelling adults, after controlling for evaluation, anger loaded together with enthusiasm and excitement. Additionally, anxiety and fear loaded together with attention and alertness, perhaps because fear of threats is intrinsically linked with heightened vigilance. Thus, controlling for evaluation allow items to cluster by their content irrespective of valence, and we conclude by suggesting that this generates a self-reported structure of affect that dovetails more closely with biological investigations.

THE DUAL NATURE OF ANGER: A HIERARCHICAL PERSPECTIVE

David Watson¹; ¹University of Notre Dame – Traditional models of behavioral approach have emphasized the strong and specific association between this appetitive system and positive emotional states such as joy, energy and enthusiasm. Carver and Harmon-Jones (Psychological Bulletin, 2009), however, have challenged this traditional view and have marshaled considerable evidence to support their argument that the experience of anger also can be linked to this approach/appetitive system. Although their argument has merit, I will demonstrate that anger is best viewed from the perspective of the multilevel hierarchical structure of affect (Tellegen, Watson & Clark, Psychological Science, 1999). This hierarchical approach emphasizes that anger has both a specific and a non-specific component: The former captures the portion of anger that is shared with other types of negative affect (and that is responsible for the strong positive correlations that typically are found among various negative emotions), whereas the latter represents its unique qualities that distinguish anger from other negatively valenced states. I will present a broad range of evidence—including mood, personality, and clinical data—to establish that anger shows both approach and avoidance properties. More specifically, the nonspecific component of anger is primarily related to the aversive/avoidance motivational system, whereas its specific component has a stronger link to the appetitive/approach system. In most contexts, the aversive/non-specific component is the more important of the two, but in some instances the specific approach component is more salient. I will conclude by considering the broader implications of these data for our understanding of affect, personality and psychopathology.

ANGER AS APPROACH: NEW EVIDENCE Eddie Harmon-Jones¹, Cindy Harmon-Jones¹, David M. Amodio²; ¹Texas A&M University, ²New York University – Emotions are complex biopsychosocial processes composed of (at least) physiological changes, behavioral expressions, and subjective experiences. Anger, often considered a basic, negative emotion, is predominantly associated with approach motivational tendencies, unlike other negative emotions, which are associated with withdrawal motivational tendencies. I will review recent research that supports this anger-as-approach idea across the three basic components of emotion. That is, the subjective experience of anger (at trait and state levels) is associated with subjective experiences of approach motivation, as measured by the Positive and Negative Affect Scales and the Behavioral Activation Scales. Other studies have found that anger (trait and state) is related to approach-motivated physiological changes (startle eyeblink responses to appetitive stimuli). Finally, studies have found that facial expressions of anger are confused with facial expressions of determination, which is considered an approach-motivated affective state. Together, these studies suggest that anger is associated with approach motivation.

ELEVATED APPROACH MOTIVATION AS AN EXPLANATION FOR EXCESSIVE ANGER IN BIPOLAR Sheri L. Johnson¹, Charles S. Carver²; ¹University of California Berkeley, ²University of Miami – In this presentation, we will describe theory and evidence that link excessive anger in bipolar disorder to elevations of approach motivation. Manic episodes are defined in the DSM-IV by either excessive elation or excessive irritability. One way to conceptualize this is to consider the idea that mania reflects elevations of approach motivation. For persons highly motivated to achieve goals, one might expect joy when things go well, but anger and irritability when thwarted (Carver & Harmon-Jones, 2009). More than 12 studies have shown that people with bipolar disorder demonstrate elevations in approach motivation even during well periods. Findings also indicate that people with bipolar disorder respond to life events involving goal attainment with increases in manic symptoms, but also take longer to recover from life events involving frustration. In laboratory research, people with bipolar disorder remain engaged in tasks even as they become frustrating and difficult. Hence considerable research supports the idea that mania is related to excessive approach motivation, and that this model can help explain anger and other symptoms in bipolar disorder.

Symposia Session A6

AS TIME GOES ON: LONGITUDINAL PREDICTORS OF RELATIONSHIP OUTCOMES

Friday, January 28, 9:45 - 11:00 am, Room 214 A-B

Chair: Xiaomeng Xu, SUNY Stony Brook

Co-Chair: Jennifer Tomlinson, Carnegie Mellon University

Speakers: Xiaomeng Xu, Jennifer Tomlinson, Benjamin Karney, Margaret Clark

Longitudinal research provides a rich canvas for exploring relationship processes as they occur. This symposium brings together four lines of distinct work utilizing longitudinal methodology. The studies have a common theme of exploring relationship processes in dating and married couples. The first speaker will present followup data from an early-stage intense passionate love study conducted in China and discusses the fMRI correlates between early stage love and relationship satisfaction, commitment, and longevity 40 months later. The second speaker will discuss pre-dissolution predictors of happiness immediately following a breakup of a dating relationship. Self-expansion and relationship closeness before the breakup were key predictors of post-dissolution happiness. The third speaker will present eight waves of data (collected over 4 years) on workload stress and marital satisfaction for newlywed couples, including the effects of spousal roles and parental status. The final speaker will discuss the expectation for and change in use of need-based and exchange norms in the early years of marriage. She will also discuss the moderating effects of attachment anxiety and avoidance on

these expectations and changes in norms. The four talks together illustrate the importance and value of longitudinal research and showcase the diverse possibilities of such work.

ABSTRACTS

BRAIN ACTIVATIONS DURING EARLY-STAGE INTENSE LOVE PREDICT RELATIONSHIP OUTCOMES 40 MONTHS LATER Xiaomeng Xu¹, Lucy Brown², Arthur Aron¹, Guikang Cao³, Tingyong Feng³, Xuchu Weng⁴; ¹Stony Brook University, ²Einstein College of Medicine at Yeshiva University, ³Southwest University, Chongqing, China, ⁴Chinese Academy of Sciences, Beijing, China – Early-stage romantic love has been studied previously in the U.S., U.K., and China (Aron et al. 2005; Bartels & Zeki, 2000; Ortigue et al., 2007; Xu et al., 2010), revealing activation in the reward and motivation systems of the brain. But what happens as the relationship progresses? Do activations during the early-stage of a romantic relationship predict whether the relationship continues, and if so, how satisfied and committed the person feels at a later time? Forty months after their initial scanning, we were able to follow up with 12 of 18 early-stage romantic love participants in the Xu et al. study (carried out in China). Of the 12, half were still together, and reported on their current relationship satisfaction and commitment. Greater activation in the right caudate tail and less activation in the medial orbitofrontal cortex and right accumbens occurred for those still together compared to those who had broken up. For the six still together, in spite of the small sample size, greater activation in the left caudate tail and less activation in the medial orbitofrontal cortex were associated with greater relationship commitment. Less activation in medial orbitofrontal cortex and nucleus accumbens were also associated with greater relationship happiness at 40 months. The data suggest that activation of specific cortical and sub-cortical neural systems early in a relationship when thinking about the beloved partner might predict relationship longevity, happiness, and commitment.

BREAKING UP IS HARD TO DO: LONGITUDINAL PREDICTORS OF POST-DISSOLUTION HAPPINESS Jennifer Tomlinson¹, Arthur Aron²; ¹Carnegie Mellon University, ²Stony Brook University – There is minimal longitudinal research on the predictors of affective response to relationship dissolution. The present study sought to identify pre-breakup variables that may contribute to happiness or unhappiness immediately after a breakup in a longitudinal sample tested before and after breakup. A sample of undergraduates reported on relationship variables and current individual happiness every 2 weeks for a 12-week period. Of those in romantic relationships at Time 1, 69 experienced a breakup. There was a strong overall decline in happiness from Time 1 to immediately following the breakup. We examined degree of decline (predictors of post-dissolution happiness controlling for Time 1 happiness). Including other in the self (IOS Scale) and self-expansion (SEQ) were substantial predictors; relationship length, attachment anxiety and avoidance, gender, commitment, satisfaction, investment, and quality of alternatives did not approach significance. IOS (partial $r = -.38$) and SEQ (partial $r = -.38$) predicted especially large declines, suggesting especially great unhappiness after losing a partner with whom one was very close or gained a lot from. (For both variables, effects were somewhat weaker, but still substantial, not controlling for Time 1 happiness. Analyses also controlled for gender and relationship length; but these made little difference.) Limitations, implications, and future directions are discussed.

WORKLOAD AND THE TRAJECTORY OF MARITAL SATISFACTION: WHEN STRESS HELPS OR HURTS MARRIAGE Benjamin Karney¹, Elianne VanSteenbergen²; ¹UCLA, ²Utrecht University – Stress, on average, is bad for relationships. Yet stress at work is not always associated with negative relationship outcomes. For some couples, demands at work and the demands of relationships compete for limited time and attention, such that elevated workload predicts lower marital satisfaction. For others, however, engagement in demanding work may enhance relationships at home, such that relationships are more satisfying when partners are

experiencing heavier workloads. The premise of the current study was that associations between workload and trajectories of marital satisfaction depend on circumstances that may constrain or facilitate partners' ability to negotiate their multiple roles. Specifically, we hypothesized that elevated workload should predict more satisfying marriages when: a) spouses are more satisfied with their work, b) working is more consistent with the spousal role (i.e., for husbands), and c) couples are not parents. Analyses drawing upon eight waves of data on workload, work satisfaction, and marital satisfaction from 169 newlywed couples assessed over 4 years confirmed these predictions. Across couples, demands at work covaried positively with marital satisfaction for spouses who were more satisfied with their jobs. For non-parents, increases in husbands' workload covaried with increases in marital satisfaction for both spouses. For parents, however, increases in husbands' workload covaried with declines in marital satisfaction for both spouses. Thus, tension between work and marriage is not inevitable, instead depending on circumstances that facilitate or impair performance in multiple roles.

BASES FOR BENEFITING PARTNERS IN MARRIAGE: MOST ATTACHMENT RELATED VARIABILITY EMERGES GRADUALLY ACROSS TIME Margaret Clark¹, Edward Lemay², Steven Graham³, Sherri Pataki⁴, Eli Finkel⁵; ¹Yale University, ²University of New Hampshire, ³New College, ⁴Westminster College, ⁵Northwestern University – Husbands and wives reported on bases for providing each other support and their relationship satisfaction prior to marriages and two years later. Prior to marriage, virtually everyone reported that both they and their spouses closely adhered to a need-based norm and avoided adherence to an exchange norm and were most satisfied when they did so. Across time and across all participants, responsiveness to needs declined slightly but significantly and the initially low adherence to an exchange norm did not change. Most interesting, however, was the observed attachment related variability in the patterning of norm use. Attachment avoidance did not predict norm use prior to marriage, but did predict change in norm use and associated satisfaction across time. Among those high in avoidance falling responsiveness to needs was accompanied with rising adherence to an exchange norm which itself came to be linked with lower relationship satisfaction by two years into marriage. In contrast, among those low in avoidance as responsiveness to needs declined slightly so too did adherence to an exchange norm decline. High levels of attachment anxiety were associated with tighter links between communal norm use and higher relationship satisfaction and between exchange norm use and lower relationship satisfaction both prior to and two years into marriage. Overall, participants perceived a need based norm to be "right" for marriage, strove to adhere to it and were most satisfied when they did so, but secure people "pulled this off" with greater success and with more equanimity than did others.

Symposia Session A7

MINIMAL SOCIAL CONNECTION IN THE REGULATION OF SUBJECTIVE STATES

Friday, January 28, 9:45 - 11:00 am, Room 214 C-D

Chair: Rick M. Cheung, Brooklyn College and Graduate Center, City University of New York

Co-Chair: Curtis D. Hardin, Brooklyn College and Graduate Center, City University of New York

Speakers: Gregory M. Walton, Steven J. Spencer, Rick M. Cheung, N. Pontus Leander

The experience of intersubjectivity arises when others' conceptions of reality validate ours but also when we adjust subjective states to match those of others—sometimes toward those who happen to be present. This symposium features research on effects of minimal social connection on diverse forms of subjective experience, including intersubjectivity of affect, thoughts, norms, ideology, and construal of the self. On the

impact of minimal social connection like the mere thread of a shared birthday, Gregory Walton and colleagues show that connection with a math major encourages persistence on insolvable math puzzles. Demonstrating connection of inner states Steven Spencer and colleagues show the effect of minimal affiliation on shared emotions and physiological states. Minimal connection like the kind of connection with the experimenter also encourages consensus and discourages difference, as Rick Cheung and colleagues show that a religious experimenter increases knowledge of religious concepts but decreases accessibility of sexuality. Participants also share the task irrelevant characteristics of the experimenter who mimics them, and do so in terms of state, trait, and motive as evidenced by the research of Tanya Chartrand and colleagues. Together, the presentations suggest that interpersonal regulation of individual subjectivity does not require maximal social pressure but can arise in the natural course of social activity, sometimes elicited by even inconsequential characteristics of others.

ABSTRACTS

MERE BELONGING: THE POWER OF SOCIAL CONNECTIONS TO SHAPE ACHIEVEMENT MOTIVATION Gregory M. Walton¹, Geoffrey L. Cohen¹, David Cwir², Steven J. Spencer²; ¹Stanford University, ²University of Waterloo – Although much research on achievement motivation emphasizes individuals' self-perceptions (e.g., of ability and autonomy), the present research examines people's social relationships as a potentially important source of achievement motivation. Drawing on research and theory in education, in developmental psychology, and on social influence, we propose that people readily internalize the interests and goals of others to whom they are socially linked and do so even on the basis of minimal cues of social connectedness. To test this hypothesis, four experiments manipulated mere belonging—a minimal cue of social linkage or potential linkage to another person or group in a performance domain. Participants were led to believe either that they shared a birthday with a peer affiliated with an academic field (Experiment 1), that they belonged to a minimal group arbitrarily identified with an achievement domain (Experiment 2), that an endeavor afforded opportunities to form social relationships (Experiment 3), or that they had similar task-irrelevant preferences as a peer pursuing a series of goals (Experiment 4). Relative to control conditions that held constant established sources of motivation, each social link raised motivation, including increased persistence on domain-relevant tasks (Experiments 1-3) and increased accessibility of a peer's active goals and decreased accessibility of the peer's completed goals (a "vicarious Zeigarnik effect"; Experiment 4). Extensions find that mere belonging effects emerge reliably early in life (among 4-year-olds) and that the simple perception of working with others (rather than in parallel to others) raises motivation. Implications for theories of achievement motivation and identity are discussed.

SEEING THE SELF IN OTHERS: CUES OF SOCIAL CONNECTEDNESS CAUSE SHARED EMOTIONS AND PHYSIOLOGICAL STATES

Steven J. Spencer¹, Gregory M. Walton², David Cwir¹, Priyanka B. Carr²; ¹University of Waterloo, ²Stanford University – In three experiments, we tested the hypothesis that cues of social connectedness could cause even new interaction partners to experience shared emotions and physiological states by creating a shared sense of self. In Experiment 1, a confederate prepared for a difficult public speaking task. Participants who had been led to feel socially connected to the confederate reported feeling greater stress than participants who did not have a social connection. In Experiment 2, the confederate displayed either a challenge- or a threat-appraisal of the public speaking task. When socially connected participants reported experiencing more similar secondary appraisal emotions than when they were not socially connected. In Experiment 3, a confederate ran vigorously in place. When participants were socially connected to the confederate they had greater cardiovascular reactivity (heart rate and blood pressure) than control participants. Evidence in each study suggests that increased overlap of the self with the other in the social connection condition was the psychological process through which these

effects occurred. These results have important implications for our understanding of emotion and physiological arousal, and suggest that these outcomes are often products of people's social relationships even ones recently formed based on simple cues. The results also suggest that such simple cues can dramatically shape the self as others are incorporated into it.

RELIGIOUS EXPERIMENTER INCREASES ENDORSEMENT OF CONSERVATISM, KNOWLEDGE OF RELIGIOUS CONCEPTS, AND DECREASES ACCESSIBILITY OF SEXUALITY Rick M. Cheung^{1,2}, Nechama M. Abramson¹, Elinor S. Sandler¹, Brandee S. Weiss¹; ¹Brooklyn College, ²Graduate Center, City University of New York – Research over the past decade shows that relationships including the kind of relationship with the experimenter can affect how people process information surrounding the self. This research shows that relationships can also affect how people manage information within the self. Across three studies, participants completed a questionnaire handed by an experimenter whose religiousness was made salient (vs. not). The religiosity of the experimenter caused people to manage similarity by increased anti-gay prejudice (Experiment 1), endorsement of Protestant work ethic and right-wing authoritarianism (Experiment 2), and self-reported ability to recite made-up (but not real) religious concepts (Experiment 3). The religiosity of the experimenter also caused people to manage difference by reduced cognitive accessibility of sexuality, completing word-stems like “S _ X” and “_ U N T” by “Six” and “Aunt” instead of by words with sexual connotations (Experiment 2). Apparently, relationships including casual relationships like this involve shared understanding of the objective reality but also management of the subjective reality.

LASTING IMPRESSIONS: NONVERBAL BEHAVIORAL MIMICRY ENGENDERS AN IMITATIVE MINDSET IN OTHERS N. Pontus Leander¹, Tanya L. Chartrand¹; ¹Duke University – Four studies examine how individuals who are mimicked by an interaction partner subsequently imitate the mimicker's perceived states, traits, and motives. In Study 1, participants who were mimicked by an experimenter wearing a t-shirt conveying a blatantly outspoken message subsequently rated themselves as more outspoken. Whereas participants in Study 2 who were mimicked by a friendly experimenter adopted a more interdependent self-construal, those who were mimicked by a task-oriented experimenter adopted an independent self-construal. In Study 3, participants who were mimicked by a confederate expressing strong achievement motivation subsequently performed better on a GRE task. Study 4 extends the findings of the previous study by demonstrating that participants imitated the perceived motivational state of their mimicker even when that motivation was externally assigned (i.e., they were told their mimicker was currently working on a GRE task rather than something else). These findings collectively suggest that behavioral mimicry elicits forms of psychological mimicry in their interaction partners, broadly suggesting the elicitation of an imitative mindset.

Symposia Session A8

IMAGINING THE FUTURE: WHEN DO WE DO IT, AND WHAT ARE THE CONSEQUENCES?

Friday, January 28, 9:45 - 11:00 am, Room 206

Chair: Heather Barry, New York University

Co-Chair: Gabriele Oettingen, New York University, University of Hamburg

Speakers: Jonathan Smallwood, Tali Sharot, Heather Barry, Carey K.

Morewedge

Humans have the unique ability to imagine futures which may bear little relation to their past or present. Where do images about the future come from and what are their motivational and emotional consequences? The present symposium combines recent work from different perspectives in order to address these questions. Experience-sampling studies reveal how episodic memory and affective states influence the direction that mental time traveling takes. Brain imaging and pharmacological studies

suggest that a dopamine-mediated signal in the striatum tracks expected emotional reactions when imagining future events, which in turn predict the choices people later make. Experiments on energization find that fantasizing about having reached an idealized version of the future results in low energy, measured by physiological, emotional, and behavioral indicators. Finally, a bias to overestimate the intensity and duration of emotional reactions to future events serves to motivate people to reach out for desirable outcomes. In sum, cognitive, affective, and motivational variables are at the source of images about the future, which in turn seem to influence energy and effortful pursuit in a way that is functional for attaining the imagined future.

ABSTRACTS

LOOKING FORWARDS AND BACKWARDS IN TIME: THE SELF, AFFECT AND THE MENTAL TIME TRAVELING MIND Jonathan Smallwood¹; ¹The University of California, Santa Barbara – Without doubt one of the most important features of the mind is the ability to use imagination to mentally transport the self beyond the confines of the here and now. This capacity for mental time travel is a large part of everyday experience and is hypothesized to depend upon episodic memory and is strongly influenced by affective states. This talk will review a series of experience sampling studies which provide concrete evidence for both of these processes in mental time travel during mind-wandering. One series of studies provides evidence for the importance of episodic memory in mental time travel. These suggest that performing a brief task requiring self-reflection leads to an increase in the amount of prospective mental time travel that takes place when the mind wanders. A second series of studies explored the role of affect in mental time travel. This research suggests that inducing a negative mood leads to greater mind-wandering and for individuals high on depression leads to a retrospective bias to mental time travelling. Together these studies indicate that episodic memory and affective states both play important and distinct roles in determining the direction that mental time traveling takes.

THE ROLE OF IMAGINATION IN DECISION MAKING: INSIGHTS FROM NEUROSCIENCE Tali Sharot¹; ¹Wellcome Trust Centre for Neuroimaging, University College London – Choices are largely determined by expectations of how the different options will make us feel. A good way to estimate our future emotional reactions is to sample the options. Alas, this is often impossible, as many events and stimuli are not available for us to try out before we make our decision (e.g., holiday destinations, marriage). To solve this problem the brain has developed a clever tool called imagination (or simulation). I will present data from brain imaging and pharmacological studies suggesting that during simulation of a future event a dopamine mediated signal in the striatum tracks our expected emotional reaction to that event. This signal predicts the choices subjects will make at a later time, even in cases when the alternatives are rated equally by the subject. Moreover, after making a choice both the subjects' estimations of future emotional reaction, and the signal in the striatum that represents it, are altered. Specifically, subjects value options they had selected more after the decision-making stage relative to before, and options they rejected less. These changes are reflected by modifications in the activity of the striatum during imagination. The results highlight how the brain generates expectations of future emotional reactions that ultimately drive our decisions.

POSITIVE FANTASIES ABOUT IDEALIZED FUTURES SAP ENERGY Heather Barry¹, Gabriele Oettingen^{1,2}; ¹New York University, ²University of Hamburg – Positive fantasies about having reached a desired future predict low effort and success (Oettingen & Mayer, 2002). Extending these findings, we hypothesized and observed that experimentally-induced positive fantasies about having reached a desired future produce low energy, which in turn translates into poor achievement. We found that inducing such positive fantasies resulted in less energy, measured by physiological indicators and by self-report, than fantasies that questioned the desired future (Study 1), negative fantasies (Study 2), or neu-

tral fantasies (Study 3). Importantly, low energy mediated the effect of induced fantasies about having reached a desired future on poor achievement measured one week later (Study 3). Finally, we hypothesized and observed that fantasies that allowed people to consummate a desired future in the present as if it already had been attained resulted in a larger decrease in energy when they allowed the mental attainment of a more rather than a less desired future (Study 4). Although it is tempting to trust positive thinking as the road to success, positive thinking in the form of fantasies about the future hurts the expenditure of energy on the way to success. Rather, future fantasies that are less positive – that question whether an ideal future can be achieved, and that depict obstacles, problems, and setbacks – seem to supply the energy needed to attain actual success.

MOTIVATED UNDERPINNINGS OF THE IMPACT BIAS IN AFFECTIVE FORECASTING Carey K. Morewedge¹, Eva C. Buechel², Joachim Vosgerau¹;

¹Carnegie Mellon University, ²University of Miami – Affective forecasters exhibit an impact bias—they overestimate the intensity and duration of their emotional reaction to future events. Given its ineluctability, researchers have long wondered whether the impact bias confers some benefit. We suggest that affective forecasters make exaggerated forecasts in order to motivate themselves to produce desirable outcomes. We report the results of four experiments providing support for this hypothesis: The impact bias was greater for an outcome when it was of greater personal importance to forecasters (Experiment 1). More extreme forecasts motivated behavior: The (experimentally manipulated) extremity of affective forecasts determined the amount of mental and physical effort that forecasters subsequently expended to produce desirable outcomes (Experiments 2 and 3). Furthermore, the impact bias was greater when forecasts were made while forecasters could influence an outcome than when the outcome was determined but unknown (Experiment 4). This research is the first to show that errors in affective forecasting may not be solely cognitive in origin, but have a motivated component as well.

Symposia Session A9

THE POWER OF VIRTUE: HOW GOODNESS TRANSFORMS AND COMPELS

Friday, January 28, 9:45 - 11:00 am, Room 207

Chair: Jesse Graham, University of Southern California

Co-Chair: Kurt Gray, University of Maryland

Speakers: Kurt Gray, Benoît Monin, David Pizarro, Dan P. McAdams

Honesty, generosity, authenticity: People constantly struggle to live by these and other moral virtues, to be good to themselves and others. While social psychology has long been interested in the causes of moral virtue – how to promote goodness – less is known about the consequences of virtue – how doing good can transform thought and behavior. This symposium explores the power of virtue to influence people's choices, life narratives, and physical endurance; it suggests that virtue can have both positive and negative consequences. Gray introduces moral transformation, the idea that acts of virtue and vice can increase agency, boosting physical strength and endurance on subsequent tasks. Monin, Zitek, Adams, and Jordan present evidence that people in virtuous roles (e.g., punisher of wrongdoing) may actually be less likely to behave virtuously, as their virtuous roles license non-virtuous behavior. Pizarro, Helzer, and Helion focus on the virtue of cleanliness and physical purity, and show how activating motivations in line with the virtue can impact moral judgments and even self-reported political ideology. Finally, McAdams, Wilt, and Alamuddin explore the intergenerational consequences that narratives of virtue can have for the young adults who receive them. They find that young adults high in well-being are more likely to recount redemptive virtue narratives passed down from parents, teachers, or other mentors. Taken together, these talks suggest that virtue is not a quaint notion from ancient history, but a powerful force that compels behavior and transforms thought.

ABSTRACTS

MORAL TRANSFORMATION: VIRTUE (AND VICE) INCREASE AGENCY

Kurt Gray¹; ¹University of Maryland – Being virtuous and helping others seems to require agency – willpower, tenacity and personal strength. To help India gain its independence, Gandhi fasted for weeks at a time, and to help the needy, Mother Theresa endured extreme poverty. As willpower appears to be a trait stable from childhood, one might think that only those born with increased agency are capable of heroic acts. It may also be, however, that agency isn't only a cause of virtue, but also a consequence. Perhaps the act of doing good increases willpowers and personal strength. Moral transformation is the hypothesis that doing or merely attempting to do moral deeds imbues people with agency. Of course, as morality consists of both good and evil, not only should virtue increase agency, but so should vice. Three experiments provide support for this hypothesis, finding that those who do good or evil become physically more powerful. In Experiment 1, people hold a 5lb weight longer after donating to charity. In Experiment 2, people hold a weight longer when writing about themselves helping or harming another. In Experiment 3, people hold a hand-grip longer after donating to charity. The transformative power of good and evil is not accounted for by affect. Moral transformation is explained as the embodiment of moral typecasting, the tendency to "typecast" good- and evil-doers as more capable of agency and less sensitive to experience. Implications for self-control, recovery and aging are discussed.

THE VITIATING VIRTUE OF VICTIMS AND VIGILANTES Benoît Monin¹,

Emily Zitek², Gabe Adams¹, Alexander H. Jordan³, ¹Stanford University, ²University of North Florida, ³Dartmouth College – Whereas moral virtue is typically associated with choosing to perform good deeds, we explore cases where ascriptions of virtue result from the roles individuals are involuntarily cast into, such as victim or vigilante. In both cases, a role-conferred sense of virtue could license individuals to act in less virtuous ways. First, I will describe studies (from Zitek et al., 2010 JPSP) demonstrating that individuals who feel that they have been the victim of unfairness feel licensed to be more selfish; for example thinking of a time when one was treated unfairly is enough to significantly reduce the willingness to help an experimenter. Second, I will show (from Adams & Monin, in prep.) that being cast in the role of punisher lets people report less virtuous intentions; for example merely indicating that a hypothetical perpetrator should be punished leads individuals to report greater intentions of deviant behavior than when they saw the perpetrator without being asked to assign a punishment. Third, I will discuss how well the available evidence lends itself to this virtue interpretation, and what future steps are needed to strengthen this claim. Finally, this symposium will provide an opportunity to articulate how this work relates and fits with Gray and Wegner's theory of moral patients and agents.

HOW THE DESIRE TO BE MORALLY GOOD IS SHAPED BY THE MOTIVATION TO STAY PHYSICALLY PURE David Pizarro¹, Erik Helzer¹, Chelsea Helion¹; ¹Cornell University – An increasing body of research has demonstrated that concerns over physical purity and contamination play a central role in moral judgment. Across three studies we explored how the basic motivation to maintain physical purity can lead to a general desire to avoid moral contamination. In Studies 1 and 2 a simple reminder to keep one's hands clean caused participants to render harsher judgments toward the moral violations of others (especially in the sexual domain), and led participants to report being more politically conservative. In Study 3, attenuating the motivation to maintain physical purity (in this case, by limiting participants' facial expressions during the experimental induction of disgust) led participants to be more lenient in their judgments of moral violations. Together, these experiments provide further evidence of a deep link between physical and moral purity—that staying 'clean' and staying 'good' may be fueled by the same motivational system.

THE GOOD STORY: THE INTERGENERATIONAL TRANSMISSION OF VIRTUE THROUGH LIFE NARRATIVE

Dan P. McAdams¹, Joshua Wilt¹, Rayane Alamuddin¹, ¹Northwestern University – Virtues live (and die) in the stories of our lives. Moral philosophers have argued that living a good and purposeful life in the modern world involves constructing a life narrative that translates virtue into meaningful action. Adults make moral sense of their lives through stories. As parents, teachers, mentors, and leaders, furthermore, many adults draw upon those stories to convey moral meanings and virtues for their children, students, and others who, they hope, may benefit from their accumulated wisdom. The current study examines the intergenerational transmission of virtue through life storytelling from the perspective of the recipient of the story. 150 young adults described times wherein an older person (e.g., parent, teacher) told a story about their own experiences to convey a virtue, value, or life lesson. The detailed narrative accounts were coded for the type of virtue conveyed, the nature of the personal experience described by the storyteller, and the recipient's response. Higher levels of psychological well-being among the young adults (recipients) were associated with describing especially redemptive virtue scenes wherein older adults drew creatively upon their own life experiences to address an issue of personal significance for the young person. By contrast, young adults lower in well-being described virtue scenes that were less redemptive and personalized, and they reported higher levels of resistance to the virtue messages conveyed by older adults. Differences in types of virtues and life experiences conveyed by storytellers were also observed as a function of both gender and race-ethnicity of the story recipients.

Symposia Session A10

ECOLOGICAL PERSPECTIVES ON OUTGROUP MALE THREAT: RESONANCES WITH BIOLOGICAL SYSTEMS, PERSONALITY VARIABLES AND ENVIRONMENTAL CONTEXT

Friday, January 28, 9:45 - 11:00 am, Room 8

Chair: D. Vaughn Becker, Arizona State University at the Polytechnic Campus

Speakers: D. Vaughn Becker, Rebecca Neel, Joseph Cesario, Carlos David Navarrete

Since antiquity, men categorized as belonging to social groups other than one's own have been the targets of animus, suspicion, and dread. Although such outgroup men might afford opportunities for social exchange, coalition building, and mating, perceptions of the potential risks associated with the physical threats that they occasionally afford has stacked the psychological deck against them in many ways. In this symposium, we explore how people cope with the challenges presented by out-group men, with nuanced descriptions that take a decidedly functionalist framing. Becker reports that priming participants to feel self-protective motivations leads to selective enhancements of memory for outgroup male faces. Neel finds that participants are more likely to transfer angry facial expressions to the faces of outgroup men when dangerous world beliefs are dispositionally high. Cesario finds that people react with fight or flight responses depending on what environmental affordances exist, and what fits their self-assessed abilities. Finally, Navarrete and McDonald report that prejudice against outgroup men increases during the fertile phase of the menstrual cycle, and that such effects are found even when groups are not defined by race. Taken together, these findings highlight the utility of functionalist approaches to the psychology of intergroup relations, and how such approaches can benefit from a consideration of both environmental and person-specific variables.

ABSTRACTS

PRIMING SELF-PROTECTIVE CONCERNS REVEALS COGNITIVE ATTUNEMENTS TO OUTGROUP MALE THREATS

D. Vaughn Becker¹; ¹Arizona State University – The fundamental social goal of avoiding interpersonal violence has deep roots, and humans share (with many other

species) motivational and emotional systems dedicated to facilitating this goal. These systems are attuned to dimensions of threat specified by longstanding biological differences (like the greater size and testosterone of the human male) as well as more culturally variable features (like who we consider to be an outgroup), and such systems should influence very basic cognitive processes in order to protect us from these threats. One way to explore this threat attunement is by priming participants to think about fundamental social goals, and then examining how cognitive processing changes with respect to social threats. In one experiment, participants were primed to think about self-protection by watching a scary movie clip (in which a White aggressor stalked a woman). This manipulation enhanced encoding efficiency for Black male faces (i.e., they were remembered better without any enhancement of overt visual attention), but not for female or White male faces. A second experiment replicated these results with Arab male targets and a different priming manipulation. Additional experiments replicate these results with a working memory task and suggest that the sex of the observer (and the different possibilities for action that this entails) influences the form of the encoding benefit. Collectively, these results suggest that encoding efficiency depends on the accessibility of our fundamental social goals and the functional relevance of the social information we encounter.

ILLUSORY CONJUNCTIONS OF ANGRY FACIAL EXPRESSIONS: STEREOTYPES AND PERSONALITY VARIABLES IN EARLY VISUAL PROCESSING

Rebecca Neel¹, D. Vaughn Becker¹; ¹Arizona State University – Stereotypes have long been known to influence decisions and judgments, but many cognitive models suggest that early processes in visual perception should be relatively immune to their effects. For example, illusory conjunctions occur when features of one stimulus are mistakenly perceived as belonging to an adjacent stimulus (e.g., seeing a green "L" as red when it was next to a red "O"), and have been shown to be highly resistant to expectations about how features should co-occur (e.g. Treisman, 1986). We present results that reveal a domain-specific departure from this cognitive norm, and one that makes functional sense: White participants frequently misperceived anger on a neutral Black face when it briefly appeared next to an angry White face. While this illusory conjunction flowed along the lines of stereotypical expectations, it appears to arise from a feature binding error early in perception rather than a late-in-the-stream decision bias, because these White participants showed no evidence of projecting anger onto Black faces when none was present. A second study showed that the propensity to make these stereotype-consistent illusory conjunctions was enhanced for participants scoring high on the Belief in a Dangerous World scale (Altemeyer, 1988), a measure of individual differences in the accessibility of self-protection motivations. These results demonstrate that biases against outgroup men can affect very basic cognitive processes, and that chronic accessibility of self-protective goals makes these effects particularly pernicious.

ASSESSMENTS OF COALITIONAL, BODILY, AND STRUCTURAL RESOURCES IMPACT AUTOMATIC ACTION PREPARATION

Joseph Cesario¹; ¹Michigan State University – Traditional social cognitive approaches to understanding automatic responses to social groups have focused almost exclusively on the stored traits and evaluations associated with mental representations and the direct, context-independent process by which this information influences behavior. By not taking into account the function of cognitive processes, however, these approaches have isolated the agent in a way that neglects broader situational features important for action. An alternative to this is singular focus on stored information is our motivated preparation to interact model, which emphasizes that cognitive processes prepare the body for effective action. Conceptualizing cognition in this way suggests that automatic processes should be sensitive to situational contingencies that define effectiveness. We have recently tested the effects of three contingencies on the automatic activation of action semantics in response to threatening outgroup males: 1) coalitional resources that define what behaviors a person can execute with the help of reliable others present; 2)

bodily resources that define what behaviors a person can execute given one's current physiology; and 3) structural resources that define what behaviors a person can execute given the physical structure of the environment. For instance, in one study participants primed with Black males showed increased activation of fight-related action semantics when backed into a corner (no escape available) but increased activation of flight-related action semantics when seated in an open field (escape available). This was evident only for participants who associated Blacks with danger. Such findings demonstrate that automatic cognitive processes result from computational assessments of action potential.

THE ROLES OF CATEGORIZATION, STEREOTYPING, AND CONCEPTION RISK IN EXPRESSIONS OF PREJUDICE AGAINST OUTGROUP MEN

Carlos David Navarrete¹, Melissa M. McDonald¹; ¹Michigan State University – Recent research suggests that evaluations of men belonging to a racial group other than one's own become more negative as a function of elevated fertility across the menstrual cycle. Here we provide important theoretical and empirical extensions to this research by demonstrating that the relationship between fertility and intergroup prejudice critically depends on the accessibility of information women encode about the physical formidability out-group men, and that these effects extend beyond the domain of social groups distinguished by race. In Study 1, we found that Black and White women showed greater implicit bias prejudice as a function of conception risk and implicit stereotyping. Study 2 replicated these results, but did so using group categories bifurcated along minimally defined criteria (i.e. "minimal groups"). These findings are consistent with the notion that women are endowed with a psychological system that motivates the avoidance of sexual coercion, and that this system can lead to increased prejudice via information processing cues that rely on categorization heuristics, assumptions of the physical formidability of out-group men, as well as the calculations of one's own likelihood of conception when the costs of coercion are potentially high.

Symposia Session A11

TAKING OTHERS' SELF-ESTEEM INTO ACCOUNT: PERCEPTIONS AND ACCURACY, BELIEFS, AND CONSEQUENCES

Friday, January 28, 9:45 - 11:00 am, Room 204 A-B

Chair: Jennifer MacGregor, University of Waterloo

Speakers: D. Christine Chang, Jessica J. Cameron, Virgil Zeigler-Hill, Jennifer C. D. MacGregor

Self-esteem is a topic that has become popular among academics and lay people alike. In fact, it has caught the public eye like no other psychological concept (Twenge, 2006). Given the presence of self-esteem in popular culture and the large amount of research conducted on the power of self-esteem to predict important life outcomes (Baumeister, Campbell, Krueger, & Vohs, 2003), the presenting researchers sought to examine people's perceptions of the self-esteem of those around them. Specifically, this symposium will examine questions such as: 'Can people determine the self-esteem of others?', 'What beliefs do lay people have about low and high self-esteem individuals?' and 'What are the consequences of perceiving low or high self-esteem in others?' Chang-Schneider and Swann will present work on how people reveal their self-esteem to others, the accuracy of people's judgments of others' self-esteem and some key social consequences of self-esteem judgments. Cameron, Hole, and MacGregor examine the stereotypes that North Americans hold of low and high self-esteem individuals and the consequences of trying to conceal the 'flaw' of low self-esteem. Zeigler-Hill and Myers discuss the status-signaling function of self-esteem and how information about others' self-esteem influences evaluations of important characteristics such as romantic desirability and political competence. Finally, MacGregor and Holmes examine how perceiving low self-esteem in close others hinders positive self-disclosure (i.e., capitalization), a process important for fostering closeness in relationships (Gable, Reis, Impett, & Asher, 2004).

ABSTRACTS

WEARING SELF-ESTEEM LIKE A FLAG: CONVEYING OUR HIGH-AND LOW-SELF-ESTEEM TO OTHERS Christine Chang¹, William B. Swann, Jr.¹;

¹University of Texas at Austin – We tested the hypothesis that people would reveal their level of self-esteem to others, even if they suffered from low self-esteem. In Study 1, participants engaged in a videotaped interaction with a confederate. Afterwards, objective judges viewed the videos and rated the self-liking and physical appearance of target persons. Judges were able to reliably and accurately determine which targets had self-reported high versus low self-liking simply from watching the video. Judges' ratings of targets' physical appearances were also associated with targets' self-reported self-liking. In Study 2, judges rated e-mail addresses belonging to undergraduate targets on the perceived self-liking and self-competence of the target. Judges' ratings of targets' self-liking and self-competence were significantly correlated with targets' self-reported scores on the corresponding measures. Therefore, judges were able to make reliable and accurate judgments of both the targets' self-liking and self-competence from merely observing their e-mail addresses. In Study 3, participants evaluated neutral profiles that were linked with e-mail addresses that had been previously rated to reflect high or low self-esteem. Participants indicated that they would treat others differently as a function of their e-mail addresses. Specifically, targets with e-mail addresses that reflected high self-esteem were more apt to attract friends. Furthermore, females with e-mails that conveyed low self-esteem were less likely to attract male dates and more likely to be disparaged by other females. These studies confirm that people reveal their feelings of self-worth through identity cues, and others may treat them differently because of those cues.

KEEP IT ON THE 'DOWN LOW': A CONSEQUENCE OF THE STIGMATIZATION OF LOW SELF-ESTEEM Jessica J. Cameron¹, Christa Hole¹, Jennifer C. D. MacGregor²;

¹University of Manitoba, ²University of Waterloo – Psychologists have a long history of blaming low self-esteem for a wide variety of personal and social ills. 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 institutions use programs designed to boost self-esteem. In three studies, we investigated stereotypes of low (LSE) and high self-esteem (HSE) individuals in Canadian and American student and community samples. Participants described LSEs using more negative and fewer positive characteristics than they used to describe HSEs. Also, when an individual was described as having a negative trait, participants thought it was more likely that individual would have LSE whereas individuals described as possessing positive traits were thought to have HSE. Importantly, these stereotypes were overgeneralizations: These effects were found even for traits that, according to past research, are not associated with self-esteem. Overall, people seem to use an implicit theory whereby they trust a person's own self-evaluation to infer that person's value. What might the consequences of this stigma be? In two further studies, lower self-esteem individuals reported trying to hide their insecurities more than higher self-esteem individuals. All participants reported feeling happier and more comfortable with their loved ones when they thought they conveyed an image of high self-esteem to their significant others. Thus, the stigma of low self-esteem in North American culture seems to encourage low self-esteem individuals to conceal their self-doubts and to only feel comfortable when they think they live an inauthentic life.

THE STATUS-SIGNALING MODEL OF SELF-ESTEEM Virgil Zeigler-Hill¹, Erin M. Myers²;

¹University of Southern Mississippi, ²Western Carolina University – The provision of information appears to be an important aspect of self-esteem as evidenced by previous research supporting the status-tracking properties of self-esteem (e.g., sociometer model; Leary & Downs, 1995). The present research examines whether self-esteem may also possess status-signaling properties such that an individual's appar-

ent level of self-esteem provides information to the social environment that influences how the individual is perceived by others. We will discuss our initial studies concerning the status-signaling model of self-esteem which have largely consisted of manipulating the ostensible self-esteem levels of targets and assessing how this influences the ways in which they are perceived on dimensions such as romantic desirability, personality features, political competence, and psychological adjustment. Consistent with the status-signaling model, targets with ostensibly higher levels of self-esteem are generally evaluated more positively than those with ostensibly lower levels of self-esteem. However, there were important exceptions to this pattern suggesting that individuals who appear to possess higher levels of self-esteem are not always perceived more positively than those who appear to have lower levels of self-esteem. For example, men rated female targets who were said to possess moderate self-esteem as being more attractive than those who were supposed to have high self-esteem. The present findings are discussed in the context of an extended informational model of self-esteem that integrates the status-tracking and status-signaling properties of self-esteem.

RAIN ON MY PARADE: PERCEIVING LOW SELF-ESTEEM IN CLOSE OTHERS HINDERS POSITIVE SELF-DISCLOSURE Jennifer C. D. MacGregor¹, John G. Holmes¹; ¹University of Waterloo – Ample evidence suggests that the behavior of low self-esteem individuals (LSEs) can lead to problems in close relationships (Wood, Hogle, & McClellan, 2009). However, the role of perceptions of others' self-esteem in predicting relationship outcomes is unknown. In the current paper, we propose that the disclosure of positive experiences (i.e., capitalization; Gable, Reis, Impett, & Asher, 2004), a process associated with greater relationship quality, might be hindered by the friends, partners, or family members of LSEs. Across three experiments, we show that people are reluctant to disclose their positive experiences (i.e., capitalize) when they believe the recipient has low self-esteem. In Studies 1 and 2, we manipulated participants' perceptions of a close other's self-esteem. Participants described their positive experience less positively in emails to their romantic partner (Study 1) and described an accomplishment less positively to their friend in a video (Study 2) when they had been led to believe their close other had low self-esteem, compared to controls. In Study 3, when participants' friend's self-esteem was made salient, participants expected to be less forthcoming when describing their positive experience if they imagined sharing with a low as opposed to a high self-esteem friend. Our findings suggest close others censor themselves to avoid negative interactions with LSEs, thus depriving themselves (and their loved one!) of the opportunity to feel close and connected.

Symposia Session B

Friday, January 28, 11:15 am - 12:30 pm

Symposia Session B1

TIME AND THE MIND

Friday, January 28, 11:15 am - 12:30 pm, Ballroom B

Chair: Emily Pronin, Princeton University

Speakers: John A. Bargh, Emily Pronin, Warren H. Meck, Yaacov Trope

Speed feels good. Rewards and responsibilities today seem concrete, but their existence tomorrow feels more abstract. Subliminal advertising is creepy because we don't want to be influenced by things that happen too fast for us to see. The human mind is exquisitely sensitive to time – when things start, how long they last, and how fast they go. This symposium brings together a diverse set of findings that, collectively, demonstrate how the mind's perception and processing of time massively impacts behavior, mood, motivation, and judgment. We begin with John Bargh, who discusses implications of the rapid speed of automatic processes

compared to controlled processes, and how that difference gives automatic processes an edge in determining behavior. Emily Pronin then discusses how the frequency of mental events in time (thought speed) shapes emotional experience and physical well-being, and is shaped by internal physiology and external events. Next, Warren Meck elucidates the nature of the mind's "mental clock," discussing neural substrates of time perception and representation, with a focus on the interplay between emotion, neurochemistry, and our sense of time. Finally, Yaacov Trope and Nira Liberman discuss the mind's response to how far away events are in time, showing similar mental representations for forms of distance ranging from temporal to physical. A new science of time and mind is emerging, and illuminating the varied effects of time on thinking and the consequences of those effects for psychological life.

ABSTRACTS

TIME IS OF THE ESSENCE: THE SPEED AND DURATION OF MENTAL PROCESSES AND EXTERNAL EVENTS John A. Bargh¹; ¹Yale University – Cognitive processes vary as to how much time they take to complete. This fundamental observation is a cornerstone of diverse research domains such as skill acquisition, cascade models of parallel processing, as well as dual process models of social cognition. Because automatic processes are faster than controlled or effortful processes, the potential judgmental or behavioral responses generated by the former will have an advantage in determining one's actual response, especially when time is in short supply. Our ability to perceive cause and effect in the world is also constrained by the time gap between the two events: too fast and the relation is not noticed or appreciated, but too slow and it is not noticed either. These two observations are by no means new, yet it can be illuminating to pull together their many and varied ramifications, such as for (a) the nature and outcome of conscious evaluations, (b) basic tendencies to conform versus not conform to influence attempts of others, (c) the close relation -- instantiated in brain structure itself -- between the dimensions of space and time, (d) how chronic and temporary forms of accessibility interact, (e) the potential for introspective access to a given cognitive process, (f) the probability of efficacious interaction with the environment (i.e., time-limited opportunities), (g) the significant role played by early-childhood conceptual learning in the higher mental processing of adults, and last, but hardly least, (h) how the happenstance timing of external events can substantially determine the course of one's life.

IT'S NOT JUST WHAT YOU THINK: THOUGHT SPEED AND PSYCHOLOGICAL LIFE Emily Pronin¹; ¹Princeton University – Human experience is affected not just by what happens in the world around us, but also by how much of it happens per unit time. The broad-ranging impact of speed on psychological life is illustrated by findings from psychiatry (e.g., involving mania), neurology (e.g., involving Parkinson's disease), pharmacology (e.g., involving cocaine), and cognitive psychology (e.g., involving music). When thought speed is experimentally accelerated (for example, by reading rapidly-presented text on a computer monitor), mood, energy, and self-esteem are elevated. The effect is independent of thought content, fluency, and perceived success. Why these consequences? Rapid thought typically is induced by urgent environmental pressures or rapid environmental changes. The demands of those environments are better met when mood, energy, and self-confidence are high. A different psychological response is triggered by events—environmental or mental—that are rapid (many per unit time) but repetitive (same event over and over). Fast repetitive thought provokes anxiety—a finding consistent with the rapid mental cycling that is symptomatic of anxiety disorders such as OCD. Rapid repetitive thought is distinct from truly slow thought. When thinking is slow (few thoughts per unit time), sadness, boredom, and physical inactivity can result (notably, those states also induce slow thinking). Slow thought is not purely negative. It affords deliberation and energy conservation, both adaptive responses to a period of decreased events in the environment. Effects of speed on thinking, feeling, and action are beginning to be understood. That under-

standing is especially important today, given the accelerating speed of daily life.

SOCIAL AND AFFECTIVE NEUROSCIENCE OF TIMING AND TIME PERCEPTION Warren H. Meck¹; ¹Duke University – Our sense of time is altered by our emotions to such an extent that time seems to fly when we are having fun and drags when we are bored. Recent studies using standardized emotional material provide a unique opportunity for understanding the social neurocognitive mechanisms that underlie the effects of emotion on timing and time perception in the seconds-to-hours range. Moreover, psychoactive drugs that alter the effective levels of dopamine in the brain simultaneously affect emotion, social interactions, and the perception of time. The administration of cocaine, for example, increases arousal and produces an overestimation of durations, that is characteristic of an increase in clock speed, whereas the administration of antipsychotics, such as haloperidol, decreases arousal and produces an underestimation of durations, as if the internal clock was running slower. This talk will explore the neural substrates proposed to be involved in the representation of time. Among these, the dorsal striatum of the basal ganglia and, more specifically, its ascending nigrostriatal dopaminergic pathway appears to be the most crucial of these regions, as demonstrated by converging neuropsychological, neuropharmacological, and neuroimaging investigations in humans, as well as electrophysiological, selective lesion, and genomic studies in animals. The overall goal is to establish predictive relationships among mood, judgments of well-being, mental motion and thought speed as related to timing and time perception in the seconds-to-hours range.

DISTANCE AT A DISTANCE: PERSPECTIVE-DEPENDENT EFFECTS COMMON TO DIFFERENT PSYCHOLOGICAL DISTANCES Yaacov Trope¹, Nira Liberman², Sam Maglio¹; ¹New York University, ²Tel Aviv University – What is the difference between far and further? As conceptualized by construal level theory (Liberman & Trope, 2008; Trope & Liberman, 2010), a target can be removed from one's sense of immediate experience along four avenues of psychological distance: time, geographical space, social distance, and probability. Thus, an event set to occur in the future or an event that is unlikely to occur at all are both more psychologically distal than an event that will happen soon or that is highly likely. Despite differences between these distance dimensions, they share important characteristics. For example, targets (e.g., monetary rewards) are discounted at similar rates as they become increasingly far away. We draw on these similarities to propose that experiencing any kind of distance will render other distances less influential. In four studies, we provided people with an initial distance cue (that a target was near or far) and assessed their sensitivity to a second instantiation of distance. Consistently, people were less responsive to a given span of distance when it occurred far away versus nearby. This effect held regardless of whether the second distance was from the same dimension (Study 1) or a different dimension (Studies 2–4). We conclude that the experience of an initial instantiation of distance reduces cross-modal sensitivity to additional instantiations of temporal, spatial, and social distance. These findings suggest that the dimensions of psychological distance share a common, interchangeable meaning and that the difference for representation and judgment between far and further may be rather trivial.

Symposia Session B2

DOMINANCE: PERCEPTION, MOTIVATION, AND BEHAVIOR

Friday, January 28, 11:15 am - 12:30 pm, Room 6

Chair: Michael Robinson, North Dakota State University

Speakers: Andrew Elliot, Henk Aarts, Nicole Mead, Allan Mazur

Dominance is perhaps the central variable governing the lives of non-human social animals (dogs, wolves, apes, etc.). Dominant individuals of these species more readily acquire resources and are less stressed and better able to compete in intra-sexual and inter-sexual realms. Our understanding of the importance of dominance to human psychology is

limited, however. The four talks of this symposium reflect state-of-the-art research applying the dominance construct to human psychology. The first talk investigates perceptions of male dominance and shows that they are facilitated by the color red, a potentially evolved signal of dominance. Females view red-wearing males as more attractive and this effect is mediated by perceptions of dominance. The second talk suggests that the link between anger and behavioral approach is context-dependent, as it is facilitated particularly within a reward-primed context. Implications for understanding the contextual nature of dominant behavior will be discussed. The third talk investigates the psychological outcomes associated with dominant leadership, finding that they vary by several variables. Dominant leaders balance multiple goals and priorities in retaining their power and its benefits to the self. The fourth talk investigates the outcomes of dominance contests among competing humans, finding such outcomes to be largely covert in nature and mediated by stress-related physiology. Implications for understanding similarities and differences across non-human and human social species are discussed. In total, the four talks illustrate the importance of dominance in governing the social lives of human beings, its subtle and covert processes, and its mechanisms and boundary conditions.

ABSTRACTS

RED AND DOMINANCE IN PERSON PERCEPTION Andrew Elliot¹, Markus Maier²; ¹Rochester University, ²State University of New York at Stony Brook – Male red is linked to dominance in several non-human primate species. In the present talk I present several experiments testing whether the link between male red and dominance holds for humans. In one series of experiments, pictures of male targets wearing red (or a control color) were presented to female participants who rated the targets on both dominance and physical attraction. Males wearing red were perceived as more dominant, and were considered more attractive. In another series of experiments, pictures of male targets wearing red (or a control color) were presented to male participants who rated the targets on dominance. Again, males wearing red were perceived as more dominant. These studies show intriguing links across human and non-human primates in the signal properties of red; red can represent an ornament (in females viewing males) or an armament (in males viewing other males) in person perception.

CAN THAT BE MINE? REWARD CONTEXT TURNS AVOIDANCE RESPONSES TO ANGER-RELATED OBJECTS INTO APPROACH Henk Aarts¹; ¹Utrecht University – Anger is a dominance-based emotion that can elicit avoidance as well as approach motivation. The present talk presents a series of experiments that offer new evidence of this special status of anger by testing the ignored role of reward context in potentiating approach rather than avoidance responses to objects associated with anger. In these experiments, angry or neutral facial expressions were paired with common objects outside participants' conscious awareness, and motivational responses to the objects were assessed. Results showed that anger-related objects increase approach motivation towards objects when responding is framed in terms of rewards that one can obtain, while avoidance motivation occurs in the absence of such a reward context. These findings point to the importance of reward context in modulating people's responses to anger and, more generally, in understanding people's dominance-related behavior.

THE ESSENTIAL TENSION BETWEEN LEADERSHIP AND POWER: WHEN LEADERS SACRIFICE GROUP GOALS FOR SELF-INTEREST Nicole Mead¹, Jon Maner²; ¹Tilburg University, ²Florida State University – Leaders are a universal feature of human societies because they are integral for facilitating group coordination and success. Upon getting a taste of power, however, some leaders may be driven to try to solidify that power, even at the expense of group success. In the first set of experiments, we identified personality and situational factors that determine whether power is wielded in the service of self-interest or group success. Leaders high (but not low) in dominance motivation performed actions

that prioritized their power and consequently jeopardized group success, but only when the hierarchy was unstable and power could be lost. When the hierarchy was stable, leaders behaved in accordance with group goals. In a second set of experiments, we began to identify the psychological mechanisms that account for these findings. Rather than viewing other group members as allies, dominant leaders come to view group members as potential threats to be subordinated. Consequently, dominant leaders tighten their control over group members, such as by increasing their close supervision of group members. Notably, this selfishness among dominant leaders was eliminated by the presence of a competing outgroup; when an outgroup was present, even dominant leaders viewed their group members as allies and prioritized group success. Overall, findings provide insight into how leaders navigate the tension between leadership and power.

THE STRESS MECHANISM IN DOMINANCE CONTEXTS Allan Mazur¹; ¹Syracuse University – In face-to-face encounters, humans often compete for high status though the manipulation of stress. Each contestant stresses the other until one effectively "surrenders" to relieve felt stress, essentially ceding high status to the other contestant. Occasionally this occurs in very overt, dramatic confrontations, but far more usually, it is a subtle and polite process, one that the contestants are barely aware of. I combine some movie scenes of dominance contests and experimental results to illustrate dominance contests and suggest the underlying physiology that is intrinsic to the process. Dominance contests occur across primate species, but in humans have the important addition of language as a vehicle for stressing the opponent or of relieving felt stress in oneself.

Symposia Session B3

EXPLORATIONS IN REGIONAL PSYCHOLOGY

Friday, January 28, 11:15 am - 12:30 pm, Room 7

Chair: Peter Rentfrow, University of Cambridge

Speakers: Cindy K. Chung, Peter J. Rentfrow, Richard E. Lucas, Markus Jokela

There is overwhelming evidence that attitudes, values, and behaviors are geographically clustered. In the United States, for example, there are regional differences in ideology, health, wealth, and cultural diversity. Although such regional differences are usually the focus of research in political science, epidemiology, macroeconomics, and social geography, there are good reasons for social/personality psychologists to take notice. Indeed, several of the domains known to vary across regions are linked to basic social and personality processes. For instance, political ideology is linked to personality, physical health is related to psychological stress, and contact with minority groups affects attitudes about race. Such connections make it reasonable to suppose that there may be regional psychological differences. This symposium discusses recent developments in regional psychology and highlights some of the advantages that such a perspective offers. Chung and Pennebaker present evidence indicating that regional differences in values and beliefs are related to indicators of health and well-being. Rentfrow presents evidence for regional differences in personality and discusses how a regional perspective can broaden our understanding of basic personality processes. Lucas and Lawless examine regional variation in psychological well-being and present evidence that it is linked to important social, economic, and health indicators. Jokela presents research concerned with selective residential migration and discusses how personality affects whether people move and in which regions they choose to move. Together, these presentations demonstrate how a regional perspective can inform our understanding of the broader social factors that shape behavior.

ABSTRACTS

GEOGRAPHICAL VARIATIONS IN BELIEFS: VALIDATION OF THEMES IN 'THIS I BELIEVE' ESSAYS Cindy K. Chung¹, James W. Pennebaker¹, Peter J. Rentfrow²; ¹The University of Texas at Austin, ²University of Cambridge – How are beliefs expressed in geographical indicators of wealth, crime, health, personality, and well-being? We analyzed a corpus of 37,315 open-ended statements of the values and beliefs that guide people's daily lives archived on www.thisibelieve.org. A computerized text analysis technique that consists of a principal components analysis of word use, the Meaning Extraction Method (MEM), was used to semi-automatically extract themes from the essays. Regression-based factor scores were averaged by zip code to assess the degree to which themes were mentioned in each American state. Factor scores were correlated with state-level statistics from the Census Bureau, large-scale personality studies, the Center for Disease Control, the Federal Bureau of Investigation, etc. The emergent patterns revealed validity for the MEM-derived belief topics: states that discussed illness (e.g., hospital, doctor, disease, health) in their belief essays had lower life expectancy, higher rates of deaths due to heart disease, cancer, and HIV, and higher state-levels of neuroticism; states that discussed religion (e.g., god, church, Christian, religion) had a larger percentage of children who attend religious services weekly, and higher state-levels of conscientiousness; states that discussed blessings (e.g., smile, joy, gift, precious) had lower rates of suicide; states that discussed community (e.g., friend, meet, town, community) had more eating and drinking venues and more movie theaters per capita. The findings are consistent with theorizing about MEM-derived factors of narrative as reflecting Personal Constructs. We discuss how geographical variations in beliefs, attitudes, illness narratives, personality, and other dimensions might be assessed in open-ended texts.

MAPPING THE PERSONALITY OF AMERICA Peter J. Rentfrow¹; ¹University of Cambridge – Everybody knows that New Yorkers are outspoken, neurotic, and always in a hurry, and that Texans are slow-talking, friendly, and proud members of the National Rifle Association. Obviously such characterizations are nothing more than stereotypes, but they raise the question of whether there really are psychological differences across the US. Recent research suggests there are statewide differences in personality and that those differences are linked to a host of important social indicators. However, that work was based on one sample so the robustness of the findings is unclear. Using data from over 1.5 million respondents from five independent samples, I examined the reliability and validity of state-level personality. Analyses of the convergent validity of the state-level personality scores revealed a considerable level of convergence for each of the Big Five personality domains, with Conscientiousness displaying the least and Openness displaying the most convergence across samples. Consistent patterns of relationships across samples were observed between the state-level personality domains and conceptually relevant social indicators. For example, state-level Agreeableness was negatively related to rates of violent crime and positively related to community involvement; state-level Neuroticism was negatively related to psychological well-being and positively related to rates of cancer and mental illness; and state-level Openness was negatively related to votes cast for conservative politicians and positively related to markers of cultural diversity. Overall, these findings indicate that state-level personality is a robust and stable construct.

WHICH STATES ARE REALLY THE HAPPIEST? Richard E. Lucas¹, Nicole M. Lawless¹; ¹Michigan State University – Psychologists and economists have increasingly called for a greater focus on self-reported well-being judgments, noting that they are relatively easy to collect and provide unique information about quality of life that cannot be captured by existing objective indicators. One way that such measures can be used is to assess regional differences in well-being and to identify characteristics of these regions that are associated with well-being. If subjective measures are associated with objective features of the environment, then information about which objective factors matter most could be used to develop

policies that improve the quality of life of individuals and communities. Recently, two different studies (Rentfrow et al., 2009; Oswald & Wu, 2009) have used extremely high quality survey data to assess the well-being of the U.S. states. However, the rankings of states across the two studies diverge dramatically, correlating just .11 with one another. The current study re-analyzes the data that Oswald and Wu used, with the aim of explaining the discrepancies in state well-being rankings across these studies. Our analyses show that the control variables that Oswald and Wu used lead to misleading and potentially problematic results. For instance, according to Oswald and Wu's index, the happiest states are those with low incomes, high poverty, low educational attainment, high rates of disability and divorce, poor health, and high rates of death from a variety of health conditions. Concerns about Oswald and Wu's analytic strategy, along with alternative ways of quantifying regional well-being, are discussed.

PERSONALITY AND SELECTIVE RESIDENTIAL MOBILITY Markus Jokela¹; ¹University of Helsinki – How do people decide which kind of residential locations to move? Demographers have studied residential mobility extensively in relation to demographic and socioeconomic factors, such as age, sex, and education, but very little is known about psychological factors in guiding selective residential mobility. Here I review recent studies showing how personality traits influence people's choices of residential locations, e.g., between urban and rural areas. Using prospective longitudinal data from the Young Finns study, I then present new results of personality and mobility with more specific indicators of residential characteristics than have been used in previous studies. These data give clues to the environmental characteristics that are most important in creating associations between personality and selective residential mobility.

Symposia Session B4

TOWARD AN IMPORTANT ROLE FOR MINDFULNESS IN SELF-REGULATION: FINDINGS FROM PERSONALITY AND EXPERIMENTAL SOCIAL PSYCHOLOGY

Friday, January 28, 11:15 am - 12:30 pm, Room 217 A-B

Chair: Brian P. Meier, Gettysburg College

Co-Chair: Ernest S. Park, Cleveland State University

Speakers: Michael Robinson, Robert Goodman, Brian Meier, Kirk Brown

Many personal and societal problems (e.g., overeating, alcohol abuse, aggression, etc.) have been linked to failures in self-regulation (Baumeister, Heatherton, & Tice, 1994). Understanding why self-regulation failures occur is thus a pressing concern. The literature has tended to emphasize ego "strength" as an explanatory concept, finding that self-regulation failures are more likely to the extent that the ego has been depleted. The work presented in this symposium offers a complementary perspective by illustrating how awareness can enhance self-regulation in domains where failures are common. This symposium centers on mindfulness, a state/trait characterized by a focused attention and awareness of present experiences. Mindfulness may allow individuals to better monitor their behaviors and the associated consequences, thereby facilitating adaptive responding. The talks of the symposium converge on this point using a variety of paradigms and measures. Robinson's work reveals that mindfulness both mediates and moderates the pernicious behavioral consequences of the personality trait of neuroticism. Goodman shows induced mindfulness reduces salience of self-relevant concepts, aiding executive control following social exclusion feedback. Meier's research shows that both induced and trait mindfulness are associated with reduced calorie consumption when confronted with appealing yet unhealthy snacks. Brown's research reveals that mindfulness decreases the maladaptive responses associated with social threats involving romantic partners, peers, and mortality salience. In addition to converging on the importance of mindfulness to self-regulation, the symposium can be viewed as somewhat of a "coming out party" for one of the most exciting constructs introduced to the personality-social literature in the last decade.

ABSTRACTS

IF NEUROTICISM IS THE POISON, MINDFULNESS IS THE ANTIDOTE: FINDINGS FROM PERSONALITY STUDIES Michael Robinson¹, Adam Fetterman¹, Scott Ode¹; ¹North Dakota State University – Neuroticism is a

personality factor associated with a wide variety of negative emotional, behavioral, and health-related outcomes. Such relations are usually viewed as temperament-related and potentially inevitable. The present studies (total N = 515) show that this is not the case among high mindful individuals. In a first set of three studies, relations between neuroticism and behavioral dysregulation (either high impulsivity or low self-control) were fully mediated by mindfulness, suggesting that issues of attention and awareness – as captured by the mindfulness construct – explain why neurotic individuals often engage in problematic behaviors (overeating, self-harming, etc.). These studies also indicate that mindfulness, to the extent that it can be facilitated, should be beneficial to the healthy self-regulation of behavior, a theme characterizing all talks of the proposed symposium. In a second set of studies, it was found that neuroticism was a far less consequential predictor of depression and aggression to the extent that individuals were relatively more mindful. Indeed, high levels of aggression were particular to neurotic individuals who were non-mindful. Attention and awareness concerning potential problematic outcomes are viewed as key to mitigating them, explaining why high levels of mindfulness are so efficacious at high levels of neuroticism. Such findings are all the more remarkable because mindfulness itself (a) is a cognitive rather than temperamental variable, (b) is defined in terms of processes rather than outcomes, and (c) can be trained. The mindfulness construct can thus be viewed as a major addition to the personality literature.

MINDFULNESS ENHANCES EXECUTIVE CONTROL BY REDUCING THE CENTRALITY OF THE SELF Robert Goodman¹, Ernest Park¹; ¹Cleveland State University – Theorists suggest that mindfulness, an open and receptive form of present-centered awareness, is adaptive because the centrality of the self is reduced and situations are experienced with fewer ego-threats and self-biases. While research shows numerous benefits accompany mindfulness, several theoretical assumptions regarding the role of self remain untested. One aim of this study was to investigate whether state mindfulness reduces the salience of self-relevant concepts. Participants performed a lexical-decision task (LDT) that included items from a previously completed personality inventory to assess the accessibility of self-related thoughts. As expected, those induced to be mindful were slower than controls at identifying words self-rated as personally descriptive, suggesting that mindfulness expands consciousness beyond the self. These effects were self-specific in nature. We further hypothesized if the self is less salient, ego-threatening feedback should cause less interference with self-regulation, leaving mindful participants better able to control their behavior after negative feedback. All participants received exclusion feedback indicating they would be alone later in life, completed an affect measure, and performed a dichotic listening task to measure executive control. Mindful participants felt more negative affect, suggesting greater willingness to confront rather than avoid ego-threats. Additionally, it was found that mindful participants whose self was less accessible performed significantly better at the dichotic listening task, an established measure of executive control. For controls, self-salience had no impact on self-regulation. These findings suggest that mindful states aid executive control and potentially self-regulation by reducing the centrality of the self.

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MINDFUL EATING: STATE AND TRAIT MINDFULNESS REDUCE CALORIE CONSUMPTION Brian Meier¹, Linda Donatoni¹; ¹Gettysburg College –

Approximately 68% of Americans are obese or overweight. This number is troubling because obesity undermines well-being and life expectancy. There are important social factors related to food intake, some of which implicate self-regulation processes. For example, people consume more calories when socializing versus alone, when food servers are thin versus

obese, and when food containers are large versus small. Overeating can reflect a focus on social and situational cues rather than hunger and satiation cues. This project proposes mindfulness as a means of enhancing eating-related self-regulation. In state and trait terms, mindful individuals are expected to consume fewer calories because they are more aware of consumption quantity and satiation cues. Sixty participants completed a measure of dispositional mindfulness. Days later, participants were randomly assigned to a mindful or non-mindful relaxation task. Participants in the mindful condition performed a mindful body scan by focusing attention on their breathing and body. Participants in the non-mindful condition were instructed to relax, an appropriate control condition guarding against relaxation states per se. In a second, supposedly unrelated taste-rating task, participants were encouraged to eat popular snack foods (M&Ms, pretzels, and almonds) in as large a quantity as necessary to rate the products. Mindful participants ate significantly fewer calories (24% less) than non-mindful participants. Furthermore, trait mindfulness was significantly negatively correlated with calorie consumption as well. The results reveal that mindfulness, whether conceptualized as a state or trait, facilitates healthy eating, a critical focus for the "epidemic" of obesity and theories of self-regulation more generally.

THE MINDFUL REGULATION OF BEHAVIOR IN SOCIAL THREAT CONTEXTS Kirk Brown¹; ¹Virginia Commonwealth University – Predominant theories of self-regulation concern an appropriate structuring of thoughts about, and evaluations of, self, psychological experience, and behavior. Such approaches give primacy to the ego identity as a basis for adaptive functioning and well-being. Yet when rooted in ego-striving, in which there are psychological experiences to gain, maintain, and eliminate, people have an inherent vulnerability to dysregulation and discontent. An alternative approach to self-regulation, presented by organismic and related theories argues that mindfulness permits more fully informed responses by facilitating adaptive responses to self-relevant experiences. Threats to self-regulation are common in interpersonal contexts; correlational and experimental findings from three recent social stress studies with healthy college students will be presented to show that mindfulness encourages openness to unpleasant, ego-threatening events and experiences in ways that foster adaptive interpersonal behavior and well-being. The three studies concern intimate partner, peer, and outgroup regulatory threats. In Study 1, 114 romantic partners higher in trait mindfulness reported lower anxiety, hostility, and showed fewer maladaptive communication behaviors in a laboratory-based couple conflict discussion. In Study 2, 40 students higher in trait mindfulness and randomized to the Trier Social Stress Test showed lower cortisol and negative emotion responses during and after the task than those less mindful. In Study 3, 96 students higher in mindfulness and randomized to a mortality salience induction evidenced greater voluntary exposure to this existential threat and subsequently lower worldview defense against an outgroup member. Discussion will emphasize how mindfulness can promote hypo-egoic self-regulation and its associated emotional and interpersonal benefits.

Symposia Session B5

INTEGRATING LIFE HISTORY THEORY AND PSYCHOLOGY: IMPLICATIONS FOR DECISION-MAKING, PERSONALITY, ROMANTIC RELATIONSHIPS, AND PARENTING

Friday, January 28, 11:15 am - 12:30 pm, Room 217 C-D

Chair: Vidas Griskevicius, University of Minnesota

Speakers: Vidas Griskevicius, Bruce Ellis, Omri Gillath, Jeffrey Simpson

Life history theory (LHT), an inter-disciplinary framework developed in evolutionary biology and behavioral ecology, explains how and why living organisms, including humans, allocate resources across the lifespan. Although a great deal of support has been found for LHT in animal behavior, anthropology, and developmental psychology, the myriad social psychological and personality ramifications of the theory are only beginning to be explored. This symposium contains four talks that show-

case how LHT can help us better understand various phenomena within social psychology and personality. Griskevicius examines experimentally how specific ecological cues predicted by LHT influence decision-making. He finds that the same ecological cues have very different effects on financial decisions and delay of gratification, depending on people's childhood environments. Ellis investigates the major ways in which childhood environments can differ. As predicted by LHT, he finds that two dimensions of childhood environments differentially predict parenting styles, adult mental health, and adolescent sexual behavior. Gillath draws on LHT to examine how childhood experiences influence adult romantic relationships. In several experiments, he finds that attachment styles are systematically related to specific mating strategies. Finally, Simpson presents data on how LHT relates to personality. He discusses how LHT generates novel insights into why certain personality traits exist, why people score differently on certain traits, and why certain traits cluster together. Viewed together, the talks reveal why life history theory can be such an important organizing and integrative framework for research in social and personality psychology.

ABSTRACTS

INFLUENCE OF MORTALITY AND SOCIOECONOMIC STATUS ON RISK AND TIME PREFERENCES: A LIFE HISTORY APPROACH Vidas Griskevicius¹, Joshua Tybur², Andrew Delton³, Theresa Robertson³; ¹University of Minnesota, ²University of New Mexico, ³University of California, Santa Barbara – Why do some people take risks and live for the present, while others avoid risks and save for the future? The evolutionary framework of life history theory predicts that risk and time preferences should be influenced by mortality and resource scarcity. A series of experiments examined how mortality cues influenced decisions involving risk preference (e.g., \$10 for sure vs. 50% chance of \$20) and time preference (e.g., \$5 now vs. \$10 later). The effect of mortality depended critically on whether people grew up in a relatively resource-scarce or resource-plentiful environment. For individuals who grew up relatively poor, mortality cues led them to value the present and gamble for big immediate rewards. Conversely, for individuals who grew up relatively wealthy, mortality cues led them to value the future and avoid risky gambles. Overall, mortality cues appear to shift individuals into different life history strategies as a function of childhood socioeconomic status, suggesting important implications for how environmental factors influence economic decisions and risky behaviors.

ENVIRONMENTAL DETERMINANTS OF LIFE HISTORY STRATEGY: DISTINGUISHING HARSHNESS AND UNPREDICTABILITY Bruce Ellis¹, Jay Belsky², Gabriel Schlomer¹; ¹University of Arizona, ²Birkbeck University of London – Life history theory delineates environmental harshness and unpredictability as fundamental influences on parental investment and associated development of life history strategy (patterns of sexual and reproductive behavior) in offspring. To examine the unique contributions of these factors, data were collected on a representative, national sample 1364 mothers and their newborn children (NICHD Study of Early Child Care and Youth Development), who were then followed prospectively through age 15. Harshness was operationalized as socioeconomic status (income-to-needs ratio) in the first five years of life. Unpredictability was indexed by residential changes, parental transitions, and parental job changes during this same period. The main outcome variables were behavioral observations of maternal sensitivity (parental investment) at ages 6-8 years and levels of adolescent sexual activity at age 15 (number of oral and vaginal sex partners). Maternal depressive symptoms were examined as an intervening variable. The data were analyzed through structural equation modeling. Results indicated that harshness and unpredictability each uniquely undermined maternal mental health and parental investment and, through it, were linked to development of more precocious sexual behavior in adolescents. These results are consistent with the life history theoretical model and highlight the importance of distinguishing between exposures to harsh and unpredictable environmental conditions in regulating paren-

tal investment and early development of life history strategy. These findings suggest that early exposures to unpredictable or fluctuating home environments may play an especially important role in structuring patterns of sexual and romantic behavior in adolescence.

UNDERSTANDING SEXUAL MATING STRATEGIES VIA ATTACHMENT AND LIFE HISTORY THEORIES

Omri Gillath¹; ¹University of Kansas – According to life history theory, an adult's childhood relationship experiences and resulting attachment style affect his or her preference for short- and long-term sexual mating strategies. Two studies were conducted to examine the effects of dispositional attachment style and experimentally induced attachment security or insecurity on preferences for short- and long-term mating strategies. Preferences were assessed using self-report and behavioral measures. The results indicated, in line with theory-based predictions, that attachment security, either dispositional or situationally influenced, was associated with a stronger preference for a long-term mating strategy and a weaker preference for a short-term strategy. Attachment insecurity, especially attachment-related avoidance, was associated with the reverse pattern of preferences. Implications for life history theory and attachment theory, and for the interplay between the attachment and sexual behavioral systems, are discussed.

EVOLUTION, LIFE HISTORY THEORY, AND PERSONALITY

Jeffrey Simpson¹, Vladas Griskevicius¹, John Kim¹; ¹University of Minnesota – Evolutionary theories have a great deal to offer personality psychology. In this talk, we discuss how Life History Theory specifically is capable of generating novel and important insights into why certain personality traits exist, why people score differently on certain traits, and why certain traits cluster together more than others. We then report a study that indicates how different mating strategies (indexed by individual differences in sociosexuality) correlate with different personality traits, and we discuss how and why certain trait configurations should have facilitated the successful enactment of different mating strategies, particularly in evolutionary environments. We suggest that evolutionary thinking offers novel insights because it addresses deeper "why" questions that address the ultimate origins, purposes, and functions of specific traits or behaviors. We conclude that the field of personality is well-positioned to take full advantage of one of the most powerful sets of ideas in the social and life sciences – the modern evolutionary perspective.

Symposia Session B6

EMOTIONAL FLEXIBILITY IN RISK AND RESILIENCE

Friday, January 28, 11:15 am - 12:30 pm, Room 214 A-B

Chair: Christian Waugh, Wake Forest University

Co-Chair: Renee Thompson, Stanford University

Speakers: Christian Waugh, George Bonanno, Cecilia Cheng, Renee Thompson

Part of being resilient is the ability to successfully adapt to ever-changing circumstances. In this symposium we will explore emotional flexibility as one mechanism by which people successfully adapt to these changing circumstances. Significant changes in the environment often involve quick and unpredictable shifts from positive to negative life circumstances, and vice versa. Waugh, Thompson, and Gotlib will present data showing that high trait resilience is associated with the capacity to flexibly produce context-dependent emotional and physiological responses to these positive and negative events. Bonanno and Westphal will extend this research to real-world outcomes by presenting data that a specific type of emotional flexibility – expressive flexibility – predicts resilience to stressors like the 9/11 terrorist attacks and the death of a loved one. Moving beyond the concept of emotional flexibility as one particular coping strategy, Cheng, Kogan, and Chio will describe the mental health benefits of being flexible in one's coping style. Finally, Thompson et al. will present experience sampling data examining variability in negative and positive affect in depressed and nondepressed individuals. In sum, the speakers in this symposium will present data from a number of different perspectives using diverse methodologies that converge on the

formulation that emotional flexibility is a key mechanism underlying resilience and adaptation to life's ever-changing circumstances.

ABSTRACTS

FLEXIBLE EMOTIONAL RESPONSIVENESS IN TRAIT RESILIENCE

Christian Waugh¹, Renee Thompson², Ian Gotlib²; ¹Wake Forest University, ²Stanford University – Field studies and laboratory experiments have documented that a key component of resilience is emotional flexibility – the ability to respond flexibly to changing emotional circumstances. In the present study we tested the hypotheses that resilient people exhibit emotional flexibility: a) in response to frequently changing emotional stimuli; and b) across multiple modalities of emotional responding. As participants viewed a series of emotional pictures, we assessed their self-reported affect, facial muscle activity, and startle reflexes. Higher trait resilience predicted more divergent affective and corrugator responses to positive vs. negative pictures. Thus, compared with their low resilient counterparts, resilient people appear to be able to more flexibly match their emotional responses to the frequently changing emotional stimuli. Moreover, whereas high trait resilient participants exhibited divergent startle responses to positive vs. negative pictures regardless of the valence of the preceding trial, low trait resilient participants exhibited divergent startle responses only when the preceding picture was positive. Thus, high trait resilient people appear to be better able than do their low-resilient counterparts to switch their emotional responses from one stimulus to the next. The present findings broaden our understanding of the mechanisms underlying resilience by demonstrating that resilient people are able to flexibly change their affective and physiological responses to match the demands of frequently changing environmental circumstances.

EXPRESSIVE FLEXIBILITY

George Bonanno¹, Maren Westphal¹; ¹Columbia University – Considerable evidence suggests that emotional expression plays an important role in health and well-being, while emotional suppression appears to be maladaptive. However, research and theory also suggest that expressing emotion can also be costly and that in some contexts emotional suppression is salubrious. The research program we describe in this talk is based on the premise that emotional expression and suppression each come with both costs and benefits, and that successful adaptation depends on the flexibility to modify emotional expression in accord with situational constraints (Bonanno et al., 2004). We describe an experimental laboratory task to measure expressive flexibility (EF). Participants viewed evocative pictures on a computer monitor and rated their own affective responses. Participants were also told that another participant would try to guess their emotion from a remote location and that on different trials they should either enhance or suppress their emotional expression, or behavior normally. We then calculated enhancement and suppression ability relative to participant's own baseline expressiveness, as well as an overall EF score. Our studies show that expressive flexibility prospectively predicted better long-term adjustment among New York City college students following the September 11th attack (Bonanno et al., 2004), and more recently among college students exposed to other stressful life events (Westphal et al., 2010). In another study, we showed that bereaved individuals with prolonged grief had less EF ability than matched samples of bereaved adults who were no longer symptomatic and married (nonbereaved) adults (Gupta & Bonanno, in press).

TEMPORAL CHANGES IN COPING FLEXIBILITY AND PSYCHOLOGICAL ADJUSTMENT TO LIFE TRANSITION: INTRA- AND INTER-INDIVIDUAL ANALYSES

Cecilia Cheng¹, Aleksandr Kogan¹, Jasmine Hin-man Chio¹; ¹University of Hong Kong – Transition to campus life is a stressful experience commonly faced by first-year university students. Social-cognitive theories postulate coping flexibility as an asset for adjustment to the ever-changing environment. Our study examined temporal stability in coping patterns in the context of transition to university life. In this study, we predicted that the coping pattern of some individuals may

remain largely the same over time because their coping style may be more influenced by stable personality characteristics, whereas the coping pattern of others may change over time. We thus investigated both intra-individual and inter-individual differences in pattern of coping flexibility over time. We adopted a multiple-phase longitudinal design to investigate the relationships between coping flexibility and depression in this stressful life transition. Participants were 118 Chinese first-year undergraduates. Measures of coping flexibility and depressive symptoms were administered at each of four time points over an eight-month period. Results revealed individual differences in temporal changes in coping pattern. For participants with a low level of coping flexibility, their longitudinal coping profiles remained largely stable over the period. However, for participants with a moderate level of coping flexibility, the longitudinal coping profiles of some remained largely stable but those of others tended to change over time. Compared to participants whose longitudinal coping profile remained stable, those who displayed greater coping flexibility also reported a decrease in depression symptoms over time.

AFFECTIVE INSTABILITY: EXPERIENCES OF DEPRESSED AND NEVER-DEPRESSED INDIVIDUALS Renee Thompson¹, Jutta Mata², Susanne Jaeggi³, Martin Buschkuhl³, John Jonides³, Ian Gotlib¹; ¹Stanford University, ²University of Basel, ³University of Michigan - Ann Arbor – We examined variability in affect over a one-week period in 53 diagnosed depressed and 53 never-depressed individuals recruited from the community. Participants carried hand-held electronic devices for seven days and were prompted at random intervals eight times a day to answer questions assessing current negative affect and the occurrence of negative events. Variability in affect was computed using mean square successive difference scores aggregated across the week of participants' experience sampling data. Compared to never-depressed participants, depressed participants reported greater variability of negative affect. In fact, variability of negative affect predicted group membership, even after controlling for baseline levels of negative affect. Depressed participants also reported a greater number of negative events than did never-depressed participants. Importantly, the occurrence of negative events was not related to variability in negative affect after controlling for baseline levels of negative affect. Given the negative cognitive biases that have been documented in depression, it will be important in future research to examine depressed persons' perceptions and interpretations of events in addition to the frequency of events. This will help to gain a better understanding of the foundations of the greater variability in negative affect found in the present study to characterize depressed individuals.

Symposia Session B7

CHARACTER COUNTS: PERSON-CENTERED APPROACHES TO MORAL JUDGMENT AND DECISION MAKING

Friday, January 28, 11:15 am - 12:30 pm, Room 214 C-D

Chair: David Tannenbaum, UC Irvine

Co-Chair: David Pizarro, Cornell University

Speakers: David Tannenbaum, Yoel Inbar, Geoffrey P. Goodwin, Fiery Cushman

When it comes to moral judgments, we care not only about what people do (do they act in accordance with a set of moral rules?), but also about who they are (do they exhibit good moral character?). However, traditional approaches to moral judgment have focused far more on the evaluation of acts ("act-centered" judgments) than on the evaluation of moral character ("person-centered" judgments). This symposium gathers recent research that identifies the central role of person-centered judgments in moral psychology, and provides explanations to findings that may otherwise seem puzzling from standard act-based approaches. Tannenbaum, Uhlmann, and Diermeier present evidence that some acts producing negligible material harms are nonetheless viewed as morally reprehensible because they serve to signal that an agent has a callous moral character. In a similar vein, Inbar and Pizarro identify circumstances whereby people blame agents who profit from incidental misfor-

tune (i.e., the agent played no role in bringing the harm about) because such acts signal negative information about the agent's underlying desires. Goodwin, Gromet, and Darley report evidence that the identification of a person as evil depends not just on the presence of harmful acts, but also on whether the person takes pleasure engaging in such acts. Finally, Cushman investigates the scope of person-centered judgments, implicating them in inferences of future behavior, decisions about affiliation and friendship, and even predictions about the wrath of God.

ABSTRACTS

MORAL SIGNALS, PUBLIC OUTRAGE, AND IMMATERIAL HARMS David Tannenbaum¹, Eric Luis Uhlmann², Daniel Diermeier²; ¹University of California, Irvine, ²Northwestern University – Public outrage is often triggered by acts that have relatively negligible consequences. A well-known example involves corporate salaries and perks: they often generate public outrage and yet, their financial cost is relatively minor. Why do "small" acts elicit such "big" reactions? We investigated the hypothesis that strong moral reactions can occur when relatively harmless acts provide highly diagnostic information about moral character. Study 1 examines the feasibility of such an explanation by first demonstrating that assessments of moral character can be made separately from evaluations of acts (Study 1). Studies 2 and 3 then demonstrate that character-based cues can directly influence judgments of blame. In Study 2, participants preferred a manager who caused more harm (by cutting employee vacation days) to a manager who caused less harm, but only when doing so was believed to be informative about his moral character. In Study 3, participants reacted negatively to a CEO when he requested a frivolous perk as part of his compensation package, and preferred to hire a more expensive candidate instead. When the same compensation package (in terms of cost) did not include a frivolous perk, participants no longer saw the request as informative about moral character and instead expressed a preference to hire the cheaper candidate.

BLAME WITHOUT RESPONSIBILITY Yoel Inbar¹, David A. Pizarro²; ¹Tilburg University, ²Cornell University – We identify a novel set of circumstances under which people blame actors for harmless acts. According to standard psychological theories of blame, a fundamental requirement of an ascription of blame is causal responsibility—one's action must cause a bad outcome in order to be considered blameworthy (Fincham & Shultz, 1981; Shaver, 1985; Weiner, 1995). Of course, unsuccessful attempts to cause harm are also condemned, but such acts at least involve the intention to bring about a bad outcome (Cushman, 2008). In the current research, we identify a class of acts that meet neither of these standards but that nonetheless elicit blame. In four studies, we find that people blame agents who profit from harm that would have occurred regardless of the agent's behavior—for example, an investor who profits because he bets against a company's stock or a fund manager who buys bonds that pay off if an earthquake strikes a third-world country. We further show that people object to these acts even when no harmful outcome actually occurs, and that this effect is not the result of "magical thinking" about the agent's ability to cause harmful outcomes. Rather, people see these acts as objectionable—and condemn those who engage in them—because of what they are seen to signal about the agent's underlying desires. Putting oneself in a position to profit from harm is seen as a signal of immoral underlying desires, leading to blame for the action as well as negative evaluations of the actor's global character.

PLEASURE AT ANOTHER'S PAIN: THE INFLUENCE OF HEDONIC STATES ON ATTRIBUTIONS OF EVIL Geoffrey P. Goodwin¹, Dena M. Gromet¹, John M. Darley²; ¹University of Pennsylvania, ²Princeton University – How do we know if a person is evil? We investigated what factors influence people's viewing a harm-doer as evil. We focused on actors' valuing of their harm-doing alongside their devaluation of human life by manipulating their hedonic experience prior to and during the commission of harmful acts. Two studies investigated the hypothesis that the pleasure associated with harmful acts shapes whether, and to what extent, people view

an actor as evil. Studies 1 and 2 demonstrated that actors who commit serious harms are seen as evil when they either anticipated experiencing or actually experienced pleasure, as well as when they committed additional egregious wrong acts (communicating that they found harming pleasurable). Study 2 further illustrated the importance of hedonic experience to evil judgments – even when people did not cause harm themselves, they were viewed as evil if they took pleasure in another's demise. Study 2 also demonstrated that judgments of evil, but not judgments of morality more generally, are related to people's support for the death penalty. Implications for how people view harm-doers are discussed.

THE SCOPE OF PERSON-CENTERED JUDGMENTS: PREDICTION, AFFILIATION, RELIGION AND BEYOND Fiery Cushman¹; ¹Harvard University – As decades of research attest, when making a moral judgment we assess the perpetrators beliefs (did he think he would cause harm?), desires (did he want to cause harm?) and causal responsibility (did he actually cause harm?). Past research shows that act-centered moral judgments rely largely on beliefs: If a person believed he would cause harm, his action was wrong. Punishment judgments show an additional, substantial reliance on causal responsibility: The degree of punishment is strongly influenced by the actual amount of harm caused. The present study demonstrates that person-centered moral judgments show a uniquely strong reliance on desires: What makes someone a bad person is the desire to cause harm. Thus, the relative weight placed on beliefs, desires and causal responsibility serves a signature of the type of moral judgment being made: act-based, person-based or punishment, respectively. The present study demonstrates several new judgment types that exhibit the person-centered signature: inferences about future behavior (e.g., will the perpetrator cheat on his taxes this year?), willingness to affiliate (e.g., would you be friends with the perpetrator?), and religious condemnation (e.g., will God punish the perpetrator?). Each of these judgments relies substantially on an assessment of the perpetrator's desires, suggesting that person-centered judgments of character play an important role in structuring diverse aspects of our moral psychology.

Symposia Session B8

UNTANGLING THE WEB: UNDERSTANDING PSYCHOLOGICAL PROCESSES IN THE CONTEXT OF SOCIAL NETWORKS

Friday, January 28, 11:15 am - 12:30 pm, Room 206

Chair: Jerry Cullum, University of Connecticut

Co-Chair: Lindsey Clark Levitan, Stony Brook University

Speakers: Lindsey Clark Levitan, Selin Kesebir, Alysso E. Light, Jerry Cullum

While much recent personality and social psychological theory and research has focused on intra-individual processes, it is also critical to understand how these processes unfold within the broader social context. In particular, understanding the interplay between the individual and those around him or her (i.e., his or her social network) is highly beneficial in accounting for important patterns of thinking, feeling, and behaving that occur in real-world settings. The talks in this symposium demonstrate various ways in which social networks may impact a variety of intrapersonal processes and vice versa, and provide examples of methods for taking social networks into account. Levitan discusses how having network members with a similar level of prejudice to one's own makes that prejudice more stable and more likely to influence one's political views. Light and Visser demonstrate the consequences of social network attitudinal composition for an individual's self-concept clarity and well-being. Kesebir and Oishi examine the social and ecological conditions that give rise to cultural differences in how people prefer to structure their social networks (e.g., loose but many ties vs. tight but few ties). And Cullum and Harton present results from a field study of social networks, showing how health-related behaviors become commonly shared amongst interconnected groups of people over time and how the social observability of a health behavior may facilitate these dynamic

social influence processes. In conclusion, studying social networks can grant us new leverage for studying a variety of processes and phenomena of interest to personality and social psychologists.

ABSTRACTS

SOCIAL NETWORKS AND PREJUDICE STRENGTH: SOCIAL INFLUENCES UPON THE DURABILITY AND IMPACTFULNESS OF INDIVIDUAL-LEVEL PREJUDICE

Lindsey Clark Levitan¹; ¹Stony Brook University – The current research examines the implications of close others' prejudice for the durability and impactfulness of individuals' own prejudice (i.e., "prejudice strength"). Prior research shows that individuals whose network members hold similar attitudes towards a political issue have more durable attitudes than do individuals embedded in more attitudinally heterogeneous networks. It is hypothesized that a similar relation holds with respect to prejudice: individuals' prejudice (or lack thereof) will be more stable over time and exert a greater impact on related political views to the extent that network members are like-minded. Results support these hypotheses. In Study 1, students' level of prejudice toward gays changed more over 3 weeks if their networks included others with initially divergent views about gays than if their network members initially shared their views. The same was true of prejudice toward Muslims. Stability of implicit prejudice followed a similar pattern. Study 2 replicated explicit prejudice results with a nationally representative sample over a longer timespan: individuals' prejudice against gays fluctuated more over 6 months when network members varied in their levels of prejudice than when individuals were surrounded by like-minded others. Additionally, Study 2 shows that individuals' prejudice most influences their political views (e.g., attitudes toward gay marriage) when social network members are similarly prejudiced. Overall, results indicate that close network members influence not just one's level of prejudice, but also the strength of that prejudice, specifically how resistant that prejudice is to change, and how much impact that prejudice has on relevant political views.

OPTIMAL FRIENDSHIP NETWORKS ARE A FUNCTION OF NETWORK STABILITY AND CRISIS FREQUENCY

Selin Kesebir¹, Shigehiro Oishi¹; ¹University of Virginia – What does an optimal friendship network look like? Is it a small, close-knit group of devoted friends or is it a broad group of individuals with few obligations to each other? Using an agent-based simulation (Smith & Conroy, 2007), we illustrate that the optimal friendship network is a function of the socio-ecological setting: Weak ties are optimal in dynamic social settings with few emergencies requiring extensive help from friends. This is the case in a residentially mobile country where mastery over the environment is strong (e.g., United States). In contrast, building a smaller network of deeply involved friendships is the optimal strategy in stable social settings with a higher chance of major crises (e.g. Ghana). The results of the simulation help make sense of the cross-cultural differences in friendship network structures and attitudes towards friendship. For example, Americans report having more friends than Ghanaians, and express favorable attitudes toward forming many friendships. In contrast, in Ghana, where friendships come with significant obligations (e.g. material assistance), people report misgivings about having too many friendships (Adams & Plaut, 2003). More broadly, the current study points to the importance of incorporating socio-ecological settings into psychological theorizing and the value of agent-based modeling for this purpose.

A DIVERSE SOCIAL LANDSCAPE, BUT A BLURRY INSCAPE: SOCIAL NETWORK ATTITUDES AND SELF-CONCEPT CLARITY

Alysso E. Light¹, Penny S. Visser¹; ¹University of Chicago – Previous research on social network attitudes has shown that not only do we shift our attitudes to match those of the important others in our lives, but when our social network members hold a diversity of attitudes, we become less certain and more ambivalent. The present research extends earlier work on social networks to look at consequences beyond the attitude domain. Given the links between attitudes and the self-concept, we hypothesized that social

exposure to diverse attitudes may also have implications for the strength and clarity of the self-concept. We propose two mechanisms by which social network attitudes may impact self-concept clarity—by directly influencing metacognitive certainty, and by increasing the diversity of self-presentations across interaction partners. Through field surveys and nationally representative samples, using measures ranging from self-report to response latencies, our work establishes a robust link between the diversity of attitudes in naturally-occurring social networks and the self-concept clarity of individuals embedded within these networks. People embedded in social networks characterized by a diversity of attitudes report lower self-concept clarity, and show more uncertainty in responding to self-description tasks. These effects are partially mediated by attitude certainty, consistent with a metacognitive certainty mechanism, and moderated by variables that indicate increased self-monitoring, consistent with a social tuning mechanism. Finally, these deficits to self-concept clarity are associated with increased stress, poorer well-being, and worse physical health. These results underscore the impact of social network attitudes, whose consequences extend beyond the attitude domain to affect the confidence and structure of our self-concepts.

SEEING IS BEHAVING: SOCIAL OBSERVABILITY FACILITATES DRINKING AND SMOKING NORM FORMATION WITHIN SOCIAL NETWORKS Jerry Cullum¹, Helen C. Harton²; ¹University of Connecticut, ²University of Northern Iowa

— Tobacco and alcohol use are leading causes of preventable deaths (Mokdad et al., 2004). While most prevention efforts seek to alter an individual's health behaviors, a growing body of research suggests that social networks strongly influence individuals' health behaviors (Christakis & Fowler, 2010), and lead to distinct local norms (i.e., clusters) amongst groups of interconnected people (Nowak et al., 1990). However, past field work on social network processes have not examined factors that facilitate the interpersonal transmission of health behaviors. We hypothesized that behaviors that are more readily observed during social interaction should be more contagious than less observable behaviors and ultimately lead to stronger norms amongst interconnected people. In a field study of newly formed social networks in college residence halls ($n = 907$), we examined dynamic social influence processes (Cullum & Harton, 2007; Latané, 1996) and diffusion processes (Rogers, 1995) in health behaviors. Specifically, we compared drinking alcohol and smoking cigarettes in the rate at which these behaviors were performed with friends vs. alone at the beginning of the semester, and tracked the extent to which these health-related behaviors became shared amongst interconnected residents. Social networks were densely interconnected within "houses" (i.e., half-floor sections). Drinking and smoking clustered by house equally at the start of the semester, but by the end of the semester, the health behavior that was more socially observable (drinking) grew more clustered than the less socially observable health behavior (smoking). Results suggest that network influence processes may be useful in combating unhealthy behaviors.

Symposia Session B9

SYNCHRONY, WARMTH, AND CLOSENESS: THE EMBODIMENT OF AFFILIATION

Friday, January 28, 11:15 am - 12:30 pm, Room 207

Chair: Thomas Schubert, ISCTE - Lisbon University Institute

Co-Chair: Cindy Harmon-Jones, Texas A&M University

Speakers: Cindy Harmon-Jones, Thomas W. Schubert, Margarida V. Garrido, Hans IJzerman

In the current symposium, we confirm and extend recent evidence showing that the social cognition of likeability and affiliation is embodied. The presentations show that subtle cues of synchrony, warmth and closeness influence judgments of closeness and likeability of persons and groups, and investigate the underlying embodied processes. In particular, the first presentation suggests that synchrony as produced by joint playing of rhythmic (vs. arrhythmic) music increases affiliation in terms of judged trustworthiness and competence, and happiness. The second pre-

sentation shows that experiencing a bodily illusion caused by multimodal synchrony changes identification with and evaluation of the synchronized individuals and their groups. The third presentation shows that warmer temperature, physical proximity and pleasant scent promote more positive impressions of a social target. Going beyond demonstrating these effects, the contributions explore the underlying embodied processes. It is proposed that social perception and relations are structured through the perceptual system, without necessarily recruiting conceptual metaphors. In more detail, the third presentation also reports that the links of warmth and closeness to likeability are bidirectional, with social information influencing the estimates of actual physical environment conditions. The final presentation shows that socially excluded (versus included) participants do not only feel cold, but also have lower finger-temperatures; when warmed, excluded individuals felt less bad, confirming the meditational role of temperature. The presentations reflect on the evolved nature of affiliation and the need to understand the interdependence of cognition of affiliation, the human body, and environmental affordances and constraints.

ABSTRACTS

SOCIAL DISPLAY FUNCTIONS OF MUSIC: DISPLAYS OF SYNCHRONY CAUSE INDIVIDUALS TO BE PERCEIVED MORE POSITIVELY Cindy Harmon-Jones¹, Brandon J. Schmeichel¹; ¹Texas A&M University

— The adaptive functions of music have not been clearly established. Music is costly, as humans expend time and energy in skill development and performance. However, some have theorized that music serves as a technology of human social bonding. If music enhances affiliation, the benefits might outweigh the costs. In the current research, small groups of participants were given simple rhythm instruments and asked to play them however they chose. Participants were not explicitly instructed whether to play in synchrony, instead synchrony was manipulated by a confederate who played either rhythmically or arrhythmically. Blind judges rated videotapes of the participants for the degree of musical synchrony displayed. Two studies showed that musical synchrony was greater in the in-rhythm condition, and was associated with higher ratings of being on the same team and competence. These results suggest that musical synchrony increases affiliation in the absence of explicit instructions to behave in synchrony, and that humans are motivated to engage in synchrony. In a third study, we hypothesized that displaying skill in musical synchrony may cause individuals to be perceived as more cooperative. Musical synchrony was greater in the in-rhythm condition, as were ratings of being on the same team, trustworthiness, competence and self-reported happiness. Improvements in musical synchrony from the out-of-rhythm to in-rhythm conditions were correlated with increases in other participants' ratings of feeling on the same team with individual participants. Taken together, these results are consistent with the idea that music increases affiliation.

SYNCHRONY, BODILY OVERLAP, AND SOCIAL CLOSENESS Thomas W. Schubert¹, Hugo Toscano¹, Beate Seibt¹, Mara Mazzurega², Maria-Paola Paladino², Francesco Pavani²; ¹ISCTE - Lisbon University Institute / Centre for Psychological Research and Social Intervention, ²University of Trento

— Synchrony with others is a typical element of communal rituals and has been found to foster cooperation and perceived entitativity. We argue that one of the processes possibly underlying this effect is the way one's representation of the body is updated based in a process that integrates senses from multiple modalities. Synchrony is crucial because it tags what gets integrated in the bodily representation. When the own body is stimulated in synchrony with perceived stimulation of another person's body, representations of the other's and the own body become overlapping (the so-called rubberhand illusion). Because the own body is a crucial part of the self-concept and associated with positive affect, integrating representations of bodies lead to more social overlap and conformity with the other person. Here, we show in two studies that this process also impacts attitudes towards the group the other person belongs to. Participants' hands were brushed in synchrony or asynchrony with per-

ceived brushing of either an ingroup or an outgroup member's hand. Synchronous experiences led to the bodily illusion of felt ownership for the stranger's hand and a sense of overlap to that person. Group membership had little impact on the illusion. After experiencing synchrony with an ingroup member and asynchrony with an outgroup member, participants identified more exclusively with their ingroup, and preferred their ingroup more over the outgroup (compared to experiencing synchrony with an outgroup member and asynchrony with an ingroup member). Overlap of bodily representations is one of the embodiments underlying social identification with groups.

ENVIRONMENTAL FEATURES AS CONSTRAINTS TO AFFILIATION: TEMPERATURE, DISTANCE AND SCENT IN IMPRESSION FORMATION AND JUDGMENT Margarida V. Garrido^{1,2}, Gün R. Semin²; ¹ISCTE- Lisbon University Institute / Centre for Psychological Research and Social Intervention, ²Faculty of Social and Behavioral Sciences, University of Utrecht – Recent developments in psychology entail a systemic view of psychological processes. This view derives from the realization of the interdependence between the material conditions of the environment, the human body, and psychological processes and how they cannot be seen as divorced from a social context in which such interdependence has evolved. This research explores how physical features of environmental contexts (temperature, distance and smell) influence personality impressions and social judgment. The argumentation behind this research derives from considerations about the nature of situated regulatory human interactions and how the distinctive environmental physical features provide a bridge between biological and psychological processes involved in social perception and social interaction. In three studies we investigate the influence of different physical conditions prevailing in environmental contexts upon impression formation and judgments about persons. Specifically, we predicted and found that warmer temperature, spatial proximity, and pleasant odor promote positive impressions and personality judgments of a social target. In a fourth study, we show that the manipulation of a target sociability profile (positive vs. negative) leads to systematic differences in the perceived physical conditions of the environment. Notably, sociable target profiles lead participants to judge the ambient temperature as warmer and the spatial distance between themselves and the target as closer (the same did not hold for smell). These results suggest that the relationship between temperature, spatial distance and social perception is culturally and semantically available and bidirectional.

UNDERSTANDING RELATIONS THROUGH PERCEPTION: SOCIAL EXCLUSION LEADS TO LOWER BODILY TEMPERATURES Hans IJzerman¹, Marcello Gallucci², Wim T. J. L. Pouw¹, Marina Vetrova¹, Christin S. Weingerber¹, Niels J. van Doesum¹, Kipling D. Williams³; ¹VU University, Amsterdam, ²University of Milano - Bicocca, ³Purdue University – One of the most important dimensions in social psychology focuses on the warmth-coldness dimension of interpersonal judgment. Conceptual Metaphor Theory (Lakoff & Johnson, 1999) and recent research in social psychology emphasize that the underlying metaphor should be taken literal: people recruit temperature to understand and structure more abstract target concepts like affection. For example, higher temperature conditions make people more prosocial (Williams & Bargh, 2008) and more attenuated to engage in relationships (IJzerman & Semin, 2009). But perhaps social metaphors are more than just that. Conceptual Metaphor Theory presupposes that conceptual metaphors are strictly unidirectional in that an asymmetry exists between how concrete experience structures abstract concepts, but not vice versa. We propose that social relations are structured through the perceptual system, without necessarily needing to recruit conceptual metaphors. In our first study, we socially excluded versus included participants. We hypothesized and found that social exclusion does not only feel cold, but also leads to lower finger-temperatures. In our second study we reversed the causal arrow. Typically, after social exclusion, participants experience negative affect. In the second study we predicted and found that we could reduce

such negative affect by 'fooling' the perceptual system. Giving participants a warm cup leads to a reduction of negative affect after exclusion. No such effects were found in our inclusion condition. Broader implications for interpersonal cognition are discussed.

Symposia Session B10

HOW CULTURE JUSTIFIES INTERGROUP INEQUALITY IN THE U.S.: INTELLIGENCE, CHOICE, COLORBLINDNESS, AND SOCIAL LOCATION

Friday, January 28, 11:15 am - 12:30 pm, Room 8

Chair: Aneeta Rattan, Stanford University

Speakers: Aneeta Rattan, Krishna Savani, Evan P. Apfelbaum, Melissa Sanders

This symposium brings together four papers that examine how valued aspects of American culture can lead to important negative outcomes for American society (e.g., legitimizing intergroup inequality, blaming victims, ignoring racism, and justifying the status quo). First, Rattan and Dweck examine how a prevalent American cultural ideology – that not everyone has the potential for high intelligence – leads people to oppose affirmative action and reduces support for educational policies that benefit low-income communities. Next, Savani, Stephens, and Markus illustrate that activating the concept of choice, which is greatly valued and widely practiced in American society, can lead people to blame even the most innocent victims (e.g., a poor orphan) and to oppose policies that would benefit society at the cost of individual freedom. In the third paper, Apfelbaum, Pauker, Sommers, and Ambady then demonstrate that promoting a colorblind ideology diminishes the likelihood that children accurately recognize and report instances of racial bias, sometimes allowing even the most obvious cases of racial injustice to go unnoticed. Finally, Sanders and Mahalingam reveal how minority group members who achieve the American dream (i.e., attain higher economic status) come to adopt ideologies that justify inequality (e.g., social dominance orientation), even to the detriment of their own racial group. By manipulating cultural ideologies within a single cultural context these papers reveal how four core beliefs pervasive in mainstream U.S. American culture can serve to justify intergroup inequality.

ABSTRACTS

BELIEFS ABOUT THE UNEQUAL DISTRIBUTION OF THE POTENTIAL FOR INTELLIGENCE JUSTIFY INEQUALITY IN THE U.S. Aneeta Rattan¹, Carol S. Dweck¹; ¹Stanford University – Most past research on lay theories of intelligence has examined people's beliefs about the malleability of their intelligence over time. The current studies extend this work to examine a novel dimension of people's theories of intelligence: their beliefs about the distribution of the potential for high intelligence across people. In two studies, we show that a belief in the widespread potential for high intelligence is not a prevalent cultural ideology in the U.S., but it is in South Asian contexts (e.g., India). While a majority of U.S. Americans agree that not everyone has the potential for high intelligence, a majority of South Asians (our selected comparison group) agree that everyone has the potential for high intelligence. Next, we examined whether these beliefs might be applied to social groups, leading to conclusions about relative potential for intelligence and to less support for resource allocation to those groups. Here, we found that U.S. Americans led to believe that not everyone (vs. everyone) has the potential for high intelligence were significantly more opposed to affirmative action policies in two contexts (Study 3). Finally, we found that people manipulated to believe that not everyone (vs. everyone) has the potential for high intelligence were more opposed to educational policies that would allocate educational resources more equally between high- and low-income communities (Study 4). These studies illustrate that individuals' beliefs about distribution of the potential for high intelligence can have a profound impact on intergroup inequality.

A CULTURE OF CHOICE LEADS TO VICTIM BLAMING AND OPPOSITION TO COLLECTIVELY BENEFICIAL SOCIAL POLICIES

Krishna Savani¹, Nicole M. Stephens², Hazel R. Markus³; ¹Columbia University, ²Northwestern University, ³Stanford University – Choice is one of most important categories of action in American society. Decades of research have documented the positive consequences of choice for motivation and well-being. Choice is so powerful in American contexts because it affirms the culturally prevalent disjoint model of agency, which holds that people are in control of and thus responsible for their own actions. Drawing upon the disjoint model, we tested novel hypotheses about how choice might function to justify inequality in the U.S. and lead to reduced concern for the public good. Study 1 found that inducing Americans to construe behaviors as choices increased their likelihood of victim blaming. Conceptually replicating this finding, Study 2 showed that choosing among consumer items reduced participants' empathy towards disadvantaged others (i.e., a poor orphan). Study 3 extended these findings to the policy domain, finding that choice decreased participants' support for affirmative action, a policy providing equal opportunity to disadvantaged groups. Study 4 found that choice influences a broad range of public policies that involve a tension between individual rights and the public good, increasing participants' opposition to policies aiming to reduce obesity, aggression, pollution, and global warming. Study 5 showed that choice does not lead to an indiscriminate opposition to public policies – activating the concept of choice made participants more supportive of policies expanding individual rights (e.g., legalizing drugs). This research suggests that the positive consequences of choice for individual behavior are accompanied by an array of previously unexamined and potentially negative consequences for others and for society.

IN BLIND PURSUIT OF RACIAL EQUALITY?

Evan P. Apfelbaum¹, Kristin Pauker², Samuel R. Sommers³, Nalini Ambady³; ¹Northwestern University, ²Stanford University, ³Tufts University – Despite receiving little empirical assessment, the colorblind approach to managing diversity has emerged as a dominant institutional strategy for advancing racial equality across educational, organizational, legal, and political domains. We gauged the utility of colorblindness as a means to eliminating future racial inequity – a central objective – by assessing its impact on a sample of elementary school students. Students reviewed an educational, multimedia storybook ostensibly under development for younger children. Two different versions of the book (colorblind or value-diversity) both described a teacher's efforts to promote racial equality, but they diverged in their philosophical approach for doing so. After presentation of the storybook, students were introduced to a separate, presumably unrelated task, in which they were presented with three schoolyard incidents that depicted varying degrees of evidence of racial bias (none, ambiguous, and explicit). Results demonstrated that students exposed to a colorblind mindset were actually less likely both to detect overt instances of racial discrimination and to relate such events in a manner that would prompt intervention by certified teachers, even in the case of blatant, explicit racial bias. Institutional messages of colorblindness may therefore artificially depress formal reporting of racial injustice, indicating that while they appear to function effectively on the surface, they can allow even explicit forms of bias to persist.

IDEOLOGICAL ENDORSEMENT AT THE INTERSECTION OF RACE AND CLASS

Melissa Sanders¹, Ram Mahalingam¹; ¹University of Michigan – We propose that people's endorsement of ideological worldviews justifying inequality emerge out of their social location – membership in dominant and/or marginalized groups – and that the justification of inequality can occur even among those at the intersection of multiple identities. Specifically, we argue that individuals with simultaneously marginalized and dominant group memberships, such as upper class non-Whites, will endorse ideologies that legitimize the social hierarchies they benefit from. In two studies, we found that the justification of inequalities was linked to intersections in individuals' social location. In Study 1, we found that participants' social location predicted their social dominance

orientation (SDO) and class-based essentialism (SCE). Members of dominant social groups – men and upper class individuals – essentialized class more and had a higher level of SDO than those from comparative marginalized groups. Further, an interaction between Class and Race emerged: Upper class non-Whites endorsed SDO more strongly than middle/working class non-Whites, upper class Whites, or middle/working class Whites. Study 2 replicated and extended this finding by examining the influence of social location on both SDO and John Henryism (JH), an ideology that resists the naturalization of inequalities, in two different socioeconomic contexts. Once again, upper class non-Whites scored higher on SDO than all other groups. An additional Class x Race interaction on JH showed that upper class non-Whites scored lowest of all groups on this resistant ideology. These studies illustrate that minorities who achieve the American dream may subsequently endorse ideologies that ultimately justify inequality.

Symposia Session C

Friday, January 28, 2:00 - 3:15 pm

Symposia Session C1

PRESIDENTIAL ADDRESS: HOW DOES STUDYING THE BRAIN CONTRIBUTE TO SOCIAL AND PERSONALITY PSYCHOLOGY?

Friday, January 28, 2:00 - 3:15 pm, Ballroom B

Speaker: Todd Heatherton, Dartmouth College

Over the last decade there has been growth in the use of brain imaging to examine cognitive processes relevant to social and personality psychology. Yet there remain questions about whether knowing where in the brain something happens is necessary or even informative for understanding observable behavior. After tracing the history of how social and personality psychologists have considered the brain, I will present research showing that examining brain mechanisms can be a valuable addition to the social-personality toolbox. First, it allows for critical tests of theories not possible based on behavioral data alone. Second, it has the potential to provide new ideas or insights about social or personality concepts. I will provide examples from studies of self-referential processing, stereotype threat, and self-regulation.

Symposia Session C2

THE BENEFITS OF RESPONSIVENESS: BEYOND GOOD RELATIONSHIPS

Friday, January 28, 2:00 - 3:15 pm, Room 6

Chair: Amy Canevello, The Ohio State University

Speakers: Harry T. Reis, Jennifer Crocker, Sara Algoe, Amy Canevello

A growing literature on responsiveness in close relationships suggests that being responsive to partners and perceiving partners as responsive contribute to close relationships, building relationship quality and satisfaction. But many questions remain concerning the extended consequences – both its costs and benefits. Responsiveness may have benefits that extend beyond simply improving relationship function (Gable & Reis, 2006). Being responsive, or perceiving a partner as responsive, may improve the well-being of oneself or one's relationship partner, and foster goal attainment. If so, who benefits from responsiveness, and how? These presentations will focus on how responsiveness in close relationships promotes both people's personal functioning and well-being. Harry Reis will propose a model of the process by which perceived partner responsiveness helps people make progress toward important personal goals. Jennifer Crocker will demonstrate the critical role of responsiveness in explaining how interpersonal goals to convey desired images and support others lead to changes in own and partners' self-

esteem. Sara Algoe will explore how responsive expressions of gratitude lead to recipient's positive feelings about the self and the relationship, ultimately drawing the generous partner farther into the relationship. Amy Canevello will show the unexpected benefits of being responsive for own personal growth and optimal functioning. Together, these presentations will demonstrate the consequences of responsiveness in close relationships beyond relationship functioning. Responsiveness contributes to providers' and recipients' personal functioning and well-being. They also suggest that responsiveness and perceived partner responsiveness may play important roles in other seemingly individual (i.e., unrelated to close relationships) constructs within social psychology.

ABSTRACTS

PERCEIVED RESPONSIVENESS CONTRIBUTES TO PERSONAL AND RELATIONSHIP GROWTH

Harry T. Reis¹, Madoka Kumashiro², Peter A. Caprariello¹; ¹University of Rochester, ²Goldsmith's, University of London – Lay individuals and scholars alike believe that having a responsive partner makes it easier to accomplish important life goals. But how does such influence occur? In this talk, I will present an interpersonal model of goal regulation that stresses the role of perceived responsiveness in personal and relationship well-being. Findings from two sets of studies will be presented. The first concerns personal well-being, operationalized in terms of non-defensiveness in threatening contexts. The second is more interpersonal, showing how perceived responsiveness helps partners move toward valued goals. The broader context for these studies also will be discussed, highlighting the relationship context of personal growth and development.

THE PARADOXICAL CONSEQUENCES OF INTERPERSONAL GOALS FOR OWN AND OTHERS' SELF-ESTEEM: THE ROLE OF RESPONSIVENESS

Jennifer Crocker¹, Amy Canevello¹; ¹The Ohio State University – People adopt self-image goals to gain esteem from others and enhance their own self-esteem. But do self-image goals achieve their intended consequences? What are their consequences for others' self-esteem? We propose that self-image goals undermine the esteem others have for the self, as well as one's own and relationship partners' self-esteem, through decreased responsiveness. That is, self-image goals lead to decreased responsiveness to close others, which diminishes others' esteem for the self, own self-esteem, and partners' self-esteem. In contrast, compassionate goals, reflecting genuine concern for others' well-being (Crocker & Canevello, 2008) enhance relationship partners' esteem for the self, as well as one's own and relationship partners' self-esteem, through increased responsiveness. Freshman roommate pairs (N=230) completed pretest, posttest, and 10 weekly measures of self-image and compassionate goals for their roommate relationship, self-esteem, esteem for roommates, and own and roommates' responsiveness. Path analyses suggested that students with self-image goals were less responsive, and that roommates' detected this decreased responsiveness, diminishing roommates' esteem for the other. Furthermore, students' decreased responsiveness predicted decreased self-esteem in both students and their roommates. In contrast, when students had compassionate goals their responsiveness increased, which predicted roommates' increased perceptions of students' responsiveness, which predicted roommates' increased self-esteem. Furthermore, students' and their roommates' self-esteem also increased. Both analyses conducted within weeks and analyses examining change from pretest to posttest supported our hypotheses. Thus, interpersonal goals have paradoxical consequences for others' regard for the self, and for own and others' self-esteem. Responsiveness appears essential to these processes.

GRATITUDE FUELS UPWARD SPIRALS OF MUTUALLY-RESPONSIVE BEHAVIOR

Sara Algoe¹; ¹University of North Carolina at Chapel Hill – The emotion of gratitude has been proposed to foster high-quality relationships by acting as fuel for upward spirals of mutually-responsive behavior (e.g., Algoe, Haidt, & Gable, 2008; Algoe, Gable, & Haidt, 2010). Perceived responsiveness of the person who provides a benefit to the self is a key appraisal for the emotion of gratitude. Thus, the lens of respon-

siveness is expected to permeate and be the active ingredient in a grateful benefit recipient's social behavior back toward the benefactor, serving to keep the benefactor interested and invested in the relationship. Study 1 involved members of 67 cohabiting couples. Day-lagged, cross-dyad analyses demonstrate that one person's gratitude is indeed associated with increases in the other's feelings about the quality of the relationship, from one day to the next. Study 2 demonstrates the role of responsiveness in this process. Each couple-member expressed gratitude for a specific event for which he or she felt grateful. As expected, thanking behavior varied in responsiveness. Moreover, the more responsive the grateful thanker was perceived to be in the lab, the greater the target's everyday satisfaction with the self and the relationship across 14 nights of reports. Importantly, the effects of this behavior were independent from effects of the thanker's responsiveness during other behavioral tasks in the laboratory, suggesting a unique role for gratitude in relationship promotion. By making a benefactor feel good about the self and the relationship, high-quality expressions of gratitude (i.e., expressions high in perceived responsiveness) facilitate gratitude's primary social functions of promoting high-quality relationships.

RESPONDING TO YOU BENEFITS ME: HOW BEING RESPONSIVE PROMOTES OWN OPTIMAL FUNCTIONING

Amy Canevello¹, Jennifer Crocker¹; ¹The Ohio State University – Responsiveness in relationships promotes relationship growth and function. Perceiving that relationship partners are responsive predicts perceived relationship quality, and fosters a sense of security in close relationships (Reis, Clark, & Holmes, 2004). Being responsive to relationship partners elicits responsiveness from them. But does being responsive also have personal benefits and if so, how? We suggest responsiveness leads to optimal psychological functioning, because it supports personal growth (Feeney, 2004). We examined associations between responsiveness and change in dysfunctional attitudes about achievement and other's approval, goal clarity and purpose, and orientations toward learning from failure. Further, we tested whether an increased orientation toward learning and growth explains these associations. One hundred fifteen freshman roommate dyads completed pretest and posttest measures of relationship growth goals, dysfunctional attitudes, purpose in life, and learning from failure goals and 10 weekly measures of own and roommates' responsiveness. Students' who were chronically responsive across the 10 weeks showed decreased dysfunctional attitudes, and increased purpose in life, learning from failure goals, and growth goals from pretest to posttest. Importantly, these associations were not due to chronic perceptions of roommates' responsiveness. Additionally, relationship growth goals mediated links from chronic responsiveness to change in dysfunctional attitudes, purpose in life, and learning from failure goals. These results suggest that being responsive has benefits that extend beyond recipients and the relationship itself - being responsive to others promotes personal growth and optimal functioning.

Symposia Session C3

NEW PERSPECTIVES ON THE NEUROENDOCRINE REGULATION OF SOCIAL PERCEPTION AND BEHAVIOR

Friday, January 28, 2:00 - 3:15 pm, Room 7

Chair: Jennifer A. Bartz, Mount Sinai School of Medicine

Co-Chair: Pranjal Mehta, Erasmus University

Speakers: Jennifer A. Bartz, Greg J. Norman, Pranjal Mehta, Steven J. Stanton

Hormones, through their peripheral action or through their role as neuromodulators in the brain, are involved in many aspects of social perception and behavior. Indeed, specific hormones have become synonymous with specific social perception and behavioral constructs (oxytocin = trust and love; testosterone = aggression and dominance). Here we show that the relationship between hormones and social perception/behavior is often moderated by biological, personality, and/or situational factors. Oxytocin is thought to facilitate trust but Bartz will show that intranasal oxytocin decreases trust and negatively biases childhood memories of

maternal closeness in anxiously attached participants. Similarly, Norman will show that loneliness moderates the relationship between oxytocin and parasympathetic nervous system functioning, with intranasal oxytocin producing the highest respiratory sinus arrhythmia response in less lonely individuals, but virtually no response in more lonely individuals. Mehta will show that cortisol moderates the effects of testosterone on behavior: higher testosterone is related to increased dominance/risk-taking/reward-seeking/leadership when cortisol is low, whereas higher testosterone can actually decrease these same behaviors (e.g., dominance) when cortisol is high. Finally, Stanton will show that gender moderates voters' endocrine responses to the 2008 Presidential election outcome, and that endogenous testosterone has an inverted-U relationship with risk-aversion, contrary to popular wisdom. These data suggest that the relationship between hormones/neuromodulators and social perception and behavior is more complex than previously thought and that an interactionist perspective that takes into account individual differences (biological, personality) and the power of the situation is critical to understanding the specific role hormones/neuromodulators play in interpersonal processes.

ABSTRACTS

THE EFFECTS OF OXYTOCIN ON TRUST, COOPERATION AND MATERNAL RECOLLECTIONS: ATTACHMENT PANACEA OR SALIENCE ENHANCER?

Jennifer A. Bartz¹, Jamil Zaki², Kevin N. Ochsner², Eric Hollander³, John E. Lydon⁴, Niall Bolger²; ¹Mount Sinai School of Medicine, ²Columbia University, ³Montefiore Medical Center University Hospital, Albert Einstein College of Medicine, ⁴McGill University – Oxytocin—a neuromodulator implicated in attachment and prosocial behavior in animals—has recently received attention for its role in humans: Dubbed the “hormone of love,” the prevailing view is that oxytocin has broad positive effects on social perception and behavior. Although shown to facilitate trust, oxytocin was also shown to increase negative social emotions (envy). Rather than having broad positive effects, these data suggest oxytocin may specifically affect cognitive and/or motivational states that increase the salience of social cues, thus triggering the positive or negative emotions associated with those cues. We tested the effects of intranasal oxytocin on trust and cooperation (Study 1; N=27) and on memories of maternal affections in childhood (Study 2; N=31). The popular view suggests oxytocin should facilitate trust and cooperation, and positively bias maternal memories in everyone. However, if oxytocin increases the salience of social cues, its effects should vary depending on the relationship representations people possess and especially representations about the reliability of close others. Oxytocin decreased trust and prosocial responses in the Assurances Game for anxious but not securely attached participants (both $p < .05$). Oxytocin also influenced maternal recollections but again these effects were moderated by attachment anxiety: less anxious participants remembered their mother as more caring and close following oxytocin vs. placebo, whereas more anxious participants remembered their mother as less caring and close following oxytocin vs. placebo (both $p < .05$). These data shed light on oxytocin function in humans, and suggest a more circumspect answer to the question of who will benefit from oxytocin.

OXYTOCIN, EVALUATIVE PROCESSES, AND AUTONOMIC CARDIAC CONTROL: MODULATION BY LONELINESS

Greg J. Norman^{1,2}, Louise C. Hawley¹, John T. Cacioppo¹, Gary G. Berntson², A. Courtney DeVries²; ¹University of Chicago, ²The Ohio State University – Loneliness, or the feeling of social disconnection and isolation, triggers implicit hypervigilance for social threat that alters cognition, affect, and behavior in ways that diminish trust, enhance cardiovascular dysfunction, and engender neurobiological changes that contribute to increased risk for morbidity and mortality. Oxytocin is a neuropeptide thought to contribute to various social behaviors across a broad range of species. Indeed, oxytocin has been shown to be involved in social psychological processes including trust, social memory, and fear in humans. Furthermore, oxytocin also

increases parasympathetic nervous system activity in humans which may partially mediate the relationship between loneliness and its consequences for physiological functioning. Extending prior studies, we found that intranasal oxytocin administration (N=23; age=18-29 yrs) significantly decreased emotional arousal to socially threatening visual stimuli as compared to placebo individuals (N=22). Additionally, intranasal oxytocin significantly increased respiratory sinus arrhythmia (RSA), a well validated measure of parasympathetic nervous system functioning. However, this effect was moderated by loneliness such that individuals who showed the lowest levels of loneliness displayed the highest RSA responses to oxytocin ($p < .05$) while the most lonely individuals showed next to no response to oxytocin ($p > .05$). These results are consistent with previous reports demonstrating an association between loneliness and genetic polymorphisms in the oxytocin receptor gene and suggest the oxytocin system may be involved in individual variation in loneliness levels. These data provide a unique perspective on the potential reciprocal interactions between oxytocin and the physiological and behavioral manifestations of loneliness.

TURNING TESTOSTERONE ON ITS HEAD: STRESS AXIS ACTIVITY ALTERS THE RELATION BETWEEN TESTOSTERONE AND BEHAVIOR

Pranjal Mehta¹, Dana Carney², Andy Yap², Shira Mor²; ¹Erasmus University, ²Columbia University – Testosterone has a bad reputation. It has been stereotyped as the hormone responsible for all things “masculine” including aggression, dominance, risk-taking, and anti-social behavior. This assumption that testosterone encourages masculine behaviors is held even among scientists, which is surprising given that empirical evidence is mixed. We propose an alternative account of the role of testosterone in social behavior—specifically, that testosterone’s influence on behaviors like aggression, dominance, and risk-taking critically depends on cortisol, a hormone released by the neuroendocrine stress axis. We present multiple studies supporting this novel dual-hormone theory. Across these studies, saliva samples were taken to measure steroid hormone concentrations, the social context was experimentally controlled or manipulated, and social behaviors were measured using self-reports (Study 1), peer reports (Study 2), or behavioral observation (Studies 3 and 4). Results show that testosterone increases dominance (Study 1), leadership (Study 2), risk-taking (Study 3), and competitive economic behaviors (Study 4) only when cortisol levels are low (low stress axis activity). When cortisol levels are high (high stress axis activity), higher testosterone can actually decrease these same behaviors. These reversals of the testosterone-behavior relations are most likely to occur following social threat. This pattern of findings was observed in both male (Studies 1-4) and female participants (Studies 2-4). We conclude that social behaviors linked to masculinity are explained by complex interactions between multiple neuroendocrine systems (the reproductive and stress axes) and situational factors (social threat). We end by discussing the implications of this research for social and personality psychology.

TESTOSTERONE’S RELATIONSHIP WITH POLITICS AND ECONOMICS: SOCIAL AND PERSONALITY PSYCHOLOGY PERSPECTIVES

Steven J. Stanton¹, Scott A. Huettel¹, Kevin S. LaBar¹; ¹Duke University – Testosterone has long been associated with dominance and risk-seeking behavior, but the extent to which those associations permeate aspects of our daily lives has been understudied. Politics and economic decision making are two domains in our daily lives in which dominance and risk-seeking are critically embedded, respectively. Does testosterone play a role in our politics and our economic decision making? From a social psychological perspective, political elections are societal dominance competitions. Using a large sample (N = 183), we examined voters’ testosterone responses to the 2008 United States Presidential election. We found that female voters showed no differential testosterone response to the election outcome, but male Obama voters had stable post-outcome testosterone levels, and McCain and Barr voters had large decreases in post-outcome testosterone levels. The findings indicate that male voters exhibit biological responses to the realignment of a country’s dominance hierarchy as if they participated in an interpersonal dominance contest.

From an individual-differences perspective, little is known about the relationship between testosterone and economic risk preferences (e.g. risk-aversion), thus we examined this relationship in a large sample ($N = 298$). In contrast to the received wisdom that testosterone promotes risk-seeking, we found that endogenous testosterone levels had a significant inverted-U association with individuals' aversion to risk. In both men and women, high- and low-testosterone individuals were risk-neutral, while intermediate-testosterone individuals were risk-averse. In conjunction, these studies used laboratory and real-world manipulations to explore the relationships between testosterone, politics, and economics from the perspectives of social and personality psychology.

Symposia Session C4

RELIGIOUS COPING AND HEALTH OUTCOMES: COMPLEXITY, CONTRADICTIONS, AND THE IMPORTANCE OF THE SOCIAL CONTEXT

Friday, January 28, 2:00 - 3:15 pm, Room 217 A-B

Chair: Richard David Hayward, Duke University

Co-Chair: Amy D. Owen, Duke University

Speakers: Christopher Ellison, Amy D. Owen, R. David Hayward, Loren Toussaint

Religious belief can provide a powerful cognitive framework within which to make sense of the stressful events occurring in one's life, and previous research has found that such religious coping can be beneficial to mental and physical health - for example by reducing existential uncertainty and anxiety. However religious coping can also be detrimental, for example when a belief that God controls the course of disease leads to lack of adherence to medical treatment. In this symposium, we will examine the multidimensionality of religious coping, the complexity of its relationship with mental and physical health, and some ways in which social context may modify its impact. Study 1 finds evidence of heterogeneity in styles and impacts of positive and negative religious coping, even within one highly orthodox religious group. Studies 2 and 3 also find complex effects, and examine contextual elements that modify the style and effects of religious coping, study 2 with respect to race and discrimination, and study 3 with respect to depression and age-related brain deterioration. Study 4 proposes a partial alternative explanation, examining the relationship of religious coping with other correlated styles of coping that may show a more parsimonious relationship with health outcomes. Together, these studies provide an outline of religious coping as a complex construct, including both adaptive and maladaptive facets that can vary in conjunction with an array of other social and cognitive processes. Furthermore, these studies demonstrate the broad spectrum of health effects across which religious coping may have profound implications.

ABSTRACTS

MANY METHODS OF RELIGIOUS COPING, REVISITED: FINANCIAL STRAIN, RELIGIOUS COPING, AND DEPRESSION IN SEVENTH-DAY ADVENTISTS Christopher Ellison¹, Cheryl Smith², Kelly Morton³, Jerry Lee³, Linda Lebile⁴; ¹University of Texas - San Antonio, ²University of Connecticut, ³Loma Linda University, ⁴University of Texas - Austin - Although many behavioral scientists have assumed that religious coping is primarily a passive, and often maladaptive, response to personal crises and challenges, recent theoretical and empirical work suggests a much more complex picture. This study examines the links between eight religious coping styles and depressive symptoms, in the context of chronic financial strain, using data on a large ($n=10,015$) nationwide sample of members of the Seventh-day Adventist faith, a sect known for exceptionally low levels of morbidity and mortality. Multivariate regression models include controls for a number of sociodemographic variables, general religiousness, social desirability bias, hostility, and optimism-pessimism balance. Key findings include the following: (a) Chronic financial strain

is a strong positive predictor of depressive symptoms. (b) Collaborative religious coping, active surrender, benevolent reappraisals, and spiritual support are strongly inversely associated with depressive symptoms. (c) Passive religious deferral, self-directing religious coping, punishing God reappraisals, and spiritual discontent are strongly positively linked with depressive symptoms. (d) In addition to their robust main effects, two of the positive religious coping styles - benevolent reappraisals and seeking spiritual support - also buffer the deleterious effects of financial strain on depressive symptoms. (e) In addition to their large negative effects, two of the negative religious coping styles - punishing God reappraisals and spiritual discontent - exacerbate these stressor effects on depressive symptoms. The results underscore the diversity and complexity of religious coping, as well as the need to test multiple models of the relationships between stressors, religious coping practices, and psychosocial outcomes.

LONGITUDINAL RELATIONSHIP OF RELIGIOUS COPING WITH RACIAL DISCRIMINATION AND HEALTH OUTCOMES AMONG OLDER AFRICAN-AMERICANS

 Amy D. Owen¹, R. David Hayward¹; ¹Duke University Medical Center - Stress associated with the perception of racial discrimination is a major predictor of negative health outcomes among older African Americans. Religious belief and participation may serve to buffer some of these effects in this vulnerable population. This study uses data from a longitudinal survey of older adults to examine the impact of baseline perceived support from God in coping with discrimination on self-reported health and extent of hospitalization after three years. Among both Whites and African Americans, positive religious coping predicted fewer days of hospitalization after three years ($b = -0.18, p < .001$), but was not related to overall self-reported health ($b = -0.01, p = .89$), controlling for demographic factors. Among African Americans, perception of God's support in coping with racial discrimination was related to better overall self-rated health ($b = 0.18, p = .007$), and was a stronger predictor of extent of hospitalization ($b = -0.64, p < .001$) compared with positive religious coping ($b = -0.21, p = .09$). These results indicate that the perception of divine support may help to buffer against some of the detrimental health effects of social stressors like racial discrimination. This may help to explain previous findings that religious participation has the strongest health benefits for members of marginalized groups. Furthermore, these results suggest that different elements of religious coping may be associated with different particular health outcomes.

NEGATIVE RELIGIOUS COPING AND ATROPHY OF THE HIPPOCAMPUS: IMPLICATIONS FOR LATE LIFE MENTAL HEALTH R. David Hayward¹, Amy D. Owen¹, Harold G. Koenig¹, David C. Steffens¹, Martha E. Payne¹; ¹Duke University Medical Center - Regional brain atrophy in the hippocampus has been linked with serious mental health problems in older adults, including depression and dementia. This study uses longitudinal data from 99 depressed older adults and 106 non-depressed controls to analyze the relationship of positive and negative religious coping with structural MRI measures of changes in hippocampal volume, and clinical measures of mental health outcomes. Results indicated that, after controlling for demographic factors, clinical outcomes were related to both positive and negative religious coping, while neuroanatomical changes were related only to negative coping. Depression severity was beneficially associated with positive religious coping ($b = -3.50, \beta = -0.30, p < .001$) and harmfully associated with negative religious coping ($b = 9.98, \beta = 0.41, p < .001$). More severe atrophy in both the left and right hippocampus was related to the specific negative coping element of feeling abandoned by God among those in the depressed group (left: $b = 0.19, \beta = 0.20, p = .048$; right: $b = 0.25, \beta = 0.28, p = .005$), but not in the control group (left: $b = 0.22, \beta = 0.09, p = .363$; right: $b = -0.06, \beta = -0.02, p = .828$). These results suggest that negative religious coping strategies may exacerbate late life depression by contributing to greater atrophy of key brain regions, although it is also possible that loss of hippocampal volume is reflected in the development of more negative images of one's relationship with God among the depressed.

LATENT GROWTH IN RELIGIOUS COPING, EMOTION-FOCUSED COPING, FORGIVENESS, AND DISTRESS: A MEDIATIONAL PARALLEL PROCESS MODEL

Loren Toussaint¹, Alyssa Cheadle²; ¹Luther College, ²Harvard Divinity School – Forgiveness has been theoretically connected to both religious and emotion-focused coping. As three unique dimensions of coping, these variables should be associated with mental health in both static and dynamic models. However, the structure of these connections between religious coping, emotion-focused coping, forgiveness, and mental health has yet to be fully understood. The purpose of the present study was to examine: 1) the dynamic associations between religious and emotion-focused coping and forgiveness, and 2) the extent to which dynamic mediation models of coping, forgiveness, and distress are appropriate. Participants (N = 212) completed weekly measures of coping, forgiveness, and distress for five weeks. A parallel process latent growth model simultaneously examined change in religious and emotion-focused coping, forgiveness, and distress symptoms. The model fit the data (CFI = .95; RMSEA = .07). Results showed significant change in forgiveness and distress but not religious or emotion-focused coping. Significant individual variation in all parameters was present except for change in religious coping. Structural analyses revealed that variation in individuals' initial levels of emotion-focused coping, but not religious coping, predicted increases in forgiveness. Increases in forgiveness were associated with decreases in psychological distress. The indirect effect of initial levels of emotion-focused coping through increases in forgiveness on decreases in psychological distress was significant (B = -.02, p < .05). In summary, forgiveness changes are influenced by emotion-focused coping more so than religious coping and effects of emotion-focused coping on changes in psychological distress may act through influencing the trajectory of forgiveness.

Symposia Session C5

WOMEN AND STEM: PREDICTING PERFORMANCE AND INTEREST IN SCIENCE, TECHNOLOGY, ENGINEERING, AND MATH (STEM)

Friday, January 28, 2:00 - 3:15 pm, Room 217 C-D

Chair: Lora E. Park, University at Buffalo, The State University of New York

Speakers: Sian L. Beilock, Lora E. Park, Sapna Cheryan, Julie A. Garcia

What factors contribute to women's underperformance and disproportionate dropout rate from Science, Technology, Engineering, and Math (STEM)? This symposium integrates a diverse set of theoretical perspectives and methods to examine social psychological processes that shape women's performance and attitudes toward STEM. Sian Beilock examines the role of teachers in influencing students' math beliefs and achievement. Specifically, she presents longitudinal data suggesting that female elementary school teachers unwittingly transmit their math anxieties to female students, with implications for their students' math stereotypes and performance. Social influences later in life can also influence women's STEM-related outcomes. Lora Park suggests that during young adulthood, the goal to be romantically desirable conflicts with women's goal to be intelligent in masculine domains such as STEM. Consequently, women may disengage from STEM when the goal to be romantically desirable is activated. Sapna Cheryan discusses how objects in social environments can communicate stereotypes about certain fields (e.g., computer science), leading undergraduate women to feel a lowered sense of belonging and to decrease their subsequent interest and expected performance in such fields. Finally, Julie Garcia discusses how situational cues can lead women to experience identity threat and heightened self-image concerns in math and engineering contexts, with implications for academic performance and well-being. Overall, this symposium addresses a real-world problem – the gender gap in STEM – using multiple theoretical perspectives and methodologies. In doing so, the speakers highlight the promise of social psychological research in understanding and potentially reducing the gender gap in STEM.

ABSTRACTS

FEMALE TEACHERS' MATH ANXIETY IMPACTS GIRLS' MATH ACHIEVEMENT

Sian L. Beilock¹, Elizabeth A. Gunderson¹, Gerardo Ramirez¹, Susan C. Levine¹; ¹University of Chicago – People's fear and anxiety about doing math – over and above actual math ability – can be an impediment to their math achievement. We show that when math anxious individuals are female elementary school teachers, their math anxiety carries negative consequences for the math achievement of their female students. Early elementary school teachers in the U.S. are almost exclusively female (> 90%) and we demonstrate that female teachers' anxieties relate to girls' math achievement via girls' beliefs about who is good at math. 1st and 2nd grade female teachers (N=17) completed measures of math anxiety. The math achievement of the students (52 boys; 65 girls) in these teachers' classrooms was also assessed. There was no relation between a teacher's math anxiety and her students' math achievement at the beginning of the school year. By school year's end, however, the more anxious teachers were about math, the more likely girls but not boys were to endorse the commonly held stereotype that "boys are good at math and girls are good at reading" and the lower these girls' math achievement. Indeed, by the end of the school year, girls who endorsed this stereotype had significantly worse math achievement (M=102.5, SE=2.41) than girls who did not [M=107.84, SE=1.61; 95% CIs: 104.66-111.03; d=.66] and than boys overall [M=107.69, SE=1.62; 95% CIs: 104.49-110.90; d=.37]. Thus, in early elementary school where the teachers are almost all female, teachers' math anxiety carries consequences for girls' math achievement by influencing girls' beliefs about who is good at math.

EVERYDAY ROMANTIC GOAL PURSUIT AND WOMEN'S ATTITUDES TOWARD STEM

Lora E. Park¹, Ariana F. Young¹, Jordan D. Troisi¹, Rebecca T. Pinkus²; ¹University at Buffalo, The State University of New York, ²University of Western Sydney – Women continue to be underrepresented at the highest levels of Science, Technology, Engineering, and Math (STEM; National Academy of Sciences, 2006). In the present research, we propose that women's romantic-related goal pursuits influence their engagement in STEM. Specifically, women may disengage from STEM when the goal to be romantically desirable is activated, because pursuing intelligence goals in masculine domains (e.g., STEM) is theorized to conflict with the goal to be romantically desirable to men. Consistent with hypotheses, women (but not men) who viewed images (Study 1) or overheard a conversation (Study 2) related to romantic goals reported less interest and identification with STEM. Furthermore, a daily diary study (Study 3) revealed that on days when women pursued romantic goals, the more romantic activities they engaged in and the more attractive, likeable, and desirable they felt, but the fewer math course related activities they engaged in. Moreover, cross-day analyses showed that women's romantic goal strivings on a previous day predicted feeling more desirable, but being less involved in math activities on the following day. Overall, this research suggests that romantic goal pursuit can occur through volitional choice or through exposure to environmental stimuli that automatically activates romantic goals. Thus, regardless of how goals are set into motion, romantic goal pursuit in everyday life may be an important factor to consider in understanding why some women disengage and drop out of STEM over time.

THE DESIGN OF ACADEMIC ENVIRONMENTS INFLUENCES WOMEN'S ASPIRATIONS AND EXPECTED PERFORMANCE IN STEM

Sapna Cheryan¹, Victoria C. Plaut², Paul G. Davies³, Claude Steele⁴; ¹University of Washington, ²University of California, Berkeley, ³University of British Columbia – Okanagan, ⁴Columbia University – Messages about who belongs in a group can be communicated through nothing more than the objects in that group's environment. We examine how stereotypes, broadcast through the group's environment, drive gender differences in the expression of interest and expected performance in the field of computer science. In Study 1, changing the objects in computer science classroom

from those considered stereotypical of computer science (e.g., Star Trek poster, video games) to objects not considered stereotypical of computer science (e.g., nature poster, phone books) was sufficient to boost female undergraduates' interest in computer science. In Study 2, we extended the results to virtual learning environments and found that women's (but not men's) interest and expected performance increased when a virtual computer science classroom did not reflect current stereotypes. Effects occur even when the learning material, gender of the professor, and gender ratio of the classmates are identical, isolating the design of the environment as a key determinant of women's choices and expectations. A third study revealed that women's lower interest and expected performance in the stereotypical environment compared to men was explained by their lower sense of belonging in that environment; moreover, both the stereotypical and the non-stereotypical classrooms influenced women's interest over a control classroom. Objects in group environments can thus invite or deter participation among certain populations by signaling who belongs in that setting.

THE INFLUENCE OF CONTEXT ON SELF-ESTEEM MOTIVATIONS FOR THREATENED AND NON-THREATENED IDENTITIES Julie A. Garcia¹, Mary C. Murphy², Claude Steele³, Jennifer Crocker⁴; ¹California Polytechnic State University, San Luis Obispo, ²University of Illinois at Chicago, ³Columbia University, ⁴Ohio State University – Situational cues shape the meaning of social identities (Steele et al., 2002). Contextual cues that suggest devaluation trigger social identity contingencies – concerns about how people's identity matters and how they will have to negotiate and behave in a setting because of their identity (Murphy & Steele, 2008). We suggest that these identity contingencies can in turn lead to greater self-esteem goals (e.g., Garcia & Crocker, 2006). Namely, we examined two motivational systems for the self: self-image goals, concerned with protecting and inflating desired self-images, and compassionate goals, concerned with contributing or supporting others (Crocker, Garcia, & Nuer, 2008). Using experience sampling methodology, we examined if particular features of settings (e.g., percent male or female) contributed to perceived identity contingencies and consequently self-esteem motivations. To that end, 28 men and 29 women completed questionnaires on a Palm Pilot over the course of two weeks whenever they were in math or hard science contexts, social sciences or humanities contexts, or non-academic contexts. Women are often stereotyped as intellectually inferior in math and engineering academic contexts (Spencer, Steele, & Quinn, 1999; Steele, 1997), so we expected these contexts to trigger identity threat for female participants, but not male participants. Social science and humanities courses and non-academic contexts served as controls. Similarly, male students, serving as a comparison group, allowed us to test whether the processes found were unique to, or stronger for, female students than male students. Implications for academic outcomes and psychological well-being are discussed.

Symposia Session D

Friday, January 28, 3:30 - 4:45 pm

Symposia Session D1

CAMPBELL AWARD ADDRESS

FROM BASIC TO TRANSLATIONAL RESEARCH: EXPLORING IMPLICATIONS OF THE MODE MODEL FOR THE UNDERSTANDING AND TREATMENT OF PHOBIAS

Friday, January 28, 3:30 - 4:45 pm, Ballroom B

Recipient and Speaker: Russ Fazio, Ohio State University

Introducer: Fred Rhodewalt, University of Utah

Our discipline has been challenged to demonstrate the value of our basic theory and research. As a general perspective on attitudes and the attitude-to-behavior process, the MODE model offers valuable insights regarding the understanding, treatment, and assessment of anxiety disorders. Two recent clinical trials, one involving public speaking anxiety and the other spider phobia, serve to illustrate the translational value of the basic research findings.

Campbell Award Committee: John Lydon (chair), Susan Fiske, Stacey Sinclair, and Mark Zanna

Symposia Session D2

PROMOTING POSITIVE LIFE CHANGE: IMPROVING EMOTION REGULATION, COGNITION AND PHYSIOLOGICAL STATES THROUGH REFLECTION AND MIND-TRAINING

Friday, January 28, 3:30 - 4:45 pm, Room 6

Chair: Bethany Ellen Kok, University of North Carolina at Chapel Hill

Co-Chair: Barbara Fredrickson, University of North Carolina at Chapel Hill

Speakers: Clifford D. Saron, Bethany E. Kok, Laura A. King, Erika L. Rosenberg

The desire to better oneself may be universal. People want to become smarter, kinder, happier and healthier. Yet the mechanisms through which people can make positive life changes have only recently become the focus of scientific study. The emerging field of positive psychology has spurred interest in the mechanisms that drive positive life change. The defining features of the best of this literature are cross-disciplinary collaborations, cross-level analyses, methodological rigor, and an optimistic perspective on the human condition. The purpose of this symposium is to showcase the "state of the science" on promoting positive life change. The four talks illustrate a variety of interventions, ranging from an intensive three-month meditation retreat to two-minute writing exercises. The consequences of these interventions are assessed physiologically, behaviorally and neurologically and range from broadened attention to better physical health. Saron describes the effects of an intensive meditation retreat on self-regulation, adaptive functioning and cellular viability, assessed through telomerase activity. Kok discusses how tonic vagal tone, a physiological measure of self-regulation and adaptability, can enhance the effects of loving-kindness meditation, while meditation itself can increase tonic vagal tone. King describes how writing about the best moments in life can increase both mental and physical health. Finally, Rosenberg discusses how meditation practice increases people's ability to be present with the suffering of others, marked by a decrease in rejection emotions, a plausible prerequisite of compassion. Together, these talks represent a new psychological approach to understanding positive life changes. Understanding the mechanisms of positive change will aid in developing ever more efficient instigators of change, helping individuals to increase the quality of their own lives and to help others do the same.

ABSTRACTS

INTENSIVE MEDITATION TRAINING ENHANCES RESPONSE INHIBITION, ADAPTIVE SOCIO-EMOTIONAL FUNCTIONING, AND MARKERS OF CELLULAR AGING. Clifford D. Saron¹, Baljinder K. Sahdra¹, Katherine A. Maclean¹, Tonya L. Jacobs¹, Emilio Ferrer¹, Elissa S. Epel², Philip R. Shaver³, Jue Lin², Stephen R. Aichele¹, David A. Bridwell⁴, Anthony P. Zanesco¹, Brandon G. King¹; ¹Center for Mind and Brain, University of California Davis, ²University of California San Francisco, ³University of California Davis, ⁴University of California Irvine – We examined the impact of intensive meditation on executive control, adaptive socio-emotional functioning, and indices of cellular aging. Longitudinal data were collected from participants undergoing three months of intensive meditation training in an isolated retreat setting (Retreat 1) and a wait-list control group that later underwent identical training (Retreat 2). A response inhibition task (RIT) assessed sustained self-regulatory control and a battery of questionnaires assessed adaptive functioning (AF). Peripheral blood mononuclear cell samples were collected post-retreat for telomerase activity, a known predictor of long-term cellular viability. Participants in Retreat 1 improved in RIT performance and AF over time whereas the controls did not. The controls later improved on both dimensions in Retreat 2. These improvements were sustained in ~5-month follow-up assessments. Longitudinal dynamic models with combined data from both retreats showed that improvement in RIT performance during training influenced the change in AF over time, which is consistent with a key claim in the Buddhist literature that enhanced capacity for self-regulation is an important precursor of changes in emotional well-being. Furthermore, telomerase activity at post-retreat was significantly greater in retreat participants than in controls. Increases in self-reported perceived control and decreases in neuroticism contributed to an increase in telomerase activity. Purpose in Life was influenced by meditative practice and directly affected both perceived control and negative emotionality, affecting telomerase activity directly as well as indirectly. These data are the first to link meditation and positive psychological change with telomerase activity, with implications for telomere length, immune cell longevity and well-being.

TONIC VAGAL TONE ENHANCES THE POSITIVE EMOTIONAL GAINS FROM LOVINGKINDNESS-MEDITATION; MEDITATION INCREASES TONIC VAGAL TONE Bethany E. Kok¹, Barbara L. Fredrickson¹; ¹University of North Carolina at Chapel Hill – Fifty-two community dwelling adults participated in a study on the effects of loving-kindness meditation (LKM). Half of the participants were randomly assigned to a seven-week meditation-training workshop, which involved weekly instruction and group guided meditations, and were encouraged to practice meditation independently each day. Other participants served as a monitoring waitlist comparison group. All participants completed daily emotion reports and their tonic vagal tone was recorded at rest at the beginning and end of the study. Participants in the meditation condition increased in daily positive emotions over the course of the study relative to the waitlist group. Negative emotions did not change. In addition, the effect of meditation on positive emotions was moderated by tonic vagal tone: participants with higher tonic vagal tone at start of study showed greater gains in positive emotions per hour spent in meditation. In addition, meditators' end-of-study tonic vagal tone was significantly higher than non-meditators', though both groups began the study with similar levels of tonic vagal tone. This evidence suggests that tonic vagal tone may play a significant role in both the effectiveness of meditation interventions and also, potentially, in the benefits gained from regular meditation practice.

WRITING DOES MORE THAN HEAL WOUNDS: THE POWER OF REFLECTIVE WRITING ABOUT LIFE'S BEST MOMENTS Laura A. King¹; ¹University of Missouri, Columbia – Decades of research have shown that writing about traumatic life events leads to a host of psychological and physical benefits. This impressive body of research lends support to the “healing power of writing.” Importantly, the selection of traumas as the topic of

writing has been driven primarily by theoretical notions of writing as a form of catharsis and insight or the release of inhibitions due to fear of social censure. In this talk, I will review evidence for the benefits of writing about intensely positive experiences for psychological and physical health. Such results challenge previous conceptualizations of the mechanisms underlying the benefits of writing. I will present evidence for the mediation of the benefits of writing about positive experiences by cognitive broadening and propose that research on writing about positive topics demands a deeper understanding of the ways that human beings benefit from narrating life experiences. Finally, I will present new data employing online methods for writing that highlight the portability of this intervention for everyday life. Research on the effects of writing about life's best moments suggests that writing has the capacity not only to heal wounds but to enhance functioning.

INTENSIVE MEDITATION TRAINING INFLUENCES EMOTIONAL RESPONSES TO SCENES OF HUMAN SUFFERING Erika L. Rosenberg¹, Anthony P. Zanesco¹, Brandon G. King¹, Stephen R. Aichele¹, Tonya L. Jacobs¹, Katherine A. MacLean¹, David A. Bridwell², Baljinder K. Sahdra¹, Emilio Ferrer¹, Philip R. Shaver³, B. Alan Wallace⁴, Clifford D. Saron¹; ¹Mind and Brain Center, University of California Davis, ²University of California Irvine, ³University of California Davis, ⁴Santa Barbara Institute for Consciousness Studies – We randomly assigned 60 healthy people with prior meditation experience to an intensive 3-month meditation retreat or a wait-list control group. Laboratory assessments of all participants were obtained before, during, and after their retreats and at various follow-up points. In retreat, participants received instruction in meditative practices designed to promote relaxation, refine attention, and develop compassion and kindness toward others. Retreatants practiced alone about 6 hours a day, on average, over the 3-month period. We expected those who underwent the intensive meditation training would be less repelled by the suffering of others, and less harsh on the perpetrators of suffering. To test this hypothesis, we showed participants documentary film scenes of violence from a recent war, depicting both the perpetrators and the victims of violent acts. All facial behavior was unobtrusively video-recorded and coded using the Facial Action Coding System (FACS). Compared to controls, significantly fewer retreatants showed expressions of emotions of rejection (anger, contempt, and disgust) when witnessing specific scenes of soldiers and civilian casualties of war. Similar analyses from data obtained at the beginning of the retreat suggest such emotion expression differences were not present prior to our intervention. Additionally, we found that retreatants who practiced more mindfulness of breathing were less likely to show rejection emotions. We view this reduction in rejection emotions as a sign of increased willingness to be present with the condition of others, which – along with other emotional changes in this group – might be considered a prerequisite for compassionate responding.

Symposia Session D3

DEVELOPING TOOLS OF THE TRADE: TIPS FOR SUCCESS AS A STUDENT WRITER, RESEARCHER, AND COLLABORATOR

Friday, January 28, 3:30 - 4:45 pm, Room 7

Chair: Kristin N. Dukes, Tufts University

Co-Chair: Sean Hughes, National University of Ireland Maynooth

Speakers: Shinobu Kitayama, Samuel R. Sommers, Robert Sellers

Successfully navigating graduate school requires that students quickly develop a diverse toolbox of different skills, some of which are explicitly taught (e.g. writing for scientific publication) and others acquired more informally (e.g. how to network and form collaborative links with other academics). During SPSP 2011 the Graduate Student Committee (GSC) aims to equip students with an arsenal of skills key to surviving and excelling as a graduate psychology student. Shinobu Kitayama will draw on his experience as a journal editor to impart some time-proven tips and strategies for starting out and advancing in the world of scientific publishing. Thereafter Sam Sommers will share invaluable experience

for cultivating a vibrant and progressive research program during your graduate years and beyond. Finally, Rob Sellers will conclude this session with insight on how best to navigate the range of professional relationships students develop, from supervisors to colleagues and collaborators. Attending this symposium will profit both graduate students – by further refining their appreciation of key facets of academic life – and also faculty – who will leave armed with knowledge that they can pass on to their graduate students.

ABSTRACTS

DEVELOPING AS A WRITER: A PERSPECTIVE OF A JOURNAL EDITOR

Shinobu Kitayama¹; ¹University of Michigan – Writing articles and publishing them in respectable journal outlets is one of the most important skills for anyone who aspires to be a successful research psychologist. While sometimes extremely challenging, it is highly rewarding when successfully accomplished. In my presentation, I will share some personal views on the publication process as seen from a perspective of the Editor of a top empirical journal in personality and social psychology (*Personality and Social Psychology Bulletin*). I will then address some commonly asked questions including: 1) What do we mean by “good” empirical papers? 2) What do editors expect from reviewers? 3) How can we improve the chances of eventual publication? 4) What do we have to do once given a chance to revise and resubmit?

FISHING FOR FOOD AND FISHING FOR FUN: STRIVING FOR BALANCE IN NEW RESEARCH PROGRAMS

Samuel R. Sommers¹; ¹Tufts University – Starting, maintaining, and developing programs of research often seem like daunting tasks, in large part because there is no singular blueprint to follow. This talk seeks to demystify these endeavors, identifying some of the major issues to be considered in their approach. Particular emphasis will be placed on the notion of balance along a variety of dimensions, including degree of innovation, personal investment, ease of data collection and analysis, collaborator seniority, and potential publication outlets. Discussion will also ponder apparent dualisms such as the need to establish a recognized niche of specialization while managing to maintain broad interests, as well as the importance of carefully planning an a priori progression of studies while also embracing opportunities for detours and making adjustments on the fly.

HOW TO SUCCESSFULLY NAVIGATE PROFESSIONAL RELATIONSHIPS IN ONE'S CAREER

Robert Sellers¹; ¹University of Michigan – Post-graduate education in psychology is a team sport. When it comes to developing a successful research career “no man (or woman) is an island”. As a result, it is important that graduate students and early career professional develop effective professional relationships with both colleagues and potential mentors. Unfortunately, this very important developmental task is rarely formally discussed in most graduate programs. The present talk attempts to address this oversight by providing insights from a senior professional in field on developing and maintaining effective and satisfying relationships throughout one's professional career. The talk is geared specifically to graduate students and early career professional. The talk will begin by discussing the reasons why developing successful professional relationships are important. Next, the presenter will describe different types of professional relationships that graduate students in psychology are likely to encounter. In particular, the presenter distinguishes between an academic advisor and a mentor. In doing so, the presenter will detail the attributes associated with both a good mentor and a good mentee. Finally, the talk will conclude by delineating strategies for developing productive collaborations. Throughout the talk, the presenter will offer tips on both concrete behaviors as well as a general conceptual framework for thinking about professional relationships. The presentation will conclude with a discussion of specific questions and concerns offered by the audience.

Symposia Session D4

MAINTAINING ROMANTIC RELATIONSHIPS: EVOLUTION, HORMONES, AND IMPLICIT COGNITION

Friday, January 28, 3:30 - 4:45 pm, Room 217 A-B

Chair: John S. Kim, University of Minnesota

Co-Chair: Jeffrey Simpson, University of Minnesota

Speakers: John S. Kim, Yexin Jessica Li, Jon K. Maner, Martie G. Haselton

In recent decades, evolutionary approaches have provided important insights into social psychology, especially the study of mating. However, surprisingly little research has considered how evolutionary pressures might influence what happens in relationships once courtship has ended. This symposium presents four talks that examine how integrating evolutionary considerations with classic social psychological principles can provide novel insights into relationship maintenance processes. Kim and colleagues experimentally examine what happens in relationships when partners perceive that members of the opposite sex are scarce. They find not only that sex ratio influences relationship satisfaction, but also that men and women use very different tactics to prevent their partners from leaving them. Li and colleagues examine financial risk-taking in both singles and people in established relationships. They find that men and women have different risk preferences after the onset of a relationship compared to their risk preferences before the relationship begins. Integrating evolutionary theory and social cognition, Maner and Miller examine implicit cognitive processes that help people avoid the temptation of desirable relationship alternatives. They show that subtle cues signaling female fertility increase the extent to which men in relationships attempt to reduce temptation. Finally, Haselton and Larson demonstrate that women become less satisfied with their relationships at high fertility (near ovulation), especially if they perceive that their partners have lower genetic fitness. Collectively, these talks present new waves of research using experimental methods designed to test how evolutionary pressures influence the maintenance of certain romantic relationships.

ABSTRACTS

SEX RATIO AND RELATIONSHIP MAINTENANCE: AN EXPERIMENTAL APPROACH

John S. Kim¹, Vlasdas Griskevicius¹, Jeffrey A. Simpson¹; ¹University of Minnesota – Although the ratio of males to females in the environment dramatically influences the behavior of organisms in many species, the effects of sex ratio on human behavior have rarely been studied and remain unclear. We conducted the first set of studies that experimentally manipulated perceived sex ratio, examining how the ratio of men to women in the local environment influences relationships. In a series of experiments, we find that, when individuals in relationships perceive that there are fewer opposite-sex individuals in their local environment, both men and women become more satisfied with their relationships and feel psychologically closer to their partners. However, when individuals in relationships perceive that their partners have more romantic alternatives, men and women use different tactics to prevent their partners from leaving the relationship. In particular, when there is an abundance of other men, men in relationships become more vigilant and intrusive, attempting to prevent their partners from engaging in activities that might threaten the relationship. In contrast, when there is an abundance of women, women in relationships become less intrusive and give their partners greater freedom, overlooking potential transgressions. These findings are consistent with parental investment theory and research documenting sex differences in jealousy. Overall, our findings show that the ratio of men and women in the local environment has important and sex-specific effects on relationship satisfaction and maintenance.

DATING STATUS INFLUENCES WHEN AND WHY MEN AND WOMEN ARE ATTRACTED TO FINANCIAL RISKS

Yexin Jessica Li¹, Steven L. Neuberger¹, Jill Sundie², Douglas T. Kenrick¹; ¹Arizona State University, ²University of Texas, San Antonio – Men may engage in financially risky behaviors when seeking mates, for several reasons: Risky behaviors can signal to potential mates one's genetic fitness, may facilitate success in status competition with other men, and, under some circumstances, may be a necessary strategy for gaining sufficient resources to offer potential mates. Once in a relationship, however, the same financial riskiness may be problematic for males, potentially suggesting to partners an interest in (extra-curricular) mate-seeking and placing in jeopardy existing resources available to the partner and the relationship. In three experiments, we employed guided visualization scenarios to activate either a mating motivation or no motivation in single and attached undergraduate students. Participants were asked their preference for either guaranteed sums of money or chances of getting significantly more money accompanied by chances of getting nothing. As predicted, mating motivation led single men to become more risky and attached men to become less risky. These findings replicated across different samples and measures. Interestingly, in all three studies, women exhibited the opposite pattern: Mating motivation led single women to become less financially risky and attached women to become more risky. Possible explanations focus on the generally low mating benefits of costly signaling for single women and the mate retention benefits for attached women of communicating to their college-aged partners a willingness to "let their hair down." Broadly, our findings suggest that risky financial decision making can be managed both to create and maintain relationships.

EVOLUTIONARY MECHANISMS THAT REDUCE THE ALLURE OF DESIRABLE RELATIONSHIP ALTERNATIVES

Jon K. Maner¹, Saul L. Miller¹; ¹Florida State University – Evolutionary psychology provides a valuable conceptual framework with which to understand basic cognitive mechanisms that enhance the success of long-term romantic relationships. One of the key adaptive challenges faced by long-term romantic partners involves avoiding the allure of desirable romantic alternatives to one's current partner. This talk will highlight recent research taking an evolutionary approach to investigate implicit cognitive processes that help people avoid the temptation of desirable relationship alternatives. First, the talk will describe several recent experiments indicating that, when motivated to maintain their commitment to a long-term partnership, people's attention is repelled by physically attractive relationship alternatives. These studies use a visual cueing paradigm to investigate attentional biases occurring automatically at an early stage of visual processing. Second, the talk will describe recent research suggesting that very subtle yet reproductively important variables (cues signaling a high level of female fertility) increase the extent to which men display strategies for reducing the temptation of relationship alternatives. Discussion will focus on the value of integrating evolutionary perspectives with approaches from cognitive and relationship science. This integration provides a powerful set of theories and methods with which to investigate relationship maintenance processes.

THE EVOLUTION OF WOMEN'S MATING PSYCHOLOGY: CONFLICTS BETWEEN ADAPTATIONS FACILITATING PAIR-BONDS AND ADAPTATIONS THREATENING THEM

Martie G. Haselton¹, Christina M. Larson¹; ¹University of California, Los Angeles – In comparison to other mammals, human offspring remain heavily dependent on parents for an extended portion of their life spans, and humans often have multiple dependents at once. Thus, there is thought to have been selection over evolutionary time for pair-bonding adaptations that facilitate biparental care. Indeed, among some traditional societies, father presence doubles a child's likelihood of surviving to reproductive maturity. At the same time, there may also have been selection for mating with partners outside of the pair bond in certain contexts – for example, when doing so increased a woman's chances of having a particularly healthy or attractive child who was likely to reproduce. In this talk, we present evidence of the tension

between pair-bond facilitation and threat in women's mating adaptations. We describe earlier work testing the hypothesis that love felt for one's partner (but not sexual desire) facilitates long-term bonds by allowing women to resist tempting thoughts of attractive alternative mates (Gonzaga, Haselton, et al., 2008). We then describe new work showing that women's long-term relationships may be particularly threatened when the woman is at the high-fertility point of her cycle (and more likely to conceive). For example, on high-fertility cycle days (confirmed via hormone tests), women in romantic relationships with men who do not display indicators of high heritable fitness were significantly more critical of their partners and less satisfied by their relationships than on low-fertility days. These results suggest that different selection pressures may result in conflicting relationship-related adaptations.

Symposia Session D5**SPONTANEOUS AND INTENTIONAL TRAIT INFERENCES: NEW CHALLENGES AND BRIDGES**

Friday, January 28, 3:30 - 4:45 pm, Room 217 C-D

Chair: Rui S. Costa, University of Lisbon, Princeton University

Co-Chair: Jeffrey W. Sherman, University of California, Davis

Speakers: John J. Skowronski, SoYon Rim, Rita Jerónimo, Frank Van Overwalle

After years of research showing that trait inferences are made spontaneously from behaviors, recent developments in the field of spontaneous trait inferences (STIs) directed attention to the shared aspects of those inferences with other types of inferences and processes. The present proposal intends to contribute to an integrative view of these recent developments by presenting research that explores shared and distinctive mechanisms underlying STIs and spontaneous trait transferences (STTs), as well as between STIs and intentional trait inferences, and that examines the relation between STIs and the perceiver's goals. John Skowronski will show that although it is generally assumed that STTs are based on associative processes, cognitive effort in working memory is still needed for the establishment of such associative links, just as for the inferential processes underlying STIs. In the second presentation, SoYon Rim will explore the sensitivity of STIs to perceiver's goals and will show that an unconscious affiliation goal spontaneously promotes more positive trait inferences from others' behaviors. The last two presentations specifically address the interplay between STIs and inferences made under intentional impression formation goals. Rita Jerónimo will contend that some processing differences typically observed when intentionally forming impressions might be based on STIs and their inhibition by previous expectancies. Finally, Frank Van Overwalle will explore, adopting both ERP and fMRI measures, the common and distinctive processes involved in spontaneous and intentional trait inferences.

ABSTRACTS**COGNITIVE CAPACITY AFFECTS BOTH STT AND STI**

John J. Skowronski¹, Brett M. Wells¹, Matthew T. Crawford², Cory R. Scherer³, Donal E. Carlston⁴; ¹Northern Illinois University, IL, ²Victoria University of Wellington, New Zealand, ³Penn State University, Schuylkill, PA, ⁴Purdue University, IN – Recipients

who read descriptions of trait-implicative behaviors spontaneously link the trait implied by the behavior to the informant, regardless of whether the informant describes him/her self or a third party. However, for informant self-descriptions the link is thought to be inferential, while for third-party descriptions the link is thought to be associative. While studies have shown that the formation of this latter link is more difficult to disrupt than the formation of the former link, even in the latter case cognitive effort in working memory may be necessary for an association to form. If such work is necessary, then the ability to perform such work should be moderated by recipient cognitive capacity. Four studies explored this idea. Recipients read trait-implicative behavior descriptions provided by informants. Some informants provided self-descriptions; others described third parties. The descriptions were sometimes

processed under cognitive load, and sometimes not. The formation of informant-trait links was assessed either via the modified savings paradigm introduced by Carlston and Skowronski (1994) or via trait ratings of the informants. Results from both savings data and trait ratings data suggested that recipients of trait-implicative informant behavior self-descriptions spontaneously formed trait impressions of the informants, but recipients of trait-implicative third-party descriptions only associated the trait implied by the description to informants. Moreover, the load manipulation interfered with savings and lowered the extremity of ratings, regardless of informant type. Importantly, in two studies effects similar to those produced by the load manipulation emerged from an individual-differences measure of working memory capacity (OSPAN).

A FUNCTIONAL ANALYSIS OF SPONTANEOUS TRAIT INFERENCE IN NON-CONSCIOUS AFFILIATION GOALS SoYon Rim¹, Kate E. Min², James S. Uleman¹, Tanya Chartrand²; ¹New York University, NY, ²Duke University, NC – Are implicit impressions, which form unintentionally and without conscious awareness, sensitive to situational motivations? Are implicit impressions functional in this way? The present work examines the functionality of spontaneous trait inferences (STI). Previous research demonstrated increased STI formation from behaviors of psychologically distal actors for whom abstract, invariant representations such as traits, are more functional (Rim et al., 2009). Here we examined functionality more directly by testing the effect of an affiliation goal at two stages of spontaneous impression formation: 1) trait activation and 2) trait binding to specific actors. At the earliest activation stage (Study 1), we found that an affiliation goal prime (vs. a neutral prime) suppressed the accessibility of non-trait words, which were irrelevant to and hence distracting from the affiliation goal. In Study 2, we used a false recognition paradigm to examine trait binding, and included a positive semantic prime condition to distinguish the “positivity” of the affiliation goal from the primed goal itself. Priming the goal to affiliate (vs. neutral and positive primes) led to increased STI formation from positive behaviors, whereas the primed affiliation goal had no effect on STI formation from negative behaviors. That is, unconsciously wanting to affiliate with others led perceivers to spontaneously and selectively form more positive trait inferences from others’ behaviors, relative to having no such unconscious goal to affiliate. These studies provide evidence that STIs are sensitive to perceivers’ unconscious goals and thus can operate in functional ways in impression formation.

INTENTIONAL IMPRESSIONS AND DIFFERENTIAL TRAIT ENCODING OF EXPECTANCY-CONGRUENT AND INCONGRUENT BEHAVIORS Rita Jerónimo¹, Leonel Garcia-Marques², Neil Macrae³; ¹ISCTE - Lisbon University Institute, Portugal, ²University of Lisbon, Portugal, ³University of Aberdeen, UK – In three studies we explore the idea that underlying the processing differences of expectancy-congruent and incongruent behaviors usually found under forming impressions are differences in the way behaviors are understood and encoded. Namely, whereas previous expectancies will not interfere with trait encoding for congruent behaviors, they will inhibit it for incongruent behaviors making congruent behaviors easier to understand. An impression formation paradigm was adopted in which a previous expectancy was activated and a set of behaviors (expectancy-congruent, incongruent or irrelevant) presented. In Study 1 incongruent behaviors were rated, as compared to the congruent ones, as more ambiguous and less informative about the target personality. Two additional studies explored the cognitive mechanisms underlying that difference. Results showed that whereas correspondent inferences are more often made for congruent behaviors, non-correspondent inferences are more probable for incongruent behaviors (Study 2). Results from Study 3, in which an online implicit measure of trait inferences was adopted, show that more time was needed to identify a correspondent trait after an incongruent than after a congruent behavior; moreover, this difference derived from the inhibition of trait inferences made for incongruent behaviors and not from their facilitation for the congruent ones. These results suggest that when forming an impression a default process

of behavior’s trait encoding takes place; previous expectancies may however inhibit that process for incongruent behaviors, fostering inferences that support alternative encodings.

SOCIAL NEUROSCIENCE APPROACH TO TRAIT INFERENCE: COMPARISON BETWEEN SPONTANEOUS AND INTENTIONAL INFERENCE USING fMRI/ERPs Frank Van Overwalle¹, Ning Ma¹, Marijke Van Duynslaeger¹, Edwin Verstraeten¹, Marie Vandekerckhove¹, Ruth Seurinck², Wim Fias²; ¹Vrije Universiteit Brussel, Belgium, ²Universiteit Ghent, Belgium – In 2 fMRI and 2 ERP studies on trait inferences of another person, half of the participants were given spontaneous (“read”) instructions while the other half were given intentional (“infer the person’s trait”) instructions. Several sentences described the behavior of a target person from which a strong trait could be inferred, and the last critical sentence implied a trait that was either consistent with this (consistent), implied an opposite trait (inconsistent), or was trait-irrelevant (irrelevant). A direct contrast between spontaneous and intentional instructions of consistent trait inferences (Experiment 1) or inconsistent trait inferences (Experiment 2) revealed no major differences, indicating that the same social mentalizing network was recruited. fMRI experiment 1 revealed, however, that spontaneous inferences significantly recruited only core mentalizing areas, including the temporo-parietal junction and medial prefrontal cortex, whereas intentional inferences additionally recruited other brain areas. fMRI experiment 2 further showed that, regardless of instruction, inconsistent inferences additionally recruited brain areas involved in conflict detection, such as the posterior medial prefrontal cortex and lateral prefrontal cortex. The ERP experiments further showed that the timing of spontaneous and intentional traits was alike, at about 400-600 ms after a critical trait-implicating word was presented. These results suggest that spontaneous and intentional instructions recruit the same brain network involved in mentalizing about others and involved in conflict resolution, although intentional instructions invite observers to think more about the material in different ways besides its social impact.

Saturday Morning Special Session

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

Special Session B1

PANEL DISCUSSION: SCIENTIFIC ADVANCES AT THE INTERFACE OF SOCIAL/PERSONALITY PSYCHOLOGY AND NIH ~ BEYOND FUNDING

Saturday, January 29, 8:15 - 9:30 am, Room 206 A-B

Chair: Heather Patrick, National Cancer Institute

Co-Chair: Alex Rothman, University of Minnesota

Speakers: Heather Patrick, William M. P. Klein, Dikla Shmueli

Traditionally, the relationship between funding agencies and the research community consisted of researchers seeking funding, and funding agencies providing it. However, NIH and other funding agencies also interact with the research community in various other ways to advance the science. For example, NIH invites investigators to workshops that shape and inform future funding initiatives. The National Cancer Institute (NCI) has also developed several workshops and workgroups to engage social/personality psychologists in discussions about transdisciplinary collaborations, opportunities for application of basic social psychological principles, methods, and theories, and the development of population-based surveys informed by social/personality psychological theory to address important public health questions. NCI has also contributed to SPSP-driven efforts to develop a health and social/

personality psychology interest group. These efforts depend on ongoing dialogue between researchers and funding agencies to maximize the effect basic behavioral science can have on initiatives to promote public health. This panel discussion will provide an overview of the opportunities for social/personality psychologists to capitalize on resources available through NCI and to facilitate dialogue between NIH and social/personality psychology. Panelists will discuss the following topics: (1) Training and workshop opportunities available to social/personality psychologists through NCI; (2) The nature and scope of existing collaborations between social/personality psychologists and NCI, and the vision for the future; and (3) Large, nationally-representative datasets and databases that are available to social/personality psychologists through NCI, and how these can be used to advance social and personality psychological science. Time will be set aside for audience questions and discussion.

ABSTRACTS

WORKSHOPS AND TRAINING OPPORTUNITIES Heather Patrick¹, Kara Hall¹; ¹National Cancer Institute, Division of Cancer Control and Population Sciences – Heather Patrick and Kara Hall will discuss how NCI-sponsored workshops (e.g., SPSP Summer Institute, Advanced Training Institute on Health Behavior Theories) have facilitated greater knowledge of how to conduct transdisciplinary research, provided opportunities to interact with scientists with similar interests from across a range of disciplines, and offered guidance in how to conduct basic research in a manner that can inform applied issues.

ONGOING AND EMERGING COLLABORATIONS BETWEEN NCI AND SOCIAL/PERSONALITY PSYCHOLOGISTS William M. P. Klein¹, Alex Rothman²; ¹National Cancer Institute, Division of Cancer Control and Population Sciences, ²University of Minnesota – William Klein and Alex Rothman will discuss how ongoing collaborations between social and personality psychologists and NCI can shape the contributions that basic behavioral science can make to initiatives designed to promote health and well-being, including the development of a longitudinal survey informed by health and social/personality psychology theories and a workgroup comprised of social and personality psychologists engaged in health research.

NATIONAL DATASETS AND DATABASES TO INFORM SOCIAL/PERSONALITY PSYCHOLOGICAL SCIENCE Dikla Shmueli¹; ¹National Cancer Institute, Division of Cancer Control and Population Sciences – Dikla Shmueli will discuss how social and personality psychologists can use and contribute to national datasets (e.g., Health Information National Trends Survey, a national survey including measures of attitudes, risk perceptions, and psychosocial factors related to health communication) and databases (e.g., Grid-Enabled Measures, a portal for measures of classic psychosocial constructs in the field) to address important research questions and/or to inform the development of their own program of research.

Special Session B2

HOW TO PUBLISH YOUR MANUSCRIPT

Saturday, January 29, 8:15 - 9:30 am, Room 207 A-B

Chair: Lindsay MacMurray, American Psychological Association

Panelist: Jeff Simpson, University of Minnesota; Jon Maner, Florida State University; Lindsay MacMurray, American Psychological Association

Publishing in established scholarly journals provides important career development for professional, scientific, and academic psychologists. Experienced authors and editors sharing their knowledge of the ins and outs involved in becoming an established author can be invaluable. This session, sponsored by the APA Publications and Communications Board, is intended to help demystify the publication process and encourage productive manuscript writing. In addition to providing an overview of the publication process from organizing and writing the

manuscript through its final publication, the panelists provide guidelines on writing discipline, selecting topics, and framing the research data for publication. They also illuminate the editorial processes involved in anonymous peer-review of manuscripts and provide guidelines for how reviewer comments should be considered. Beginning authors also receive instruction in what editors really mean in their decision letters and on the differences between various types of “rejection” letters. General support is provided for overcoming rejection in order to persevere in the publication process.

This event is sponsored by the American Psychological Association.

Symposia Session E

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

Symposia Session E1

VISUAL PROCESSING OF RACE

Saturday, January 29, 9:45 - 11:00 am, Ballroom B

Chair: Kerry Kawakami, York University

Speakers: Kerry Kawakami, Meghan G. Bean, Kurt Hugenberg, Reginald B. Adams

Although most current models of social categorization include a critical component related to attention, only recently have social psychologists begun to seriously investigate visual perception associated with the processing of racial faces. The four speakers in this symposium have all proposed innovative ways of thinking about and measuring basic level visual processing related to race. Kawakami, Williams, and Sidhu's recent work shows that while White participants focus on individuating features such as the eyes related to White targets, they attend to categorical features such as the nose and mouth of Black targets. Notably, this latter focus on Black categorical features can be attenuated with monetary incentives to individuate. Research by Bean, Richeson, Slaten, Todd, and Murphy extends these findings by investigating visual attention over time. Their results demonstrate that White individuals high in external motivation to appear nonprejudiced initially visually orient to Black faces and subsequently favor White faces. Work by Hugenberg and Wilson, alternatively, focuses on threats to racial ingroup distinctiveness and found that threat led to increased confusion in recognition of ingroup members indicative of an ingroup homogeneity effect. Finally, findings by Adams show that participants were better at “reading” the eyes of ingroup versus outgroup members and that this ability in mental state reasoning mediates cross-race effects. Together these four presentations, utilizing a variety of innovative techniques (e.g., eye-tracking, dot-probe detection task, reading in the mind in eyes test), support new ways of thinking about face perception across races to gain a broader understanding of intergroup bias.

ABSTRACTS

HERE'S LOOKING AT YOU: DIFFERENTIAL EYE GAZE PATTERNS FOR WHITE AND BLACK TARGETS

Kerry Kawakami¹, Amanda Williams¹, David Sidhu¹; ¹York University – A popular explanation for the cross-race effect (that we have better recognition for faces of our own race compared to other races) is that we pay more attention to same-race faces than cross-race faces. The present research investigated the possibility that we exert extra effort to individuate our own race but rely on categorical processing for other races by utilizing an eye tracker to investigate the duration of gaze of White participants. In accordance with our expectations, White participants spent more time in general looking at White faces than Black faces and more time looking at individuating traits such as the eyes of Whites compared to Blacks. Alternatively, and in accordance with the categorical processing of cross-race faces, these participants also

spent more time attending to Afrocentric categorical features such as the nose and mouth of Black than White faces. A second study investigated whether a monetary incentive to process Blacks and Whites individually would impact gaze patterns and whether duration of gaze would be related to the cross-race effect. As expected, although paying participants to remember individual Black faces increased the amount of time they attended to individuating features of Black faces, a monetary incentive to individuate White faces did not influence attention to individuating features of Whites. Furthermore, while in the control condition, categorical processing of Blacks was related to the cross-race effect, this relationship disappeared when a monetary incentive was awarded for individuating Blacks.

THE THREAT OF APPEARING PREJUDICE: EXTERNAL MOTIVATION TO APPEAR NON-PREJUDICED AND RACE-BASED SELECTIVE ATTENTION

Meghan G. Bean¹, Jennifer A. Richeson¹, Daniel Slaten¹, Sophie Trawalter², William S. Horton¹, Andrew R. Todd³, Mary C. Murphy⁴; ¹Northwestern University, ²University of Virginia, ³University of Cologne, ⁴University of Illinois at Chicago – Interracial interactions can be stressful and anxiety inducing and some individuals are particularly susceptible to these negative outcomes. Specifically, white individuals who are high in external motivation to appear non-prejudiced (“high-EM”) find interracial interactions to be particularly taxing. Two studies examined whether these individuals exhibit selective patterns of visual attention toward black faces that indicate automatic threat appraisals. Specifically, past research has found that individuals unconsciously orient toward visual stimuli that are perceived as threatening then subsequently avoid these same stimuli. Study 1 used a dot-probe detection task to examine whether high-EM participants exhibit this pattern of selective attention regarding black faces. High- and low-EM individuals were presented with image pairs consisting of one white and one black male face for either 30 ms or 450 ms. The facility with which they could detect a small dot that appeared in the same spatial location as one of the faces was assessed. Study 2 used eye-tracking technology to examine directly participants’ looking behavior in response to black faces. Specifically, high- and low-EM participants were presented with pairs of one white and one black male face while an eye-tracking device recorded where on the screen they looked throughout each trial. In both studies, results revealed that high-EM, but not low-EM, participants exhibited an initial visual orientation toward black faces and then subsequently avoided these targets in favor of white faces. Taken together, these results suggest that individuals for whom interracial interactions are particularly anxiety-inducing automatically appraise outgroup members and threatening.

UNDER THREAT WE ALL LOOK THE SAME: DISTINCTIVENESS THREAT INDUCES INGROUP HOMOGENEITY IN FACE MEMORY

Kurt Hugenberg¹, John Paul Wilson¹; ¹Miami University – Face recognition is a skill central to group living and successful social interactions, and extensive research indicates that social groups (ingroups/outgroups) can bias face recognition, creating an outgroup homogeneity effect in face memory (worse recognition for outgroup faces than ingroup faces). Despite this, to date little research has investigated how the structure of relationships between social groups affects such biases. Because past research has shown that group distinctiveness threat can enhance perceptions of ingroup homogeneity, of interest in the current research was whether distinctiveness threat affected face recognition. We addressed this issue directly in two experiments. In Experiment 1, White American participants’ were randomly assigned to read an essay indicating that Hispanic migration to the US would blur racial boundaries (threatening the distinctiveness of their racial ingroup), or to read a control essay about non-racial demographic changes. All participants then encoded and recognized a series of White and Hispanic faces. Notably, whereas control participants showed the standard outgroup homogeneity effect (i.e., more outgroup confusions in face memory), distinctiveness threat led to enhanced ingroup homogeneity in face memory (i.e., increased ingroup confusions). In Experiment 2, these same results were replicated using a

control condition that also focused on Hispanic immigration, without threatening racial group distinctiveness. In short, distinctiveness threat created ingroup homogeneity in face memory. In both studies, distinctiveness threat led Whites’ same-race recognition to drop to cross-race levels. Implications are discussed in terms of how the structure of intergroup relations drives intergroup differences in face memory.

CROSS-GROUP READING THE MIND IN THE EYES: THE ROLE OF SOCIAL-CATEGORIZATION IN MENTAL STATE REASONING

Reginald B. Adams¹; ¹Penn State – Across time and culture – even species – the eyes are a particularly powerful facial cue. Folk wisdom asserts that “the eyes are the window of the soul” and empirical science corroborates a prominent role for the eyes in human social communication. In this talk, I will review a series of studies examining variation in the ability to “read” the eyes of others as a function of social category memberships, using a common socio-perceptual task of mental state reasoning, the “Reading the Mind in Eyes” (RME) test. The original version of this test includes only White models. To conduct the current work, we generated an Asian version of the RME with collaborators at Kyoto University and a U.S. Black version at Penn State University. First, we found a pronounced intracultural advantage in mental state decoding (i.e., better performance for same-versus other-culture) in both native Japanese and U.S. White participants. In a series of follow-up studies using the Asian, White, and Black RME, we found this advantage was readily replicable using the more generalizable cross-race paradigm. Next, we examined the role of arbitrarily assigned school affiliations on RME performance. For students high in school pride, same- versus other-school affiliation yielded the predicted intra-group advantage (i.e., same- versus other-school) and significantly reduced cross-race effects. Finally, extending this work further, we provide evidence for a potential mediating role of mental state reasoning on downstream effects on face memory, finding that the cross-race effect on RME performance predicts subsequent cross-race memory of these same faces.

Symposia Session E2

KURT LEWIN 2.0: GENE BY ENVIRONMENT INTERACTIONS IN PERSONALITY, CULTURE, AND EMOTION

Saturday, January 29, 9:45 - 11:00 am, Room 6 A-D

Chair: Bob Josephs, University of Texas - Austin

Speakers: Turhan Canli, Joan Y. Chiao, Heejung S. Kim, Robert A. Josephs

It is likely that most genes do not play a significant role in determining behavior in the absence of proper environmental conditions (Hariri & Holmes, 2006). However, specification of the appropriate gene by environment interaction is rapidly turning out to be an extraordinarily useful technique in shedding new light on the nature of complex phenomena, from stress and emotion, to aggression and social cognition. This symposium features four speakers whose gene by environment approaches touch personality, culture, and emotion. Dr. Canli will offer an ingenious solution to the puzzling association between the polymorphism (5-HTTLPR) of the serotonin transporter gene (SLC6A4) and multiple traits and behaviors by showing 5-HTTLPR’s broad influence over a wide range of neural circuitry, and its interaction with environmental events. Dr. Chiao will provide evidence of the influence of culture on genetic selection. Most striking, she finds that the greater the population frequency of the high-risk, or “S” allele of the 5-HTTLPR, the lower the prevalence of mood disorders (because of protection from increased cultural collectivism). Dr. Kim will present work on cultural differences in the oxytocin receptor polymorphism (OXTR) rs53576. G allele carriers are more sensitive than A carriers, and this finding was confirmed among Americans, but surprisingly, reversed among Koreans, providing a stunning example of the environment (culture) moderating gene expression. Dr. Josephs will present first-time evidence of a hormone-gene-environment interaction on behavior in which high testosterone, S (5-HTTLPR) carriers showed exaggerated stress responses to defeat, suggesting a new, at-risk population for stress-related disease.

ABSTRACTS

PLEIOTROPIC EFFECTS OF THE SEROTONIN TRANSPORTER GENE POLYMORPHISM (5-HTTLPR) Turhan Canli¹; ¹Stony Brook University, USA – A common variant within the serotonin transporter gene is best known for its association with neuroticism. Yet, this polymorphism (5-HTTLPR) is also associated with other traits and behaviors. Such pleiotropic effects may appear puzzling or surprising when assessed at the behavioral level of analysis. However, when considering the influence of the 5-HTTLPR on neural circuitry, it becomes apparent that it is widespread, and further modulated by life experience. In this presentation, I will review some of our work that has investigated the role of 5-HTTLPR by itself, and in interaction with environmental factors, to speculate how its influence over a wide range of neural systems may help understand pleiotropic effects of the serotonin transporter gene.

CULTURE-GENE COEVOLUTION OF INDIVIDUALISM-COLLECTIVISM AND THE SEROTONIN TRANSPORTER GENE (5-HTTLPR) Joan Y. Chiao¹, Katherine D. Blizinsky¹; ¹Department of Psychology and Interdepartmental Neuroscience Program, Northwestern University – Culture-gene coevolutionary theory posits that cultural values have evolved, are adaptive and influence the social and physical environments under which genetic selection operates. In two studies, we examined the association between cultural values of individualism-collectivism and allelic frequency of the serotonin transporter functional polymorphism (5-HTTLPR) as well as the role this culture-gene association may play in explaining global variability in prevalence of pathogens and affective disorders. In both studies, we found evidence that collectivistic cultures were significantly more likely to comprise individuals carrying the short (S) allele of the 5-HTTLPR across 29 nations and 21 states within the United States. Across nations, results further show that historical pathogen prevalence predicts cultural variability in individualism-collectivism owing to genetic selection of the S allele. Additionally, cultural values and frequency of S allele carriers negatively predict global prevalence of anxiety and mood disorder. Finally, mediation analyses further indicate that increased frequency of S allele carriers predicted decreased anxiety and mood disorder prevalence owing to increased collectivistic cultural values. Taken together, our findings suggest culture-gene coevolution between allelic frequency of 5-HTTLPR and cultural values of individualism-collectivism and support the notion that cultural values buffer genetically susceptible populations from increased prevalence of affective disorders. Here we discuss these current findings and their implications for understanding culture-gene coevolution of human brain and behaviour as well as how this coevolutionary process may contribute to population variation in pathogen prevalence and epidemiology of affective disorders, such as anxiety and depression.

CULTURE, GENETICS AND EMOTION REGULATION Heejung S. Kim¹, David K. Sherman¹; ¹University of California, Santa Barbara – Research has identified a genetic basis for a wide range of social and emotional behaviors. For instance, individuals with G allele of oxytocin receptor polymorphism (OXTR) rs53576 are found to be more socio-emotionally sensitive, compared to those with A allele. Yet, there is a growing body of research showing the impact of environment in moderating gene expression. In our research, we found that culture, as a form of environment that provides social context in which behaviors take place, has significant role in shaping how genes are expressed in behaviors and psychological tendencies. In the present study, we examined the gene-by-culture interaction in emotion regulation. There are cultural differences in how individuals regulate their emotion. Asians are more likely to suppress emotional expression to regulate their emotion than Americans. The present study examined how culture moderates the link between OXTR and emotion regulation strategies to produce culturally divergent ways in which people regulate their emotion. Koreans and Americans completed a questionnaire on their emotion regulation strategies. They also provided saliva samples for genotyping. There was a pre-

dicted gene-by-culture interaction as people with G allele exhibited greater sensitivity to cultural expectations regarding socio-emotional behaviors. Among Americans, emotional suppression was exhibited more among participants with GG genotype than participants with the AA genotype, but the pattern was opposite among Koreans. These results support the idea that genes influence psychological predispositions for socio-emotional sensitivity, and culture moderates the behavioral outcome of such predispositions.

SEROTONIN TRANSPORTER GENE X TESTOSTERONE INTERACTION PREDICTS HPA AXIS RESPONSE TO DEFEAT Robert A. Joseph¹; ¹Department of Psychology and The Institute for Neuroscience, The University of Texas at Austin – Chronic stress is a major contributor to many common diseases and pathologies. How individuals react to stress depends in large part on individual characteristics and environmental variables. Two variables strongly linked to stress-reactivity are: 1) social status, and 2) variation in the polymorphic region (5-HTTLPR) of the serotonin transporter gene (SLC6A4). Depending on one's level of status, threats to social status (e.g., defeat) can influence powerfully stress-reactivity and downstream stress-related disease onset across species, and individual differences in basal testosterone are a key predictor in determining reactions to status threats. Serotonin transporter gene (SLC6A4) linked polymorphic region allele status modulates the stress response, with short (S) allele carriers (those homozygous or heterozygous for the S allele) showing an exaggerated stress response to emotionally provocative stimuli and environmental stress, relative to those homozygous for the long (LL) allele. Evidence for a possible hormone by gene interaction exists at the level of an intermediate phenotype. High testosterone (T) levels (in individuals exposed to negative stimuli) have been linked to decreased connectivity in amygdala-higher cortical coupling. So too, S carriers of the 5-HTTLPR, in response to negative stimuli show similar decreased connectivity between the amygdala and higher cortical regions. This suggests a dysregulation of the amygdala, rendering high T and/or S carriers vulnerable to disorders of mood and affect. Three studies exposing subjects to negative stimuli confirmed this model, with all three showing a pattern of exaggerated stress response among S carriers who were also high in T.

Symposia Session E3

LANGUAGE AND EMOTION: LABELING CREATES AND SHAPES EMOTION

Saturday, January 29, 9:45 - 11:00 am, Room 7 A-D

Chair: Karim Sadik Kassam, Carnegie Mellon University

Co-Chair: Kristen Lindquist, Harvard University

Speakers: Kristen Lindquist, James Russell, Karim Kassam, Matthew Lieberman

According to commonsense, words are irrelevant to what we see on others' faces or feel in our bodies. If words have anything to do with emotion, it is only because they are used to label what we see or feel after the fact. Yet, growing evidence from the behavioral and developmental sciences, psychophysiology, and neuroimaging suggests that language shapes emotion in important, and sometimes surprising, ways. The talks in this symposium will explore the variety of ways that language shapes the experience and perception of emotion. Kristen Lindquist will first present data demonstrating that emotion words play a constitutive role in the experience of emotion by shaping affective states into discrete emotional feelings. Next, James Russell will present data demonstrating that language acquisition shapes the perception of emotion during childhood. Karim Kassam will then present data demonstrating that labeling affective feelings with discrete emotion words alters peripheral physiological responses. Finally, Matthew Lieberman will present neuroimaging data demonstrating that the same brain regions involved in labeling affective states are also involved in emotion regulation and self control.

ABSTRACTS

LANGUAGE AND THE CONSTRUCTION OF EMOTIONAL EXPERIENCE

Kristen Lindquist¹, Lisa Feldman Barrett²; ¹Harvard University, ²Northeastern University – According to psychological constructionist models of emotion, language is a key ingredient in emotion because it helps make meaning out of affective states (Barrett, 2006; Hunt, 1941). Few studies to date have explicitly assessed how language is an essential ingredient in emotion, however. In four studies, we tested the psychological constructionist hypothesis that words for emotion and basic affective states (feelings of pleasure, displeasure and arousal) combine to produce the experience of discrete emotion. In all studies, participants were first primed with an emotion word (e.g., “fear” v. “anger” v. neutral content). Next, they completed an affect induction procedure (e.g., to make them feel unpleasant v. neutral). Participants’ resulting emotional state was then measured as world-focused emotion (the experience that the world is a certain way; e.g., threatening in fear), self-focused emotion (the experience of having a discrete emotion; e.g., feeling fear) or physiological changes (e.g., cardiovascular reactivity). As predicted, affective states were experienced as discrete emotion by only those individuals for whom emotion words had been primed. The constitutive role of language in the psychological construction of emotion experience is discussed.

CHILDREN’S RECOGNITION OF EMOTION FROM FACIAL EXPRESSION

James Russell¹; ¹Boston College – Emotion signaling theory makes testable predictions about children’s interpretation of facial expressions of so-called basic emotions. Contrary to that theory, children come to label these expressions gradually. For instance, children who have acquired the words “disgust” and “anger” differentiate disgust from anger (conveyed via facial expression or stories about causes and consequences) to some degree, whereas those who have only the word “anger” assimilate both to anger. The implication of these findings for the linguistic relativity of emotion perception is discussed.

OBSERVER EFFECTS IN EMOTION: LABELING SHAPES EMOTIONAL EXPERIENCE

Karim Kassam¹, Wendy Berry Mendes²; ¹Carnegie Mellon University, ²University of California, San Francisco – When researchers study emotion, a common method is to ask people to self-report the emotions they currently feel. We examined whether labeling an emotional state in this way can change people’s emotional experience. Participants (N= 99) were randomly assigned to a 3 (emotion induction: anger, shame, or neutral) x 2 (emotion assessment: reported or not) between subject design and cardiovascular indicators were measured throughout to serve as indicators of the emotional experience. Anger and shame were induced using a modified version of the Trier Social Stress Task, where participants were asked to count backwards in steps of seven while a confederate delivered negative feedback in either an annoyed, incompetent tone (anger condition) or a warm, maternal tone (shame condition). We found that assessing emotional experiences reduced the bodily responses – for participants in both the anger and shame conditions, those who labeled their emotions had smaller heart rate increases and smaller cardiac output increases than those who did not. Assessing anger was also associated with increased peripheral resistance. Throughout the sciences, observing a phenomenon can often serve to change that phenomenon. The results suggest that emotion research is no exception.

PUTTING FEELINGS INTO WORDS: THE NEURAL BASIS OF UNINTENTIONAL EMOTION REGULATION

Matthew Lieberman¹; ¹University of California, Los Angeles – Spinoza wrote that “Emotion, which is a passion, ceases to be a passion as soon as we form a clear and distinct idea, thereof.” This talk will explore why it is that putting feelings into words (‘affect labeling’) can help to calm our emotional passions. Specifically, I will provide fMRI evidence demonstrating that the brain region most selectively activated by affect labeling (right ventrolateral prefrontal cortex; RVL/PFC) is the region most reliably associated with a variety of emotion regulation and self-control processes. When

this region is recruited in the service of affect labeling it unintentionally sets emotion regulation processes in motion. I will present data demonstrating that (a) this region is involved numerous forms of self-control, (b) that activating this region in the absence of self-control goals still produces self-control outcomes, (c) that affect labeling also activates this region and produces regulatory sequelae and (d) that the broader pattern of neural responses associated with affect labeling are very similar to those seen in traditional intentional emotion regulation paradigms (e.g. reappraisal). Finally, I will present clinical extensions of this work on treating phobias and on mindfulness meditation effects.

Symposia Session E4**ACTOR/OBSERVER 2.0: NEW DIRECTIONS IN JUDGING SELF AND OTHERS**

Saturday, January 29, 9:45 - 11:00 am, Room 217 A-B

Chair: Elizabeth R. Tenney, University of Virginia

Speakers: Daniel Ames, Elizabeth R. Tenney, Nicholas Epley, Katherine Hansen

Actor-observer differences in explanations of behavior have a long history in social psychology (e.g., Nisbett et al., 1973). Classic work on the topic has largely focused on disparities in the amount of information people have about themselves and others or differences in attention to explain why discrepant interpretations of the same behavior persist. In this symposium, we showcase a more recent approach—namely, that actors and observers privilege different kinds of information or have different standards of evaluation when thinking about themselves versus others. First, Ames presents evidence that people interpret lapses in their own memory differently from how they interpret lapses in other people’s memory. For instance, people do not attribute much importance to forgetting a name, but if someone forgets their name, people interpret that forgetfulness as diagnostic (e.g., indicative of disliking). Next, Tenney demonstrates that people use different criteria when evaluating the credibility of what they remember themselves versus what other people remember. In particular, making an error with high confidence does not decrease people’s trust in their own knowledge, but the same error is damaging to the credibility of others. Next, Epley highlights an important difference in the thought processes of gift givers and receivers. Gift givers weigh how much thought they put into their gift and assume that their thoughts will “count” more than they actually do. Lastly, Hansen looks into the surprising persistence of the “bias blind spot,” a self-other asymmetry in which people deny biases in themselves that they easily recognize in others.

ABSTRACTS

A PIECE OF YOUR MIND: OBSERVERS FORGIVE THEIR FORGETTING BUT ASSUME ACTORS’ RECALL IS DIAGNOSTIC

Daniel Ames¹, Malia Mason¹, Emily Bianchi¹; ¹Columbia University – Despite our best intentions, most of us have struggled at some point to remember an acquaintance’s name or personal details. Yet after a moment of private anguish and public awkwardness, we usually let ourselves off the hook: it’s nothing personal, I just forgot. When we are on the receiving end of recall, however, we may take forgetting and remembering as highly diagnostic of the other person’s attitudes toward us. If you remember my name, we think, you must like me; if you don’t, you may not. In a series of experiments, we measured the inferences that people draw from self and other remembering and forgetting, expecting to see a divergence in diagnosticity (i.e., others’ recall will be seen as more diagnostic than self recall). Participants in one study read vignettes describing themselves as encountering a recent acquaintance; some read that they remembered or forgot the acquaintance’s name whereas others read that the acquaintance remembered or forgot their name. One’s own recall for the acquaintance’s name was not associated with presumed liking for the acquaintance but the acquaintance’s recall predicted their presumed liking for participants: acquaintances who forgot were seen as having less liking. Another experiment examined whether others’ status moderates these effects. As

expected, participants took others' recall for details such as the participants' vacation plans as diagnostic of the others' liking, though this effect was weaker when the other was high status, suggesting that people are more charitable to others whose "mental real estate" may be in high demand.

WHEN BEING WELL-CALIBRATED DOESN'T MATTER FOR CREDIBILITY: PEOPLE EVALUATE THEMSELVES AND OTHERS DIFFERENTLY Elizabeth R. Tenney¹; ¹University of Virginia

— When deciding whom to believe, previous research suggests that people pay attention to whether informants are well-calibrated (i.e., good judges of when to be confident), and informants who are shown to be overconfident are discredited. However, as a new twist, it turns out that the tendency to use calibration as a cue to credibility is moderated by whether people are evaluating someone else's knowledge or their own. When participants had to rely on other people's memory of a video clip to learn what happened during the clip, as would be expected, participants trusted other people's memory less if other people were shown to be poorly-calibrated (e.g., overconfident). However, if participants watched a video clip themselves and were then provided with similar evidence of their own overconfidence, unlike when evaluating other people, trust in their own memory did not change or waiver as a function of calibration. Making a high confidence error themselves did not seem to cause people to question their confidence in other, related facts they thought they knew. This asymmetry in how people evaluate the credibility of what they know versus what other people know could explain some of the exasperation people feel with each other during disagreements.

HOW SURPRISINGLY LITTLE THOUGHTS COUNT Nicholas Epley¹, Yan Zhang²; ¹University of Chicago, ²National University of Singapore

— Gift giving is a social exchange that includes both the objective value of a gift as well as the symbolic meaning of the exchange itself. The objective value of a gift is sometimes considered to be of secondary importance in people's evaluations of a gift, as when gift receivers claim, "it's the thought that counts." This research examined when thoughts count in gift exchanges. Because it often takes motivation and attentional resources to consider another person's thoughts, we predicted that thoughts would count for very little in evaluating gift exchanges unless gift receivers were motivated or otherwise triggered to consider a gift giver's thoughts. Three experiments demonstrate that others' thoughts are likely to be triggered when a friend's gift has relatively little objective value, or is considered to be objectively undesirable. In one experiment, mothers evaluated a gift they received for Mother's Day either in comparison to the best Mother's Day gift they ever received or the worst Mother's Day gift they ever received. The amount of thought mothers believed their children put into their gift influenced their reported appreciation and gratitude only when the gift was relatively undesirable (i.e., compared to the best gift ever received). Gift givers, however, are directly aware of the amount of thought they put into their gift, and therefore predict that their thoughts will "count" more than they actually do. It is the thought that counts, this research suggests, but only when giving loved ones bad gifts.

UNAFFECTED BY BIAS: CLAIMING OBJECTIVITY AFTER KNOWINGLY USING A BIASED STRATEGY Katherine Hansen¹, Emily Pronin¹; ¹Princeton University

— People are quick to point out bias in those around them, yet are reticent to admit to acknowledge bias in themselves. How far does this self-other asymmetry in bias attribution, or "bias blind spot," go? The current research investigates this question by exploring the psychological effects of knowingly engaging in a biased decision-making strategy - that is, acknowledging the fact that one's decision-making strategy is biased and using it anyway. Three experiments found that even when individuals admitted to bias in their decision-making strategy, they still maintained the presence of objectivity in their decisions. Each of the three experiments asked participants to engage in a biased decision making strategy (e.g., evaluating the validity a test they had just failed by examining only its weaknesses). In all three experiments, participants in

the biased condition (compared to participants asked to use strategies that were not explicitly biased) rated their strategy as biased, engaged in it, and then claimed that their decisions resulting from that strategy were objective (in two of the experiments, degree of bias was measured and participants were found to have actually made biased decisions). This research suggests that the bias blind spot runs deep - even when individuals acknowledge that they are doing something in a biased manner, they are still inclined to see themselves (and the decisions that they make) as objective.

Symposia Session E5

CONNECT OR PROTECT? NEW INSIGHTS INTO MOTIVATED RESPONSES TO SOCIAL EXCLUSION

Saturday, January 29, 9:45 - 11:00 am, Room 217 C-D

Chair: Lisa M. Jaremka, UC Santa Barbara

Co-Chair: Nancy L. Collins, UC Santa Barbara

Speakers: Geoff MacDonald, Özlem Ayduk, Cynthia L. Pickett, Lisa M. Jaremka

There has been a longstanding debate in psychology about whether threats to social inclusion motivate affiliative or self-protective responses. How can we reconcile these seemingly contradictory perspectives? The current symposium suggests that people's responses to social exclusion are more nuanced than previously assumed by offering new insights into the factors that explain when, why, and how people respond to these threats by either seeking social connection or behaving in defensive or self-protective ways. In the first talk, MacDonald demonstrates that people who experience social pain are more likely to endorse avoidance goals and less likely to experience a subsequent social interaction as rewarding. These findings suggest that people may protect the self from the conscious threat of social pain by seeing less value in social connection. Next, Ayduk demonstrates that rejection leads to self-concept confusion for those who are highly sensitive to rejection. This confusion may ultimately lead to the self-defensive behaviors that are often exhibited in response to social rejection. Next, Pickett reveals that the effect of chronic and situational threats to belonging on affiliative behavior depends on the context. Specifically, she shows that affiliative responses tend not occur in the context of high social-evaluative threat or high social pressure. Finally, Jaremka provides evidence that discrimination, an experience that has long been theorized to threaten the need to belong, results in motivational patterns that are consistent with a belonging perspective - increased affiliation motivation tempered by a desire to protect the self.

ABSTRACTS

IT'S NOT WORTH IT: SOCIAL PAIN HEIGHTENS AVOIDANCE GOALS AND DIMINISHES SOCIAL REWARD Geoff MacDonald¹; ¹University of Toronto

— How might feelings of social pain influence interactions with new social partners? Consistent with past research (e.g., Cavallo, et al., 2010) I expected that social pain would heighten social avoidance goals. However, the vulnerability associated with social pain may make acknowledging the sense of threat motivating those avoidance goals difficult to tolerate consciously. Thus, I predicted that socially pained individuals facing an interaction with a stranger may construe the interaction as lacking in potential for intimacy and connection (i.e., low reward) rather than holding potential for negative evaluation and rejection (i.e., high threat). That is, participants in pain may be more comfortable withdrawing psychologically with the rationale, "It's not worth it" rather than, "I'm scared of being rejected." Participants were randomly assigned to relive a socially painful event, a physically painful event, or no event (Chen et al., 2008), then completed measures of approach/avoidance goals and social reward/threat. Finally, they interacted with another participant and reported on feelings of reward and threat during the interaction. Results revealed that participants in the social pain condition reported relatively stronger avoidance goals and lower reward expectations (although physical pain participants also reported low

reward expectations). No effects were found for approach goals or expectations of social threat. Further, participants in the social pain condition reported the lowest levels of connection following their interaction. The results suggest that the vulnerability resulting from social pain may lead to self-fulfilling prophecies of low social reward.

IMPLICATIONS OF REJECTION FOR SELF-CONCEPT CLARITY FOR REJECTION SENSITIVE INDIVIDUALS Özlem Ayduk¹, Anett Gyurak¹, Anna Luerssen¹, ¹University of California, Berkeley – Extensive research to date has demonstrated that rejection leads to self-protective reactions towards others, such as hostility and aggression, particularly in people who chronically expect rejection from significant others and whom we refer to as high in rejection sensitivity (RS). There has been little research however, on how rejection affects high RS people's self-concept. This presentation will address this issue focusing on self-concept clarity (SCC), which captures the extent to which self-knowledge is clearly and confidently defined, internally consistent, and temporally stable. Research shows that SCC can be undermined by failures in valued goal domains. Because preventing rejection is an important self-relevant goal for people high in RS, the main hypothesis tested was that failures to attain this goal (e.g., perceptions of rejection, occurrence of conflicts with partners) would cause them to experience unclarity in their self-concept - confusion about who they are and where they are going. Consistent with this hypothesis, findings from an experimental study showed that high RS people's SCC is undermined following rejection but not following an aversive experience unrelated to rejection. A daily-diary study of couples in relationships replicated these findings by revealing that compared to those low in RS, high RS people's SCC suffer to a greater degree on days preceded by presence as opposed to absence of conflicts with partners. The discussion will focus on how attempts to repair the self-concept may mediate the elicitation of self-protective responses by rejection as well as on the implications of the findings for long-term adjustment.

WALLFLOWERS AND SOCIAL BUTTERFLIES: PREDICTING SELF-DEFENSIVE AND AFFILIATIVE RESPONSES TO HEIGHTENED BELONGING NEED Cynthia L. Pickett¹, Wendi L. Gardner², Yanine D. Hess¹, ¹University of California, Davis, ²Northwestern University – According to the Belonging Regulation Model (BRM; Pickett & Gardner, 2005), threats to social inclusion should elicit cognitive, emotional, and behavioral changes designed to facilitate the acquisition and maintenance of social relationships. These affiliative responses are adaptive in that they help ensure continued social connection. However, it is also the case that belonging deficits can arouse self-defensive motives leading to caution, fear, and social withdrawal. Although these responses appear to be maladaptive in terms of satisfying the need to belong, protecting the self is a critical goal for most humans. In the current talk, we will present evidence indicating that threats to belonging - both chronic (e.g., loneliness) and situational (e.g., social rejection) - arouse both self-protective and affiliative motives and that an individuals' response to threat may reflect one or a combination of these motives. In a series of studies involving chronically lonely individuals as well as studies with individuals experiencing acute episodes of social rejection, we have found that the cognitive and behavioral responses that are predicted by the BRM (e.g., enhanced interpersonal sensitivity) are modified or even reversed when the potential for harm to the self is perceived to be high (e.g., under conditions of high social-evaluative threat or high social pressure). These studies suggest that predicting responses to heightened belonging need requires sensitivity to the multiple motives that individuals are attempting to satisfy and to the social-context which may alter the relative weights given to these various motives.

AN INTERGROUP PERSPECTIVE ON THE NEED TO BELONG Lisa M. Jaremka¹, Brenda N. Major¹, Nancy L. Collins¹, ¹University of California, Santa Barbara – According to a motivational perspective on the need to belong, threats to social inclusion should lead to motivated and coordinated attempts to re-establish an overall sense of belonging (Pickett & Gardner,

2005). A number of studies examining interpersonal threats to belonging have supported this hypothesis by demonstrating that rejection leads to increased attempts to affiliate with others (e.g., Maner, DeWall, Baumeister, & Schaller, 2007). While a number of theoretical perspectives argue that discrimination also threatens the need to belong (e.g., Smart-Richman & Leary, 2009) and thus should lead to the same motivational consequences, no studies to date have empirically examined this possibility. Accordingly, in the current study, participants in the experimental condition were asked to remember a time when they felt discriminated against because of their membership in a particular group. Participants in the control condition were asked to remember a recent purchase they made. All participants then completed a series of measures designed to assess affiliation motivation. Consistent with a motivational perspective on the need to belong, participants in the discrimination condition (compared to those in the control condition) had higher levels of affiliation motivation and higher approach goals in their already existing relationships. However, they were less interested in fostering new relationships, perhaps because new relationships raise the possibility of further rejection. These results suggest that attempts to re-establish belonging are often balanced with a desire to protect the self from future harm.

Symposia Session E6

MANIFEST CULTURE: AN ANALYSIS OF THE PSYCHOLOGICAL BASIS AND INFLUENCE OF SOCIOCULTURAL LANDSCAPES

Saturday, January 29, 9:45 - 11:00 am, Room 214 A-B

Chair: Krishna Savani, Columbia Business School

Co-Chair: Max Weisbuch, University of Denver

Speakers: Shigehiro Oishi, Max Weisbuch, Kristin Pauker, Michael Morris

Sociocultural landscapes are elements of the physical environment that mediate the relationship between culture and mind. In this symposium, four papers analyze how sociocultural landscapes are generated and how they influence individuals' psychological processes. Oishi and colleagues focus on the generation of sociocultural landscapes, examining how the uniformity of American suburbs is generated by residential mobility. Residentially mobile individuals prefer familiar objects, and locations with more of these individuals exhibit greater demand for (and contain more) objects familiar to Americans, such as national chain stores rather than local stores. Weisbuch and Ambady describe nonverbal behavior as a ubiquitous aspect of sociocultural landscapes and support this description by illustrating that consistently biased patterns of nonverbal behavior appear on television. Exposure to such nonverbal bias was subsequently shown to shape viewers own biases and to even account for regional differences in bias. Pauker explored racial ambiguity as an important feature of sociocultural landscapes. Citizens of regions with an especially large multi-racial population exhibited especially flexible perception of and beliefs about race. This flexibility in racial perception and beliefs were likely caused by exposure to racial ambiguity, as Pauker illustrates in experimental research. Finally, Morris and Savani demonstrate how cultural landscapes shape decision making through a conditioning process. They found that Indian influence situations were dramatically more likely than U.S. situations to feature other-serving motives and to result in positive consequences for the relationship, thus inducing both Indian and American participants to make more accommodative decisions.

ABSTRACTS

RESIDENTIAL MOBILITY, INDIVIDUALISM, AND SUBURBAN UNIFORMITY: AN AMERICAN PARADOX Shigehiro Oishi¹, Felicity Miao¹, Minkyung Koo², Kate Ratliff³, ¹University of Virginia, ²University of Illinois, ³Tilburg University – Although the U.S. is best known for its individualism, physical landscapes of American suburbs are hardly unique, with new housing developments and new shopping malls that look in Houston just like they do in Minneapolis. The present project explores the psychological mechanisms underlying the uniformity of American sub-

urbs. The basic hypothesis is that residential mobility fosters uniformity. The core argument is that (a) many Americans move, and (b) when individuals move to an unfamiliar location, they are drawn to familiar objects for a sense of familiarity and continuity in their lives. That is, familiarity-seeking is a psychological consequence of residential moves, and the uniformity of American suburbs is a byproduct of residential mobility. Consistent with our hypothesis, national chain stores (e.g., Target, California Pizza Kitchen) had more stores in residentially mobile states than residential stable states (Study 1). Shopping malls located in residentially mobile zipcode areas had more national chain stores than shopping malls located in residentially stable areas (Study 2). Individuals who had moved frequently showed preference for national chain stores over local stores to a greater extent than did individuals who did not move frequently (Study 3). Finally, two laboratory experiments (Studies 4 and 5) showed that participants primed with “residential mobility” liked familiar ideographs (Study 4) and faces (Study 5) more than unfamiliar ones to a greater extent than those primed with “residential stability.” Together, these studies elucidate fundamental psychological mechanisms underlying the dominance of national chain stores and the uniformity in new suburban shopping malls.

THE TRANSMISSION OF CULTURALLY-SHARED BIASES THROUGH TELEVISED NONVERBAL BEHAVIOR Max Weisbuch¹, Nalini Ambady²;

¹University of Denver, ²Tufts University – To see another person is to see facial expressions, body language, eye gaze, and more. The ubiquity of nonverbal behavior has not been lost on human perceivers, who process nonverbal behavior effortlessly and often without awareness. In four studies, we explore the possibility that nonverbal behavior is a medium for communicating and transmitting culturally-shared attitudes. Specifically, we document the cultural prevalence and social influence of racially-biased nonverbal behavior. We first examined the nonverbal content of popular television shows and concluded that Americans are frequently exposed to nonverbal bias, above and beyond exposure to verbal race bias. The prevalence of racially-biased nonverbal behavior on American television led us to examine whether this bias might be transmitted to viewers. Experimental studies confirmed that repeated brief exposure to nonverbal race bias evoked race bias in perceivers. Notably, these patterns of nonverbal race bias were difficult or impossible to consciously identify, suggesting that the influence of nonverbal race bias is quite subtle. Given this influence and its subtlety, we examined the extent to which regional exposure to nonverbal race bias might help to account for regional-race biased behavior among television viewers. Indeed, natural exposure to nonverbal bias appeared to account for regional differences in racial biased aggression. We relate this program of research to studies that have examined how exposure to emotional expressions influences the attitudes of infants and non-human primates. We speculate that nonverbal influence is a subtle means by which beliefs and attitudes may be transmitted within a group or culture.

I'M COMFORTABLE WITH RACIAL AMBIGUITY WHEN IT'S FUNCTIONALLY IMPORTANT: ENVIRONMENTAL CONSTRAINTS ON PROCESSING RACIAL AMBIGUITY Kristin Pauker¹; ¹Stanford University – Features of the social landscape can shape the framework through which we process social information. In a series of studies, we explored whether exposure to multiracial faces could shape participants' theories about race, ultimately affecting race-based categorization, attention, and memory. Here we examined whether representation of particular features in an environment can actually shape the lay theories that people adopt to guide their social information processing. In particular, multiracial people and features challenge essentialist notions of race but are consistent with more flexible theories of race. Consequently, exposure to multi-racial individuals may facilitate flexible lay theories of race and the processing implications of such theories. Study 1 compared White participants' categorization patterns and memory for Asian, White and biracial faces in two different socio-cultural environments: Hawaii and the mainland U.S. White participants in a region with a high prevalence of multiracial individuals (i.e., Hawaii) exhibited less rigid categorization schemas and

better memory for biracial individuals than those in a region with little or no multiracial individuals (i.e., the mainland U.S.). Studies 2 and 3 examined whether these effects were due to mere exposure or whether the representative (racial) features of the environment functionally shaped perceivers' theories about race. Results supported the latter (functional) argument. Exposure to a perceptual environment populated by racially-ambiguous faces modified participants' essentialist belief systems, consequently directing their attention toward and facilitating memory of biracial faces.

CULTURAL CONDITIONING: UNDERSTANDING INTERPERSONAL ACCOMMODATION IN TERMS OF THE MODAL CHARACTERISTICS OF INTERPERSONAL INFLUENCE SITUATIONS Michael Morris¹, Krishna Savani¹; ¹Columbia Business School – Cultural differences in the tendency to accommodate to others have been extensively documented. We argue that differences between the landscapes of influence situations in Indian and American societies induce Indians to accommodate to others more often than Americans. To investigate cultural differences in situations, we sampled interpersonal influence situations occurring in India and the U.S., both from the influencee's (Study 1) and the influencer's (Study 2) perspectives. We found that Indian influence situations were dramatically more likely than U.S. situations to feature other-serving motives and to result in positive consequences for the relationship. Yet Study 3 found that targets of influence felt no less free to decide whether to accommodate in India than the U.S., but felt more concerned about the influencer. To investigate the effects of situation-scapes on people's expectations and decisions, we exposed Indian and American participants to descriptions of situations from both societies (with their origins obscured). Study 4 found that both groups of participants expected more positive consequences from accommodation in Indian situations than in American situations. Finally, Study 5 found that both groups decided to accommodate more often in Indian situations than in American situations. At the same time, Indian participants were more likely than Americans to accommodate across all situations, but the two groups converged over 100 trials as they were exposed to more and more situations drawn from each others' cultures. We interpret these effects in terms of the default decisions or biases conditioned by people's recently encountered situations.

Symposia Session E7

WHAT IS EGO DEPLETION? EXPLORING THE MECHANISM VIA WHICH EXERCISING SELF-CONTROL AFFECTS SUBSEQUENT SELF-CONTROL

Saturday, January 29, 9:45 - 11:00 am, Room 214 C-D

Chair: Michael Inzlicht, University of Toronto

Speakers: Veronika Job, Jennifer N. Gutsell, Dylan D. Wagner, Brandon J. Schmeichel

There is now considerable evidence that engaging in self-control at time-1 affects self-control at time-2. According to the strength model, the reason for this is that self-control is a finite-capacity resource that diminishes quickly after use, resulting in a state known as ego depletion. But is self-control actually a limited capacity? Self-control as a capacity has been mainly presumed indirectly, inferred from diminished self-control performance at time-2. Alternative explanations are therefore possible. The goal of this symposium is to investigate ego depletion further, in search of mechanism. In the first talk, Job, Dweck, & Walton introduce the concept of lay-theories of willpower – whether people see it as a limited or non-limited resource – and suggest that reduced self-control after an initial self-control task may reflect people's lay-theories and not limited capacity. In the second talk, Gutsell and Inzlicht explore the neurophysiological consequences of having just engaged in self-control and suggest that it dampens basic emotional reactions, especially to negative stimuli, and conclude that emotion plays an important role in executive control. In the third talk, Wagner and Heatherton explore the neurocognitive bases of self-control failure and suggest a role for lateral prefrontal

cortex and the dysregulation of brain areas related to reward and emotion. In the final talk, Schmeichel, Harmon-Jones, & Harmon-Jones define self-control as a competition between two competing forces, impulse strength and self-control strength, but suggest that self-control failure comes about because of increased approach-motivated impulse strength, offering a motivational account for ego depletion.

ABSTRACTS

EGO-DEPLETION – IS IT ALL IN YOUR HEAD? IMPLICIT THEORIES ABOUT WILLPOWER AFFECT SELF-REGULATION

Veronika Job¹, Carol S. Dweck¹, Gregory M. Walton¹; ¹Stanford University – The strength model of self-control suggests that acts of self-regulation consume a resource that is limited, leaving people in a state of ego-depletion and making them less able to exert self-control on a subsequent task. We propose that the way people think about willpower—whether they see it as consuming a limited or a nonlimited resource—affects their self-control on subsequent tasks and their self-regulation in everyday life. Three experiments and a longitudinal study tested the effect of such implicit theories. Study 1 found that individual differences in lay theories about willpower moderate ego-depletion effects: People who viewed the capacity for self-control as nonlimited showed no diminished self-control after a depleting experience. Study 2 replicated the effect manipulating lay theories about willpower. Study 3 addressed questions of mechanism: Implicit theories changed how people responded given how exhausting they perceived an initial task to be. People led to adopt a limited resource theory performed worse the more exhausted they felt. But for people led to adopt a nonlimited resource theory there was no relationship between perceived exhaustion and subsequent performance. Study 4, a longitudinal field study, found that theories about willpower predict change in eating behavior, procrastination, and self-regulated goal-striving when demands on self-regulation were high (i.e., during students' final exams). Taken together, the findings suggest that reduced self-control after a depleting task or during demanding periods may often reflect people's beliefs about the availability of willpower not true resource depletion.

SELF-REGULATORY FATIGUE: NEUROPHYSIOLOGICAL EVIDENCE THAT INITIAL ACTS OF CONTROL AFFECT BASIC EMOTIONAL STATES

Jennifer N. Gutsell¹, Michael Inzlicht¹; ¹University of Toronto – Past research indicates cognitive control depletes quickly after initial exertions. Here, we examine the why and how of fatigue by examining its neurocognitive and emotional sequelae. In Study 1, participants watched an emotional movie while instructed to either suppress their emotions or watch normally, and then completed an ostensibly unrelated Stroop task while EEG was recorded. Emotional suppression impaired Stroop reaction-time performance, an effect mediated by a lower error-related negativity (ERN)—a neural waveform generated by the anterior cingulate cortex (ACC) that indexes aspects of the affective reaction to errors. In Study 2, participants watched a video of an interview while either ignoring distracting words, or watching normally. They then viewed emotional arousing IAPS images with embedded 50 ms startle auditory probes while their startle-blink response was measured with EMG. Results show a decrease in the startle-blink response of depleted participants, suggesting that cognitive suppression dampened subsequent emotional reactions. In study 3 participants completed the attention-control task from study 2 and then received feedback on their performance in a time estimation task while their EEG was recorded. Depleted participants showed a lower feedback related negativity (FRN) in reaction to negative feedback. Like the ERN, the FRN is generated by the ACC but reflects the affective reaction to self-relevant feedback. A decreased FRN after depletion once more suggests a dampening of emotional reactions to negative stimuli. Taken together, the results of all three studies offer a neural mechanism for regulatory depletion and suggest an important place for emotion in executive control.

NEURAL BASES OF SELF-REGULATORY FAILURE

Dylan D. Wagner¹, Todd F. Heatherton¹; ¹Dartmouth College – Over a hundred years ago it was noted that damage to specific regions of the brain could lead to severe cases of disinhibited behavior. However, it is only recently that a cognitive neuroscience of self-regulation has begun to emerge. The study of self-regulatory failure at the level of the brain offers the possibility of identifying the mechanisms by which successive acts of self-regulation give rise to depletion effects. Here we present the results from a series of functional neuroimaging studies examining the breakdown of self-control in multiple domains and using a variety of techniques (e.g. ego depletion, mood induction, breaking a diet). Study 1 examined the effects of breaking a diet on restrained eaters neural response to appetizing food cues, demonstrating that restrained eaters whose diet had been broken show increased activity to food cues in brain regions involved in reward processing. Study 2 generalized these findings to negative mood, showing that restrained eaters display increased food-cue related activity in reward regions following a negative mood induction. Finally, in Study 3 we demonstrate neuroimaging evidence of emotion dysregulation following ego depletion. Together these studies argue for an important role for lateral prefrontal cortex in regulating behavior in multiple domains and suggests that self-regulatory failure arises from a breakdown of communication between lateral PFC and regions involved in reward (study 1 and 2) or emotion (Study 3).

DEPLETED STRENGTH OR POWERFUL IMPULSES? CONSIDERING BOTH SIDES OF THE SELF-CONTROL COIN

Brandon J. Schmeichel¹, Cindy Harmon-Jones¹, Eddie Harmon-Jones¹; ¹Texas A&M University – Self-control can be construed as a competition between two opposing forces: the force that motivates the expression of an impulse (i.e., impulse strength) versus the countervailing force that overrides the impulse (i.e., self-control strength). In this view, failures of self-control may stem from strong impulses, weak self-control strength, or some combination of both of these factors. We will present theory and research demonstrating that prior efforts at self-control may cause subsequent self-control failure by causing an increase in approach-motivated impulse strength. Study 1 found that exercising (versus not exercising) self-control increases self-reported approach motivation. Study 2a identified a behavior that is correlated with approach motivation but not self-control, and Study 2b observed that exercising self-control temporarily increases this behavior. Study 3 found that exercising self-control facilitates the perception of a reward-relevant symbol but not a reward-irrelevant symbol. These results support the hypothesis that exercising self-control causes an increase in approach-motivated impulse strength and suggest that failures of self-control that follow from prior efforts at self-control (ego depletion) may be explained in part by increased approach motivation.

Symposia Session E8

TAKING IT TO THE STREETS: THE STUDY OF SELF-CONTROL BEYOND SOPHOMORES IN THE LAB

Saturday, January 29, 9:45 - 11:00 am, Room 206 A-B

Chair: Kathleen D. Vohs, University of Minnesota

Co-Chair: Wilhelm Hofmann, University of Chicago

Speakers: Wilhelm Hofmann, Kathleen Vohs, Allison Troy, David Neal

Recently social and personality psychologists have issued calls to action for expanding the purview of our science to populations and contexts beyond undergraduates in laboratory-based experiments (Henrich, Heine, Norenzayan, 2010; Kitayama, 2010; Wood, 2010). Self-control is an ideal topic to study outside the laboratory because it is rich with both theoretically relevant and practically important implications. The current session brings together both personality and social psychologists who study self-regulation in terms of specific skills as well as general processes. Panelists' research covers diverse samples and life circumstances, including the ups of life (new marriage), the downs (major stressors), and the commonplace (habits; everyday cravings); additionally, two of the four talks draw on cross-cultural samples. Hofmann describes

an involved daily-diary study of temptations and conditions that moderate the successful regulation of unwanted desires. Vohs's research tested which of three theoretical models best predicts relationship outcomes among friends, dating partners, and newlyweds. She found that an additive model (both partners possessing higher trait self-control) predicted high relationship quality and satisfaction across samples. Troy's work centered on people facing a serious life stressor, and how a specific emotion regulation strategy can ward off mounting depressive symptoms. Last, Neal's field studies revealed a regulatory process that is not easily detected in the lab: Both bad and good habits emerge when people lack self-control. In summary, this symposium answers the call to "take it to the streets" and highlights the study of self-regulation as the quintessential portable subject with its theoretical and useful conclusions.

ABSTRACTS

EVERYDAY TEMPTATIONS: AN EXPERIENCE SAMPLING STUDY ON HOW PEOPLE CONTROL THEIR DESIRES Wilhelm Hofmann¹, Kathleen Vohs², Georg Forster³, Roy Baumeister⁴; ¹University of Chicago, ²University of Minnesota, ³University of Wuerzburg, ⁴Florida State University – What kind of urges and desires do people experience over the course of their daily lives? To what extent do desires conflict with important long-term goals, and how do people resist them? To study desire and self-control in vivo, we conducted an experience sampling study on a heterogeneous sample of nearly 200 community adults in Western Europe. Participants were prompted at random with 7 signals per day over the course of a week. They indicated if they had current or recent desires and, if so, provided information on the details and their possible regulation attempts (e.g., whether the desire conflicted with an important goal, whether and how they tried to resist the desire). The base rates offer a unique view of people's constant battle between desires and attempts to control them: On average, two-thirds of the time that they were signaled, participants reported experiencing a current or recent desire. Approximately 50% of desires conflicted with other goals and 75% of all resistance attempts were successful. Strength of the desire, degree of conflict between desires and goals, and successful resistance varied across domains, with urges to consume alcohol, use media, and work being the most difficult to resist. Across domains, greater desire-goal conflict predicted more resistance attempts, and resistance predicted more successful desire control. These relationships were moderated by personality characteristics, such as trait impulsivity, and situational variables, such as alcohol intake. The present data provide novel and rich insights into people's regular struggles and successes in overcoming temptation.

THE SUM OF FRIENDS' AND LOVERS' SELF-CONTROL SCORES PREDICTS RELATIONSHIP QUALITY Kathleen Vohs¹, Catrin Finkenauer², Roy Baumeister³; ¹University of Minnesota, ²VU University Amsterdam, ³Florida State University – What combination of partners' trait self-control levels produces the best relationship outcomes? Assessing trait levels of self-control in dyads enabled us to test three competing theories on which match up would best predict relationship quality. We tested complementarity (large differences in partners' trait self-control scores), similarity (small differences in self-control scores), and totality (large sum of self-control scores) hypotheses. A reading of the relationship literature suggests that similarity would rule, as the self's own traits often are what people find appealing in others. Yet a reading of the self-control literature would suggest that totality would prevail, as the more self-control that each partner has the better-off the dyad should be. The idea of complementarity is that high and low self-control people fit well together. We tested these three competing hypotheses in three studies. We tracked trait self-control scores and relationship outcomes among three diverse samples: friends, dating partners, and married couples who were living in the U.S. or the Netherlands. In addition, we used both cross-sectional or longitudinal models. Results consistently favored the totality model: the more total self-control possessed by members of a dyad, the better the relationship fared. Beneficial outcomes included higher relationship satisfaction, forgiveness, secure attachment, accommodation, healthy

and committed styles of loving, smooth daily interactions, and an absence of conflict and of feeling rejected. These studies suggest an important exception to the tendency for similarity to dominate theorizing about relationship success: the quality of both romance and friendship is highest when both partners have high self-control.

NAVIGATING STRESSFUL EVENTS: THE PROTECTIVE EFFECTS OF EMOTION REGULATION ABILITY Allison Troy¹, Iris Mauss¹; ¹University of Denver – Exposure to stressful life events (SLEs) is a robust risk factor for harmful mental health outcomes such as depression. Common SLEs are becoming unemployed, a romantic relationship dissolution, or illness and injury. Because SLEs produce a flood of negative emotion, the ability to down-regulate negative emotion should shield people against the negative outcomes that typically befall people facing SLEs. We tested this hypothesis in two community sample studies of participants 20-60 years old who had recently experienced SLEs. Using a multi-method laboratory paradigm, we measured participants' ability to utilize cognitive reappraisal, which is an emotion-regulation strategy that effectively dampens negative emotions by reframing the situation. The results of Study 1 (N=92) revealed an interaction such that reappraisal protected participants against depressive symptoms in high stress contexts. In Study 2 (N=236), we hypothesized that reappraisal would be particularly helpful with uncontrollable stress, such as being unemployed because of downsizing (versus poor performance). We predicted that if one cannot change a stressor, it may be healthier to change one's emotional reaction instead. This study revealed a significant 3-way interaction such that participants' reappraisal ability was most protective against depressive symptoms when participants had to cope with uncontrollable stress. In summary, two community studies revealed that the flexible deployment of adaptive emotion regulation allows people to effectively navigate stressful circumstances while avoiding destructive mental health outcomes.

SELF-CONTROL DEPLETION ENHANCES BOTH GOOD AND BAD HABITS IN DAILY LIFE David Neal¹, Wendy Wood¹, Aimee Drolet²; ¹University of Southern California, ²University of California Los Angeles – The study of self-control in real-world settings that unfold over time can offer theoretical insights into regulatory strategies that people adopt that might not otherwise be detected in lab-based research. A chief example is the study of habits. We present several field studies demonstrating that people use habits as a self-regulatory strategy in daily life. Our work combined the notion of a resource-dependent psychological device that governs self-control with the idea that habits are a psychological 'default' system. Hence, the current research tested how well people could control their habitual behaviors given fluctuations in state self-control. In 2 field studies, we found that during periods of lowered self-control, people were less able to inhibit bad habits. Moreover, performance of good habits also increased when people were temporarily low in self-control. This greater performance of bad and good habits emerged consistently in a diary study tracking MBA students' behavior during periods in the semester that had more or less self-control demands (and, accordingly, were more or less depleting) and a field experiment in which depletion was experimentally manipulated. Additionally, process evidence from a laboratory experiment suggests that depletion promotes adherence to habits by blocking people's ability to consider alternatives, thereby helping them stay "locked in" to both good and bad routines. This work suggests that habits can be a mechanism for good and for ill when circumstances sap the ability to exert self-control.

Symposia Session E9

US VERSUS THEM: EFFECTS OF INTERGROUP COMPETITION ON TOLERANCE OF OUTGROUP SUFFERING

Saturday, January 29, 9:45 - 11:00 am, Room 207 A-B

Chair: Mina Cikara, Princeton University

Speakers: Marjorie Rhodes, Mina Cikara, Emile Bruneau, Elizabeth Levy Paluck

When two groups are in conflict, prejudice, discrimination and open hostility can thrive. Each group's perception of the other is characterized by lack of trust, suspicion of motives, and especially failures of empathy. In these contexts, people show a dangerous tolerance for harming outgroup members and witnessing their misfortunes. Recent intergroup research illuminates how real and perceived competition influences people's perceptions of morality: specifically what constitutes fair treatment of ingroup and outgroup members. This research highlights 1) the basic developmental and social mechanisms that underlie acceptance of harming outgroup members, and 2) limits on interventions designed to change these mechanisms. Rhodes's work demonstrates that even very young children believe that prohibitions against harm and unfair treatment are diminished for members of competitive groups. Cikara shows that mere stereotypes comprising competition can lead to Schadenfreude—pleasure at others' pain—and endorsement of harm, shaping basic physiological and affective responses to outgroups' (mis)fortunes. Bruneau discusses the moderating effect of group dominance on the potential for changing Israelis' and Palestinians' empathy and trust for one another. Finally, Paluck discusses the effectiveness of conflict reduction strategies in a field experiment in eastern Democratic Republic of Congo.

ABSTRACTS

GROUP MEMBERSHIP INFLUENCES CHILDREN'S RESPONSES TO MORAL TRANSGRESSIONS Marjorie Rhodes¹; ¹New York University – Actions that harm others are often viewed as more morally acceptable when they are committed towards members of competing social outgroups. The present research examined the developmental origins of this phenomenon. Experiences with negative emotions are thought to help children identify behaviors as morally wrong. This study tested whether children experience less negative affect in response to moral transgressions when transgressions occur during between-group competitions. Participants ($n = 70$ 3-year-olds) were introduced via a picture book to two competing social groups (a red team and a blue team). Subsequently, children's affective reactions were assessed with a modified version of the Affect Misattribution Procedure (AMP). The AMP assessed affective responses to a moral transgression (one character hitting another character), to a pro-social action (one character hugging another character), and to a neutral stimulus (a grey square). Children were randomly assigned to a between-group condition (all images in the AMP depicted a red team member interacting with a blue team member) or a within-group condition (all images depicted interactions between two red team members). Overall, children responded with positive affect to hug primes, neutral affect to square primes, and negative affect to hit primes, $\chi^2(2) = 12.41, p = .002$. For the hit prime only, there was an effect of condition, $\chi^2(1) = 3.01, p = .045$. Children in the between-group condition responded with less negative affect to the moral transgression primes than children in the within-group condition. Implications for the development of morality will be discussed.

STEREOTYPES, SCHADENFREUDE, AND HARM Mina Cikara¹, Susan Fiske¹; ¹Princeton University – People often fail to empathize with competitive outgroup members, and sometimes even experience Schadenfreude—pleasure—in response to their misfortunes. One potent predictor of Schadenfreude is envy, which is elicited by groups whose stereotypes comprise status and competitiveness. These are the first studies to investigate whether mere outgroup stereotypes are sufficient to elicit pleasure in response to targets' misfortunes. If high-status, competitive stereotypes engender envious prejudice, Schadenfreude may occur even if the envied group is not in overt competition with the participant or the participant's ingroup. This is particularly important as it suggests that groups need not have a long history of interaction or direct competition to elicit these malevolent affective reactions. Furthermore, examining the effects of the status and competitiveness dimensions, not just the groups themselves, allows predictions about responses to any social group based solely on stereotype content. In Study 1, participants

feel least negative when misfortunes befall envied targets as compared to pitied, disgusting, or admired targets; participants' facial muscles simultaneously exhibit a pattern consistent with positive affect (i.e., smiling). Study 2 replicates Study 1 and assesses behavioral tendencies toward envied targets; participants are more willing to endorse harming high-status, competitive targets as compared to other outgroup targets. Finally, Study 3 attenuates the Schadenfreude response by manipulating status and competition-relevant information; Schadenfreude is reduced when the target group member has lowered-status or is cooperative. Stereotypes' specific content, and not just individual relationships with targets themselves, can predict Schadenfreude and harm.

REDUCING THE NEGATIVITY RESULTING FROM INTERGROUP COMPETITION IN THE CONTEXT OF THE ISRAELI-PALESTINIAN CONFLICT Emile Bruneau¹, Rebecca Saxe¹; ¹Massachusetts Institute of Technology – A key question for the eventual resolution of intergroup conflict is what types of interventions can best reverse the distrust and tolerance of harm that characterize attitudes towards the “enemy” group. In an asymmetric conflict situation, members of each group may respond systematically differently to intervention attempts. Specifically, while members of a majority or dominant group benefit from “perspective-taking” (i.e., actively listening to the thoughts and feelings of the outgroup), members of a minority or perceived-disempowered group may benefit more from “perspective-giving” (i.e., feeling that the outgroup is listening and hearing). We surveyed opinions and attitudes of Palestinians (in Ramallah) and Israelis (in Tel Aviv) towards each other both before and after an unexpected online interaction with an outgroup member (an experimental confederate) through a video chat interface. In particular, we measured trust in the outgroup's motives, empathy for outgroup suffering, and perception of outgroup bias. We found that when Israelis were required to actively listen to a Palestinian ('LISTEN' condition), their attitudes towards Palestinians improved. If Israelis spoke while a Palestinian listened ('SPEAK' condition), attitudes towards Palestinians did not change. By contrast, Palestinians' attitudes towards Israelis changed only when they were given the opportunity to SPEAK, while an Israeli actively listened. In sum, Israelis and Palestinians respond asymmetrically to a listening intervention. More generally, the asymmetric history of groups in conflict, including differences in power and social dominance, may be critical mediators of effective intervention programs.

IS IT BETTER NOT TO TALK? GROUP POLARIZATION, EXTENDED CONTACT, AND PERSPECTIVE-TAKING IN EASTERN DRC Elizabeth Levy Paluck¹; ¹Princeton University – Mass media are often used to generate discussion for the purpose of conflict reduction. In eastern Democratic Republic of Congo (DRC), violent conflict has pitted ethnic groups against one another and fostered open hostility. A yearlong field experiment in DRC tested the impact of a discussion-based media program, a talk show designed to promote listener discussion about intergroup conflict and cooperation. A stratified random half of all non-overlapping broadcast regions in eastern DRC aired the talk show, which encouraged listeners to consider tolerant opinions and outgroup perspectives, and promoted extended intergroup contact using a related soap opera. The other regions aired the soap opera only. Compared to individuals exposed to the soap opera only, talk show listeners discussed more, but were more intolerant, more mindful of grievances, and less likely to aid disliked community members. These results point to some of the limits of discussion, and suggest further research on ideas connecting theoretical recommendations for discussion and conflict reduction.

Symposia Session E10**CUES AND STRATEGIES FOR COMMUNICATING INTEREST IN ROMANTIC RELATIONSHIP INITIATION**

Saturday, January 29, 9:45 - 11:00 am, Room 8 A-B

Chair: Melanie Canterbury, University of Kansas

Speakers: Melanie Canterbury, M. Joy McClure, Skyler S. Place, Caitlin W. Duffy

The process of mate selection and relationship initiation is complex and oftentimes ambiguous. Missing or misinterpreting intentions in a mating context can have detrimental results. It is therefore important to be able to understand others' intentions, to correctly interpret their signs or cues, and to respond appropriately. The current symposium brings together innovative studies that will shed light on the cues people use, on factors affecting their interpretability, and the potential outcomes of success or failure to interpret and respond to such signs. First, Canterbury and colleagues will provide systematic evidence for the existence of a particular female facial expression used as a cue for interest or "flirting" in the initiation process. They will then present evidence for men's ability to identify this unique cue. Next, McClure et al. will use a speed dating and signal-detection paradigm to examine the association between attachment anxiety and unselective attempts at relationship initiation, focusing on how this combines with unpopularity to decrease missed opportunities but maximizes rejection. Place et al. will present findings based on eye-tracking demonstrating the use of body-movement-related cues in the interpretation of relationship initiation tendencies by observers. Finally, Duffy and colleagues, using manipulated flirting and speed-dating, will demonstrate the dynamic aspects of potential mate perception, specifically focusing on charisma in relationship initiation context. Together, the papers presented will provide insight into the processes of relationship initiation, broadening the understanding of this relatively understudied domain.

ABSTRACTS**THE FACS OF FLIRTING: EVIDENCE FOR A SPECIFIC FEMALE FLIRTING EXPRESSION** Melanie Canterbury¹, Omri Gillath¹, Erika L. Rosenberg²;

¹University of Kansas, ²University of California, Davis – The passing forward one's genes via sexual intercourse – an act that usually requires the involvement of a mate – is a central evolutionary goal. Flirting, a complex behavior that includes nonverbal components such as facial expression, is thought to facilitate the achievement of this evolutionary goal (obtaining a partner). Despite its importance, however, only little research has been done on flirting and even less on the specific morphology of the facial expression associated with it. In the current set of studies, therefore, 117 males rated 482 pictures of nine women posing flirting as well as other control expressions. Two pictures, rated as most representative of flirting across all four studies, were recognized by 71% and 77% of the men. The specific morphology (coded with the Facial Action Coding System) includes a head turned to one side, head tilted down slightly, a slight smile, and eyes turned forward (toward the implied target). Subtle, but distinct, differences were found with low recognition facial expressions, which showed smiles that were either much more or less intense, had less head tilt, or showed the head tilted up rather than down. The similarity among the highly recognized flirting expressions on the one hand, and the differences from other expressions rated low on flirting on the other, suggests there is indeed a unique morphology involved in flirting, which can be reliably recognized by men (potential mates). The implications of our findings to flirting, initiation behaviors, close relationships, and evolutionary psychology are discussed.

BEING UNSELECTIVE MINIMIZES MISSED OPPORTUNITIES BUT MAXIMIZES REJECTION FOR THE ANXIOUSLY ATTACHED M. Joy

McClure¹, John E. Lydon², Jodene Baccus², Mark W. Baldwin²; ¹Columbia University, ²McGill University – Initiating a romantic relationship invokes an approach-avoidance conflict between the fear of rejection and the

desire for affiliation. Optimally, people should selectively approach potential partners who reciprocate their interest. Pursuit of this strategy may be especially difficult for people who are high in attachment anxiety. They may be unpopular, and so have a limited number of opportunities with potential partners. Moreover, their chronic ambivalence between self-protection and hyper-activated affiliation could lead to either a fearful, overly selective approach or to an unselective, indiscriminate approach. These approaches each carry a cost: being overly selective would increase missed opportunities but being unselective would increase failed attempts, maximizing rejection. We observed the behavior of the anxiously attached in the field using a speed-dating paradigm. To examine our outcomes of interest-popularity, selectivity, missed opportunities, and failed attempts—we applied a signal-detection framework. 116 participants (collected over 4 events) were pre-measured on attachment; a subsample also reported on speed dating motivations. At the event, participants' attractiveness was unobtrusively rated and their speed dating outcomes were recorded. For participants high in anxiety, speed dating attendance was motivated by loneliness. At speed dating, they were unpopular and unselective. Accordingly, they missed fewer opportunities but made more failed attempts, thereby increasing their experiences of rejection. Anxiety also interacted with gender: anxious men made fewer matches but for anxious women this effect was offset by having a response bias toward saying "yes" to potential partners. Attachment anxiety predicted outcomes above and beyond the powerful impact of attractiveness.

WHAT CUES DRIVE THE ACCURATE PERCEPTION OF ROMANTIC INTEREST? Skyler S. Place^{1,2}, Peter M. Todd³, Lars Penke⁴; ¹Northeastern

University, ²Harvard University, ³Indiana University, ⁴The University of Edinburgh – The choice of a life-partner is an important decision for any individual. This choice begins with a search for potential mates. As it is impossible to interact with every possible prospective suitor, it is adaptively important to target your courtship efforts efficiently, by knowing who is interested in you, and who is interested in others. We have shown that individuals can accurately perceive the romantic interest between others, and that individuals are influenced by these judgments when making their own mate choice decisions. While a plethora of verbal and non-verbal signals are presented rapidly during flirtatious encounters, it is unknown which cues individuals pay attention to, and furthermore which cues lead to accurate judgments. To decipher this cue use, we presented participants with naturalistic videos of real mate choice decisions from speed-dating encounters and recorded their eye movements and fixations. Surprisingly, there were few differences in the specific regions (e.g., body vs. head) that highly accurate observers attended to versus low accuracy observers, and furthermore no differences in where observers attended between individuals who were easy to read versus hard to read. A second study tested the possibility of using cues that do not require directed attention and fixation—such as body motion and body mass index. Results indicate that observers' predictions of the outcome of romantic encounters correlate with cues stemming from body motion even after viewing only brief videos of naturalistic interactions. Therefore predicting interest may be based largely on how much an individual is moving.

THE SOCIAL PSYCHOLOGY OF ROMANTIC CHARISMA: LESSONS FROM MANIPULATED FLIRTING AND SPEED DATING Caitlin W. Duffy¹, Eli J.

Finkel¹, Paul W. Eastwick²; ¹Northwestern University, ²Texas A&M University – Scholarship on charisma is plentiful in leadership contexts but nearly absent in romantic contexts. Lay usage of the term "charisma" in romantic contexts suggests it is a disposition: some people are charismatic while others are not. Two laboratory experiments and two speed-dating studies called this perspective into question. In the two laboratory experiments, confederates were randomly assigned to flirt or not flirt with participants during a five-minute "get to know you" interaction, which was surreptitiously video-recorded. Objective coders rated participants as more charismatic when confederates flirted with them than when they did not, demonstrating that a feature of the social situation influences

consensus ratings of participants' romantic charisma. In the speed dating studies, all of the men rated the charisma of all of the women, and vice versa. A Social Relations Model (Kenny, 1994) analysis revealed that relationship dynamics accounted for the largest proportion of the variance (even after removing error variance); that is, although some speed-daters perceived their partners as more charismatic than other speed-daters did (actor effect) and some speed-daters were perceived as more charismatic than others (partner effect), the most powerful predictor of how charismatic a speed-dater perceived a particular partner to be involved characteristics of the dyad (relationship effect). Additionally, speed-daters perceived their partners as more charismatic to the extent that they had similar demographics and interests. These four studies suggest that romantic charisma is largely a social process rather than simply a stable personality trait (although some individuals are more charismatic than others).

Symposia Session E11

MINDING THE SELF: HOW MINDFULNESS IMPROVES SELF-REFLECTION AND SELF-KNOWLEDGE

Saturday, January 29, 9:45 - 11:00 am, Room 205

Chair: Erika Carlson, Washington University in St. Louis

Co-Chair: Simine Vazire, Washington University in St. Louis

Speakers: Bas Verplanken, Sander L. Koole, Christopher P. Niemiec, Erika Carlson

The path to self-knowledge is often obstructed by ego-protective biases that prevent us from facing the truth about ourselves (e.g., Dunning, 2005; Paulhus & John, 1998; Vazire, 2010; Wilson, 2009). How can we overcome these obstacles to see ourselves clearly? This symposium explores the positive effects of mindfulness on self-reflection and self-knowledge. Specifically, speakers discuss the ways in which mindfulness principles of nonjudgmental attention and awareness of the present moment counteract self-processes that often hinder or distort self-reflection. Verplanken presents work suggesting that mindfulness meditation diminishes habitual worrying, a habit that is especially problematic for accurate self-reflection in evaluative contexts (e.g., test anxiety). Koole presents work demonstrating ways in which mindfulness meditation resolves identity conflicts between implicit and explicit self-perceptions, thereby improving self-knowledge. Niemiec shows that trait mindfulness reduces defensive self-reflection in response to mortality salience and discusses the ways in which this mindful self-reflection also reduces defensiveness towards those who challenge our world views. Carlson presents work showing that people high in trait mindfulness are aware of their behaviour and understand the impact they have on others, results that suggest mindfulness improves self-knowledge in social contexts. In sum, mindfulness appears to counteract some of the negative influences of ego-protective biases on self-reflection and self-knowledge in both intrapersonal and interpersonal contexts. Given these widespread, positive effects of mindfulness on the self and on interpersonal behaviour, discussion will focus on the potential mechanisms underlying these positive effects.

ABSTRACTS

HABITUAL WORRYING AND BENEFITS OF MINDFULNESS Bas

Verplanken¹; ¹University of Bath – Worrying may be useful and lead to better coping with difficult circumstances. However, repetitive worrying may become dysfunctional and contribute to feelings of anxiety and depression. A distinction is made between cognitive content (what we worry about) and process of worrying (how worried thoughts appear). The present studies focus on the latter, and in particular on the degree to which worries occur repetitively and automatically, i.e. occur as mental habit (Verplanken et al, 2007, *JPSP*, 92, 526-541). The major aim was to investigate the relationship between habitual worrying and mindfulness. Key features of mindfulness - nonjudgmental attention and awareness of the present moment - suggest that this state of consciousness inversely

maps onto key features of habitual worrying, i.e., automatic thinking and an orientation away from the present. It was anticipated that mindfulness counteracts and mitigates negative effects of habitual worrying. Study 1 demonstrated that the habitual component of worrying accounts for variance in test anxiety over and above content measures of worrying. This study also demonstrated that individual differences in mindfulness partly mediated the relationship between habitual worrying and test anxiety. In Studies 2 and 3 mindfulness was experimentally manipulated by means of a visualization task and a meditation session, respectively. Mindfulness mitigated feelings of anxiety and depression (Study 2) and increased tolerance of distress (Study 3) among participants high on habitual worrying. The conclusions are that (1) the habitual component of worrying has discriminant validity against the content of worrying; (2) mindfulness mitigates adverse effects of habitual worrying.

PULLING YOUR SELF TOGETHER: MEDITATION PROMOTES CONGRUENCE BETWEEN IMPLICIT AND EXPLICIT SELF-ESTEEM

Sander L. Koole¹, Olesya Govorun², Clara Michelle Cheng³; ¹VU University Amsterdam, ²INS, Cincinnati, ³American University – People's self-reported, explicit self-esteem often conflicts with indirectly assessed, implicit self-esteem. Like other forms of inner conflict, conflicts between implicit and explicit self-esteem are associated with negative outcomes, including defensiveness, self-doubt, and lower psychological and physical health (Briñol, Petty, & Wheeler, 2006; Jordan, Spencer, Zanna, Hoshino-Browne, & Correll, 2003; Shröder-Abé, Rudolph, & Schütz, 2007). It thus seems important to identify ways of enhancing the congruence between implicit and explicit self-esteem. Because mindfulness enhances the clarity of one's thoughts and sensations (Brown, Ryan, & Creswell, 2007), it may allow implicitly represented information about the self (i.e., implicit self-esteem) to become incorporated into people's conscious experience of themselves (i.e., explicit self-esteem). Accordingly, the present research investigated whether mindfulness meditation may promote congruence between implicit and explicit self-esteem. As expected, congruence between implicit and explicit self-esteem was greater among experienced rather than inexperienced meditators (Study 1). In addition, experimentally meditation led to greater congruence between explicit self-esteem, assessed via self-report, and implicit self-esteem, indicated by name letter preference (Studies 2 and 3). A control condition involving cognitive distraction did not have this effect (Study 3). Low implicit self-esteem was further associated with a slow-down of explicit self-evaluation (Study 3), an effect that mediated the greater congruence between implicit and explicit self-esteem in the meditation condition. These findings suggest that meditation encourages people to rely more on intuitive feelings of self-worth. More generally, mindfulness meditation appears to be an effective way of resolving potentially disturbing conflicts within the self.

BEING PRESENT IN THE FACE OF EXISTENTIAL THREAT: MINDFULNESS REDUCES DEFENSIVE RESPONSES TO MORTALITY SALIENCE

Christopher P. Niemiec¹, Kirk Warren Brown²; ¹University of Rochester, ²Virginia Commonwealth University – Perhaps the most threatening form of self-knowledge that humans can have comes from the awareness that one day they will die. Terror management theory (Greenberg, Solomon, & Pyszczynski, 1997) posits that the juxtaposition of an instinct for self-preservation with awareness that death is inevitable creates the potential for paralyzing existential terror, which is managed by proximal and distal defense processes. Can self-knowledge in the face of existential threat ever be adaptive? We present three personality experiments with college students that examined whether trait mindfulness can reduce defensive responses to mortality salience (MS) in social contexts. In Study 1, 64 individuals lower in mindfulness showed higher worldview (distal) defense against an outgroup member who threatened that worldview; those higher in mindfulness showed no worldview defense. To explain this finding (which was replicated several times) through proximal defense processes, Study 2 (N = 96) showed that more mindful individuals devoted more time to the consideration of their death, and this partially mediated the inverse association between mindfulness and

worldview defense. Finally, Study 3 (N = 113) demonstrated that mindfulness predicted less suppression of death thoughts immediately following MS, suggesting that this quality of attention promoted a receptive consideration of this existential threat. Together these findings suggest that the receptive, non-defensive investigation of personal existential threat afforded by trait mindfulness is associated with lower defensiveness in social contexts. Discussion will focus on mindfulness as an adaptive use of self-knowledge to transform potent forms of personal threat.

THE ROLE OF MINDFULNESS IN SELF-KNOWLEDGE AND ACCURATE INTERPERSONAL PERCEPTIONS

Erika Carlson¹, Jordan Livingston¹, Simine Vazire¹; ¹Washington University in St. Louis – Self-knowledge is difficult to achieve, largely because the motivation to protect our ego often clouds our ability to perceive ourselves objectively (Vazire & Carlson, 2010). Nonjudgmental awareness and attention to the current moment, or mindfulness, might diminish the effect of self-protecting biases on self-knowledge. In two studies, we examined the role of mindfulness in self-knowledge in a first impression context and among close others. Participants in study 1 briefly met a new acquaintance. Participants in study 2 were assigned to a small, unacquainted group that met several times over the course of a semester. In both studies, participants described their new acquaintances' personality and estimated how their acquaintance(s) rated them (i.e., provided meta-perceptions). Participants also completed a personality and mindfulness measure and provided meta-perceptions for close others. We then obtained perceptions of the participants from these close others via the Internet. Results suggest that for several traits, people who score high in trait mindfulness display relatively greater self-knowledge in a first impression context and among their close acquaintances. Moreover, people high in trait mindfulness have a reputation among their peers for being aware of the impressions they make, providing further evidence that mindfulness is linked to self-knowledge. Taken together, results suggest that mindfulness is associated with awareness of one's behaviour and of the impact one has on others and may serve as a buffer against ego-protecting biases that distort self-perception. Discussion will focus on the ways in which facets of mindfulness might improve other domains of interpersonal perception.

Symposia Session F

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

Symposia Session F1

MASCULINITY AND FEMININITY IN ASSOCIATED ROLES AND CONTEXTS

Saturday, January 29, 11:15 am - 12:30 pm, Ballroom B

Chair: Kees van den Bos, Utrecht University

Co-Chair: Theresa Vescio, The Pennsylvania State University

Speakers: Theresa Vescio, Dov Cohen, Kees van den Bos, Susan Fiske

This symposium argues that masculinity and femininity have been studied as fixed individual differences, rather than cultural and contextual constructions, so differences between masculinity and femininity should receive more attention as social identities in context, to better understand their impact as roles predicting behavior. Toward that end, this symposium examines the influence of masculine and feminine cultures in associated roles and contexts. Specifically, Vescio discusses the core components of masculinity and the social identity threats that may produce threats to masculinity. Her findings show the status-quo-maintaining effects of masculinity threats on reactions of both men and women. Cohen argues that patterns of masculine behavior can vary between cultures because different cultures emphasize different ideals of masculin-

ity. Indeed, cultures of Dignity and Honor lead to different responses of people's endorsement and/or rejection of ideals of their culture. Van den Bos delineates a methodological mechanism that may help to better explain cross-cultural differences between masculine and feminine cultures. Evidence for his line of reasoning comes from examining how participants from masculine versus feminine cultures react to opportunities to voice their opinions and having higher or lower performance capabilities. Fiske, Cikara, and Rudman focus on roles associated with masculinity and femininity and examine whether variables associated with women's gender roles may explain dramatic gender disparities in a consequential professional domain: JPSP publication rates. Together, the four talks presented in this symposium examine differences between and within masculine and feminine identities and reveal the important role masculinity and femininity may have on people's reactions.

ABSTRACTS

THREATS TO MASCULINITY AND THEIR CONSEQUENCES FOR MEN AND WOMEN

Theresa Vescio¹; ¹The Pennsylvania State University – In this talk I will discuss the core components of masculinity and identify the social identity threats that may be expected to produce threats to masculinity. I will then present two coordinated studies. In Study 1, participants were men who interacted with women in a masculine domain, where the attributes predictive of success were stereotypically associated with men but not women. The findings from Study 1 suggest that the mere presence of a competent woman in a masculine domain may be sufficient to threaten masculinity and promote the sexual harassment of women. Study 2 then examined how women respond when they become aware of threats to masculinity in their male interaction partner and whether reactions varied as a function of men's power (or lack of power) over women. More specifically, female participants learned they had outperformed a male partner who either did (or did not) have power over them. In initial interactions with their apparent male partners, women also either (a) learned that their male partner had suffered a masculinity threat (i.e., partner said "I can't believe I just got beat by a girl") or (b) were in a no threat control condition (i.e., partner said "we will make a good team"). Findings revealed that in threat conditions (regardless of power) women engaged in attempts to appease the masculinity threat suffered by their male partner (e.g., through self-sexualization) to avoid backlash. The implications of these findings will be discussed and linked to prior theory and research.

GOVERNING WITH HONOR: MASCULINITY, CULTURE, AND POLITICAL ELITES

Dov Cohen¹; ¹University of Illinois at Urbana-Champaign – Patterns of masculine behavior can vary between cultures because different cultures emphasize different ideals of masculinity. Variation within-cultures can occur because individuals may endorse or reject the ideals of their culture. This paper attempts to integrate both sources of variation. In a Dignity culture, qualities of martial prowess, virility, and physical courage are clearly separable from qualities of integrity, virtue, and character. In an Honor culture, they are manifestations of the same underlying quality of a man's honor. Within an honor culture, however, individuals may endorse the honor ideal or they may reject it – either way, they tend to pattern their behaviors in ways not found in non-honor cultures. Archival studies on integrity, moral leadership, corruption and martial honor among elites from the three branches of the U.S. government illustrate these points: In Study 1, southern Presidents who had military experience (as opposed to those who did not) were more likely to be rated as showing great character and integrity, although they did not particularly accomplish much except in the realm of international affairs. In Study 2, southern Congress people with military experience (as opposed to those without) were less likely to be seen as egregiously corrupt. In Study 3, southern Supreme Court Justices with more military experience were likely to show greater moral leadership, having a larger impact on future generations' sense of what is fair, legal, and just. Consistent with an ethic of Dignity, none of these effects across the 3 studies were found among northerners.

DELINEATING A MECHANISM TO STUDY DIFFERENCES BETWEEN MASCULINE AND FEMININE CULTURES

Kees van den Bos¹; ¹Utrecht University – This paper presents a mechanism that may help to better explain cross-cultural differences. I illustrate this by examining how participants from the United States (a more masculine culture) and the Netherlands (a more feminine culture) react to opportunities to voice their opinions and having higher or lower performance capabilities. Based on Hofstede's work, the United States participants were expected to assign importance to the masculinity-related value of competitive achievement, whereas the Dutch participants were expected to emphasize the femininity-related value of nurturing those with less capability. One way to evaluate the influence of these assumed cultural differences in masculinity-femininity is to assign participants to conditions designed to elicit "countercultural" psychological states, that is, conditions that emphasize the femininity value of nurturance in the United States and the masculinity value of competitive achievement in the Netherlands. To the extent that the results in the countercultural (experimental) conditions meaningfully differ from those observed in the control conditions in which no values are emphasized, we can gain greater insight into the psychological dimensions that account for cross-cultural differences in people's reactions. As predicted, findings show that when competitive achievement was emphasized, either because of national culture or because of a situational cue inducing participants to do so, participants responded more positively toward voice when they were more capable of providing meaningful input. In contrast, when as a result of national culture or situational cues emphasis was put on nurturing those with lower capability, voice triggered more positive reactions among participants with lower capabilities.

DEARTH BY A THOUSAND CUTS: GENDER DIFFERENCES AND ROLES IN TOP-RANKED PUBLICATIONS IN SOCIAL PSYCHOLOGY

Susan Fiske¹, Mina Cikara¹, Laurie Rudman²; ¹Princeton University, ²Rutgers University – Publication in the *Journal of Personality and Social Psychology* (JPSP), a flagship indicator of scientific prestige, shows dramatic gender disparities. One hypothesis is that variables associated with women's gender roles (greater professional service, more marital or childcare responsibilities, less professional qualifications, less single-minded focus on sheer productivity, less comfort with negotiation, less aggressive networking) might explain the disparities. A bibliometric analysis included yoked-control authors matched for Ph.D. prestige and cohort. Though women publish less, at slower annual rates, they are more cited per JPSP-article-published in handbooks and textbooks. No gender differences emerged on variables reflecting differential qualifications (e.g., graduate-degree prestige, current-institution rank, fellow status, and proportion of total publications appearing in JPSP). Many factors explain gender discrepancy in productivity. Among top publishers, per-year rate and first authorship especially differ by gender; rate uniquely predicts top-male productivity, whereas career-length uniquely predicts top-female productivity. Among men, across top-publishers and controls, productivity correlates uniquely with editorial negotiating and being married. For women, across top-publishers and controls, no personal (role) variables predict productivity. A separate inquiry shows tiny gender differences in acceptance rates per JPSP article submitted, so any discrimination would be a small contributor, absent an independent indicator of manuscript quality. Whatever the causes, recent productivity rates mirror earlier gender disparities suggesting the gender gap will continue.

Symposia Session F2

THE NEUROENDOCRINOLOGY OF INTIMACY AND SOCIAL CONNECTION

Saturday, January 29, 11:15 am - 12:30 pm, Room 6 A-D

Chair: Robin S. Edelstein, University of Michigan, Ann Arbor

Co-Chair: Sari M. van Anders, University of Michigan, Ann Arbor

Speakers: Paula R. Pietromonaco, Robin S. Edelstein, Julianne Holt-Lunstad, Sari M. van Anders

Intimacy and social connection are among the most fundamental of human needs, and a variety of biological mechanisms support our capacity to establish and maintain close connections with others. In recent years, social and personality psychologists have begun to identify important neuroendocrine correlates of emotion, cognition, and behavior in intimate relationships, as well as the ways in which gender and sex contribute to these processes. Specifically, growing evidence implicates hormones like cortisol, estradiol, oxytocin, and testosterone in close relationship processes, including regulation of physical and emotional intimacy, responses to stress and relationship conflict, and physical health outcomes. Findings from these studies highlight both gender/sex differences and similarities in neuroendocrine-relationship links. In this symposium, we bring together four diverse programs of research on social neuroendocrine aspects of intimacy and social connection. Paula Pietromonaco discusses the role of attachment in cortisol responses to conflict discussions in couples, detailing how husbands' attachment styles and wives' perceptions of these styles influence neuroendocrine reactivity. Robin Edelstein presents research on estradiol, intimacy, and attachment, demonstrating that intimacy moderates the influence of attachment avoidance on estradiol levels and estradiol responses. Julianne Holt-Lunstad presents evidence about links between intimacy and oxytocin in couples and mother-infant dyads, the relevance of oxytocin for stress regulation, and methodological innovations for oxytocin measurement. Finally, Sari van Anders discusses work on testosterone, intimacy, and gender/sex that supports a rethinking of links between testosterone and gender/sex and a partitioning of intimacy into two kinds: sexual, which increases testosterone, and nurturant, linked to low testosterone.

ABSTRACTS

ATTACHMENT AND PHYSIOLOGICAL STRESS PATTERNS IN NEWLY MARRIED COUPLES

Paula R. Pietromonaco¹, Casey J. DeBuse¹, Sally I. Powers¹; ¹University of Massachusetts, Amherst – The attachment behavioral system is a biologically-based system that functions to protect individuals by keeping them close to caregivers in the face of danger or threat (Bowlby, 1969). Although Bowlby initially focused on attachment processes in infants and children, he and others later extended these ideas to apply to adult relationships, including dating and marital relationships (Mikulincer & Shaver, 2007). Work on nonhuman animals and children has demonstrated that psychobiological factors, particularly neuroendocrine stress hormones, are implicated in the formation and maintenance of attachment bonds, and recent work has begun to explore these processes in adult romantic attachment. The present research extends prior work by examining the link between adult attachment and neuroendocrine responses (assessed via salivary cortisol) in newlywed spouses over the course of a discussion in which couples attempted to resolve a major conflict. We will discuss findings from multilevel modeling of the cortisol trajectories showing that husbands' attachment predicts their cortisol patterns. For example, more avoidant husbands initially evidenced high cortisol levels that dropped rapidly as they anticipated and engaged in a conflict discussion, whereas less avoidant husbands showed lower initial cortisol and a more gradual recovery pattern. Also, when wives perceived their husbands as more anxiously attached, their husbands showed greater cortisol reactivity. We will discuss how these physiological patterns map onto self-reported distress for husbands and wives, reasons for differences between patterns for newlywed couples and those found in our earlier work with dating couples, and implications of the findings for marital functioning.

INTIMACY, ATTACHMENT, AND ESTRADIOL

Robin S. Edelstein¹, Emily L. Kean¹, William J. Chopik¹; ¹University of Michigan, Ann Arbor – Estradiol is a steroid hormone that has been associated with the regulation of attachment and caregiving processes in humans and other mammals. Despite these links, relatively few studies have examined associations between estradiol and personality constructs that are relevant to intimate relationships. In this talk, I will present correlational and experimental evi-

dence that estradiol is associated with a dimension of adult attachment, attachment avoidance. Avoidant individuals are uncomfortable with closeness and intimacy; they prefer to be self-reliant rather than interdependent, and they have difficulty both as caregivers and as support-seekers in close relationships. Consistent with these findings, in an initial study we found that avoidance was negatively associated with basal estradiol levels in both male and female participants. Moreover, the relation between avoidance and estradiol was moderated by participants' implicit intimacy motivation, such that the highest estradiol levels were observed among participants characterized by both low avoidance and high intimacy motivation. Next, we explored these relations experimentally by examining whether exposure to intimacy-related stimuli increases estradiol levels and whether avoidance moderates these effects. As expected, more avoidant participants showed smaller estradiol increases after watching a movie depicting themes of emotional intimacy. Avoidance was unrelated to estradiol responses to movies with neutral or emotional (but non-intimate) themes. Taken together, our findings provide evidence that estradiol is indeed associated with relationship-relevant personality constructs in theoretically meaningful ways. Furthermore, these data suggest that estradiol may be an important link between individual differences in attachment and intimacy in close relationships.

SOCIAL RELATIONSHIPS, STRESS REGULATION, AND OXYTOCIN

Julianne Holt-Lunstad¹, Kathleen Light², Wendy Birmingham²; ¹Brigham Young University, ²University of Utah – Oxytocin (OT) is a neuropeptide that is important to some of the behaviors we as humans value most: maternal care, social bonding, desire for physical closeness, and sexual response. Evidence also demonstrates OT as a key factor in stress regulation and has been shown to modulate cardiovascular functioning. Therefore, this talk will focus on OT as an important pathway by which to understand the well-established links between social relationships and physical health. I will first highlight evidence from a 4-week support intervention among healthy married couples examining the role of “warm-touch” on OT, stress hormones, and ambulatory blood pressure (ABP; i.e., Holt-Lunstad, Birmingham & Light, 2008). Intervention couples who practiced “warm-touch” techniques 3-times per week had significantly greater increases in OT and lower stress hormones relative to control couples, with husbands also showing reductions in ABP. Further evidence suggests psychological and relationship factors including depression and marital quality are linked to OT, and are important contextual factors implicated in the effectiveness of the intervention. Likewise, because OT is linked to pregnancy and lactation, OT is generally assumed to be a female response; however, I will discuss findings that question this position. Finally, I will present evidence from married couples and preliminary data from mothers and their 3-month old infants that demonstrate the feasibility of assessing OT in saliva and gene expression. In my concluding remarks, I will discuss the apparent paradoxical nature of OT in relation to stress regulation and its implications for use in studying social relationships.

INTIMATE SOCIAL EXPERIENCES, GENDER/SEX, AND TESTOSTERONE

Sari M. van Anders¹; ¹University of Michigan, Ann Arbor – Testosterone (T) is notoriously tied to competition, aggression, and sexuality in both human and non-human species, and is understood to inhibit nurturance. Theory and evidence lead to a prediction that T should be negatively implicated in intimate social experiences, but close relationships involve contexts that are sexual and/or nurturant, and this complicates the empirical foundation for theorizing T-sociality links. In this talk, I present evidence that supports partitioning intimacy into two kinds: sexual and nurturant. Further, because T is linked to understandings of masculinity, T is generally assumed to be most important in men vs. women, and I discuss findings that question this position. I first discuss evidence that demonstrates how cuddling increases T in women, but perhaps not men, exploring sexual vs. nurturant experiences of cuddling and cuddling as a gendered experience. Second, I report findings that testosterone is related to peaceful, soothing, and relaxing orgasm experiences, but not

necessarily more ‘sexual’ ones – and that T is unrelated to orgasm experiences in men. Finally, I report on data showing that partnering is related to T in both women and men, with long-term monoamorously partnered individuals exhibiting lower T than others, even though these individuals report the highest frequencies of sexual activity. I close by discussing how this research highlights the importance of including women in studies on T-sociality links, and explore the implications of this research for our understanding of intimacy as a multifaceted social experience and context that invokes both (and sometimes simultaneously) sexual and nurturant features.

Symposia Session F3

DATA BLITZ

Saturday, January 29, 11:15 am - 12:30 pm, Room 7 A-D

Chair: Wendy Berry Mendes, UC San Francisco

Co-Chair: Andrew Elliot, University of Rochester

Twelve speakers each have 5 minutes, 4 slides, and 1 question – if you have never attended a data blitz, this is a must attend symposium. We culled the most exciting research from submitted symposia and posters and wrapped it into a single 75-minute event. You will hear topics representing a broad spectrum of personality and social psychology in a lightning fast symposium.

ABSTRACTS

A WANDERING MIND IS AN UNHAPPY MIND **Matt Killingsworth, Harvard University** – We used the iPhone to sample people's ongoing thoughts, feelings, and actions, and found that people were thinking about something other than they were doing almost half the time, and that doing so was associated with unhappiness.

OVER-PERCEIVING OBESITY: DISEASE THREATS PRODUCE WEIGHT-BASED MEMORY AND CATEGORIZATION BIASES **Saul Miller, Florida State University** – This research demonstrates that fear of catching diseases causes one to over-perceive obesity in the social environment. Priming disease led participants to remember seeing more overweight individuals on a memory task and to mistakenly categorize average-weight persons as overweight.

HEALTHY FOOD LABELS INCREASE THE APPETITE **Stacey Finkelstein, University of Chicago** – In the conflict between eating healthily and eating freely, exposure to healthy foods (i.e., viewing healthy-food labels) can activate the conflicting motive to satisfy one's appetite. In two studies, we demonstrate that viewing images of healthy foods increases people's subsequent hunger and food consumption because people feel they have partially satisfied the health goal. This effect was stronger for individuals who were less committed to watching their weight.

BLEEDING-HEART LIBERALS AND CONSCIENTIOUS CONSERVATIVES: POLITICAL IDEOLOGY, PERSONALITY, AND MORAL VALUES **Jacob Hirsh, Northwestern University** – Political attitudes emerge from the relative strength of two distinct motivational systems: one associated with egalitarian preferences, and another with preferences for order and tradition. These motives are reflected in basic personality characteristics and promote liberal and conservative orientations, respectively.

SEXUAL OVERPERCEPTION: POWER, MATING MOTIVES AND BIASES IN SOCIAL JUDGMENT **Jonathan Kunstman, Florida State University** – The current work tested the hypothesis that power biases perceptions of sexual interest from subordinates. In a face-to-face interaction between two participants, power heightened perceptions of sexual interest and sexualized behavior among participants with chronically active mating goals.

DISGUST AND RELIGIOUS CONSERVATISM AS PREDICTORS OF PREJUDICE TOWARD SEXUAL MINORITIES: A MEDIATIONAL MODEL **John Terrizzi, Virginia Commonwealth University** – The current research suggests that disgust is an evolved disease-avoidance mechanism that

encourages socially conservative values, which promote prejudice toward outgroup members. In two studies, religious conservatism is shown to mediate the relationship between disgust and prejudice toward sexual minorities.

THE CO-EXPERIENCING MIND Bethany Burum, Harvard University – We isolated the effect of co-experience—the belief that one's experience is being had by another human mind. Co-experience made images less memorable and statements less conceivable, demonstrating that simply believing another is having our experience impacts the experience itself.

PERCEPTIONS OF PREJUDICE AGAINST WHITES: AN EGO-DEFENSIVE RESPONSE TO RACIAL PROGRESS Clara Wilkins, University of Washington – Racial progress challenges the status hierarchy in which Whites typically occupy the most powerful positions. These experiments show that when Whites are reminded of racial progress, they experience decreased implicit self-esteem and are more likely to perceive anti-White racism.

WHEN ACTING OUT GIVES YOU AN IN: ROLE, PERSPECTIVE, AND NONVERBAL BEHAVIOR IN IMPRESSION FORMATION Lucia Guillory, Stanford University – The influence of nonverbal behavior upon impression formation is a function of the perceiver's perspective and the target's role. Authority figures may experience backlash for engaging in role inconsistent nonverbal behavior while the less powerful may benefit from acting out.

DISGUST AS A PROSOCIAL MOTIVATOR: A NEW PERSPECTIVE ON DISGUST Alexa Tullet, University of Toronto – Though traditionally thought of as an avoidant emotion, feelings of disgust towards suffering people can lead to prosocial behavior by evoking personal distress and empathy. Interesting relationships between dispositional measures of disgust and empathy will also be discussed.

EXAGGERATING THE MISDEEDS I COULD HAVE DONE: MOTIVATED DISTORTION OF COUNTERFACTUAL TRANSGRESSIONS Daniel Effron, Stanford University – In order to appear virtuous, people may exaggerate how immorally they previously could have acted. White participants, when motivated to appear nonracist, exaggerated the number of opportunities they had had for racist behavior in a prior task.

SOCIAL CONNECTION ENABLES DEHUMANIZATION Adam Waytz, Harvard University – Loneliness motivates people to seek other humans like hunger motivates people to seek food. Satiating the motivation for social connection, however, can diminish the pursuit and perception of humanlike qualities in others, thereby increasing dehumanization.

Symposia Session F4

RATIONAL BASIS OR LEGAL BIAS? PSYCHOLOGICAL PERSPECTIVES AT THE INTERSECTION OF RACE, POLICY AND LAW

Saturday, January 29, 11:15 am - 12:30 pm, Room 217 A-B

Chair: Destiny Peery, Northwestern University

Speakers: Phillip Atiba Goff, Victoria C. Plaut, Destiny Peery, Samuel R. Sommers

The law is often (ideally) considered free of ordinary biases in reasoning, but a growing body of work at the intersection of law and social science suggests this is an unlikely and unwise assumption. Increasingly, psychology is used to investigate well-established legal policies and procedures across different areas and aspects of the law. This symposium highlights recent work conducted at the intersection of psychology, law and race specifically, providing insight into how social psychological methodology can be used to better understand the role that race and racial bias can play in the legal world specifically. This symposium begins with Goff's discussion of the role that racial bias and self-threat may play in how police officers interact with citizens (the entry point

into the legal system), including their use of excessive force in racially-biased ways. The next two talks discuss the role that perceptions of racism and discrimination may play in policymaking and outcomes in court. Plaut discusses how differential perceptions of racism and experiences of discrimination between majority and minority groups may influence application of diversity policies, and Peery discusses the gap between lay and legal conceptions of discrimination, as well as the role that one's group membership plays in these perceptions. Finally, Sommers discusses the role of race, and prohibitions of its use, in jury selection. This work, grounded in social psychology, answers some questions and raises many more about the operation of basic social psychological processes within and their implications for the future of the legal system.

ABSTRACTS

IT'S NOT YOU, IT'S ME: WHEN SELF-THREATS TRUMP PREJUDICE

Phillip Atiba Goff¹; ¹University of California, Los Angeles – At first blush, it may seem absurd to suggest that a police officer's fear of being seen as racist could cause her or him to use excessive force against Black citizens. One might imagine that racial bigotry, rather than threats to one's self-concept, is responsible for racial bias in police violence. However, my recent research with the Denver Police Department suggests not only that concern with being seen as racist (i.e. stereotype threat, Goff, Steele, & Davies, 2008) predicts racial bias among patrol officers' use of force, but that racial prejudice is a relatively poor predictor of racial violence. Across a series of three experimental studies and one correlational study ANOVA and multiple regression analyses revealed that threats to dominant group member's moral authority (e.g. fear of being seen as racist) predicted racial hostility better than did racial prejudice (either explicit or implicit). While the idea that racial prejudice is not a particularly reliable predictor of racial discrimination is not new to social psychologists (see Dovidio, 2001; La Pierre, 1934), relatively little attention is paid to other psychological mechanisms that produce racial inequality. These studies suggest that self-threats may represent a contextual factor that facilitates intergroup aggression—a kind of “racism without racists” to borrow the phrase from the sociologist Bonilla-Silva (2003). Taken together, these studies provide both laboratory and real world examples of how intergroup relations are often contingent more on self-concept concerns than out-group bigotries.

THE LAW, THE MILITARY, AND DISPARITIES IN PERCEPTIONS OF RACISM

Victoria C. Plaut¹, Christina L. Stevens¹; ¹University of California, Berkeley School of Law – In their 2003 Grutter decision, the Supreme Court concluded that achieving diversity was a compelling state interest in higher education. Of great influence was a brief submitted by members of the armed forces arguing that diversity was essential to military functioning and to national security. The brief speculated that differences in perceptions of racial issues were detrimental to minority group members and to the organization. Drawing upon recent social psychological theorizing on racial disparities in perceptions of racism (Dovidio et al., 2002; O'Brien et al., 2009), the present study tests actual implications of differences in perceptions of racism among White and Nonwhite members of the military. Department of Defense data from 7,472 members from 242 military units from the four major branches (84.5% male, 62.9% White, 12.6% deployed in combat overseas) were analyzed. We tested the hypothesis of racial disparities in perceptions of racism and association of these disparities with negative outcomes for minority group members. First, we found within-unit racial disparities in perceptions of verbal racial climate and racial discrimination among both enlisted members and officers. Next, we found that organizational commitment, group cohesion, and perceptions of racial integration among minority group members were predicted by within-unit disparities in perceptions of verbal racial climate and racial discrimination. Results showed that experience of discrimination among nonwhites was also predicted by disparities in perceptions of discrimination. Eradicating experiences of discrimination may rest not only on diversifying the military, as per Grutter, but also on closing the gap in perceptions of racism.

OH, THAT'S NOTHING! LAY PERCEPTIONS OF LEGAL DISCRIMINATION DEPEND ON GROUP MEMBERSHIP Destiny Peery¹, Galen V. Bodenhausen¹; ¹Northwestern University

The Supreme Court recently decided *Ricci v. DeStefano* (2009), the discrimination case pitting two theories of legal discrimination, disparate treatment and disparate impact, against one another. Ricci highlighted not only two forms of legally actionable discrimination, but also raised questions about the role of victim status in decisions about the outcomes of discrimination cases. The present research examines this question specifically. In two studies examining race and gender, we investigated lay perceptions of disparate treatment (direct) and disparate impact (indirect) discrimination, as well as the influence that perceiver and victim status have on these perceptions. Study 1 examined Whites and non-Whites and Study 2 examined men and women to determine the role that one's own status as a majority or minority group member affects (1) perceptions of the two forms of discrimination, (2) perceptions of discrimination against majority groups, and (3) perceptions of discrimination against minority groups. Participants read a scenario modeled after the Ricci case, featuring disparate treatment and disparate impact discrimination. In addition, some participants read that the disparate treatment was of majority group members and the disparate impact affected minority group members, while others read the reverse. Results reveal that group membership affects perceptions between and within type of discrimination based on who is negatively impacted such that individuals think discrimination against similar status others is worse than the same discrimination against other status others, particularly when that discrimination is more ambiguous, as in disparate impact claims. Future directions and implications for law will be also discussed.

LEGAL CONTROVERSY THROUGH A SOCIAL PSYCHOLOGICAL LENS: THE CASE OF RACE AND JURY SELECTION Samuel R. Sommers¹; ¹Tufts University

Legal policies and procedures are often guided by assumptions regarding human nature. Unfortunately, too few of these assumptions have actually been tested empirically. Prohibitions against juror note-taking in some jurisdictions, for example, have been justified by misplaced concerns that writing will interfere with natural memory processes. Appeals courts have emphasized the usefulness of attending to an eyewitness's confidence when assessing her accuracy, yet evidence for such a reliable relationship remains tenuous at best. The present talk addresses yet another contemporary legal domain in need of investigation via psychological theory and method: jury selection. The processes of evaluating and selecting jurors for a trial are inherently social psychological ones, implicating a wide range of familiar constructs such as impression formation, attitude forecasting, stereotyping, and confirmation bias. This talk will review pressing psychological questions related to jury selection, with a particular focus on the current legal debate surrounding race and the peremptory challenge (the process by which litigants can remove a prospective juror from a jury without explanation or evidence of potential partiality). Experimental data will be used to examine the extent to which race influences peremptory challenge use, despite relatively recent Supreme Court rulings prohibiting such influence. Data will also assess the viability of current legal procedures intended to enforce this prohibition on race-based peremptories. Future research directions and potential policy recommendations will be explored.

Symposia Session F5

THE SOCIAL CLASS DIVIDE: EXPLORING A NEW FRONTIER OF CULTURAL PSYCHOLOGY

Saturday, January 29, 11:15 am - 12:30 pm, Room 217 C-D

Chair: Michael W. Kraus, University of California, Berkeley

Co-Chair: Paul K. Piff, University of California, Berkeley

Speakers: Hazel Markus, Nicole Stephens, Paul K. Piff, Michael W. Kraus

Social class permeates social life, shaping everything from where people live to the food they eat and the music they listen to. And yet, research typically emphasizes the pathology of the lower class: the psychological

and physiological shortcomings lower-class individuals experience due to their reduced status in society. In this symposium, we advocate an alternative cultural perspective on social class. We argue that the contexts of lower- and upper-class individuals—characterized by disparities in material resources and socioeconomic rank—shape the social environments of these individuals, and create reliable (though not necessarily pathological) patterns of thought and action. First, Markus details how the cultural contexts of lower- and upper-class individuals create differential understandings of personal agency and choice. Second, Stephens suggests that a critical mismatch between university culture and the cultural models of lower-class students undermines academic performance and constrains class mobility. Third, Piff and colleagues suggest that an individual's social class identity is partly molded by signals and perceptions of socioeconomic rank vis-à-vis others, and highlight the importance of a rank-based approach to understanding the psychological effects of social class. Finally, Kraus and Horberg apply these theories to new domains, showing that cultural experiences of social class shape three fundamental domains of social cognition: emotion perception, moral judgment, and social categorization. Together, these papers provide a unified theoretical perspective suggesting that differential cultural experiences of agency and social rank underlie the psychological processes arising from lower- and upper-class contexts, and highlight potential avenues for future research.

ABSTRACTS

SOCIAL CLASS, CHOICE AND AGENCY Hazel Markus¹; ¹Stanford University

Choice is widely regarded as a universally powerful act. With choice comes freedom, independence, self-expression and control. Recent studies suggest, however that these effects are limited to middle class European American contexts. In contexts defined by different ideas and practices, for example, working class American contexts, the meaning, experience and consequences of choice can be very different. Using data from a variety of methods—laboratory experiments, surveys, and interviews—that examine the meanings and consequence of choice, I compare U.S. middle class participants with U.S. working class participants. Social class contexts differ in material resources and in their understandings of how to be a person or how to act, i.e., in their models of agency. These models are one significant source of social class differences in behavior. Well-resourced middle class contexts support and promote disjoint models of agency which emphasize the importance of free choice. Less well-resourced working class contexts do not afford or promote individual choice. Instead, conjoint models of agency which emphasize interdependence and adjustment to others are relatively prevalent. The assumption that people in all contexts have choice, desire to choose, choose in the service of similar ends, and that most actions result from choice is a powerful, universalistic fallacy. The choice fallacy can be a hidden and unintentional mechanism of classism and racism and the consequences of this discrimination fall disproportionately on those in working class contexts.

UNSEEN DISADVANTAGE: HOW THE TAKEN-FOR-GRANTED UNIVERSITY CULTURE OF INDEPENDENCE UNDERMINES FIRST-GENERATION COLLEGE STUDENTS Nicole Stephens¹; ¹Northwestern University; Kellogg School of Management

Top American colleges and universities now admit substantial numbers of students from families who are not college-educated—first-generation college students. These students often struggle both socially and academically in university settings. Five studies addressed the urgent need to identify the culturally-specific obstacles that these students encounter and to develop solutions for them. We examined the classic, yet untested, sociological theory that first-generation students are disadvantaged by a cultural mismatch between the middle-class university culture and their working-class backgrounds. First, two survey studies identified the hypothesized cultural mismatch. Study 1 revealed that high-level college administrators think that being independent (e.g., expressing, exploring, and developing the individual self) is the best model for how to be a student. Study 2 indicated that,

compared to students from college-educated families, the cultural models of how to be a student prevalent among first-generation students' more often emphasized interdependence (e.g., helping family, giving back to one's community), and thus were in tension with the largely independent culture that structures university contexts. Finally, examining the consequences of this cultural mismatch, three experiments across public and private universities revealed that the university culture of independence decreases first-generation students' comfort in college environments and thereby undermines their performance on academic tasks, compared to a culturally-matched condition that emphasizes interdependence.

SOCIAL CLASS, CULTURE, AND THE CONVERGENCE OF RESOURCES AND RANK Paul K. Piff¹, Michael W. Kraus¹, Dacher Keltner¹; ¹University of California, Berkeley – Social class differentiates many aspects of people's lives. Take, for instance, the disparate environments that people inhabit – the luxurious homes of the affluent or the dilapidated buildings of the less prosperous – or consider their differential access to quality health-care. Social class is more than a structural variable, however, and its influence is not limited to the material domain. Material wealth (e.g., income, education) creates different cultural identities among upper- and lower-class individuals, shaping class-specific conceptions of rank vis-à-vis others in the social hierarchy. This theoretical perspective informs understanding of social class as a rank-related cultural identity and underscores the utility of assessing the construct using subjective perceptions of social class rank (e.g., Kraus, Piff, & Keltner, 2009). Furthermore, approaching social class as a rank-based variable has yielded important developments in social class research. Across several studies, manipulations of subjective perceptions of social class rank show effects on cognition and behavior consistent with measured social class (e.g., Piff, Kraus, Côté, Cheng, & Keltner, in press), and help establish causality in these relationships. Multiple converging methods, including measured (objective) and manipulated (subjective) social class, are critical to understanding how social class shapes the social lives and worldviews of individuals.

EXTENDING CULTURAL DIFFERENCES IN SOCIAL CLASS TO EMOTION PERCEPTION, MORAL JUDGMENT, AND SOCIAL CATEGORIZATION Michael W. Kraus¹, E. J. Horberg¹; ¹University of California, Berkeley – Lower-class individuals—characterized by reduced material resources and social rank—have a reduced sense of personal agency, relative to their upper-class counterparts, that, in turn, orients these individuals to the surrounding context as a means to avoid potential social threats and to attend to other individuals that may have the capacity to influence their lives. Across five studies, we provide evidence suggesting that the contextual orientations of lower-class individuals impact three domains of social cognition: (1) emotion perception, (2) moral judgment, and (3) social categorization. More specifically, relative to upper-class individuals, lower-class individuals' greater contextual orientation was evidenced by their enhanced ability to accurately perceive the emotions of others during a standard test (Study 1) and in a live social interaction (Study 2). In the moral realm, lower-class individuals—wary about potential impurities in their more harsh and uncontrollable external environments—were less morally permissive of impure actions (e.g., sexual promiscuity; Study 3), and more likely to punish violations of purity (Study 4), relative to upper class-individuals. Finally, the contextual orientation of lower-class individuals influenced their beliefs about social class categories: Whereas upper-class individuals endorsed lay theories suggesting that social class was based on inherent biological characteristics (e.g., genes, physiological responses), lower-class individuals tended to endorse beliefs that social class was a socially-constructed category (Study 5). Importantly, the converging evidence for the contextual nature of lower-class perceptions was collected across demographically rich samples, and provides clues to the cultural underpinnings of class-based differences in perception and action.

Symposia Session F6

NEW DIRECTIONS IN MIXED EMOTIONS RESEARCH: THE ROLE OF INDIVIDUAL DIFFERENCES, TEMPORAL DYNAMICS, AND MEANINGFULNESS

Saturday, January 29, 11:15 am - 12:30 pm, Room 214 A-B

Chair: Vera Sacharin, CISA, University of Geneva

Speakers: Jeff T. Larsen, Atsunobu Suzuki, Vera Sacharin, Ursula Hess

People rarely experience a pure emotion, but rather a mixture of different, even conflicting emotions. However, research on mixed emotions is scarce. This symposium brings together research on the underlying mechanisms of mixed emotion perception and experience. We address three major questions: (1) when are mixed emotions experienced; (2) how are mixed emotions perceived; and (3) how are perception and experience of mixed emotions linked. The first talk (Larsen) shows that meaningful events are particularly likely to elicit mixed emotion experiences, and examines the underlying mechanisms. The second and third talks focus on how such mixed emotions are perceived. They illustrate that the perception of mixed emotion expressions is greatly influenced by individual/group differences (Suzuki) and temporal dynamics (Sacharin). The last talk (Hess) links the perception of others' emotions back to affective experiences by showing how emotion perception in the lab is related to emotion experience in everyday life. In the symposium, the importance of situational (Larsen, Sacharin), individual difference (Hess, Suzuki), and group variables (Suzuki) is discussed. Throughout, we leverage a variety of methods (event sampling, lab experiments, and surveys), stimulus presentation techniques (presentation of prototypical emotions or morphing between prototypical emotions), and data analysis techniques (mediation analysis, item response theory) to study mixed emotions.

ABSTRACTS

THE ROLE OF REFLECTION ON GOOD TIMES IN MIXED EMOTIONAL REACTIONS TO MEANINGFUL ENDINGS Jeff T. Larsen¹, Hal Ernsner-Hershfield², James A. Cazaes¹, Candice Lowdermilk³, Laura L. Carstensen³; ¹Texas Tech University, ²Northwestern University, ³Stanford University – College graduations and other meaningful endings can elicit mixed emotions of happiness and sadness (Ernsner-Hershfield, Mikels, Sullivan, & Carstensen, 2008; Larsen, McGraw, & Cacioppo, 2001), but it is unclear why. According to socioemotional selectivity theory (Carstensen, Isaacowitz, & Charles, 1999), awareness of limited time motivates people to maintain positive emotions, which they can achieve by reflecting on the good times that happened during the event that is coming to an end (e.g., one's college years). Nonetheless, reflecting on good things might make people acutely aware that those times are ending and therefore elicit sadness. We examined the mediating effect of reflection on good times by surveying undergraduates during their graduation day (n=122) or a typical day (n=132). In addition to rating their emotions (e.g., happiness, sadness), they indicated the percentage of time they had spent that day reflecting on "good things that have happened" and "bad things that have happened to you" during college. Results indicated that graduates felt more happiness, more sadness, and more mixed emotions of happiness and sadness than non-graduates. In addition, graduates spent more time reflecting on good things (M=33%) than non-graduates (M=18%), but not bad things (M=6% vs. 10%). Mediation analyses indicated that reflection on good things fully mediated the effect of graduation on happiness and partially mediated the effect of graduation on sadness and mixed emotions. These results provide evidence that meaningful endings prompt reflection on good times and that such reflection prompts mixed emotions of happiness and sadness.

MIXED FACIAL EXPRESSIONS—A WINDOW INTO VARIABLE ASPECTS OF FACIAL EXPRESSION RECOGNITION Atsunobu Suzuki¹; ¹Nagoya University, Japan – In this presentation, I will illustrate the usefulness of "mixed facial expressions"—ambiguous facial expressions simulta-

neously displaying a couple of emotions—for investigating individual and group differences in facial expression recognition. Prototypical facial expressions displaying a single basic emotion have been widely used in psychological research. Because such prototypical facial expressions are similar in diverse cultures and are highly likely to be correctly recognized, they have contributed to revealing universal aspects of facial expression recognition. However, the use of prototypical facial expressions inevitably obscures the variability of facial expression recognition between individuals and groups. To highlight such individual and group differences, we developed a test of facial expression recognition using mixed facial expressions, created by morphing, as stimuli. With this test, we showed that people vary considerably in their sensitivities for perceiving emotions embedded in mixed facial expressions, and that the sensitivity to happiness was uncorrelated with the sensitivities to negative emotions. We also examined age-related and disease-related (Parkinson's disease) differences, showing that the sensitivity to anger was disproportionately lower in the elderly than in the young, and that the sensitivity to disgust was disproportionately impaired in patients with Parkinson's disease. These individual and group differences were not clear in the recognition of prototypical facial expressions, indicating the usefulness of mixed facial expressions. Moreover, the results provide good support for a classical but still controversial view that facial expression recognition is multidimensional.

THE PERCEPTION OF CHANGING EMOTIONS Vera Sacharin¹, David Sander¹, Klaus Scherer¹; ¹Swiss Center for Affective Sciences, University of Geneva – The utility of recognizing emotion expressions for coordinating social interactions is well-documented, but the role of dynamic displays is less well understood. A nonlinear dynamic systems view on emotions suggests that emotional expressions may be decoded differently depending on the direction of an expression change, i.e. the nature of the starting point and the target emotion (hysteresis). With a hysteresis, an impression persists (e.g., perceiving somebody as disgusted) despite changes in the situation that favor an alternative impression (e.g., angry). As a result, stimuli in the middle of a display of changing expressions may be perceived as one or the other expression (so-called bimodality) depending on the initial stimulus. We examined how changes in expressions from one prototypical emotion to another are decoded using a morphing paradigm based on photographs (study 1) and avatar images (study 2). We found consistent hysteresis patterns for anger-disgust changes. Possible explanations for the hysteresis are discussed. In several expression changes, including all changes between happiness and negative emotions, images in the middle of a display series were decoded as neither one of the prototypical expressions. However, when evaluating static images, the same images were decoded as prototypical emotions or mixes of them. This suggests that the dynamic time course of a display is a relevant factor when judging mixed emotion expressions. The difference in responses to continuous and static displays underscores the importance of studying dynamic emotion displays for understanding how mixed emotion expressions are decoded.

LABS AND LIFE: DOES EMOTION PERCEPTION IN THE LABORATORY PREDICT EMOTION PERCEPTION IN EVERYDAY LIFE Ursula Hess¹, Konstantinos Kafetsios²; ¹Humboldt-University, Berlin, ²University of Crete – When we look at other's faces we often feel that they express more than one emotion, even when in fact only one emotion is expressed. In this study we looked at whether the tendency to perceive such mixed emotions in a laboratory emotion recognition task would predict reactions to interactions in real life. For this, participants rated the emotions of a target person who was surrounded by several other individuals who showed either the same or a different emotion, on an emotion profile. The intensity of the rated secondary emotions was averaged. Participants also took part in a week-long event sampling (diary) study where they reported their emotions and interpersonal evaluations in the context of naturally occurring social interactions. Results showed that the perception of mixed emotions in emotion displays in the laboratory task was associated with higher reported negative affect in social interactions.

These findings suggest that perceiving mixed emotions may lead to ambivalent reactions towards others and could affect the quality of social interaction. The study further demonstrates the usefulness of laboratory task for our understanding of real life emotional processes.

Symposia Session F7

EXAMINING THE STABILITY OF THE SELF ACROSS MULTIPLE LEVELS OF ANALYSIS

Saturday, January 29, 11:15 am - 12:30 pm, Room 214 C-D

Chair: Erica Beth Slotter, Northwestern University

Co-Chair: Wendi L. Gardner, Northwestern University

Speakers: Allen R. McConnell, Erica B. Slotter, Jennifer Lodi-Smith, Verónica Benet-Martínez

How do we maintain a stable sense of selfhood despite changing circumstances and the passage of time? The speakers in this symposium present data addressing the stability of the self from four different perspectives. First, from a social cognitive perspective, McConnell employs the Multiple Self-Aspects framework to delineate the role of cognitive organization in understanding when individuals' self-concepts are stable across contexts and when they might appear variable. Second, from a close relationships perspective, Slotter and Gardner explore the ways in which specific types of social support provided by close others can help individuals re-stabilize their self-concept after a threat. Third, from a developmental perspective, Lodi-Smith and colleagues examine how differences in individuals' commitment to maintaining social roles and cognitive functioning predict stability of the self later in life. Finally, from a cultural perspective, Benet-Martínez examines how the integration of individuals' cultural identities can aid them in either maintaining a stable sense of self across cultural contexts or in switching between relevant cultural identities. These four approaches to studying the stability of the self employ diverse methodologies and stem from distinct theoretical traditions. By combining research focused on cognitive mechanisms, social relationships, aging, and cultural processes this symposium seeks to provide novel insights to the study of the stability of the self; highlighting when and how individuals maintain a stable sense of identity across time and context, as well as when and how individuals' identities might be more variable.

ABSTRACTS

THE MULTIPLE SELF-ASPECTS FRAMEWORK: HOW SELF-CONCEPT REPRESENTATION INFLUENCES THE STABILITY OF THE SELF

Allen R. McConnell¹; ¹Miami University – The Multiple Self-Aspects Framework (MSF; McConnell, in press; McConnell, Rydell, & Brown, 2009) provides a comprehensive account of how the self-concept is represented in memory. Specifically, it conceives of the self as being organized around multiple, context-dependent self-aspects (e.g., roles, social identities, goal selves), each of which is associated with specific attributes (e.g., traits, behaviors, physical characteristics). The organization outlined by the MSF addresses a broad array of outcomes, ranging from how self-relevant feedback is experienced to how evaluations of one domain affects self-evaluations of other domains. With respect to the issue of stability of the self, the MSF provides a number of insights. For example, it can account for when the self is consistent across contexts (e.g., Rachel being shy at work, with family, and with friends) and when the self is more variable globally but consistent within particular contexts (e.g., Rachel being shy at work, but being outgoing with friends and family). Moreover, the MSF anticipates for whom affective responses will show relative equanimity and for whom stronger and less stable affective responses will be revealed. Further, the MSF anticipates that concepts such as "chronicity" are more circumscribed within particular self-aspects, revealing that people apply their chronic attributes in a more narrow, situation-specific manner than previously thought. Implications and integration of the MSF with other perspectives on the self are discussed.

REMINDE ME WHO I AM: STABILIZING A THREATENED SELF-CONCEPT THROUGH INFORMATIONAL SOCIAL SUPPORT Erica B. Slotter¹, Wendi L. Gardner¹; ¹Northwestern University

Threats to the stability of their self-concept produces distress for individuals and motivates them to defend against the threat (Epstein, 1973), often by turning to others in their social world. We proposed that, when of individuals' self-concepts were threatened, they would seek others who could provide information to stabilize their threatened self-concept. Individuals should prefer this informational support over emotional support, or warmth, which may make them feel better, but does not help to stabilize the threatened aspect of their self-concept. Two studies tested these hypotheses. In Study 1, pre-medical students' "physician" self-concept aspects were either threatened or confirmed. After threat, participants overwhelmingly chose to interact with a novel target, who had information about the participants' MCAT scores, over a novel target who had information about the participants' social interests. Importantly, the latter target was objectively warmer/friendlier than the former target. In Study 2, pre-medical students' "physician" aspects of their self-concept were threatened. Participants then interacted with a friend who provided either informational or emotional support. Participants who received informational support from their friend expressed that "being a doctor" was more characteristic of their self-concept and were less confused about who they were than individuals who received emotional support from their friend. Thus, when their self-concept was threatened, individuals preferred to interact with others who possessed information that could help them stabilize their threatened sense of self over those who could not, irrespective of emotional warmth. This support was important in helping individuals to stabilize their threatened self-concept.

SOCIAL ROLES AND COGNITIVE FUNCTION IMPACT IDENTITY CONCERNS AND STABILITY IN OLDER ADULTHOOD Jennifer Lodi-Smith¹, Brent W. Roberts², Jacqui Smith³; ¹Center for Vital Longevity, University of Texas at Dallas, ²University of Illinois, Urbana-Champaign, ³University of Michigan

Maintaining a stable sense of self is a central challenge of the aging process with attitude certainty (Diehl et al., 2006), self-esteem (Robins et al., 2002), and self-concept clarity (Lodi-Smith & Roberts, in press) all declining during older adulthood. In the present research we examine how two major areas of change for seniors – social experience and cognitive function – impact identity concerns. First, using data from two large samples of participants in the Health and Aging Study of Central Illinois ranging in age from 18 to 94, we show that health-related social role limitations during older adulthood account for lower levels of self-concept clarity in seniors. Next, using longitudinal data from the same samples, we show that seniors who invest in relationship and community roles maintain stable levels of or even increases in the personality traits of conscientiousness, agreeableness, and emotional stability whereas participants who do not have these social commitments show non-normative declines in these same traits over a five year period. Finally, using data from the Berlin Aging Study, we show that declines in emotional stability over a five year period correspond to declines in processing speed during that same period. These three distinct findings combine to present a picture of how a coherent sense of identity is maintained in late life through committing to social roles and maintaining cognitive fitness.

THE DUAL CULTURAL SELF: CULTURAL FRAME-SWITCHING AND IDENTITY INTEGRATION AMONG BICULTURALS Verónica Benet-Martínez^{1,2}; ¹Pompeu Fabra University, ²University of California at Riverside

Cultural contact due to migration, globalization, travel, and the resulting cultural diversity, has led to growing numbers of individuals who consider themselves bicultural and multicultural. What are the consequences of these socio-cultural and identity processes for self-concept stability and structure? Using a framework that integrates social-identity theory and individual differences approaches, this presentation will review empirical models of how biculturals process and respond to dual cultural information (cultural frame-switching, CFS), how they integrate their different cultural identities into a cohesive sense of self (Bicultural

Identity Integration, BII), how they maintain competing loyalties between different cultural groups, and the socio-cognitive consequences of this type of identity. Studies conducted with bicultural samples varying in culture/ethnicity, age, generational status, and socio-political enclave reveal: (1) cultural frame-switching effects for a wide range of behaviors (e.g., attributions, personality self-views, ethnic identity, self-construals, values, among others); (2) individual differences in BII moderate cultural frame-switching behavior so that biculturals high on BII respond to cultural cues in culturally-congruent ways while biculturals low on BII give contrastive responses; (3) differences in BII are linked to specific demographic, acculturation, personality, social-identity, and wellbeing variables; and (4) biculturalism (relative to other acculturation strategies) is positively linked to adjustment.

Symposia Session F8

SOCIAL PSYCHOLOGY IN AFRICAN SETTINGS: IMPLICATIONS FOR THEORY AND PRACTICE

Saturday, January 29, 11:15 am - 12:30 pm, Room 206 A-B

Chair: Glenn Adams, University of Kansas, Kansas African Studies Center

Speakers: Kevin Durrheim, Ama de-Graft Aikins, Glenn Adams

"Attention focuses on South Africa as a premier quadrennial event makes its first visit to the African continent." This headline is not about the recent, 2010 FIFA World Cup, but the 30th International Congress of Psychology set for July, 2012 in Capetown. As a preview to that event, this symposium features recent work by social psychologists in African settings. The point is not to generalize about an invented tradition of characteristic "African" social psychology (a move that not only would be premature given the scarcity of such work, but also would be somewhat reifying of the category "African"). Instead, the point is to describe examples of locally grounded, context-sensitive work in African settings and to consider how this work stimulates critical reconsideration of general theory and research emanating from the Euro-American center. First, Kevin Durrheim draws upon theoretical traditions of discourse analysis and research on racism in South African settings to critique the problematic, "individual bias" framework that currently dominates the social psychology of oppression. Second, Ama de-Graft Aikins draws upon social representations theory and her research on chronic illness in Ghanaian settings to point the way toward a more critically conscious health psychology. Finally, Glenn Adams draws upon theoretical traditions of cultural psychology and research on relationship in Ghanaian settings to illuminate manifestations of scientific imperialism and possibilities for a postcolonial social psychology. Together the papers hint at the potential of Africa-based theory and research to push the geographic and conceptual boundaries of a social-psychological analysis.

ABSTRACTS

THE SOCIAL LIFE OF STEREOTYPES Kevin Durrheim¹; ¹University of KwaZulu-Natal, Pietermaritzburg, South Africa

How are stereotypes communicated, expressed, heard and reacted to? What are the broader social ramifications of such prosaic practices? To date, the main emphasis in the social psychology of stereotypes has been on the psychological side of the equation. Stereotypes are increasingly seen as automatic and inevitable category-feature associations which are both the grounds for prejudice and are incited by prejudice. The paper uses qualitative data to develop an appreciation of stereotypes as resources that are used rhetorically to characterize life and account for action. Stereotypes are formulated in (and demanded by) social interaction. To serve these functions they typically take a probabilistic, non-categorical form and rely on local, contextually circumscribed understandings of group life to do stereotyping by implication. In this form of interaction hearers share with speakers the labour of doing stereotyping. The unspeakable stereotypes which are part of common sense serve as the backcloth to polite and banal forms of interaction that call the spectre of the stereotypes to mind without having to articulate them in all the florid detail.

THE PSYCHOSOCIAL IMPACT OF CHRONIC DISEASES IN GHANA: IMPLICATIONS FOR CRITICAL PSYCHOLOGICAL THEORY AND PRACTICE

Ama de-Graft Aikins¹; ¹Regional Institute for Population Studies, University of Ghana; London School of Economics and Political Science – Cardiovascular diseases, diabetes, and cancers are major causes of adult disability and death in Ghana. Health policymakers identified a growing chronic disease burden in the early 1990s; however, there are as yet no chronic disease policies, and there have been minimal investments in strengthening health systems to provide accessible, affordable, and appropriate care. Biomedical deficiencies have created a flourishing alternative health sector of competitive traditional medicine and faith healing systems that offer unregulated and often harmful chronic disease care. An informal social care system of self-help and patient groups provides education, medical, and social support to the chronically ill with out-of-pocket funding or corporate support. Some conditions which share AIDS-like symptoms, like cancers and uncontrolled diabetes, are stigmatised. Living with a chronic disease in Ghana therefore means living with and negotiating complex challenges. In this paper I discuss the psychosocial impact of living with chronic disease in Ghana, the implications of this impact on the development of appropriate interventions, and the role of critical social psychological theory and practice in this process. I begin by drawing on my social psychological research on rural and urban diabetes experiences to highlight the way chronic diseases disrupt the identities, life trajectories, and resources of the chronically ill and their significant others. I then discuss the strengths and limitations of current chronic disease interventions, from individualistic Knowledge-Attitude-Behaviour (KAB) models to self-help group support. Finally, I consider the 'social psychology of participation' (Campbell and Jovchelovitch, 2000) approach as an integral part of multi-level interventions.

NEOCOLONIALISM IN MAINSTREAM PSYCHOLOGY: THE CASE OF THEORY AND RESEARCH ON PERSONAL RELATIONSHIP

Glenn Adams^{1,2}, Tugçe Kurtis¹, Kwarteng Ofosuhen Mensah³; ¹University of Kansas, ²Kansas African Studies Center, ³University of Cape Coast, Ghana – This presentation reviews a program of multi-method field research in Ghanaian and US settings that examines the cultural-historical foundations of intimate relationship. Mainstream psychology tends to valorize promotion-focused, expression-oriented forms of relationality as a "natural" prescription for optimal well-being. Our research confirms that these promotion-focused forms of relationality are fairly "standard" among people in US settings, but less so among participants in Ghanaian settings, who instead display more "prevention-focused", obligation-oriented tendencies that mainstream psychology tends to portray as pathological. How is one to understand these patterns? Applying a normalizing lens to reinterpret the scientific "other", our research suggests that prevention-focused forms of relationality common in many Ghanaian settings are not evidence of pathology—"avoidant attachment" or "cultural paranoia"—but instead reflect sociocultural ecologies of embedded interdependence that have many positive features (e.g., affording sense of community). Turning the analytic lens to re-think mainstream psychology, our research suggests that promotion-focused forms of relationality that serve as a prescriptive scientific standard are not "natural, but instead reflect sociocultural ecologies associated with atomistic conceptions of self and sociality. Discussion focuses on implications for an anti-imperialist, postcolonial psychology. By illuminating the individualist foundations underlying mainstream psychologies of relationship, the research highlights the intellectual imperialism inherent in universalizing discourses of psychological science, the neocolonial injustice that can occur when practitioners apply context-specific regularities as if they were context-general laws, and the potential of context-sensitive research in African settings to provide psychologists with alternative models of optimal functioning that are free from limitations of individualism.

Symposia Session F9

DEVELOPMENT AND HIERARCHICAL STRUCTURES OF ACHIEVEMENT GOALS: ADVANCES IN THEORY AND RESEARCH

Saturday, January 29, 11:15 am - 12:30 pm, Room 207 A-B

Chair: Katherine S. Corker, Michigan State University

Speakers: James W. Fryer, Elizabeth J. Stephens, Katherine S. Corker, Abigail A. Scholer

Several major findings and recent theoretical advances, especially in the areas of development and hierarchical structure, have changed the way achievement goals are conceptualized by the field. The purpose of the four talks in this symposium is to highlight theory and research that stem from these critical developments, emphasizing factors that influence assessments of competence and alter task performance (e.g., perceived competence, emotional information, target goals, and risky/cautious strategies). First, Fryer and Elliot examine antecedents and mechanisms of achievement goal stability and change over extended periods of time, focusing on the role of perceived competence in this dynamic process. Second, Stephens and Pekrun explore how the discrete emotions of anger, fear, and enjoyment are differentially associated with achievement goal adoption and task performance. Third, Corker and Donnellan evaluate the role that target goals play in the achievement goal hierarchy. They provide evidence that different target goals help to explain the differential academic outcomes associated with performance approach and avoidance goals. Finally, Scholer describes a framework that incorporates multiple levels (i.e., general goal, strategic, and tactical) of approach and avoidance motivation into an integrated hierarchy. She provides empirical examples that highlight the benefits of using this hierarchical approach. Collectively, this symposium will generate promising new directions for achievement goal research.

ABSTRACTS

THE DYNAMICS OF ACHIEVEMENT: REPEATED COMPETENCE-RELEVANT EVENTS AND PATTERNS OF ACHIEVEMENT GOAL STABILITY AND CHANGE

James W. Fryer¹, Andrew J. Elliot²; ¹St. Lawrence University, ²University of Rochester – Recent research on achievement goals has begun to incorporate the idea of cyclicity. Because the consequences of initial achievement events provide the antecedents for subsequent achievement events, patterns of stability and change in achievement goals are likely to differ as an individual faces repeated competence-relevant situations over time. Certain goals may not exhibit change in response to a single negative event, but patterns of vulnerability (and resilience) may become apparent after repeated instances of poor performance. The current research followed students longitudinally to examine patterns of goal stability and change, as moderated by perceived competence, beyond a single time point. In two studies, students' achievement goals were assessed prior to three exams in a college course. Interactions between initial achievement goals and perceived competence were computed, and the effects of these interactions on subsequent achievement goals were examined. After the first competence feedback, students who initially endorsed mastery-approach goals and did poorly increased their subsequent endorsement of performance-approach goals; this process was mediated by entity beliefs of ability. However, only after a second instance of competence feedback were initial performance-approach goals and low perceived competence associated with increases in subsequent performance-avoidance goals; this process was mediated by construing the upcoming event as threatening. Finally, the resilience of mastery-approach goals when paired with high levels of perceived competence was evident across all time points; this stability was mediated by challenge construals. Theoretical and practical implications of the current research will be discussed, with an emphasis on directions for future research.

AFFECTIVE ANTECEDENTS OF ACHIEVEMENT GOALS: EFFECTS OF ANGER, FEAR, AND ENJOYMENT ON ACHIEVEMENT GOAL ADOPTION

Elizabeth J. Stephens¹, Reinhard Pekrun¹; ¹University of Munich – Affect and achievement goals are purportedly bidirectionally related (e.g., Linnenbrink & Pintrich, 2002; Pekrun, 2006), yet research testing the impact of affect (e.g., positive vs. negative mood) on achievement goal adoption has been plagued by inconsistencies. Moving beyond valence-based approaches to emotions, in three studies we induced three commonly experienced discrete emotions (anger, fear, enjoyment) via autobiographical recall and tested their differential effects on achievement goal adoption, challenge and threat appraisals, and performance on a math task. In Study 1, anger promoted performance-approach goal adoption and activated higher challenge appraisals, whereas fear activated higher threat appraisals. In Study 2, anger activated higher challenge appraisals and promoted persistence on a math task, whereas fear promoted performance-avoidance goal adoption. In Study 3, enjoyment and anger tended to promote effort on a task instrumental to working on a math task (implicit approach motivation; cf. Aarts, Gollwitzer, & Hassin, 2004), predict mastery-approach goal adoption, and activate higher challenge appraisals; anger tended to promote performance-approach goal adoption, and fear tended to promote performance-avoidance goal adoption. Importantly, enjoyment and anger tended to predict both persistence and better performance on a math task. Together, these results point to emotions as potent antecedents of achievement goals and underscore the benefits of moving beyond valenced-based approaches to affect to better understand and more consistently predict how emotions influence important achievement outcomes.

HOW PERFORMANCE ACHIEVEMENT GOALS AFFECT STUDENTS' ACADEMIC OUTCOMES: A NEW MECHANISM

Katherine S. Corker¹, M. Brent Donnellan¹; ¹Michigan State University – Boundary goals are a type of target goal (Harackiewicz & Elliot, 1998) that specify the minimum level of performance that one must attain to have the subjective experience of success. The current project integrates boundary goals into the hierarchical model of achievement motivation (Elliot, 2006) by positing that boundary goals are a sub-goal in the goal hierarchy. We predicted that performance approach goals (because of their focus on positive possibilities) would be associated with higher boundary goals, whereas performance avoidance goals (because of their focus on negative possibilities) would be associated with lower boundary goals. Moreover, we predicted that boundary goals would mediate the association between performance approach/avoidance goals and task performance. These hypotheses were tested in a field study involving 347 college students enrolled in a research methods class. Achievement goals were assessed on the first day of class, and boundary goals were assessed shortly before the first exam. Course performance was measured using class records. Consistent with predictions, performance approach goals positively predicted boundary goals ($\beta = .38$), whereas performance avoidance goals negatively predicted boundary goals ($\beta = -.22$). Boundary goals were positively associated with exam performance ($\beta = .41$). Finally, boundary goals fully mediated the associations between performance achievement goals and overall course grades. These effects held controlling for ACT scores. Collectively, these results support the idea that boundary goals are an important mechanism through which achievement goals are translated into differential performance outcomes.

LEVELS OF APPROACH AND AVOIDANCE: A REGULATORY FOCUS PERSPECTIVE

Abigail A. Scholer¹; ¹Gettysburg College – Considering different levels of approach and avoidance motivations in a self-regulatory hierarchy can elucidate interesting dynamics in self-regulation. Within regulatory focus theory, one can distinguish between independent approach and avoidance motivations at the levels of goals (approaching or avoiding desired end-states), strategies (the “general how” of goal pursuit), and tactics (the “specific how” of goal pursuit). Doing so provides insight into a number of issues: Are the implications of avoidance the same at all levels? Does the adoption of avoidance strategies result in the same costs as adoption of avoidance goals? Can individuals simulta-

neously engage in approach and avoidance at different levels? In what ways are promotion and prevention motivations similar and different from classic approach and avoidance motivations? Issues such as these are explored in several studies that demonstrate that prevention-focused individuals engage in both risky approach and cautious avoidant behavioral tactics, depending on which better serves strategic vigilance. Discussion will focus on the implications of this approach for understanding how both horizontal dynamics (conflict or accord within levels) and vertical dynamics (conflict or accord between levels) within self-regulatory hierarchies influence effective self-regulation.

Symposia Session F10

CULTURE “WITHIN”: THE IMPACT OF RELIGION, SOCIAL CLASS, AND POLITICAL IDEOLOGY ON COGNITION

Saturday, January 29, 11:15 am - 12:30 pm, Room 8 A-B

Chair: Igor Grossmann, University of Michigan

Co-Chair: Michael E. W. Varnum, University of Michigan

Speakers: Bernhard Hommel, Adam B. Cohen, Igor Grossmann, Thomas Talhelm

While cross-cultural differences in cognition have been well documented, less attention has been devoted to examining the specific ways in which such cultural factors as religion, social class, and political ideology shape the ways people perceive and reason about the world. The symposium will focus on the consequences of these within-culture differences for reasoning including attention, categorization, analytic vs. holistic reasoning, and social cognition. Although presentations focus on different aspects of culture their overarching goals are the same: to identify the basic psychological processes that determine how these within-cultural factors influence the way people make sense of the world. Hommel will begin the symposium by describing his research examining how specific religious practices in the Netherlands alter people's local vs. global attention, and how perception is moderated by the amount of religious practices people engage in. Cohen and colleagues will continue by discussing the impact of Protestantism (vs. other Abrahamic religions or atheism) on causal attribution, and how these effects are mediated by people's beliefs in soul. Grossmann and Varnum will discuss how social class affects attribution, prediction of change, and visual attention in different cultures. Central to their presentation will be a discussion of the role that independent vs. interdependent self-views play in mediating cultural and social class effects on cognition. Finally, Talhelm and Oishi will conclude by presenting research on the role of political ideology on cognition. Specifically, they will describe how liberal vs. conservative political orientation impacts holistic attention and relationship-based categorization of objects.

ABSTRACTS

RELIGIOUS CONTROL OF COGNITION

Bernhard Hommel¹; ¹Leiden University, The Netherlands – Religion is commonly defined as a set of rules, developed as part of a culture. In a number of studies we found that practice in following these rules systematically alters the way people attend to visual stimuli (more globally vs. more locally), how efficient they can exclude irrelevant information, and how flexibly they can re-allocate attention from one target to another. These effects are specific for particular religions and thus do not just reflect general religiousness or rule obedience. We found that these effects are long-lasting (still affecting baptized atheists) and that their size systematically varies as a function of the amount and strictness of religious practices. These findings suggest that religious practice induces particular cognitive-control styles that create chronic, specific biases in the control of attention and action.

FUNDAMENTAL(IST) ATTRIBUTION ERROR: PROTESTANTS ARE DISPOSITIONALLY FOCUSED

Adam B. Cohen¹, Yexin Jessica Li¹, Kathryn A. Johnson¹; ¹Arizona State University – Religious influences on attribution have not been well-studied. We theorized that Protestants would

endorse internal over external, attributions, either because Protestantism values sincerity, or promotes belief in a soul. In Study 1, Protestants made more internal and fewer external attributions than their nonreligious peers. In Study 2, priming religion made Protestants more dispositionally focused than priming nationality. Study 3 ruled out potential confounds and showed that belief in a soul, but not the importance of sincerity, significantly mediated attribution differences between nonreligious people and Protestants. In Study 4 Protestants were more dispositionally focused even than people from other Abrahamic religions. This was again significantly mediated by belief in a soul. Finally, Study 5 found that experimentally strengthening belief in a soul increased dispositional attributions. These studies showed a distinct effect of religion on attributions, expanding what is known about cultural differences in attribution.

SOCIAL CLASS, CULTURE, AND COGNITION Igor Grossmann¹, Michael E. W. Vamum¹; ¹University of Michigan – The last two decades of cross-cultural research has shown that the cognitive tendencies of interdependent societies such as China in contrast to independent societies such as the US, are characterized by holistic cognition (i.e. greater attention to context and dialectical reasoning). Recent studies comparing working-class and middle-class Americans have found similar differences - the former show evidence of more contextual reasoning. How are cultural and social class differences in cognition related to each other? An interactive hypothesis suggests the relationship between social class and cognitive tendencies varies inasmuch as societies differ in their endorsement of those cognitive tendencies; i.e. the cognitive tendencies of higher class people exemplify those of a society more so than the cognitive tendencies of lower class people. An alternative additive hypothesis holds that social class-related environments promote differences in cognition, suggesting that the effects of social class on cognitive tendencies may be universal across different societies. We tested these competing accounts by simultaneously examining the effects of class among Americans (an independent society) and Russians (an interdependent society). Consistent with the additive hypothesis, lower social class was associated with more holistic cognition and more interdependent self-views in both countries. In Study 1, people from lower social class backgrounds and Russians displayed less dispositional bias. In Study 2, people from lower social class backgrounds and Russians demonstrated more contextual attention, more non-linear reasoning about change, and more interdependent self-views (less self-inflation). Furthermore, in Study 2 differences in self-views mediated country and class effects on cognitive tendencies.

LIBERALS SEE THE WORLD IN PIECES: EVIDENCE FOR A LINK BETWEEN POLITICS AND THOUGHT Thomas Talhelm¹, Felicity Miao¹, Shigehiro Oishi¹; ¹University of Virginia – People from different cultures see the world differently, but are liberals and conservatives like different cultures within the United States? Over two studies and 321 participants, we found evidence that liberals consistently think more analytically than moderates and conservatives. The analytic-holistic split has been used widely in cross-cultural research, where analytic processors pay attention to central objects and individual objects removed from their context, and holistic processors spread their attention to include the background and relationships between items (Nisbett, Peng, Choi, and Norenzayan, 2001). Analytic thinkers also tend to use abstract, logical rules, whereas holistic thinkers rely more on heuristics and intuitive thinking. Liberals showed more analytic perception in the framed-line task, a perceptual test that requires participants to assess the length of a line in relation to the box it's in (holistic) or ignoring the box (analytic; from Kitayama, Duffy, Kawamura, & Larsen, 2003). Liberals also showed more analytic thought in a task that asks participants to categorize a group of objects based on either abstract rules or intuitive resemblance (the triad task from Norenzayan, Smith, Kim, & Nisbett, 2002). Moderates were the most likely to think holistically, which may help explain why their views are in the political middle. Although these results are purely correla-

tional, they raise the interesting possibility that people's cultural thought style determines their political worldview.

Symposia Session F11

HOW DOES PERSONALITY CHANGE? DYNAMICS OF CHANGE IN PERSONALITY TRAITS, GOALS, AND VALUES

Saturday, January 29, 11:15 am - 12:30 pm, Room 205

Chair: Anat Bardi, Royal Holloway University of London

Speakers: Wiebke Bleidorn, Joshua J. Jackson, Patrick Hill, Anat Bardi

The field of personality has had heated debates regarding whether personality is dynamic or fixed during adulthood. This symposium adds to the debate by showing that personality is not only dynamic, but that it responds meaningfully to other changes, whether these are internal or external. The symposium takes a broad view of personality and presents findings from longitudinal studies on change dynamics in personality traits, goals, and values. Wiebke Bleidorn will present a longitudinal twin study spanning five years. Comparing identical to fraternal twins, she will show reciprocal changes in personality traits and goals indicating both genetic and environmental effects. Reciprocal effects of personality traits and experiences will also be shown in a talk by Josh Jackson. Based on a four-wave longitudinal study, he will show that personality traits and educational experiences have reciprocal longitudinal effects. Patrick Hill will present a longitudinal study spanning 17 years and will show changes in occupational and prosocial goals and their effects on well-being, suggesting that both the levels of goals at emerging adulthood and their change have consequences for adult well-being. Finally, Anat Bardi will present four longitudinal studies varying in country, life context, and value measures, all showing that the structure of value change mirrors the quasi-circumplex structure of values, such that compatible values change in the same direction and conflicting values change in opposite directions. Furthermore, the extent of life-changing events predicts the extent of value change. Together the talks demonstrate that personality is dynamic and responsive to other changes.

ABSTRACTS

NATURE AND NURTURE OF THE INTERPLAY BETWEEN THE BIG FIVE AND MAJOR LIFE GOALS Wiebke Bleidorn¹, Christian Kandler¹, Rainer Riemann¹; ¹Bielefeld University – Modern personality theories differ in their assumptions about the conceptual status of the Big Five in the personality system. A central point of issue is whether the Big Five are more basic and less changeable than other personality-relevant constructs, such as goals, habits, or attitudes. We addressed this issue by examining the genetic and environmental sources of the interplay between the Big Five and major life goals concurrently and across time. Traits and goals were assessed twice across a 5-year period in a sample of 217 identical and 112 fraternal twins reared together. Cross-sectional multivariate biometric analyses revealed that the heritable variance in goals could partly be accounted for by the heritable variance in traits. There were, however, also unique genetic effects on goals that were independent of the genetic effects on the Big Five. Capitalizing on our two-wave design, we also examined the genetic and environmental effects of antecedent personality traits on subsequent goals and vice versa. Results of these longitudinal biometric analyses suggest that over time, there are reciprocal genetic and environmental effects between traits and life goals. In sum, our findings yield partial support for seemingly conflicting assumptions about the interplay between the Big Five and motivational constructs in the personality system.

YOU ARE WHAT YOU DO: EDUCATIONAL EXPERIENCES AFFECT PERSONALITY TRAIT CHANGE Joshua J. Jackson¹, Oliver Lüdtke², Ulrich Trautwein²; ¹University of Illinois, Urbana-Champaign, ²University of Tübingen – Education is one of the most critical determinants of success for both individuals and society. Given that the educational system can be considered a long-term cognitive intervention, the benefits due to

education likely arise from gains in cognitive abilities. However, recent studies suggest that educational cognitive interventions are also associated with changes in more non-cognitive factors such as personality traits (Heckman et al., 2010; Jackson et al., 2010). The current talk systematically investigates the effect of educational experiences on personality trait development in a four-wave longitudinal study spanning from high school to college. Findings suggest reciprocal processes between personality trait development and educational experiences. Personality traits prospectively predicted getting along with classmates and teachers, spending time studying and one's overall levels of satisfaction with school. Moreover, these experiences were then associated with changes in personality traits. For example, changes in conscientiousness were associated with time spent studying, grades and school satisfaction. Changes in neuroticism were associated with stressful school experiences such as failing a class and having difficulties with teachers and classmates. Given the association between personality traits and important life outcomes, these findings suggest that it isn't whether one goes to college that may be important but instead the experiences during college that are most critical to success later in life.

THE EFFECTS OF LIFE GOALS AND THEIR CHANGE DURING EMERGING ADULTHOOD ON ADULT WELL-BEING Patrick Hill¹, Brent W. Roberts¹, Jay W. Brandenberger², Daniel K. Lapsley²; ¹University of Illinois, ²University of Notre Dame – A widely held assumption is that changes in one's goals and motives for life during emerging and young adulthood have lasting influences on well-being into adulthood. However, this claim has yet to receive rigorous empirical testing. The current study examined this assumption using a 17-year study of goal-setting (N = 416), testing the effects of prosocial and occupational goal-change during college on adult well-being. Using a latent growth model across three time points, both level and growth in goal-setting predicted later well-being. Given this change effect, we then demonstrate that changes both during college and in young adulthood uniquely predicted adult well-being, controlling for goal levels entering college. These findings suggest that what matters for attaining adult well-being is both how you enter adulthood, and how you change in response to it.

THE STRUCTURE OF INTRA-INDIVIDUAL VALUE CHANGE Anat Bardi¹, Julie Anne Lee², Nadi Hofmann-Towfigh³, Geoffrey Soutar²; ¹Royal Holloway University of London, ²University of Western Australia, ³University of Potsdam – Values are assumed to be relatively stable during adulthood. Yet, little research has examined value stability and change and there are no published studies on the structure of value change. Based on Schwartz's (1992) value theory, this paper proposes that the structure of intra-individual value change mirrors the circumplex-like structure of values, so that conflicting values change in opposite directions and compatible values change in the same direction. Four longitudinal studies, varying in life contexts, time gaps, populations, countries, languages, and value measures supported the proposed structure of intra-individual value change. An increase in the importance of any one value is accompanied by slight increases in the importance of compatible values and by decreases in the importance of conflicting values. Thus, intra-individual changes in values are not chaotic, but occur in a way that maintains Schwartz's value structure. Furthermore, the greater the extent of life-changing events the greater the value change found whereas age was only a marginal negative predictor of value change when life events were taken into account. Implications for the structure of personality change are discussed.

Symposia Session G

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

Symposia Session G1

JACK BLOCK AWARD **THE PURPOSE AND FUNCTION OF HUMAN CONSCIOUSNESS**

Saturday, January 29, 2:00 - 3:15 pm, Ballroom B

Recipient and Speaker: Roy Baumeister, Florida State University

Introducer: John Bargh, Yale University

Despite recent critiques, human consciousness has tremendous value. This all-new talk reviews evidence on what conscious thought does better than unconscious and on how and when conscious thought causes behavior. Its ability to simulate future, past, and counterfactual events, and others' mental states, serves essential social and cultural functions.

Selection Committee: Virginia S. Y. Kwan (Chair), Paul T. Costa Jr., Monica Harris, and Oliver C. Schultheiss

Symposia Session G2

DYNAMIC NETWORKS AND SYSTEMS: NEW THEORETICAL AND EMPIRICAL ADVANCES

Saturday, January 29, 2:00 - 3:15 pm, Room 6 A-D

Chair: James Westaby, Columbia University, Teachers College

Co-Chairs: Stephen Read, University of Southern California; Peter Gollwitzer, New York University

The study of dynamic networks and systems is gaining increased theoretical attention in social psychology. But how are these new frameworks contributing to our understanding of the complexities of social cognition and human behavior? What's the empirical evidence? This symposium aims to address these questions by presenting a range of new integrative models that examine complex dynamics in social psychology. To orient attendees, the symposium chairs will provide a brief overview of this dynamic approach, which is manifest in many different ways. In the first presentation, Vallacher theoretically and empirically demonstrates how stability and coherence in the self-system is explained through dynamical systems theorizing. For example, elements of self-relevant information can exert mutual influence to promote the emergence of higher-order mental states that function as self-aspects. In the second paper, Kruglanski et al. propose a dynamic model of motivational biases. This model demonstrates how likelihood of bias is dynamically influenced by the difficulty of distortion, mental resources, and biasing motivations. Supportive evidence of the new model is reported. In the third paper, Smith presents recent research showing how individuals and networks mutually influence each other over time in relation to impression formation and person perception. This opens up a wide range of research questions that have heretofore been unexplored in social networks. Finally, in the fourth paper, Westaby and Gerard present recent research examining how network motivation toward goals can provide a deeper theoretical and empirical understanding about how and why social networks dynamically influence behavior and performance over time.

ABSTRACTS

UNCONSCIOUS SELF-ORGANIZATION: THE EMERGENCE OF BISTABILITY IN THE SELF SYSTEM Robin R. Vallacher¹; ¹Florida Atlantic University

The self-concept is an information-rich psychological system. Each day provides new personally relevant information, much of which can contradict a person's predominant self-view. Yet, most people achieve and maintain a relatively coherent self-concept characterized by stable self-evaluation. Principles of dynamical systems and complexity science provide insight into the maintenance of self-concept coherence

despite the continuous flow of incoming information. The core idea is that elements of self-relevant information exert mutual influence to promote the emergence of higher-order mental states that function as self-aspects. These states, in turn, function as new elements that are subject to higher-order emergence, and so on, in a scenario of progressive integration. This process provides coherence and stability for the self-system, enabling it to resist subsequent contradictory information. When resistance entails the suppression rather than reinterpretation of such information, however, rejected elements are susceptible to the same press for integration that created the current self-concept. Over time, then, self-organization in service of coherence can have the ironic effect of producing a bi-stable system consisting of two conflicting attractors. When the self-system is at one of these attractors, it displays remarkable stability, absorbing elements with labile meaning and rejecting elements with fixed meaning. When a threshold of perturbing influence is reached, however, the system may demonstrate a sudden and dramatic change to the other (latent) attractor. The emergence of coherence in a psychological system thus has the ironic effect of creating the seeds of its undoing. We illustrate this scenario with empirical research employing stream-of-thought data.

THE DYNAMICS OF MOTIVATIONAL BIASES IN HUMAN JUDGMENT **Arie W. Kruglanski¹, Jocelyn Bellanger¹, Xiaoyan Chen¹, Edward Orehek²;** ¹University of Maryland, ²University of Groningen – The notion that human judgments can be (unconsciously) biased by motivations has been popular in psychological theory, claiming among its adherents such figures as Freud, Lewin, Festinger, and Heider among others. Extensive discussion in social cognition centered on the question whether motivational biases exist or whether they could be explained away in cognitive terms. This debate has led to the recognition that motivational biases are authentic, yet there has been relatively little insight thus far into the conditions of their occurrence. One variable that received attention in this regard was stimulus ambiguity. Starting with early conformity research by Asch and onward, researchers have repeatedly demonstrated that motivational biases are more likely if the stimulus is ambiguous and “reality constraints” are weak. Building on these findings we present a dynamic model of motivational biases which major parameters are (1) the relative magnitudes of the accuracy versus the biasing motivations, (2) the situational difficulty versus ease of reaching a biased judgment, and (3) the mental resources at the individual’s disposal. We report empirical evidence consistent with the model. It is shown, among others, that where the difficulty of distortion is high and magnitude of the biasing motivation is higher than that of the accuracy motivation, the presence of mental resources increases the likelihood of bias. However, where the difficulty of reaching an accurate judgment is high and magnitude of the accuracy motivation is higher than that of the biasing motivation, the presence of mental resources decreases the likelihood of bias.

NETWORK DYNAMICS OVER TIME **Eliot R. Smith¹;** ¹Indiana University, Bloomington – Most social behavior is situated in the context of the social network: the web of friendships, acquaintanceships, and interaction that surrounds each of us. The individual and network mutually influence each other, in ways that can be understood only by considering over-time dynamics. Recent work in my lab has applied this principle in the area of person perception, by considering it as a socially distributed process carried out by multiple individuals who communicate their impressions through gossip (Smith & Collins, *Psychological Review*, 2009). The result is a more or less widely shared reputation of a target person, and individual impressions are both influenced by and contribute to the reputation. In understanding these processes, we have found multi-agent modeling to be more useful than traditional linear causality-based approaches. Studying impression formation in the context of the social network opens up a range of fascinating (yet completely unstudied) research questions. For example, if a perceiver’s own impression of a target differs from the target’s general reputation, is the perceiver aware of that disagreement or might social projection (assuming that others think like oneself) prevent such awareness? If the perceiver is aware, is the

reputation (as well as the individual impression) taken into account in behavior toward the target? The talk will present recent empirical evidence on some of these questions.

DYNAMIC NETWORK THEORY: INFUSING GOALS INTO SOCIAL NETWORKS **James D. Westaby¹, Nathan Gerard¹;** ¹Columbia University, Teachers College – Traditional social network research, despite its popularity and exponential growth in the social sciences has been frequently criticized as being overly descriptive without a strong theoretical and motivational base. In other words, the literature has insufficiently examined how and why social networks become activated in the first place and maintain their activation over time. Hence, it is argued that social psychology can play an important role given its strong theoretical heritage. To this end, this paper presents a new dynamic network theory of goal pursuit that directly infuses goal ideology from social psychology into social network analyses. As a fundamental prediction, the theory hypothesizes that network motivation toward goals positively influences goal achievement and performance across behavioral domains. Network motivation is implemented through the activation of goal striver and system supporter roles in social networks. More dynamically, the theory articulates how these roles are often embedded among a finite set of other roles, such as interactants and observers, which can further contribute to the prediction of goal achievement and performance, such as through explicit and implicit processes. Results from multiple methods are presented that support central propositions in the theory, including the proposition that entities in non-goal striver roles can also influence goal achievement and performance in dynamic network systems. The importance of social psychology in guiding new theoretical advances in social network analyses is discussed.

Symposia Session G3

PERSPECTIVE MISTAKING: WHEN STEPPING INTO THE MINDS OF OTHERS ISN'T ENOUGH

Saturday, January 29, 11:15 am - 12:30 pm, Room 7 A-D

Chair: Adam Galinsky, Northwestern University

Co-Chair: Nicholas Epley, University of Chicago

Speakers: Dana Carney, Andrew Todd, Tal Eyal, Adam Galinsky

Adopting another person’s perspective has long been considered one of the mental wonders of the human brain, an ability presumed to underlie the sociality that defines human nature. However, being able to take another’s perspective does not mean one will do so accurately. Four talks explore the limitations of perspective-taking, exploring both when it is more versus less accurate and when it has its most beneficial effects. Carney begins the symposium by exploring whether individual differences in testosterone can predict accuracy when inferring another’s thoughts and emotions. She finds that basal testosterone decreases the ability to decode others’ thoughts and emotions because those high in testosterone also tend to be more egocentric. Todd, Hanko, & Mussweiler follow this with a surprising finding: Although focusing on self-other similarities appears to motivate perspective-taking, it ironically decreases its accuracy. Because focusing on self-other differences produces greater accuracy, perspective-taking is actually more accurate in intergroup settings. Eyal and Epley also argue that active perspective-taking attempts do not necessarily increase how accurately people intuit others’ thoughts and emotions. Instead, they argue that changing the way people construe themselves or others is the key to truly getting inside others’ minds. Finally Rus, Galinsky, and Magee argue that perspective-taking has its most beneficial effects on decision making when performed by someone who possesses power. They find that perspective-taking not only guides attention to often overlooked information but that power increases the assertiveness and action necessary to utilize this new information.

ABSTRACTS

PROJECTION AND THE PERSPECTIVE-TAKING PERILS OF TESTOSTERONE

Dana Carney¹; ¹Columbia University – Effective navigation through a complex social world requires the ability to perspective-take and accurately infer others' intentions, goals, feelings, and looming behavior. However, stable individual differences in our physiological architecture may limit our ability to accurately perspective-take – regardless of how hard we try. Behavioral endocrinology research suggests that basal testosterone (i.e., a trait-like level) is associated with diminished empathic responses and sensitivity to others affective signals. Social neuroscience research suggests that testosterone influences social judgment through the vmPFC which is a brain region shown to subserve the tendency to use self-referential thought when perspective-taking. Taken together, these results suggest the hypothesis that individuals high in basal testosterone may be less accurate when perspective-taking because they tend to rely so heavily on their own mental states when making sense of others'. The hypothesis was tested by examining the role of testosterone in accurate perspective-taking and projection using an ecologically valid social interaction (N = 74). Consistent with expectations, high testosterone individuals were significantly less accurate when perspective-taking because they were more likely to project their own mental states onto their interaction partner. Additionally, high testosterone individuals were poorest at inferring emotional expressions from photographs and were higher on a clinical measure of narcissism (a maladaptive personality characteristic marked by the inability to perspective take specifically because of the tendency to project). Together, findings suggest that stable physiological mechanisms are at least partially responsible for perspective-taking ability.

WHEN FOCUSING ON DIFFERENCES LEADS TO SIMILAR PERSPECTIVES

Andrew Todd¹, Karlene Hanko¹, Thomas Mussweiler¹; ¹University of Cologne – Actively and accurately reasoning about others' perspectives is essential for managing the complexities of social life. But how can we ascertain what others know, believe, and desire without having direct access to their minds? Oftentimes, we consult our own mental contents – what we ourselves know, believe, and desire – to help us solve the "other minds problem." One consequence of this strategy is that perceivers routinely over-impute their own perspectives onto others, laying the foundation for miscommunication, misunderstanding, and conflict. The current research investigated whether circumstances that afford a focus on self-other differences can facilitate perspective-taking. In support of this hypothesis, we found that directly priming a difference mindset made perceivers more likely to spontaneously adopt others' visual perspectives and less likely to over-impute their privileged knowledge onto others. Given that intergroup encounters typically evoke a difference mindset wherein outgroup members are perceived in ways that accentuate their differences from the ingroup (including the self), additional experiments explored the possibility that such contexts might help perceivers to step outside their own perspectives. Perceivers were less "cursed" by their own privileged knowledge when mentalizing about outgroup versus ingroup targets and communicated more effectively with interaction partners whose group membership differed from their own. These findings, using multiple instantiations of a difference mindset and a variety of conceptual and perceptual perspective-taking tasks, suggest that acknowledging self-other differences allows perceivers to look beyond the limits of their own perspectives, thereby providing an efficacious route to intuiting others' minds and facilitating communication.

HOW TO ENABLE MIND READING: PERSPECTIVE-TAKING VERSUS MATCHING CONSTRUAL

Tal Eyal¹, Mary Steffel², Nicholas Epley³; ¹Ben Gurion University, ²University of Florida, ³University of Chicago – People routinely wonder about what others think about them (e.g., "Did my date find me attractive?", "what do my colleagues think about the paper I presented?") but their conclusions are often inaccurate. We explore why people often misinterpret others' mental states, and examine strategies

for improving mind reading accuracy. One intuitive strategy for understanding other minds, promoted by both lay people and experts, is to put oneself in other people's shoes. We will present a series of experiments demonstrating that adopting the perspective of others does not systematically increase accuracy intuiting others' thoughts. More effective in at least some contexts, we demonstrate, is matching the level at which people construe themselves or others. Because people tend to know more about themselves than they do about others, people tend to evaluate themselves by paying more attention to low-level details than others do. Knowing how one is viewed by others therefore requires perceivers to consider the "big picture" and focus less on small details about themselves. Knowing how another person views him or herself, in contrast, requires the opposite strategy. Our findings suggest that a central barrier to accurate mindreading is not so much a failure to actively adopt another's perspective, but rather the difference in how two people construe the same information. Accurately reading other minds requires focusing one's evaluative lens at the right level of detail.

SPEEDING AND STEERING: HOW POWER AND PERSPECTIVE-TAKING COMBINE TO PRODUCE INTEGRATIVE DECISION-MAKING

Adam Galinsky¹, Diana Rus², Joe Magee³; ¹Northwestern University, ²Rijksuniversiteit Groningen, ³New York University – Perspective-taking, or actively imagining the world from another's viewpoint, has been extolled as an important cognitive strategy for successful decision-making. Yet, in particularly difficult decision-making situations, such as those with unshared information or complex tradeoffs, perspective-taking alone appears to be an insufficient decision aide. In these situations, we argue that perspective-taking must be combined with an assertive behavioral orientation to force differences in information, position, and value out into the open and to integrate those differences into effective solutions. We tested whether one source of an assertive behavioral orientation – power – paired with perspective-taking would lead to superior outcomes in various decision-making settings. In Experiment 1, we found that perspective-taking coupled with power led to greater sharing and soliciting of critical information and to enhanced decision quality in a cooperative, "hidden-profile" context. Experiment 2 found that the combination of perspective-taking and power resulted in the discovery of efficient integrative agreements in strategic negotiations. In addition to these dyadic findings on integrative decision quality, Experiments 3 and 4 investigated whether the combination of perspective-taking and power would result in enhanced integrative complexity at the individual level. We found that powerful perspective-takers integrated conflicting values in more complex ways compared to either power or perspective-taking alone. Power is the gas and perspective-taking is the steering wheel that go towards the best individual and group destinations without crashing along the way.. In summary, perspective-taking is cognitive orientation that harnesses the agency of power to enhance dyadic and individual decision-making processes.

Symposia Session G4**THE MOTIVATIONAL PROPERTIES OF ANTICIPATED AFFECT**

Saturday, January 29, 2:00 - 3:15 pm, Room 217 A-B

Chair: Lillia Cherkasskiy, Yale University

Speakers: C. Nathan DeWall, Jeanne L. Tsai, Lillia Cherkasskiy, Ruud Custers

Within the last decade, several researchers have proposed that an under-researched function of affective states is to motivate behavior in anticipation of experiencing desired affective states. This symposium brings together scientists who have accumulated evidence supporting this hypothesis and proposed different mechanisms to explain how anticipated affect influences behavior. First, Nathan DeWall will present a meta-analysis of JPSP articles which suggests that anticipated emotions predict social behavior and judgment better than currently experienced emotions. He situates this analysis within an evolutionary theory proposing that a major function of emotions is to provide feedback about the appropriateness of behavior. Second, Jeanne Tsai will describe

research suggesting that desired anticipated affect differs across individuals and cross-culturally, and that these differences in “ideal affect” mediate differences in mood producing behaviors including leisure choices. In one final study, ideal affect is manipulated and causes corresponding changes in behavior. Third, Lillia Cherkasskiy will present evidence suggesting that individual differences in how strongly certain discrete emotions are desired influence self-regulatory ability. In these studies, “chronic emotion goals” to experience pride and pleasure predict success and failure respectively at tasks requiring self-control. Finally, Ruud Custers will present research demonstrating that when positive affect accompanies behavior primes this does not merely facilitate priming, but turns behavior representations into lasting behavioral goals. Thus, the behavior is motivated by the associated affect. Combined, these talks present the latest theory and findings on the role of anticipated affect in motivation.

ABSTRACTS

HOW YOU EXPECT TO FEEL TRUMPS ACTUAL FEELINGS IN GUIDING SOCIAL BEHAVIOR AND JUDGMENT C. Nathan DeWall¹, Brad J. Bushman^{2,3}, Roy F. Baumeister⁴; ¹University of Kentucky, ²The Ohio State University, ³VU University, Amsterdam, ⁴Florida State University – Emotions play a prominent role in social life, yet the direct impact of emotions on behavior and judgment remains a point of disagreement. Using a survey of research published in the *Journal of Personality and Social Psychology* from 1986-2008, the current investigation provided a meta-analytic test of two competing perspectives on the function of emotion. Whereas the emotion-as-direct causation perspective asserts that current emotional states function to give rise to impulses that lead to behavior, the emotion-as-feedback perspective (Baumeister, Vohs, DeWall, & Zhang, 2007) asserts that anticipated emotions guide social behavior and judgment. The results demonstrated that the emotion-as-direction causation perspective is considerably more popular in terms of frequency of testing, but it received support in only 20% of empirical tests. In contrast, the emotion-as-feedback perceived received support in 66% of empirical tests. The results suggest that the default perspective of emotion as a proximal cause of social behavior and judgment may be wrong more often than it is right. Anticipated emotion, however, can have a significant impact on social behavior and judgment. These findings dovetail nicely with the other talks in the symposium by highlighting the utility of investigating how anticipated emotion motivates behavioral change.

THE PURSUIT OF IDEAL AFFECT: EMOTIONAL GOALS SHAPE LEISURE AND CONSUMER PRODUCT CHOICE Jeanne L. Tsai¹; ¹Stanford University – Affect Valuation Theory (AVT) predicts that people (and cultures) differ in the affective states they ideally want to feel (i.e., ideal affect), and that these differences in ideal affect predict the types of activities people engage in as well as the types of consumer products they purchase to feel good. Moreover, AVT predicts that people’s ideal affect influences these behaviors even more than how people actually feel (i.e., their actual affect). We tested these hypotheses in a series of studies with American and Chinese samples. In the first study, we demonstrated that consistent with previous findings, Americans value excitement states more and calm states less than Chinese, and European Americans preferred vacations that involved more exciting activities than did Hong Kong Chinese. In the second study, we demonstrated that European Americans preferred more exciting (vs. calm) music compared to Asian Americans. In the third study, we show that European Americans preferred more exciting (vs. calm) consumer products (e.g., lotions) than did Asian Americans. Across all of these studies, cultural differences in leisure and consumer product choice were mediated by ideal affect but not actual affect. In the fourth study, we demonstrate that across American and Chinese cultural contexts, manipulating ideal affect alters participants’ preferences for exciting vs. calm consumer products. Together, these studies demonstrate the importance of ideal affect for understanding what people do to feel good.

SELF-REPORTED CHRONIC EMOTION GOALS TO EXPERIENCE PRIDE AND PLEASURE PREDICT SELF-CONTROL SUCCESS AND FAILURE Lillia

Cherkasskiy¹, Peter Salovey¹; ¹Yale University – Several recent theories suggest that anticipated emotions motivate individuals to pursue behaviors to attain desired emotions. But which emotions are desired? We suggest that important determinants of the desirability of anticipated emotions are an individual’s “emotion goals,” or chronic goals to experience discrete emotions, which are part of an individual’s personality and share the motivational characteristics of behavioral goals. Three studies validate a questionnaire assessing the chronic emotion goals to experience pride and pleasure and evaluate the hypothesis that these emotion goals motivate behaviors related to self-control. In study one, we evaluated the psychometric properties of the Pleasure and Pride Emotion Goal questionnaire (PPEG). We then wanted to predict self-control success from pride goal strength and self-control failure from pleasure goal strength because we reasoned that self-control successes often result in experiencing pride (e.g. sticking to a diet), but failures are often pleasurable (e.g. giving in to impulses). In study two, pride goal strength predicted better performance on a cognitive measure of self-control (the Stroop Task), but pleasure goal strength predicted worse performance. In study three, participants picked one of two computer games to play, and pride goal strength predicted making a choice that required self-control (choosing the difficult, brain-enhancing game), but pleasure goal strength predicted making a choice that did not require self-control (choosing the easy, entertaining game). These findings support the hypothesis that chronic emotion goals influence behavior and suggest that considering chronic emotion goals may help researchers arrive at a more thorough understanding of human motivation.

COACTIVATING BEHAVIOR REPRESENTATIONS AND POSITIVE AFFECT OUTSIDE OF AWARENESS CREATES LASTING GOAL REPRESENTATIONS Ruud Custers¹; ¹Utrecht University

– In many theories of motivation, positive affect plays a key role in facilitating goal pursuit. Custers and Aarts have demonstrated in previous studies that when subliminal behavior primes are immediately followed by positive stimuli, this motivates people to engage in that behavior. This coactivation leads to sustained activation of the behavior representation over time, which in turn biases perception and action in the service goal pursuit. These effects are assumed to occur because coactivation establishes an association between the behavior representation and positive affect, creating a behavioral goal. Recent developments in the literature, though, suggest an alternative explanation in which positive affect – even on a trial level – facilitates priming, leading to stronger and longer lasting effects on perception and action, without creating a lasting association. Two experiments are presented that aim to distinguish between these two accounts. In these experiments, the behavior of doing puzzles was implicitly coactivated with positive affect or not, but active maintenance of the behavior representation was prevented by immediately exposing people to a demanding working memory task. Only when the behavior of doing puzzles was primed again after this task, participants for whom doing puzzles was earlier coactivated with positive affect were found to estimate puzzle-related objects as higher, reflecting their motivation to engage in that activity. These results demonstrate that coactivating behavior representations with positive affect outside of awareness creates lasting goal representations in memory. Hence, positive affect not only facilitates priming effects on behavior, it turns behavioral representations into goal representations.

Symposia Session G5

FROM THE SOCIAL TO THE PHYSICAL WORLD AND BACK: BIDIRECTIONAL INFLUENCES IN GROUNDED COGNITION

Saturday, January 29, 2:00 - 3:15 pm, Room 217 C-D

Chair: Hyunjin Song, Yale University

Co-Chair: Spike W.S. Lee, University of Michigan

Speakers: Simone Schnall, Hyunjin Song, Gün R. Semin, Spike W.S. Lee

This symposium explores how abstract social concepts are grounded in perceptual experiences related to navigating the physical environment. Conceptual representation of time is grounded in space, affect and gender in brightness, and suspicion in smell. These groundings have predictable effects on inter-temporal choice, face perception, gender classification, and trust-dependent investment. Focusing on the construal levels associated with different temporal distances, Schnall, Kim, and White show that although people generally choose a small reward now over a big reward later, they make more patient choices when the two rewards are presented at the same psychological distance and construal level. Addressing the role of affect in brightness perception, Song, Vonasch, Meier, and Bargh find that smiling faces appear brighter than frowning ones, with stable effects on both schematic and real faces. Turning to a culturally established association of brightness with gender, Semin and Palma show that gender classification is faster when male names are presented in black and female names in white (than vice versa); male-female primes also speed up classification of dark-light adjectives. Finally, exploring the grounding of suspicion in smell with a culturally specific instantiation, Lee and Schwarz show that social suspicion increases the accuracy of identifying a fishy smell, mediated by unconscious concept association; smelling something fishy also increases suspicion and reduces investment in a trust game. Throughout, the contributions highlight the bidirectional relationship between social and physical perceptions that results from grounded cognition. The speakers will discuss this work's cultural implications, limitations, and future directions.

ABSTRACTS

SO CLOSE AND YET SO FAR: CONGRUENT PSYCHOLOGICAL DISTANCE FACILITATES ECONOMIC DECISION-MAKING Simone Schnall¹, Hyunjin Kim¹, Mathew White²; ¹University of Cambridge, ²University of Plymouth – Construal Level Theory (Trope & Liberman, 2003) uses spatial distance as a basis for describing and predicting people's representation of events and circumstances: Psychologically "close" events are construed concretely, whereas psychologically "distant" events are construed abstractly. In economic decision-making, people might prefer a smaller reward now to a bigger reward later because the "now" option is close and concrete, whereas the "later" option is far and abstract. We propose that such inter-temporal choices constitute a conflict because they involve comparing options that are incongruent regarding their levels of construal. Thus, framing options within the same level of distance should encourage more adaptive, patient decisions. In Studies 1 and 2 we made the "later" option more close and concrete by inducing participants to mentally simulate it. While participants in the control condition chose between receiving a cheque right now (£460) or a somewhat larger amount later (£500), participants in the Congruent Construal condition chose between a travel voucher for Paris now (£460) or later (£500). As predicted, Congruent-Construal participants made more patient choices. Based on the same rationale of equating construal level, in Studies 3-4 participants made intertemporal choices between "now" and "later" options both framed as distant and abstract. Social-psychological distance was manipulated by having participants make decisions for other people (rather than for themselves). This way of framing again resulted in more patient choices. Overall, the current studies show that economic decision-making can be improved by providing people with the appropriate psychological distance and its corresponding construal level.

BRIGHTEN UP: SMILING FACES APPEAR BRIGHTER THAN FROWNING ONES Hyunjin Song¹, Andrew Vonasch¹, Brian Meier², John A. Bargh¹; ¹Yale University, ²Gettysburg College – People pay particular attention to the mouth as a cue to emotional expression (Yuki, Maddux, & Masuda, 2007). Since a big smile exposes white teeth in the mouth and has a brighter color than a non-smiling face, the metaphoric expression "bright smile" may be grounded in perceptual experiences with smiling faces. Five experiments tested whether people perceive smiling faces as brighter than frowning ones, even if they have the exact same color. Par-

ticipants were presented with pairs of schematic faces in identical colors and asked to choose the brighter one. As predicted, smiling faces were chosen more often than frowning faces (Study 1). The result replicated when the task was to choose the "lighter" face (Study 2), but if the task was to choose the darker face, participants did not perceive a color difference between the faces (Study 3), demonstrating that the effect is driven by the "bright smile" metaphoric association rather than the "good-light, bad-dark" dichotomy. Two final studies directly measured participants' brightness perception. Participants were presented with gray schematic faces (either smiling or frowning) and indicated the face's brightness on a 9-point gray scale. A smiling schematic face appeared brighter than a frowning one (Study 4). This effect was replicable with real faces (Study 5). These findings have implications for emotion and person perception. For example, an ambiguous facial expression may be perceived as happier if the person has lighter skin color. A multi-ethnic person who wears a smiling face may be perceived as more white and bright.

WHY THE BRIDE DOES NOT WEAR BLACK Gün R Semin¹, Tomás Palma¹; ¹Utrecht University – Our realities contain many natural dualities, dark and light, male and female, cold and hot. These dualities have occupied human thinking, and have entered cultural representations with different significations and constellations. In three experiments, we investigated a culturally established constellation between two dualities, namely black and white with respectively male and female. In a lexical decision task, we test the hypothesis that male names as primes speed up the classification of "dark" adjectives and female names "light" adjectives. In a second experiment, we show that of adjectives that have to do with evaluation, potency, and activity, only potency adjectives and activity adjectives as primes speed up the gender classification of male and female names. This study reveals that the "light-dark female-male" constellation is not driven by valence. In a final experiment, we find that presenting male names in black letters and female names in white letters speed up gender classification significantly, compared to male names in white letters and female names in black letters. We demonstrate the important implications of these findings in everyday life and answer questions such as: When a couple order an espresso and a cappuccino then how does a waiter decide whom to give a dark and a light drink? Why are dark men perceived as more active and potent? We discuss how arbitrarily established cultural constellations between dualities affect implicit decisions and impressions with significant consequences.

SOMETHING SMELLS FISHY HERE: FISHY SMELLS INCREASE SUSPICION AND SUSPICION ENHANCES IDENTIFICATION OF FISHY SMELLS Spike W.S. Lee¹, Norbert Schwarz¹; ¹University of Michigan – Across languages, suspicion can be expressed as dislikeable odors (Soriano & Valenzuela, 2008). In English, the odor is fishy; if something smells fishy, it creates "doubt or suspicion" (Merriam-Webster, 2010). Grounded social-cognition research to date has focused on visual and tactile perception and on conceptual metaphors presumed to be universal (e.g., Affection=Warmth; Morality=Purity; Importance=Weight; Powerful=High). We explore the grounding of Suspicion in Smell as instantiated in English. Experiment 1 tested whether social suspicion affects smell identification. As predicted, participants induced to suspect that the experimenter was hiding something showed higher accuracy in identifying a fishy smell; accuracy in identifying other smells was unaffected. Experiments 2-4 tested the steps of the assumed causal-chain: "Feeling suspicious? Accessibility of suspicion concepts? Accessibility of fish concepts? Identification of fishy smell." As expected, suspicion feeling increased the accessibility of suspicion concepts (word-completion task; Experiment 2); priming suspicion concepts (scrambled-sentence task) increased the accessibility of fish concepts (Experiment 3); priming fish concepts (scrambled-sentence task) improved accuracy in identifying a fishy smell (Experiment 4). Reversing causality, Experiment 5 tested whether a fishy smell increases suspicion. As predicted, participants who smelled something fishy (fish oil sprayed in the hallway) invested less money in a trust game than those who smelled

another aversive odor (fart spray) or no odor (water). These results extend grounding beyond the visual and tactile domains and shed light on the underlying mechanism. They raise new questions about the operation of grounded concepts with identical structure (Suspicion=Smell) but different cultural-linguistic instantiations (fishy).

Symposia Session G6

LONG-TERM EFFECTS OF MEDIA VIOLENCE USAGE ON AGGRESSION IN CHILDHOOD AND ADOLESCENCE

Saturday, January 29, 2:00 - 3:15 pm, Room 214 A-B

Chair: Barbara Krahé, University of Potsdam

Speakers: Craig Anderson, Barbara Krahé, Rowell Huesmann

Despite the rapidly growing body of research on potentially harmful effects of exposure to violent media, there is a shortage of research examining the relations between media violence usage and aggression over time. This symposium brings together three papers that examine the pathway from media violence usage to aggression. The first two papers present longitudinal evidence over three points in time based on large samples from middle childhood to early adolescence (2nd to 8th grade) from the United States and Germany, relating usage of violent media to aggressive behavior. In both countries, media violence use predicted later aggressive behavior, and the German study showed that violent media usage also predicted lower prosocial behavior. Socio-cognitive and affective variables, such as normative beliefs, aggressive fantasizing, and reduced empathy, were identified as mediators of the relation between media violence exposure and aggressive as well as prosocial behavior. The third paper focuses on the link between media violence usage and violent behavior in three high-risk groups of adolescent and adult offenders. Both childhood and adolescent violent media use correlated with current seriously violent behavior among both adolescent and adult offenders. In both the adolescent sample and the adult sample, the longer term effects of violent media use on seriously-violent behavior were mediated partially by both normative beliefs approving of aggression and by fantasy rehearsal of aggressive behavior. In combination, the three papers provide consistent evidence for the adverse effects of media violence usage and identify affective and cognitive processes underlying these effects.

ABSTRACTS

LONGITUDINAL RELATIONS BETWEEN VIOLENT VIDEO GAME PLAYING AND AGGRESSION FROM EARLY CHILDHOOD TO LATE ADOLESCENCE

Craig Anderson¹, Rowell Huesmann², Brad Bushman³, Doug Gentile¹, Paul Boxer^{2,4}, Wendy Garrard², Maureen O'Brien²; ¹Iowa State University, ²University of Michigan, ³Ohio State University, ⁴Rutgers University – Although numerous experiments and a few longitudinal studies have now shown that playing violent video games increases the risk of aggressive behavior (Anderson, et al., 2003; Anderson et al., 2007; Anderson et al., 2010), few studies have examined the developmental trends in the relations from early childhood to adolescence and the role of social cognitive mediators in the effects. In the current paper we report results from a 3-cohort accelerated longitudinal study of 1,422 high risk 2nd, 4th, and 9th graders who were each assessed in three consecutive years. Each year we evaluated their violent game playing, their aggressive behavior, and relevant social cognitions. Correlations reveal consistent significant relations in all cohorts between more playing of violent games and more subsequent aggression and social cognitions supporting aggression. Structural equation modeling suggests that the most plausible direction of the effect is from game playing to subsequent aggression. SEM is then used to test the role that various social cognitions play in mediating this effect. In particular, it is found that both normative beliefs approving of aggression and aggressive fantasizing play significant roles in mediating the longitudinal effect of violent game playing on subsequent aggression.

PATHWAYS FROM MEDIA VIOLENCE USAGE TO AGGRESSIVE AND PROSOCIAL BEHAVIOR: LONGITUDINAL DATA FROM GERMAN ADOLESCENTS

Barbara Krahé¹, Ingrid Möller¹, Robert Busching¹, Paulina Tomaszewska-Jedrysiak¹, Christina Krause¹; ¹University of Potsdam, Germany – The longitudinal relationship between adolescents' habitual usage of media violence and their aggressive and prosocial behavior was examined in a study with 1,715 high school students in Germany who were in 7th and 8th grade at the start of the study. They completed measures of violent media usage, aggression, and prosocial behavior at three data points separated by twelve month intervals. In addition, teacher ratings of prosocial and aggressive behavior were obtained. Cross-lagged panel analyses showed significant pathways from T1 screen and video game violence usage to self-reported and teacher-rated physical aggression at T2 and T3, and T1 media violence exposure predicted lower prosocial behavior later on. The path from T1 aggression to T2 media violence usage was nonsignificant, but there was evidence of a path from T1 aggression to T3 media violence usage. The links were similar for interactive and noninteractive media and specific to violent compared to nonviolent media content. No links were found from exposure to violent media to relational aggression. T1 self-reported aggression moderated the impact of media violence usage, with stronger effects of media violence usage among the low aggression group. Acceptance of aggression as normative and empathy were examined as mediating variables. The findings are in line with evidence from previous longitudinal studies conducted in the United States and suggest that exposure to media violence may make adolescents more aggressive and less prosocial over time.

LONG-TERM RELATIONS BETWEEN VIOLENT MEDIA USE AND VIOLENT BEHAVIOR BY DELINQUENTS, CRIMINALS, AND HIGH-RISK ADOLESCENTS

Rowell Huesmann¹, Paul Boxer¹, Tom Johnson², Wendy Garrard¹, Maureen O'Brien¹; ¹University of Michigan, ²Indiana State University – Although recent exhaustive narrative reviews (Anderson et al., 2003, Anderson & Bushman, 2001; Bushman & Huesmann, 2006; Huesmann, 2007) confirm the short-term and long-term causal influence of violent media exposure (and play) on aggressive behavior, the body of research on the effects of violent media has been limited in two key respects: few studies have examined effects on seriously-violent criminal and delinquent behavior, and few studies have examined effects within high-risk populations including delinquents and criminals. The current study attempts to ameliorate these deficiencies by interviewing and testing 390 adjudicated delinquents (mean age = 15.6), 430 high-risk high-school students (mean age = 16.8), and 344 imprisoned adult offenders (mean age = 27.6). The participants were interviewed one-on-one about their current behaviors and recent and prior media use (adolescent and early childhood). Both childhood and adolescent violent media use correlated with current seriously violent behavior among both adolescent and adult offenders. The effects were somewhat stronger for females than for males. Structural modeling analysis suggested that in both the adolescent sample and the adult sample, the longer term effects of violent media use on seriously-violent behavior were mediated partially by both normative beliefs approving of aggression and by fantasy rehearsal of aggressive behavior.

Symposia Session H

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

Symposia Session H1

WHAT IT MEANS TO GET IT RIGHT, AND WHY IT MATTERS: ADVENTURES IN ACCURACY RESEARCH

Saturday, January 29, 3:30 - 4:45 pm, Ballroom B

Chair: Jamil Zaki, Harvard University

Co-Chair: William Ickes, University of Texas at Arlington

Speakers: David Funder, David Kenny, William Ickes, Jamil Zaki

In the first half of the 20th century, psychology was preoccupied with "getting it right." Specifically, researchers of all stripes searched for predictors of interpersonal accuracy, a phenomenon they believed to be of great practical importance. From the 1950s through the 1980s, however, accuracy research receded towards the margins of social and personality psychology, largely due to two problems: (1) the seeming intractability of accuracy measurements, as first described by Cronbach, and (2) a surprisingly equivocal picture about whether or not accuracy was important to social interactions. More recently, the study of accuracy has re-emerged as a vibrant research frontier, but these two problems remain the focus of active discussion and concern. This symposium will explore new approaches to tackling issues in accuracy research. Funder will begin by demonstrating that construct validation methods can be used to identify several sources of person perception accuracy, and that individuals are impressively accurate over long time-spans. Kenny & West will continue by decomposing interpersonal perception into bias and truth variables that play separable roles in accuracy about one's peers and children. Ickes will turn the discussion to accuracy about transient internal states, which predicts several adaptive interpersonal and relationship outcomes. Zaki will continue by demonstrating that accuracy about emotions can be split into multiple components, which separately predict satisfaction with social interactions. Together, this work paints a picture of accuracy research in the post-Cronbach age, and describes ways in which it has solved its major challenges and provided important conceptual and theoretical insights.

ABSTRACTS

A REALISTIC APPROACH TO ACCURACY David Funder¹; ¹University of California Riverside – Accuracy research was neglected for many years because of needless worries concerning potential confounds in profile correlations ("Cronbach's complaint") and, more critically, the criterion question. However, potential confounds can be resolved through ordinary, careful methodology and the criterion question – what is reality? – is no more (or less) problematic in accuracy research than in other areas of science. Specifically, the accuracy of judgments of personality can be evaluated using the same methods employed in construct validation in general, which include self-other agreement, interjudge agreement, and behavioral prediction. These methods make it possible to address the two big questions about accuracy in personality judgment, which concern, first, how accuracy is possible (the theoretical question), and, second, what the moderators of accuracy are (the empirical question). The theoretical question is addressed by the Realistic Accuracy Model (RAM), which describes accurate judgment as the result of a four-stage process that begins with the target person emitting relevant information that becomes available to a judge who detects this information and successfully utilizes it. This model implies that accurate personality judgment is quite difficult, but recent data show that lay personality judgments can be remarkably accurate, predicting behavior over a period of more than 40 years. The RAM helps to explain the four variables that make accurate judgment more and less likely, which are properties of the judge, the target, the trait that is judged, and the information

on which the judgment is based. Data on each of these moderators will be presented briefly.

STUDYING THE INTERPLAY OF TRUTH AND BIAS IN SOCIAL PERCEPTION:

THE T&B MODEL David Kenny¹, Tessa West²; ¹University of Connecticut, ²New York University – We present a new model for the general study of how the truth and biases affect social perception, the T&B model. The model represents a blend of Brunswikian, Gibsonian, and Signal Detection Theories, and offers one cohesive theoretical and empirical approach for examining classic questions in the study of accuracy. In the model, judgments are a function of two primary forces: the truth force and the bias force. Each force is multiplied by a truth value. For instance, for the bias of assumed similarity, the judgment of the target is predicted by a bias value (i.e., the judge's self-perception) and a truth value (i.e., the target's self-perception); the strength of effect each of these values has on judgments constitute bias and truth forces. Sometimes the bias values are a variable, as in the case of assumed similarity, and sometimes the bias values are a constant, as in the tendency to see one's romantic partner favorably. The model emphasizes how moderator variables can be used to study accuracy and bias forces and how bias and accuracy can sometimes tradeoff and other times can be positively correlated. Following Cronbach's (1955), we show how the accuracy forces can be measured at different levels of analysis and ideographically and how a bias can "mediate" accuracy. We illustrate the model with two examples, one involving roommates making perceptions about each other at multiple time points, and the other involving parents trying to predict their child's behavior while away at college.

EMPATHIC ACCURACY PROVIDES A "BRONZE STANDARD" ACCURACY CRITERION AND PREDICTS IMPORTANT, RELATIONSHIP-RELEVANT OUTCOMES

William Ickes¹; ¹University of Texas at Arlington – Although the measure of empathic accuracy that my colleagues and I have developed does not provide a "gold standard" criterion against which the accuracy of the perceiver's empathic inferences can be assessed, it provides at least a "bronze standard" criterion in using the reported content of the target person's actual thoughts and feelings as the standard of correctness. The major weakness of this criterion lies in the target person's ability to accurately report the specific content of his or her successive thoughts and feelings. On the other hand, there is no doubt that our measure of empathic accuracy predicts important, relationship-relevant outcomes. For example, it predicted (1) the incidence of relationship breakups in the study of dating couples by Simpson, Blackstone, and Ickes (1995); (2) the changing level of reported closeness to the spouse in the study of married couples by Simpson, Oriña, and Ickes (2003); (3) the propensity of married men to abuse their female partners in the studies by Schweinle and his colleagues; (4) the level of effective instrumental support that spouses provided to their partners in the study of married couples by Verhofstadt et al. (2008); and (5) the relative immunity of young adolescent children with high empathic accuracy to the deleterious personal and social effects of poor peer relationships in the study by Gleason, Jensen-Campbell, and Ickes (2009). In summary, this measure of accuracy is reliable, valid, and of substantial predictive value to social psychologists and relationship researchers.

INTERPERSONAL ACCURACY: DISSOCIABLE PHENOMENA AND THEIR ANALOGUES IN SOCIAL LIFE

Jamil Zaki¹, Jennifer Bartz², Kevin Ochsner³; ¹Harvard University, ²Mount Sinai School of Medicine, ³Columbia University – The study of interpersonal accuracy has a long and rocky past. The intuitive appeal of understanding what allows someone to be "good judge" of people is rarely questioned, but two issues have sometimes hampered the ability to turn this interest into widely adopted research programs: (1) statistical issues clouding the meaning of some accuracy measures, and (2) questions as to whether accuracy meaningfully relates to social competence and outcomes. Here, I will present one approach to dealing with these issues that employs timeseries correlation to assess individuals' accuracy about others' emotional states ("empathic accuracy"). This measure allows for dissociations between multiple phenomena that

could contribute to apparent accuracy, including one's tendency to ascribe strong affective states to others overall ("perceived intensity"), and one's ability to gauge shifts in affect over time ("dynamic sensitivity"). Two studies suggest that these qualities are separable: self-reported trait empathy and intranasal administration of oxytocin predict perceived intensity, but not dynamic sensitivity. Disentangling these measures provides traction on the componential nature of accuracy. Further, this approach allows for examination of how accuracy relates to real-world social functioning. This is illustrated by evidence that (1) dynamic sensitivity as measured in the lab predicts college students' satisfaction with social interactions as recorded through daily diaries, and (2) both dynamic sensitivity and perceived intensity negatively correlate with self-reported autism-like traits. Overall, these data support a model that focuses on the multiple components of interpersonal accuracy and their contributions to successful social interactions.

Symposia Session H2

IN SUPPORT OF SOCIAL SUPPORT: HOW NEUROPHYSIOLOGICAL RESPONSIVITY CAN INFORM OUR UNDERSTANDING OF SOCIAL CONNECTION

Saturday, January 29, 3:30 - 4:45 pm, Room 6 A-D

Chair: Carrie Masten, Center for Mind and Brain, UC Davis

Speakers: Carrie Masten, James Coan, Naomi Eisenberger, Nancy Collins

Although decades of research have demonstrated the importance of social support for both mental and physical well-being, the mechanisms that link social support with these benefits is unknown. Recently, however, research has made new strides in understanding the mechanisms underlying the benefits of social support by utilizing new measurement techniques that examine brain activity, physiological responses, and genetic polymorphisms in the context of social support. These diverse methodologies have begun to elucidate the mechanisms underlying the benefits of giving and receiving social support, but have also revealed extensive individual variation in the neural, physiological, and psychological underpinnings of social support processes that suggest that these benefits may not be universal. In this symposium, we will showcase examples of new research examining the neurophysiological benefits of both giving and receiving social support as well as the individual difference factors that alter the degree to which social support yields its positive effects. The first two talks will explore the neural underpinnings of social support receipt within friendships (Masten) and romantic relationships (Coan) as well as the factors that alter these effects (genetics, attachment style). The second two talks will explore the neural (Eisenberger) and physiological (Collins) underpinnings of support giving within romantic relationships as well as the factors that alter these effects (empathy, attachment style). Overall, our goal is to highlight the diverse ways through which giving and receiving social support can promote well-being, but also show how certain individuals may be more or less susceptible to these benefits.

ABSTRACTS

NEURAL MECHANISMS UNDERLYING THE RELATIONSHIP BETWEEN TIME WITH FRIENDS AND REDUCED SENSITIVITY TO PEER EXCLUSION

Carrie Masten¹, Eva Telzer², Andrew Fuligni³, Matthew Lieberman², Naomi Eisenberger²; ¹Center for Mind and Brain, University of California, Davis, ²Psychology Department, University of California, Los Angeles, ³Semel Institute, University of California, Los Angeles – Social support from friends carries many advantages for adolescents, including protection from the detrimental effects of peer rejection. However, little is known about the biological mechanisms through which adolescent friendships are protective, or the lasting benefit of these friendships as youth transition to adulthood. The current investigation tested whether friend involvement during adolescence related to reduced activity in neural regions sensitive to social threats two years later, as well as potential genetic polymorphisms that might moderate this relationship. Twenty-one adolescents

reported the amount of time they spent with friends using a daily diary. Two years later they underwent an fMRI scan, during which they were ostensibly excluded from an online ball-tossing game by two same-age peers. Analyses revealed that spending more time with friends during adolescence related to less activity in the dACC and anterior insula—regions previously linked with pain-related processing—during peer exclusion two years later. Additionally, exploratory analyses examined the potential influence of the oxytocin receptor gene (OXTR)—a genetic polymorphism thought to relate to prosocial behavior. Individuals with two G alleles (vs. AG or AA)—previously associated with prosocial behavior—displayed a higher level of pain-related activity during social exclusion, however, these individuals were more buffered by friendship, showing a greater negative relationship between time spent with friends and pain-related neural activity. Together, these findings are consistent with the notion that support from friends during adolescence may relate to decreased sensitivity to negative social experiences across time, and this relationship may be moderated by specific genetic polymorphisms.

THE NEURAL CONSEQUENCES AND CORRELATES OF SOCIAL SUPPORT AND ATTACHMENT STYLE

James Coan¹; ¹Psychology Department, University of Virginia – Social proximity, peer bonding and soothing behaviors attenuate cardiovascular arousal, facilitate the development of non-anxious temperament, inhibit the release of stress hormones, reduce threat-related neural activation, and promote health and longevity. However, individual differences in how social resources are utilized (e.g. attachment style) can moderate the degree to which social support enhances or inhibits effective coping. I will present evidence from fMRI and blood glucose measures that socially mediated forms of emotion regulation may conserve neural resources devoted to regulating affect and coping with stressful events. Specifically, evidence from our fMRI work suggests that simple handholding by spouses and cohabiting partners significantly attenuates threat responsiveness throughout the brain, but powerfully in regions such as the prefrontal cortex, anterior insula, hypothalamus and amygdala. Nevertheless, the degree to which this is true varies as a function of attachment style. In fact, avoidant and anxious attachment styles are associated with increased rather than attenuated neural threat responsiveness in regions such as the anterior cingulate and ventromedial prefrontal cortices, even and sometimes especially during hand holding. Moreover, we have recently observed that higher avoidant attachment scores are associated with higher basal blood concentrations of glucose, suggesting at least the possibility that a higher trait-like self-regulation load results from the general avoidance of social resources.

THE GIFT OF GIVING: THE NEURAL CORRELATES OF PROVIDING SOCIAL SUPPORT

Naomi Eisenberger¹, Tristen Inagaki¹; ¹Psychology Department, University of California, Los Angeles – Although social support is critical for mental and physical well-being, the neural and psychological substrates that underlie these benefits have gone largely unexplored. Moreover, even though social support involves the mutual exchange of care and concern, most of the research has focused on the benefits of receiving as opposed to giving social support. Here, we investigated the neural correlates of giving social support within long-term romantic relationships. In this study, the female member of each couple completed an fMRI scan while the male sat next to her, just outside the scanner. Each female completed four conditions in which she: 1) held her boyfriend's arm as he received shock (giving support), 2) held his arm while he did not receive shock (arm holding), 3) held a squeezeball while he received shock (no support), and 4) held a squeezeball while he received no shock (control). Analyses revealed that females showed significantly more activity in the ventral striatum (VS)—a reward-related neural region—during the giving support condition compared to the no support and control conditions. More surprisingly though, participants also showed more VS activity during the giving support condition compared to the arm holding condition, suggesting that giving support may be more rewarding or reinforcing than simply holding a partner's arm. Finally, greater VS activity correlated with greater feelings of effectiveness in support provi-

sion and greater feelings of social connection with the partner. As such, these findings suggest that giving support to a loved one may be rewarding in and of itself.

RESPONDING TO NEED IN INTIMATE RELATIONSHIPS: COGNITIVE, AFFECTIVE, AND NEUROENDOCRINE RESPONSES TO A PARTNER'S DISTRESS Nancy Collins¹, Heidi Kane², Lisa Jaremka¹; ¹University of California, Santa Barbara, ²University of California, Los Angeles – Social support is essential to health and well-being and plays a critical role in the development and maintenance of secure and satisfying relationships. People differ, however, in their willingness and ability to provide caring support to others in need. What cognitive, affective, and physiological factors promote or impede effective support behavior in close relationships? Based on attachment theory, we suggest that support processes and other forms of prosocial behavior are regulated by a caregiving behavioral system that evolved to protect the welfare of offspring and other communal partners. Accordingly, psychological and physiological regulatory systems that are activated in response to self-threats should be extended to close others, enabling people to monitor threats to significant others and mobilize protective action. Just as different patterns of reactivity are associated with more or less adaptive responses to personal stressors, they may also be linked to more or less effective responses when helping others. To examine these processes in couples (N=64), we measured psychological and neuroendocrine (salivary cortisol) responses of one partner (support-providers, SPs) while the other engaged in a stressful speech task. SPs with higher cortisol levels were more self-focused and experienced less empathy, less compassion, and more anger toward their partner. These variables, in turn, predicted less willingness to sacrifice (e.g., to switch tasks) and lower desire for proximity (e.g., to wait in the same room as their partner). These preliminary findings suggest that SPs who were more threatened by their partner's distress were less willing (or able) to provide responsive support.

Symposia Session H3

COGNITIVE TUNING: HOW CONTEXTUAL AND EMBODIED CUES SHIFT REASONING AND DECISION MAKING

Saturday, January 29, 3:30 - 4:45 pm, Room 7 A-D

Chair: Ruth Mayo, Hebrew University, Jerusalem, Israel

Co-Chair: Norbert Schwarz, University of Michigan

Speakers: Norbert Schwarz, Sascha Topolinski, Ruth Mayo, Daphna Oyserman

Thinking is for doing and human cognition is context sensitive and tuned to meet the requirements of the current situation. Building on this core assumption of situated cognition research, we extend the exploration of cognitive tuning processes. Testing the role of embodied metaphors in cognitive tuning, Schwarz and Lee find that a "balancing" hand movement (alternately moving the hands up and down with palms facing up) increases balance in subsequent judgments, from value endorsements to product choices. Similarly, "forward" movements (in form of turning cranks clockwise instead of counterclockwise) induces a sense of progression in Topolinski and Tausch's studies, facilitating openness to new experience and a preference for novel stimuli, even to the extent of reversing the mere exposure effect. Drawing on the basic social experience of trust and distrust, Mayo shows that distrust cues (in form of incidental exposure to untrustworthy faces) elicit a shift from confirmatory to disconfirmatory reasoning strategies that generalizes from social to nonsocial tasks, including the abstract Wason rule discovery task. Going beyond cognitive tasks, Oyserman and Morey find higher food consumption, and higher persistence on academic tests, when the colored border of a plate or response sheet provides a (green) "go" rather than a (red) "stop" signal. Throughout, these embodied, social, and culturally learned cues influence cognition and behavior in ways that people do not consciously intend; while the observed effects can be adaptive in many situations, the ease of their solicitation and their generalization to unrelated tasks also highlights potential downsides.

ABSTRACTS

ON THE ONE HAND, ON THE OTHER HAND: HOW HAND MOVEMENTS TUNE THE MIND Norbert Schwarz¹, Spike W.S. Lee¹; ¹University of Michigan – The expression "On the one hand, on the other hand" describes the weighing of pros and cons, costs and benefits. It is often accompanied by moving both hands alternately up and down, with the palms facing up as if they were balance pans on a weighing scale; the same movement with the palms facing down lacks this metaphorical meaning, as does resting the hands palm-up without movement. Three experiments tested how such hand movements influence judgment and choice. Compared to participants who either rested their hands palm-up or moved them palm-down, participants who moved their hands palm-up as part of an allegedly independent motor task assigned more importance to "balance in life" (Experiment 1); made more balanced time allocations to work and leisure when planning their schedules (Experiment 2); and made more compromise choices, balancing price and quality, in a product selection task (Experiment 3). Thus, engaging in a movement that metaphorically weighs what is on one hand against what is on the other, elicited increased balance in judgment and choice. Highlighting the specificity of embodied metaphors, neither movement alone nor hand orientation alone can produce these effects, which require the metaphorically meaningful combination of both. Additional experiments test related predictions about information search and use. This work links the exploration of embodied cognition with models of cognitive tuning and extends our understanding of hand gestures beyond their communicative functions; theoretical implications for these domains of inquiry are discussed.

CLOCKWISE MOVEMENTS INDUCE OPENNESS AND PREFERENCE FOR NOVEL EXPERIENCES Sascha Topolinski¹, Peggy Tausche²; ¹University of Wuerzburg, ²Max-Planck Institute Leipzig – The omnipresent abstract symbol for time progression and regression is clockwise and counter-clockwise rotation. We test whether a mere movement in these respective directions induces psychological time travel (clockwise: to the future, entailing new experiences; counter-clockwise: to the past, entailing the old and familiar) and the corresponding cognitive tuning, namely increased (decreased) openness and preference for novel experience after rotating clockwise (counter-clockwise). In Experiment 1, participants who were randomly assigned to turning pegs clockwise during a personality assessment described themselves as being more open to experience in the NEO-FFI than participants assigned to turning pegs counter-clockwise. In Experiment 2, participants were assigned to turning cranks either clockwise or counterclockwise while watching visual stimuli; some of the stimuli were repeated, others were not. Participants who turned cranks counter-clockwise preferred previously seen old stimuli over novel ones; participants who turned cranks clockwise preferred novel over old stimuli. That is, the classic mere exposure effect replicated under counterclockwise conditions but was reversed under clockwise conditions. In Experiment 3, in a candy choice task, participants chose more exotic flavors from a Lazy Susan (turntable) when it rotated clockwise rather than counterclockwise. The observed differences cannot be attributed to differential effort or differential liking of the respective rotations. Instead, the findings suggest that concepts of "moving forward" are embodied and can be activated through clockwise movements, resulting in a sense of psychological progression and corresponding attitudes and exploration behavior.

A MATTER OF (DIS)TRUST: HOW TRUST AND DISTRUST CUES ELICIT CONGRUENT AND INCONGRUENT THOUGHT Ruth Mayo¹; ¹The Hebrew University of Jerusalem – The question of trust is of major significance in our daily lives. While a context of trust signals that one may go with the flow, a context of distrust alerts us not to take information at face value. Thought processes are tuned to meet these situational requirements, resulting in mostly congruent lines of reasoning in trust contexts and mostly incongruent lines of reasoning in distrust contexts. In three

experiments, participants were exposed to either trustworthy or untrustworthy faces prior to working on different reasoning tasks. In an association task (Experiment 1), distrust primed participants were faster in generating stimulus-incongruent than stimulus-congruent associations, thus reversing the usually observed higher accessibility of congruent material; in a Wason card selection task (Experiment 2), distrust primed participants were more likely to choose the usually neglected disconfirming information, improving task performance; in a Wason rule discovery task (Experiment 3), 60 percent of the distrust primed participants generated disconfirming trials, whereas only 16.7 percent of the trust primed participants did. Throughout, exposure to untrustworthy faces elicited attempts at disconfirmation, as reflected in higher accessibility of incongruent information, deliberate search for disconfirming evidence, and increased use of disconfirmatory testing strategies. These shifts in reasoning are likely to be beneficial in a social context that gives reason for distrust. Once activated, the application of the underlying strategies is not limited to social tasks, like the evaluation of others' persuasive messages, but generalizes to other domains, including abstract reasoning tasks and the evaluation of one's own, self-generated hypotheses.

RED LIGHT I STOP, GREEN LIGHT I GO: THE POWER OF SUBTLE CONTEXTUAL CUES Daphna Oyserman¹, Jim Mourey¹; ¹University of Michigan – We present results from a series of studies demonstrating the power of subtle contextual cues to frame judgment and decision making in the moment without a participant's awareness. Taken together the studies imply that people are sensitively attuned to cues to start or stop engaging in whatever behavior makes sense in context. These cues may be universal but are likely to be rooted in cultural symbols. We focus on behaviors relevant to current public health (eating and overeating) and public policy (academic engagement and persistence) concerns. With regard to food consumption, in two studies we demonstrate that participants put more food on their plates and consume more of it when the plate they are provided cues the appropriateness of consumption. Cues include having a green rather than a red border (Experiment 1) and using a holiday-themed plate rather than a non-holiday themed control plate during a holiday (Experiment 2). We follow up with studies focused on academic engagement and persistence, demonstrating that participants work harder and persist longer at tasks presented on a page with a green rather than a red border (Experiment 3). These studies imply that cultural meanings are deeply internalized and, when cued, can nonconsciously make a decision “feel right” even if applied in novel or irrelevant contexts and highlight how contextual cues influence decision making, even under conditions where the choices are not the ones the person would consciously make.

Symposia Session H4

PERCEPTIONS OF RACE AND RACIAL INEQUITY IN THE OBAMA ERA

Saturday, January 29, 3:30 - 4:45 pm, Room 217 A-B

Chair: Eric D. Knowles, University of California, Irvine

Speakers: David O. Sears, Eric D. Knowles, Matt J. Goren, Michael I. Norton

Has the election of the nation's first Black president altered Americans' perceptions of race and racial inequity—and what do any such shifts portend for efforts to make society more equal? Citing evidence from nationally representative surveys, Sears and Tesler argue that Obama's election has increased Whites' assessment of Blacks' progress toward equality. However, this change appears to have affected neither Whites' levels of prejudice nor their support for egalitarian social policies. Similarly, Knowles, Lowery, and Schaumberg suggest that many Whites take Obama's election as evidence that American racism is thing of the past. Based on pre- and post-election data, however, these researchers argue that such claims of “postracialism” may be intended to buttress the existing racial hierarchy. Plaut and Goren explore consequences of postracial beliefs, examining what happens when members of the dominant group

view themselves in a colorblind fashion. In this research, Whites who engaged in “racial denial”—rejection of the role race plays in their lives—tended to embrace beliefs that negatively impact organizations' diversity climate, such as system-justifying beliefs and support for racial assimilation. Finally, Norton and Sommers provide evidence that many Whites see the racial pendulum as having swung beyond equality to a place where anti-White prejudice is now a bigger societal problem than prejudice against Blacks. Together, these presentations highlight shifting perceptions of race and racial inequality in the Obama Era, as well as the importance of efforts to document the continued existence of racism in American society.

ABSTRACTS

PERCEPTIONS OF BLACKS' PROGRESS AND THEIR IMPACT ON RACIAL ATTITUDES BEFORE AND AFTER OBAMA'S VICTORY

David O. Sears¹, Michael Tesler¹; ¹University of California, Los Angeles – Has the election of a Black president convinced White Americans that Blacks no longer face serious obstacles to attaining equality? If so, have increased perceptions of racial progress reduced racial prejudice and opposition to racially egalitarian policies? We employ trend data from several public opinion surveys to show that White Americans' perceptions of racial progress for all African Americans substantially increased after Barack Obama's presidential victory. Nevertheless, we found little evidence that Whites now believe discrimination against Blacks is less of a factor than it was in the pre-Obama contemporary era. Nor was there a corresponding increase in the percentage of Whites who think the country has gone too far in pushing for equal rights. On the contrary, we show that attributional explanations for racial inequality, such as those used in standard measures of symbolic racism, were remarkably stable at both the aggregate and individual levels from before to after Obama's presidential victory. White Americans' racial policy preferences exhibit a similar pattern of stability as well. We conclude that because racial predispositions are acquired relatively early in life and persist rather stably throughout the life cycle, Whites' increased belief in Black progress in the Age of Obama has had only a negligible impact on racial attitudes and racial policy preferences.

THE STRATEGIC ASSERTION OF POSTRACIALISM: EVIDENCE FROM THE 2008 U.S. PRESIDENTIAL ELECTION

Eric D. Knowles¹, Brian S. Lowery², Rebecca L. Schaumberg²; ¹University of California, Irvine, ²Stanford University – Prominent political commentators, such as William Bennett and Ward Connerly, have seized upon the election of Barack Obama as evidence that American racism is a thing of the past—despite evidence that Obama's race significantly narrowed his margin of victory (e.g., Finn & Glaser, 2009; Greenwald, Smith, Sriram, Bar-Anan, & Nosek, 2009; Knowles, Lowery, & Schaumberg, 2009; Payne et al., 2009). We argue that such claims of postracialism are a legitimizing myth intended to reinforce the racial hierarchy. Our data suggest that anti-egalitarian Whites—specifically, those high in Social Dominance Orientation (SDO; Pratto, Sidanius, Stallworth, & Malle, 1994)—embrace the ideology of colorblindness (i.e., race-neutrality) when they feel the intergroup hierarchy has been challenged. Moreover, it appears that some high-SDO voters may have voted for Obama in the hope that his election would underwrite postracial assertions. In a longitudinal study of the 2008 general election, anti-egalitarian sentiment predicted preference for Obama among Whites who claimed that his victory would prove that “racism is over” (Knowles, Lowery, & Schaumberg, 2010). Importantly, these same individuals were especially likely to blame Obama for botching the oath of office on Inauguration Day, suggesting that their vote reflected hierarchy-enhancing strategy rather than genuine admiration for the President. These findings suggest the lengths to which anti-egalitarian individuals will go to remove racism and racial inequality from interpersonal and public discourse.

"I DON'T HAVE A RACE": INDIVIDUAL AND ORGANIZATIONAL IMPLICATIONS OF RACIAL DENIAL Matt J. Goren¹, Victoria C. Plaut²;

¹University of Georgia, ²University of California, Berkeley – Colorblindness, the ideology that race does not or should not matter and should be ignored or avoided, has been shown to have deleterious effects on intergroup relations (e.g., Apfelbaum, Sommers, & Norton, 2008; Richeson & Nussbaum, 2004). Less is known, however, about the effects of denying the relevance of race to one's own life and identity. The present studies explore the relationship of Whites' racial denial with various indicators of intergroup relations. Study 1 (in a professional association) and Study 2 (in a large healthcare organization) explore this relationship in professional contexts. Racial denial correlated positively with colorblindness, assimilationism, belief in just world, perceived system permeability, and negatively with racial identification, multiculturalism, power cognizance, intentions to participate in diversity-related training and events, and advocating for more organizational diversity programs. In two subsequent studies, we manipulated deliberation about one's race to examine effects on racial denial. In Study 3, White undergraduate participants wrote an essay on what their race/ethnicity means to them either before completing measures (race deliberation) or after (control), and in Study 4 they listed either 12 (race deliberation) or 3 (control) ways in which race or ethnicity has shaped their beliefs, attitudes or behaviors. Results suggest a decrease in racial denial in the deliberation condition. Results also suggest that manipulating deliberation may be more effective for individuals with more flexible worldviews. The present research strongly suggests that racial denial—a personal manifestation of postracialism—may have significant implications for addressing intergroup relations and systems of inequality.

WHITES SEE RACISM AS A ZERO-SUM GAME THAT THEY ARE NOW LOSING Michael I. Norton¹, Samuel R. Sommers²; ¹Harvard University,

²Tufts University – While some have heralded recent political developments as signaling the start of a postracial era in America, recent legal and social controversies concerning "reverse racism" highlight Whites' increasing concern about anti-White bias. We show that this emerging belief reflects Whites' view of racism as a zero-sum game, such that decreases in perceived racism against Blacks over the past six decades are associated with increases in perceived racism against Whites—a relationship not observed among Blacks. These changes in Whites' conceptions of racism are extreme enough that many Whites now view anti-White bias as a bigger societal problem than anti-Black bias.

Symposia Session H5

HOW FIT FACILITATES: MOTIVATIONAL BENEFITS OF MATCHING PERSON AND CONTEXT

Saturday, January 29, 3:30 - 4:45 pm, Room 217 C-D

Chair: Paul A. O'Keefe, New York University

Speakers: Judith M. Harackiewicz, Justin Storbeck, Paul A. O'Keefe, E. Tory Higgins

The purpose of this symposium is to bring together researchers working from different theoretical perspectives whose research demonstrates that fit contributes to optimal motivation and goal pursuit. Fit refers to a nuanced person-context interaction in which the goal context supports (rather than disrupts) the manner in which a goal is pursued (Higgins 2000, 2005). Research suggests that various motivational outcomes are enhanced when personal motivational orientations match the demands of the situation. For instance, matching (as compared to mismatching) one's regulatory focus to the regulatory framing of a task increases goal engagement and task performance (e.g., Förster, Higgins, & Idson, 1998) and strengthens self-regulatory resources (Hong & Lee, 2008). Numerous studies from other theoretical perspectives have also demonstrated the motivational benefits of fit (e.g., Bianco, Higgins, & Klem, 2003; Harackiewicz & Elliot, 1998; O'Keefe, Messersmith, & Linnenbrink-Garcia, 2009). Furthermore, because fit can strengthen the experience of an activity, either positively or negatively, it may also influence perceptions

of value (see Higgins, 2000, 2005, 2006). Although fit has emerged as a unique and important motivational variable across theoretical perspectives, no unified theory yet exists. This session is intended to present the latest research on fit in multiple areas of study—achievement goals, affect, implicit self-theories, and regulatory focus—while drawing attention to this trend of results and moving the field toward this goal.

ABSTRACTS

THE INTERPLAY OF ACHIEVEMENT MOTIVES, PURPOSE GOALS, AND TARGET GOALS: TESTING THE MATCHING HYPOTHESIS Judith M.

Harackiewicz¹, Chris S. Hulleman²; ¹University of Wisconsin-Madison, ²James Madison University – The fit between the person and the situation can be construed as connecting goals at different levels, with motive dispositions representing a more abstract level, context-dependent purposes representing a more concrete level (i.e., purpose goals), and behavior-specific guidelines representing the most concrete level (i.e., target goals). We examined the effect of goal matching at three levels—individual differences in achievement motives, purpose goals (mastery-approach and performance-approach achievement goals), and target goals—in three studies. Participants learned a novel mental math technique and then used it to solve multiplication problems. Purpose goals were either measured as self-set achievement goals (Study 1) or experimentally manipulated (Study 2). In both studies, target goal presence was manipulated by suggesting a specific number of problems to solve. In Study 3, we manipulated achievement goals and assessed participants' self-selected target goals. The results replicated prior motive-purpose matching effects: individuals high in achievement motivation (HAMs) experienced increased interest and performed better with performance purpose goals, whereas individuals low in achievement motivation (LAMs) experienced increased interest and performed better with mastery purpose goals. The results extend prior research by revealing a matching effect across all three goal levels: pursuing target goals within performance contexts maximized interest for HAMs and undermined it for LAMs. Study 2 revealed that these effects were mediated by competence valuation, anticipated competence, and task involvement. Study 3 demonstrated motive-purpose matching in the selection of target goals: LAMs in mastery contexts, and HAMs in performance contexts, selected more difficult target goals, which predicted higher performance.

THE EMOTIONAL REGULATION OF COGNITIVE ABILITIES: IMPLICATIONS FOR PERFORMANCE AND MENTAL ENERGY Justin Storbeck¹, Gerald L.

Clore²; ¹Queens College, ²University of Virginia – Storbeck and Clore (2008) hypothesized that positive affect promotes verbal abilities, whereas negative affect promotes spatial abilities. When these abilities promoted by the affective state are aligned with current task demands it reduces the burden for reorganizing mental resources, which leads to mental efficiencies and enhances cognitive performance. To examine this hypothesis, we induced either a positive or negative affective state followed by a verbal or spatial 2-back working memory task, which created conditions of alignment (positive/verbal and negative/spatial) or misalignment (positive/spatial and negative/verbal). For Study 1, we examined only working memory performance following a mood induction. We observed a significant interaction between affect and the working memory task for initial, $p = 0.004$, and overall, $p = 0.05$, task performance. Conditions of misalignment performed worse initially, demonstrating a task switch cost, and overall. For Studies 2 and 3, a Stroop task or an Implicit Association Test (IAT) followed the affect induction and working memory task. Successful performance for both the Stroop (smaller Stroop effect) and the IAT (smaller d-score) require the ability to inhibit automatic processes of reading and attitude activation, respectively. Significant interactions were observed between affect and the working memory task for both the Stroop effect, $p = 0.011$, and the IAT d-score, $p = 0.003$. Misalignment conditions had a larger Stroop effect and higher IAT d-scores reflecting greater bias toward whites relative to African Americans. These results suggest that emotion regulates cognition adap-

tively to reduce competitive neural activity conserving mental resources and enhancing cognitive performance.

THE SITUATIONAL ADAPTIVENESS OF IMPLICIT THEORIES OF INTELLIGENCE

Paul A. O'Keefe¹, Carol S. Dweck², James Y. Shah³, Lisa Linnenbrink-Garcia³; ¹New York University, ²Stanford University, ³Duke University – Previous research has largely highlighted the maladaptive consequences of holding an entity (fixed) theory of intelligence and the adaptive consequences of holding an incremental (malleable) theory (see Dweck, 1999; Dweck & Leggett, 1988). This research, however, has not focused on examining the role of the achievement context and how it may conflict with the goals (performance or learning) that naturally arise from implicit theories of intelligence. The present research examines theory of intelligence fit (ToI fit), and demonstrates that the adaptiveness of theories of intelligence may depend, in part, on the demands of the achievement situation. In two studies, theories of intelligence were either manipulated (Study 1) or measured (Study 2) and achievement goals were induced before participants engaged in the Remote Associates Test (Study 1) or an anagram-type task (Study 2). In Study 2, self-regulatory resources were subsequently assessed with a computer-administrated Stroop task. Results suggest that the most optimal performance, persistence, affect, and use of self-regulatory resources was observed when entity theorists pursued performance goals and when incremental theorists pursued learning goals (fit). Conversely, relatively maladaptive outcomes were observed when entity theorists pursued learning goals and when incremental theorists pursued performance goals (nonfit). For several achievement-related outcomes, however, this pattern of results was moderated by perceived competence, suggesting that fit may be most adaptive when confidence in abilities is high, and nonfit may be most adaptive when it is low.

INCREASING OR DECREASING INTEREST IN ACTIVITIES: THE ROLE OF REGULATORY FIT

Joseph Cesario¹, E. Tory Higgins²; ¹Michigan State University, ²Columbia University – What makes people's interest in doing an activity increase or decrease? Regulatory fit theory provides a new perspective on this classic issue by emphasizing the relation between people's activity orientation, such as thinking of an activity as fun, and the manner of activity engagement that the surrounding situation supports. These situational factors include: (a) whether a reward for good performance is experienced as enjoyable or as serious, which is manipulated through framing; and (b) whether the free choice period that measures interest in the activity is experienced as enjoyable or as serious, which is manipulated through framing. Three studies found that participants were more likely to choose to do a fun activity again when these situational factors supported a manner of doing the activity that fit the fun orientation—either a reward (expected or unexpected) or a free choice period framed as enjoyable. This effect was not because interest in doing an activity again is simply greater in an enjoyable than serious surrounding situation because when the activity orientation was important rather than fun, the participants were more likely to choose to do the activity again when the reward and free choice period were framed as serious. These studies demonstrate that there are situational conditions motivating interest in activities where it's the fit that counts.

Symposia Session H6

CONNECTING SOCIAL MINDS: PERCEPTUAL, PHYSIOLOGICAL, AND BEHAVIORAL COORDINATION WITHIN AND BETWEEN GROUPS

Saturday, January 29, 3:30 - 4:45 pm, Room 214 A-B

Chair: Adam Pearson, Yale University

Co-Chair: Tessa West, New York University

Speakers: Elizabeth Page-Gould, Tessa West, Adam Pearson, Francesca Gino

Social scientists have long been interested in the ease with which humans can adapt to new and complex social environments, yet basic psychological and physiological underpinnings of group cohesion at the

dyadic level remain surprisingly elusive. In this symposium, we draw from relational and cross-disciplinary perspectives in social psychology to address fundamental questions about how (and when) social bonds are forged and maintained both within as well as between groups and the consequences of these processes for social relations. Page-Gould and colleagues explore social coordination at the physiological level and examine the role of status (both transient and group-based) as a precursor of autonomic response synchronization in same and cross-group interactions. West investigates how the minimal exchange of novel personal information can serve as a potent bonding agent for interethnic exchanges, allowing cross-group partners to “get down to business,” facilitating coordination on cooperative tasks. Pearson and colleagues explore an irony in Whites' efforts to affiliate with racial and ethnic minorities, demonstrating how Whites' tendencies to assimilate minorities' experiences in interracial interactions can help to establish a sense of interpersonal connection but also hinder cross-group coordination and understanding. Gino and Galinsky examine the darker side of social connection, demonstrating how moral deviance and its rationalization can spread among individuals who experience psychological closeness, but not in the presence of outgroup observers. Together, these perspectives shed light on how perception, physiology, and behavior coordinate social interactions and collective outcomes and suggest exciting directions for this emerging area of research.

ABSTRACTS

POWERFUL AND CONTAGIOUS: SOCIAL STATUS DRIVES PHYSIOLOGICAL SYNCHRONY DURING SOCIAL INTERACTIONS

Elizabeth Page-Gould¹, Katrina Koslov², Wendy Berry Mendes²; ¹University of Toronto Scarborough, ²Harvard University – Many researchers have observed processes of behavioral synchronization during social interactions, from mimicry (Chartrand & Bargh, 1999) to physiological linkage (Levenson & Ruef, 1992). The present research examined the effects of group-based and contextually-manipulated social status on processes of synchronization in the autonomic nervous system. We hypothesized that the physiological responses of high-status interaction partners would drive this physiological synchrony. Two-hundred forty-seven Black and White community members were matched with either a same-race or cross-race partner for a laboratory social interaction. Interaction partners worked together on a social cognitive task (i.e., the parlor game “Taboo”) in which each partner had two rounds where they were the leader who prompted the other partner for guesses. As such, we were able to manipulate both group-based status (same-race/cross-race conditions) and contextualized status (within-subjects role-switching in Taboo), while simultaneously measuring autonomic reactivity from both participants. Consistent with hypotheses, physiological synchrony during the social interactions was driven by the interaction partner with higher status. Synchrony between partners' physiological responses was predicted by the responses of the partner currently playing the leader role, although group-based status moderated this effect. These data suggest that behavioral processes of synchronization during social interactions are reflected in the peripheral nervous system and can be influenced by social status. Implications for cooperation and behaviour during intergroup interactions are discussed.

FORMING INTERGROUP TIES: INTERPERSONAL INSIGHTS AS SOCIAL GLUE IN INTERGROUP INTERACTION

Tessa West¹; ¹New York University – Although anxiety has been identified as an important element of intergroup dynamics (Voci & Hewstone, 2003), and a key marker of negative intergroup expectancies (Fiske, Lin, & Neuberg, 2001), methods of reducing it prior to and during interracial interactions remain largely unexplored. The present study examined the role that incidental (non task-relevant) information about one's partner may play in reducing anxiety and facilitating problem-solving in intergroup interactions. Pairs of newly acquainted Black, White, and Hispanic participants independently answered six “Would you Rather” Questions (e.g., Would you rather be able to fly or be invisible?). Participants were then

either provided with their partners' responses to these questions, or given no information. After they engaged in a casual conversation, participants worked together to complete a series of novel geometric puzzles (tangrams) within a limited time frame. Results revealed that for Whites and minorities in interracial, but not same-race dyads, viewing one's partner's responses and having answers that were similar reduced anxiety before and during the interaction. In addition, receiving one's partner's responses, regardless of similarity to one's own, lead to more efficient problem-solving. Consistent with an information search approach (Vorauer, 2006), incidental information may allow individuals within interracial interactions to "get down to business" in situations that require them to coordinate their actions. Implications of personal information exposure for intergroup coordination and collective problem-solving are considered.

SEEING 'US' AND 'THEM' AS 'WE' AND 'ME': HOW AFFILIATION MOTIVES SHAPE INTERGROUP PERCEPTION Adam Pearson¹, Tessa West², John Dovidio¹; ¹Yale University, ²New York University – Although racial and ethnic relations in the US are often marred by uncertainty and mistrust, recent evidence suggests that motives to establish commonality during social interactions, particularly by members of dominant groups, may often be strong (Dovidio, Gaertner, & Saguy, 2008). Here, we examine the implications of these affiliation motives for social perception. In a series of studies, we investigate Whites' tendencies to assimilate minorities' affective experiences during social interactions and the consequences of this perceptual bias for intergroup relations. In Study 1, pairs of unacquainted White, Black, and Latino/a participants engaged in casual conversation and then completed a motor coordination task. Prior to the coordination task, participants reported their own and their partners' perceived affect. Relative to minority participants, Whites showed stronger tendencies to perceive similarity of affective experience (particularly negative affect) and lower levels of accuracy when paired with outgroup partners. Furthermore, Whites' tendencies to project negative affect predicted poorer coordination in intergroup (but not intragroup) teams. Study 2 revealed that Whites' tendencies to project negative emotions may be exacerbated by efforts to control negative emotional expressions in interracial interactions, particularly by implicitly biased perceivers. Study 3 demonstrated vicarious projection of negative affect to other Whites observed engaging in interracial (versus same-race) interactions by White perceivers and a reduction in the projection of negative affect to Black targets when group differences were made salient (e.g., when observing an interracial conversation about race). Implications of these findings for understanding divergences in intergroup perspectives and everyday misunderstanding are considered.

VICARIOUS DISHONESTY: WHEN PSYCHOLOGICAL CLOSENESS CREATES DISTANCE FROM ONE'S MORAL COMPASS Francesca Gino¹, Adam Galinsky²; ¹Harvard University, ²Northwestern University – Research has shown that people feel connected to others not only when they share a common group membership (Tajfel, Billig, Bundy, & Flament, 1971), but also when they share much subtler similarities. For example, people experience a sense of psychological closeness to another person when they share common attributes, such as a similar name (Pelham, Carvallo, & Jones, 2005) or the same birthday (Miller, Downs, & Prentice, 1998). Psychological closeness, even when born out of subtle similarities with another person, has been found to lead to beneficial outcomes, such as increased cooperation and helping. In the present investigation, we examined the potential dark side of psychological closeness: its link to unethical behavior. In five studies employing various manipulations of psychological closeness, we found that feeling connected to another individual who engaged in selfish or dishonest behavior led people to vicariously justify the actions of the wrongdoer and to behave less ethically. When a person feels psychologically close to someone who has behaved dishonestly, they are more likely to consider the behavior to be more ethical and less shame-worthy, and thus more likely to vicariously act unethically. However, when parties are in the presence of out-group observers (e.g., students from a different university), this pattern of

results reverses. These findings suggest an irony of psychological closeness: it can create distance from one's own moral compass.

Symposia Session H7

INTEGRATING LABORATORY AND LONGITUDINAL RESEARCH ON RELATIONSHIPS

Saturday, January 29, 3:30 - 4:45 pm, Room 214 C-D

Chair: Madoka Kumashiro, Goldsmiths, University of London

Co-Chair: Niall Bolger, Columbia University

Speakers: James K. McNulty, Gertraud Stadler, Madoka Kumashiro, Justin A. Lavner

Over the last few decades, relationships science has made significant progress in understanding factors affecting relationship quality and stability. The vast majority of studies, however, have relied on either laboratory designs or nonexperimental field research methods. It is often unclear, therefore, whether laboratory findings will generalize to field settings and whether field research findings will hold up to more rigorous scrutiny and observed behavior in the lab. This symposium brings together innovative research on couples that aims to bridge the lab-field divide. First, McNulty and Baker use experimental, observational, and longitudinal methods to show that self-compassion following interpersonal mistakes resulted in more pro-relationship behaviors and promoted relationship satisfaction over time. Second, Stadler and her colleagues link data from a 35-day field study and in-lab interactions to show the importance of companionship for support and relationship satisfaction. Next, Kumashiro & Coolsen show that laboratory observations of one partner's affirming behaviors of the other's goals promoted relational well-being two years later among newly committed couples. Finally, Lavner and Bradbury discuss different pathways and antecedents to divorce, with findings from a ten-year study using both lab and field assessment. Together, the presentations highlight the value of integrating laboratory and field research in order to understand successful intimate relationships.

ABSTRACTS

SELF-COMPASSION AND RELATIONSHIP MAINTENANCE: THE MODERATING ROLES OF CONSCIENTIOUSNESS AND GENDER James K. McNulty¹, Levi R. Baker¹; ¹University of Tennessee – Should intimates respond to their interpersonal mistakes with self-criticism or with self-compassion? Although it is reasonable to expect self-compassion to benefit relationships by promoting self-esteem, it is also reasonable to expect self-compassion to hurt relationships by removing intimates' motivation to correct their interpersonal mistakes. Four studies demonstrated that whether self-compassion helps or hurts relationships depends on the presence versus absence of dispositional sources of the motivation to correct interpersonal mistakes. Among men high in conscientiousness, self-compassion was positively associated with: (a) greater motivation to correct interpersonal mistakes in a laboratory study of dating couples, (b) more constructive problem-solving behaviors in an observational laboratory study of married couples, (c) both greater motivation and more accommodation in an experimental laboratory study of dating couples, and (d) fewer problems and more stable marital satisfaction over time in a longitudinal study of married couples. Among men low in conscientiousness, self-compassion was associated with these outcomes in the opposite direction. Likely because women are inherently more motivated than men to preserve their relationships for cultural and/or biological reasons, women's self-compassion was never harmful to the relationship but instead was positively associated with the motivation to correct interpersonal mistakes in the laboratory and changes in relationship satisfaction over time, regardless of conscientiousness. By integrating laboratory methods and longitudinal methods to demonstrate the processes and the long-term consequences of self-compassion, these studies provide a more complete picture of the implications of self-promoting thoughts for relationships than previous research.

THE ROLE OF COMPANIONSHIP FOR SUPPORT AND RELATIONSHIP SATISFACTION: EVIDENCE USING DIARY AND LABORATORY METHODS

Gertraud Stadler¹, Niall Bolger¹, Kenzie A. Snyder¹, Elizabeth A. Pitula², Patrick E. Shrout³; ¹Columbia University, ²Barnard College, Columbia University, ³New York University – Positive social interactions include companionship (i.e., pleasurable social interaction; Buunk & Verhoeven, 1991; Fischer, 1982; Rook, 1987) and social support. Despite evidence for independent contributions of both constructs to relationship outcomes, social support has been studied extensively while companionship has received far less attention. Moreover, research is scarce on their joint effects. The current study provides evidence for the role of companionship in close relationships from a daily diary and laboratory study of the same couples. Both partners of 90 committed couples filled out daily diaries for 35 days; a subsample of 45 couples also came into the laboratory for support interactions. In everyday life, companionate activities and support receipt occurred frequently at similar rates. Furthermore, daily fluctuations in companionship and support made independent contributions toward explaining daily fluctuations in relationship satisfaction. Laboratory conversations also demonstrated the link between companionship and support: Experiencing more companionship in the diary was related to receipt of more support in the lab. The findings underscore the need for studying the links among companionship, support, and relationship satisfaction. In addition, theoretical implications and methodological challenges of integrating longitudinal and laboratory designs will be discussed.

THE MICHELANGELO PHENOMENON: LONGITUDINAL ASSESSMENT OF EFFECTS OF PARTNER AFFIRMATION ON PERSONAL AND RELATIONAL WELL-BEING

Madoka Kumashiro¹, Michael K. Coolsen²; ¹Goldsmiths, University of London, ²Shippensburg University – Close relationship partners often play a central role in helping individuals achieve their most cherished aspirations. In turn, research on the Michelangelo phenomenon (Rusbult et al., 2009) has shown that partner affirmation, or close partners behaving toward the target in a manner congruent with the target's ideal self, enhances relational and personal well-being. Yet, such central goal striving can also often demand a great deal of time, effort, and patience from the partner. We propose that problems posed to the partner by target's goal pursuits play an important role in the model. In the current longitudinal research, 98 romantic couples participated in a video-taped conversation about each person's most important goal. As expected, findings from multilevel model analyses showed that at Time 1, personal and relational well-being was positively associated with observed partner affirmation and negatively associated with goal difficulty. Residualized lagged analyses performed on well-being measured 2 years later found significant interactions between observed partner affirmation and goal difficulty: For less difficult goals, partner affirmation enhanced personal and relational well-being 2 years later, while lack of partner affirmation had detrimental effects. On the other hand, when goals were problematic, effects of partner affirmation on well-being were weaker. Moreover, observed partner affirmation was a better predictor of well-being 2 years later than either target or partner report of affirmation. Broader implications of the study will be discussed, including the importance of conducting both observational and longitudinal methods for understanding partner dynamics in examining well-being and goal striving.

PATHWAYS AND ANTECEDENTS TO DIVORCE IN NEWLYWED COUPLES: FINDINGS FROM A TEN-YEAR STUDY

Justin A. Lavner¹, Thomas N. Bradbury¹; ¹University of California, Los Angeles – Why do a third of first marriages end in the first ten years (Bramlett & Mosher, 2001)? Are there different pathways and profiles that lead to eventual disruption, and are some couples at higher risk than others? To address these questions, we established different four-year marital trajectories using mixed modeling techniques (Nagin, 1999) applied to eight waves of satisfaction data collected from 172 couples. We then examined how these related to divorce rates six years later, and how standardized measures of personality (e.g.,

neuroticism, self-esteem), domestic violence, and acute and chronic stress, as well as observational measures of problem-solving skills and affect during a marital interaction, distinguished among them. We identified two kinds of divorce. In the first, high-risk couples with very negative profiles early in marriage (negative personalities, high stress, negative behavioral interactions) undergo quite negative marital trajectories (low intercepts and/or steep declines in satisfaction) and exhibit high ten-year divorce rates (~45-60%). The second type is marked by couples with stable satisfied trajectories over the early years of marriage who nonetheless go on to experience lower, but still significant, ten-year divorce rates (~15-20%). These "initially satisfied" divorcers can be distinguished from their non-divorced satisfied peers six months into marriage mostly by negative behavioral profiles observed during lab sessions. Together, these findings highlight the heterogeneous nature of divorce and underscore the importance of combining longitudinal and observational methods to understand these pathways. We conclude by outlining theoretical and practical implications of this work and discussing limitations and future directions.

Symposia Session H8

"I FEEL BETTER BUT I DON'T KNOW WHY": PSYCHOLOGICAL BENEFITS OF IMPLICIT EMOTION REGULATION

Saturday, January 29, 3:30 - 4:45 pm, Room 206 A-B

Chair: Sander Koole, VU University Amsterdam

Speakers: Henrik Hopp, Elliot Berkman, Melissa Ferguson, Daniel Fockenberg

Emotion regulation is traditionally portrayed as a largely conscious, deliberate process. However, there is growing evidence that many emotion-regulatory processes unfold in the absence of conscious control, at implicit levels. Implicit emotion regulation may play a key role in emotional adaptation, by promoting a relatively fast and effortless recovery from aversive emotion. The present symposium showcases a selection of the latest research into the underlying mechanisms and adaptive functions of implicit emotion regulation. Hopp and associates demonstrate that positive implicit evaluations of emotion regulation, in conjunction with reappraisal habits, are associated with greater psychological health. Their research suggests that psychological health is shaped by the interplay between implicit and explicit emotion regulation processes. Berkman and associates present pioneering research into the neurological underpinnings of implicit emotion regulation. Their brain imaging study indicates that the right ventrolateral prefrontal cortex plays a key role in implicit emotion regulation in the context of interpersonal relationships. Ferguson and associates show that goal priming leads to more implicit positive affect for goal-relevant stimuli, but only when individuals have experienced success at goal pursuit. Implicit goals appear to be important regulators of implicit emotional responses. Finally, Fockenberg and Koole highlight the importance of implicit emotion regulation in volitional action control, as evidenced by a significant link between action orientation and implicit emotion regulation under demanding conditions. Taken together, the research presented in the symposium portrays implicit emotion regulation as pervasive process that has important adaptive consequences for psychological health, close relationships, and action control.

ABSTRACTS

THE UNCONSCIOUS PURSUIT OF EMOTION REGULATION: IMPLICATIONS FOR PSYCHOLOGICAL HEALTH

Henrik Hopp¹, Allison Troy¹, Iris Mauss¹; ¹University of Denver – Emotion regulation plays a vital role in psychological health and implicit, or largely unconscious, processes appear to play a major role in emotion regulation. Consequently, the present authors reasoned that implicit emotion-regulatory processes should be implicated in psychological health. More specifically, the authors hypothesized that implicitly valuing emotion regulation translates into better psychological health in individuals who use adaptive emotion regulation strategies. A community sample of 222 individuals (56% women)

who had recently experienced a stressful life event completed an implicit measure of emotion regulation valuing, which was based on the implicit association test (the Emotion Regulation IAT; Mauss, Cook, & Gross, 2007). In addition, participants reported on their habitual use of cognitive reappraisal, an important emotion regulation strategy that has been shown to be adaptive in previous research (Gross & John, 2003). Participants' psychological health was measured in three domains: well-being, depressive symptoms, and social adjustment. As hypothesized, individuals who implicitly valued emotion regulation exhibited greater levels of psychological health, but only when they were high in chronic use of cognitive reappraisal. These findings indicate that implicit emotion regulation processes support adaptive emotion regulation outcomes only among individuals who habitually use an adaptive, relatively conscious emotion regulation strategy. As such, psychological health depends on the interplay between conscious and unconscious emotion-regulatory processes.

INCIDENTAL REGULATION OF ATTRACTION: THE NEURAL BASIS OF IMPLICIT EMOTION REGULATION IN ROMANTIC RELATIONSHIPS Elliot Berkman¹, Meghan Meyer², Johan Karremans³, Matthew Lieberman²; ¹University of Oregon, ²University of California, Los Angeles, ³Radboud University Nijmegen – Investigations into the neural systems involved in emotion regulation have predominantly examined deliberative and intentional strategies such as reappraisal. Behavioral research has identified other forms of emotion regulation that take place without intention and outside of awareness, but the neural mechanisms involved in these forms of regulation have remained largely unexamined. Based on findings indicating that romantically involved participants implicitly derogate the attractiveness of alternative partners, romantically committed participants in the present study were scanned with functional magnetic resonance imaging (fMRI) while they indicated whether they would consider each of a series of attractive (or unattractive) opposite-sex others as a hypothetical dating partner. This task was completed both with and without time pressure, a manipulation of cognitive load, to investigate how the availability of cognitive resources affects this kind of emotional regulation. Successful derogation of attractive others during no time pressure compared to time pressure trials corresponded with increased activation in the ventrolateral prefrontal cortex (VLPFC) and posterior dorsomedial prefrontal cortex (pDMPFC), and decreased activation in the ventral striatum, a pattern similar to those reported in deliberate emotion regulation studies. Activation in the VLPFC and pDMPFC was not significant in the time pressure condition, indicating that while the derogation effect may be implicit, it nonetheless requires cognitive resources. Additionally, activation during this contrast in the right VLPFC correlated with participants' level of relationship investment. These findings suggest that the RVLVPC may play a particularly important role in implicitly regulating the emotions that threaten the stability of a romantic relationship.

THE AFTERMATH OF GOAL PRIMING: HOW PURSUING A PRIMED GOAL REGULATES IMPLICIT AFFECT Melissa Ferguson¹, Sara Moore², Tanya Chartrand³; ¹Cornell University, ²University of Alberta, ³Duke University – Prior research has shown that the activation of a goal leads to more implicit positivity toward goal-relevant stimuli. In the current work, the researchers examined how the actual pursuit of a primed goal influences implicit affective responses toward goal-relevant stimuli. Participants were explicitly or implicitly primed with an achievement goal, or not, and then completed a goal-relevant task on which they experienced success or failure. The researchers then measured participants' implicit affect toward stimuli related to the goal. Those participants who were primed with the goal (explicitly or implicitly) and who experienced success on the task exhibited significantly more implicit positivity toward the goal, compared with those who were not primed, and those who experienced failure. The results indicate that a recent success experience at a primed goal, even when participants are not conscious of the goal, can lead to greater implicit positivity toward the goal, which may moti-

vate future behavior toward the goal. The presentation will consider the circumstances under which implicit positivity toward goal-relevant stimuli reflects continued goal pursuit, completed goal pursuit, or disengagement from the goal. The presentation also discusses the role of implicit affective responses in self-regulation more generally.

IMPLICIT EMOTION REGULATION UNDER DEMANDING CONDITIONS: THE MODERATING ROLE OF ACTION VERSUS STATE ORIENTATION Daniel Fockenberg¹, Sander Koole²; ¹Albert-Ludwigs-University Freiburg, ²VU University Amsterdam – Throughout their goal pursuits, people must frequently deal with setbacks, delays, and other difficulties. If people were to dwell on such frustrating experiences, they might lose much of the motivation that is needed to achieve their goals. Goal-directed action will thus be facilitated by the capacity to rapidly and efficiently overcome any negative emotion that arises during one's goal pursuits. This capacity seems to vary between individuals (Kuhl & Beckmann, 1994). So-called "action-oriented" individuals can efficiently down-regulate negative emotion under demanding conditions (Koole & Jostmann, 2004). Their counterparts, known as "state-oriented" individuals, tend to become fixated on negative emotion under demanding conditions. The present research explored the effects of action versus state orientation on implicit emotion regulation under demanding conditions. In an affective priming task (Fazio, 2001), negative affective primes led action-oriented participants to be faster to evaluate positive rather than negative targets, a pattern consistent with implicit down-regulation of negative affect (Studies 1-2). By contrast, negative affective primes led state-oriented participants to become slower to evaluate positive rather than negative targets, a pattern consistent with implicit fixation on negative affect. Action versus state orientation did not moderate responses to neutral primes (Study 1) or positive primes (Studies 1-3) and the effects of action versus state orientation were specific to high-demanding conditions (Study 3). Together, these findings indicate that the dynamics of implicit emotion regulation are strongly moderated by the interplay between situational demands and personality resources.

Symposia Session H9

RACE, STEREOTYPES, AND IMPLICIT THEORIES ABOUT THE CAPACITY FOR CHANGE

Saturday, January 29, 3:30 - 4:45 pm, Room 207 A-B

Chair: Cynthia Levine, Stanford University

Speakers: Priyanka B. Carr, Jason Plaks, Cynthia S. Levine, Stephanie Fryberg

Much past research has addressed racial stereotypes and their effects, examining the impact of ascribing traits to racial groups or their members. However, much less research has examined the lay theories that can give rise to these trait ascriptions and that can modify their meaning. In this symposium, we spotlight people's theories about the human capacity to change and grow. We show how people's views about a group's or an individual's potential to change—whether they hold an entity theory, the view that people and abilities are fixed, or an incremental theory, the view that they are malleable—influence the application and the meaning of stereotypes. Priyanka Carr and colleagues demonstrate that whites with an entity theory of prejudice are less likely to engage in interracial interactions. Jason Plaks shows that entity theorists prefer stereotypic information whereas incremental theorists prefer counterstereotypic information. Cynthia Levine and colleagues find that whites hold an entity theory about African Americans and their capacity to grow to a greater extent than they do about members of other groups. Finally, Stephanie Fryberg and colleagues show that Native but not white students' theories of intelligence are correlated with classroom behavior. Together, these papers suggest how entity theories promote stereotypes and make their meaning more negative and enduring. They also suggest how changing people's theories can promote more positive intergroup perceptions and interactions.

ABSTRACTS

IMPLICIT THEORIES ABOUT PREJUDICE: EFFECTS ON INTERRACIAL INTERACTIONS AND INTEREST IN LEARNING ABOUT PREJUDICE

Priyanka B. Carr¹, Carol S. Dweck¹; ¹Stanford University – Majority group members (e.g., Whites) tend to avoid interracial interactions, experience anxiety in them, and avoid situations that may reveal their prejudice (Shelton & Richeson, 2006). We examine a novel factor shaping such tendencies—people's implicit theories about prejudice, i.e., thinking racial prejudice is fixed and immutable vs. malleable. We reasoned that believing prejudice is fixed rather than malleable attaches a higher cost to revealing or learning one possesses prejudice, and thus a higher cost to engaging in interracial interactions. Further, we hypothesized that believing prejudice is fixed would result in individuals eschewing opportunities to reduce their prejudice. In Study 1, we developed and validated a measure assessing theories about prejudice. In Study 2, Whites' fixed theory of prejudice was associated with significantly less interest in interracial interactions and less interest in experiments related to race, even non-threatening ones (e.g., learning about African-American history). These effects emerged while controlling for racial prejudice. In Study 3, Whites with a fixed theory about prejudice were more anxious in interracial interactions, sitting farther from Black (but not White) interaction partners. Additionally, a fixed theory was associated with less interest in a prejudice-reduction tutorial and in race/diversity-related activities (e.g., learning about civil-rights cases). Study 4 found that teaching a malleable theory about prejudice increased comfort in interracial interactions. This research highlights that changing beliefs about prejudice may be an effective way of creating positive outcomes, such as more frequent and less anxious interracial interactions and engagement with opportunities to learn about race and prejudice.

RESISTANCE TO COUNTERSTEREOTYPIC INFORMATION: IMPLICIT THEORIES AS SOURCES OF PREDICTIVE CONFIDENCE

Jason Plaks¹; ¹University of Toronto – Recent evidence suggests that perceivers call on stored implicit theories of personality to facilitate social perception. In this talk, I will suggest that because understanding and predicting behavior is central to adaptive functioning, it is important for individuals to believe in the veracity of their theories. I will discuss recent evidence from studies with entity theorists (who believe that human attributes are fixed) and incremental theorists (who believe that human attributes are malleable) indicating that people exhibit motivated processing distortions (selective attention, selective memory) to protect their theories from contradictory information. First, I will describe studies showing that whereas entity theorists selectively avoid, and are made anxious by, counterstereotypic information (which implies high variability in a target's behavior), incremental theorists selectively avoid, and are made anxious by, information implying an inability to change, despite the desire and opportunity. Second, I will show that when participants are made accountable for their judgments, these differences only become magnified. Third, I will present recent neurophysiological (ERP) evidence suggesting that the experience of theory-violation elicits a different pattern of brain activity than "garden variety" stereotype violation. Lastly, I will discuss how implicit theories, as starting assumptions about human nature, play a central role in reducing uncertainty in social inference.

WHO CAN IMPROVE? HOW A TARGET'S RACE DICTATES PERCEPTIONS OF POTENTIAL FOR GROWTH

Cynthia S. Levine¹, Aneeta Rattan¹, Sapna Cheryan², Jennifer L. Eberhardt¹, Carol S. Dweck¹; ¹Stanford University, ²University of Washington – People differ in their beliefs about whether others have the potential to grow and change in the future, holding either an entity theory, the view that people are fixed, or an incremental theory, the view that they can change. While past research has primarily examined the implications of holding one theory or another, this research investigates whether people hold different theories about members of different racial groups. Specifically, we present evidence that

whites see African Americans as lacking potential to change (i.e., hold an entity theory about their potential). First, we show that subliminally priming white participants with African American faces leads them to endorse an entity theory on a questionnaire to a greater extent than those primed with faces of another racial group or a control image (Study 1). Second, we show that participants who have read a vignette about a criminal trial think that the defendant has less potential for rehabilitation when African American than when white. Further, after reading about an African American defendant, they view the purpose of imprisonment as punishment rather than rehabilitation to a greater degree than when reading about a white defendant (Study 2). Finally, we show that whites acting as academic advisers believe that an African American student's grades will not improve as much as a white student's grades, even when the student is motivated to improve and has demonstrated the ability to perform well academically (Study 3).

AN ENTITY STATE OF MIND: NATIVE AMERICANS' AND EUROPEAN AMERICANS' THEORIES OF INTELLIGENCE AND BEHAVIOR

Stephanie Fryberg¹, Rebecca Covarrubias¹; ¹University of Arizona – For Native American students, persistent negative stereotypes about their abilities as students exacerbate the typical challenges associated with school. These stereotypes convey fixed ideas about potential traits and abilities (Aronson, Fried, & Good, 2002), and these fixed ideas inform the meaning associated with one's own thoughts, feelings and actions (Hong et al., 1999). For instance, consistent exposure to stereotypes that one's group is intellectually inferior—a pervasive representation of racial-ethnic minorities in the U.S.—may increase the likelihood that members of these groups hold fixed ideas about their own poor performance. This negative self-perception, in turn, may lead to disruptive classroom behavior (e.g., interrupting class, not paying attention) that further undermines academic performance. The present study examines the role that fixed ideas about self and intelligence (i.e., an entity orientation) plays in predicting disruptive classroom behavior for ethnic minority students. Native American and European American students (grades 3-5) who attend a public elementary school on an Indian reservation completed measures of entity orientation (Dweck, 1999). Teachers completed the Child Behavior Checklist (Achenbach, 1992) for each student. Native American students reported higher entity orientation than European American students, but the groups did not differ in terms of disruptive classroom behavior. Moreover, higher entity scores predicted more disruptive classroom behavior for Native American, but not European American students. The data, collected in a vulnerable yet understudied population, suggest that for students who encounter negative stereotypes about their intelligence in the academic domain, endorsing a fixed belief about intelligence negatively impacts classroom behavior.

Symposia Session H10**MAKING A DIFFERENCE: USING SOCIAL PSYCHOLOGY TO MOTIVATE PROSOCIAL BEHAVIOR**

Saturday, January 29, 3:30 - 4:45 pm, Room 8 A-B

Chair: Christopher J. Bryan, Stanford University

Co-Chair: Christopher Y. Olivola, University College London

Speakers: Noah J. Goldstein, Christopher J. Bryan, Christopher Y. Olivola, Deborah A. Small

Social psychology has enormous potential to contribute to our understanding of—and suggest solutions to—the many social and policy problems our society faces. A perpetual and daunting challenge for policymakers is the need to motivate people, on a large scale, to engage in behavior that is effortful or costly for the individual but beneficial to society as a whole. This symposium presents four emerging lines of research that suggest novel and psychologically informed prescriptions for meeting that challenge. Goldstein and colleagues demonstrate the effectiveness of invoking the norm of reciprocity in motivating environmental conservation behavior. Bryan and colleagues show that framing the act of voting as a reflection of one's identity motivates people to vote

on Election Day. Olivola and Shafir find that people are often more motivated to make donations to a charitable or collective cause when the donation process is anticipated to be painful or effortful (e.g., a charity marathon) rather than easy and painless (e.g., a charity picnic). Finally, Small shows that people are more willing to provide humanitarian aid to victims of new hardships (i.e., losses) than to victims of ongoing hardships and suggests that a strategic focus by humanitarian organizations on losses relative to a reference point might boost charitable donations. Together, these presentations demonstrate both the potential for social psychology to contribute to important policy debates and the potential for research inspired by applied problems to yield important theoretical insights.

ABSTRACTS

RECIPROCITY BY PROXY: HARNESSING OBLIGATION TO ENCOURAGE PROSOCIAL BEHAVIOR Noah J. Goldstein¹, Vladas Griskevicius², Robert B. Cialdini³; ¹UCLA Anderson School of Management, ²University of Minnesota Carlson School of Management, ³Arizona State University – Many organizations offer to donate to third-party causes if target individuals will behave in line with the organizations' goals, which we refer to generally as an Incentive-by-Proxy strategy. We challenge the wisdom of this widely used strategy, arguing that a more effective alternative is to first provide non-contingent benefits to the third party on behalf of target individuals and then ask those individuals to reciprocate by complying with a request, which we refer to as a Reciprocity-by-Proxy strategy. To test this hypothesis, we conducted a field experiment at a hotel in which we tested the relative effectiveness of three different signs: (a) the standard environmental appeal sign; (b) the Incentive-by-Proxy sign, which promised a donation to an environmental cause for each guest that participates in the conservation program; and (c) the Reciprocity-by-Proxy sign, in which the hotel stated that it had already made a donation to an environmental cause on behalf of all its guests, and then asked guests to help the hotel recover the cost of the donation by participating in the program. We found that the Incentive-by-Proxy sign was no more effective at motivating participation in the conservation program than the standard environmental sign. However, consistent with our predictions, our Reciprocity-by-Proxy sign yielded significantly greater participation in the program. A follow-up study and three additional experiments revealed the underlying psychological mechanism (obligation due to the norm of reciprocity), ruled out alternative explanations, and demonstrated boundary conditions for the effect.

VOTING VERSUS BEING A VOTER: MOTIVATING BEHAVIOR BY INVOKING THE SELF Christopher J. Bryan¹, Gregory M. Walton¹, Carol S. Dweck¹, Todd Rogers²; ¹Stanford University, ²Analyst Institute – Voting is perhaps the most fundamental responsibility of citizenship yet a huge percentage of eligible Americans fail to vote even in elections with potentially profound implications. We show that framing the act of voting as an expression of identity or self, rather than as merely a behavior, can boost voter turnout. Three experiments induced participants to think of the act of voting either as "being a voter" (high self-relevance) or as "voting" (low self-relevance) by manipulating the phrasing of a small number of questionnaire items (e.g., "How important is it to you to [vote/be a voter] in the upcoming election?"). In Experiment 1, participants who were eligible but not registered to vote expressed more interest in registering after being exposed to the noun phrasing ("be a voter") than to the verb phrasing ("vote"). In Experiment 2, registered voters were exposed to a similar manipulation the day before the 2008 presidential election. Official state records revealed that participants in the noun-phrase condition were 9.4 percentage points more likely to vote the next day than those in the verb-phrase condition. Experiment 3 replicated the results of Experiment 2 (including the size of the effect) with a larger, more representative sample in the 2009 New Jersey gubernatorial election. These results demonstrate the motivational power that can come from implicating the self in decisions about whether or not to engage in socially approved but inconvenient behavior.

THE MARTYRDOM EFFECT: WHEN PAIN AND EFFORT INCREASE PROSOCIAL CONTRIBUTIONS Christopher Y. Olivola¹, Eldar Shafir²; ¹University College London, ²Princeton University – Most theories of motivation and lay intuitions consider pain and effort to be deterrents. However, we provide novel evidence that the prospect of enduring pain and exerting effort for a prosocial cause can promote contributions to the cause. Specifically, we show that willingness to contribute to a charitable or collective cause increases when the contribution process is expected to be painful and effortful rather than easy and enjoyable. Across 4 experiments, we document this "martyrdom effect" and show that the observed patterns defy existing psychological accounts. In Experiment 1, participants reported a greater willingness to donate to a charity when they anticipated experiencing pain and effort to raise money than when the fundraising process would be easy and enjoyable. In Experiment 2, participants who played a public goods game (involving real money) made larger contributions to the collective when doing so was painful (a cold-pressor task), yet this had no effect on their beliefs about what other players would do. Experiments 3 and 4 showed that the martyrdom effect extends beyond the self, to another person: Making the fundraising process difficult and painful for a friend increased the amount that participants were willing to donate to her chosen cause. This effect, moreover, was not attributable to the friend's perceived dedication and held only when the donation was directly associated with the pain and effort to be experienced by the friend. We propose that anticipated pain and effort lead people to ascribe greater meaning to their contributions, thereby motivating higher donations.

REFERENCE-DEPENDENT SYMPATHY Deborah A. Small¹; ¹University of Pennsylvania – Natural disasters and other traumatic events often draw a greater charitable response than do ongoing misfortunes, even those that may cause even more widespread misery, such as famine or malaria. Why is the response disproportionate to need? The notion of reference dependence critical to Prospect Theory (Kahneman & Tversky, 1979) maintains that self-utility, or benefit to self, is not absolute level of wealth but rather gain or loss relative to a reference point. I theorize and find that sympathy, judgments of deservingness, and anonymous giving are sensitive to the reference point of the victim's previous state. In Study 1, participants reported greater sympathy for victims of newly acquired hardships than for victims who had chronically endured the same hardship. In Study 2, participants allocated more money to another anonymous participant who had been endowed with money, but was randomly selected to lose it, than to a participant who was randomly selected to receive no endowment from the start. Study 3 replicated these patterns with judgments of deservingness. However, the effect disappeared when people evaluated victims in comparison. The effect also disappeared in Study 4, when participants evaluated affect-poor "statistical victims," as compared to affect-rich "identifiable victims." Together, these results shed light on seemingly irrational patterns of humanitarian aid. Moreover, they suggest that humanitarian agencies could better appeal to sympathy by shifting the focus of attention away from states of need and instead to losses relative to a reference point.

Symposia Session I

Saturday, January 29, 5:00 - 6:15 pm

Symposia Session I1

THE SELF AND LOVE: THE ROLE OF THE SELF IN ROMANTIC RELATIONSHIPS

Saturday, January 29, 5:00 - 6:15 pm, Ballroom B

Chair: Tracy Kwang, The University of Texas at Austin

Co-Chair: William B. Swann Jr., The University of Texas at Austin

Speakers: Mark R. Leary, Tracy Kwang, Wendi L. Gardner, Ronald D. Rogge

Relationships can shape the self-concept, draw out unique aspects of an individual's personality, and influence individual perspectives and goals. Yet the self is not a passive player in relationships as self-related goals and motives can also influence how relationships form and develop. The goal of this symposium is to bring together research addressing the types of identities people create in their relationships, and how those identities influence relationship outcomes. To this end, Leary and Allen will first examine the unique, and sometimes inauthentic, self-presentational strategies individuals engage in when interacting with a romantic partner. Next, Kwang, Neff, and Swann present a new model for understanding how couples' merge their unique identities to form a couple identity. The manner in which couples merge their identities is shown to influence their self-reported and observed relationship maintenance behaviors. Gardner and Slotter follow with a discussion of why individuals alter their identities to better match their relational partners. Finally, Rogge and Lee will examine how both implicit and explicit self-identities influence individual and relationship well-being over time. Together, these studies provide a comprehensive look into identity negotiation processes within romantic relationships.

ABSTRACTS

SELF-PRESENTATIONAL STRATEGIES IN CLOSE RELATIONSHIPS Mark R. Leary¹, Ashley Batts Allen¹; ¹Duke University – Relationships with spouses and other romantic partners present a self-presentational paradox. Although intimate relationships ostensibly involve honesty and self-disclosure, their personal importance may lead people to convey inauthentic images to relationship partners. To examine people's self-presentations in close relationships, 258 adults, ages 19-65 ($M = 46.4$), rated themselves on 15 dimensions (such as intelligent, intimidating, dependable, dominant, humorous, sexy, and kind) as if describing themselves to eight target individuals, including a romantic partner or spouse, best friend, coworker or classmate, stranger, someone they disliked, and an authority figure. They also rated themselves as honestly and accurately as possible and completed measures of personality that might moderate self-presentation. Within-person correlations between accurate self-ratings and self-presentations showed that self-presentations to romantic partners were no more honest than those to most other targets. Participants were particularly likely to convey highly enhanced impressions to partners with respect to how sexy, unique, humorous, and friendly they were. Participants' profiles of self-presentations were decomposed into normative and distinctive components and compared across the eight targets. Normative self-presentations to romantic partners differed from those to other targets, showing that the image that people present to close others differs markedly from their self-presentations to other targets. Participants also highlighted more attributes and excluded fewer attributes when presenting to romantic partners. Patterns of self-presentation were also examined with respect to age, relationship status, and personality variables such as Machiavellianism, authenticity, and the big five.

HOW DO TWO IDENTITIES MERGE INTO ONE: A THEORY OF COUPLE IDENTITY NEGOTIATION

Tracy Kwang¹, Lisa A. Neff¹, William B. Swann Jr.¹; ¹The University of Texas at Austin – Truly intimate close relationships require two individuals to successfully merge their independent identities to form a unified couple identity. While previous research recognizes the necessity for the two identities to merge (Aron et al., 1986; 1991; Berger & Kellner, 1964), research has yet to examine HOW these identities merge together. We hypothesize that the process through which an individual and his/her partner merge to create a new couple identity is crucial in determining relationship longevity and satisfaction. We draw from social identity theory (Turner et al., 1987) and identity fusion theory (Swann et al., 2009) to propose three models of couple identity negotiation: Model A involves the self being subsumed by the partner; Model B involves a negotiation wherein the self and partner both contribute to the couple identity; Model C the self subsuming the partner's self. Through a series of correlational studies ($N = 452$ and $N = 345$) as well as longitudinal data from a sample of newlywed couples ($N = 84$), we demonstrate the construct and discriminant validity of the couple identity models. Those who are subsumed by their partners (Model A) report high commitment to their relationship, but low satisfaction. Those who subsume their partners (Model C) report lower commitment to the relationship as well as more maladaptive conflict resolution tactics. Finally, those who negotiate their identities with their partners (Model B) report the greatest relationship satisfaction as well as commitment.

TUNING THE SELF TO SUIT A PARTNER: RELATIONAL MOTIVES ALTER SELF-EXPRESSION AND SELF-EXPERIENCE

Wendi L. Gardner¹, Erica B. Slotter¹; ¹Northwestern University – The motivation to draw close to a relationship partner impacts the self-concept in a multitude of ways. For example, past work has shown that the motive to be close to a current romantic partner, or even the mere desire for a potential partner can quickly evoke the incorporation of a partner's characteristics into an individual's own self-concept (Slotter & Gardner, 2009). This malleability of the self-concept to responsively "tune in" to the partner was assumed to facilitate relational closeness, though this was not previously examined directly. In the present research, general motives for closeness are examined in terms of their impact on tuning personal experience and altering self attributes to better match an interaction partner. First, we will present research examining the need to belong – demonstrating how heightened belonging needs increase the likelihood that one will incorporate a partner's emotions into one's own experience, and how this enhanced emotional contagion in turn facilitates closeness. Next, we will present research examining attachment anxiety – showing how the strong desire to be close/fear of abandonment that is experienced by individuals higher in attachment anxiety significantly increases the likelihood that they will incorporate a partner's self aspects into their own self-concept. In combination, these lines of work highlight the importance of relational motivations in both the experience and the expression of the self, and shows how spontaneously "tuning" the self to match a partner may serve as a vehicle to enhance closeness.

HEALTHY SELF, HEALTHY RELATIONSHIP? EXAMINING LINKS BETWEEN SELF-IDENTITY AND INDIVIDUAL AND RELATIONSHIP FUNCTIONING OVER TIME

Ronald D. Rogge¹, Soonhee Lee¹; ¹University of Rochester – The study sought to examine the role of self-identity and individual processes in the longitudinal course of romantic relationships. A sample of 587 individuals in relationships completed an extensive initial assessment and 179 of those individuals consented to completing follow-up assessments every 3mo for one year. The results demonstrated that both conscious (e.g., self-reported self esteem) and implicit (e.g., performance on a self-focused Go/No-Go Association Task, self-GNAT; see Lee, Rogge & Reis, 2010) self identity factors were associated with trajectories of: self-reported relationship quality, implicitly assessed relationship quality (e.g., performance on a partner-GNAT) and psychological distress. These results suggested that individual functioning is critical to both individual and relationship health over time. Further analyses

examined the possible mediating roles of the individual processes of need satisfaction (perceptions of autonomy and competency in relationships) and the integration of a romantic partner in one's self (e.g., a partner-focused IOS) in the links between self-identity and functioning over time. The results offered partial support for mediation by need satisfaction, suggesting that higher self-esteem was associated with better functioning in part through its association with higher levels of need satisfaction. Limitations and implications will be discussed.

Symposia Session I2

CUES TO CONFIDENCE AND CONSISTENCY

Saturday, January 29, 5:00 - 6:15 pm, Room 6 A-D

Chair: Matt Wallaert, Chumless

Co-Chair: Leaf Van Boven, University of Colorado at Boulder

Speakers: Matthew Wallaert, Richard Petty, David Dunning, Leif Nelson

This symposium examines social information attributes that influence the confidence, consistency, and shape of behavior -- often in ways unwarranted by actual information quality. The presented papers focus, in particular, on attributes integral to information (precision of expression, argument structure, and consistency). Wallaert provides evidence that people have greater confidence in more precisely expressed estimates than in less precisely expressed estimates, even when precision is unrelated to accuracy; people also generate less variable affective forecasts when using more precise scales, and people are more likely to bet on precisely expressed odds. Petty suggests that cues to informational informativeness (whether arguments are presented as two-sided versus one-sided, whether information is presented as a series of questions versus statements) increases confidence in one's judgements about that information, and hence the weight given to that information when forming behavioral intentions. The next talks broaden the discussion to examine how confidence is influenced by consistency, which can also influence self-perceptions and behavior. Dunning suggests that the application of a consistent decision strategy increases one's confidence in decisions, even when the decision strategy is flawed. This possibility explains why people of both very low competence and very high competence are equally confident in their decisions -- both groups apply consistent decision strategies. Finally, Nelson suggests that people's desire to be consistent has the ironic effect that costly pro-social behavior engenders more future pro-social behavior, whereas costless pro-social behavior engenders less future pro-social behavior -- a kind of moral licencing effect.

ABSTRACTS

PRECISELY RIGHT: INFORMATIONAL PRECISION INCREASES CONFIDENCE AND INFLUENCES BEHAVIOR

Matthew Wallaert¹, Jacob Westfall³, David Pizarro², Leaf Van Boven³; ¹Chumless, ²Cornell University, ³University of Colorado at Boulder – Although informational precision and accuracy are often naturally associated in everyday life, the association is imperfect and the contingency between precision and accuracy is asymmetric. Whereas more accurate information necessitates greater precision (e.g., a sample average of 7.37 is typically more accurate than a sample average of 7 or 8), more precise information is not sufficient to increase accuracy (7 and 7.00 are equally accurate). We hypothesized that the association between precision and accuracy increases people's confidence in the accuracy of precisely expressed information. In Study 1, participants read summaries of customer satisfaction ratings. Participants generated narrower confidence intervals containing the "true average rating" when the sample average was more precisely expressed (e.g., 57.54) than less precisely expressed (e.g., 57). In Study 2, we examined the effect of precision on confidence for self-generated rather than other-generated estimates. Participants predicted their emotional reactions for 10 days following an upsetting event. The range of participants' affective forecasts was narrower when made on a more precise scale (0.0 to 100.0) than a less precise scale (0 to 100). Finally, in Study 3, we examined

behavioral consequences of informational precision. During the 2008 Democratic primaries, participants read polling results indicating that Obama was leading Clinton, and were asked to bet money on Obama's chance of winning the primary. Participants bet more that Obama would win when the polling results were expressed with greater precision (51.00% vs. 43.00%) than with lesser precision (51% vs. 42%).

MERE PERCEPTIONS OF INFORMATIVENESS INFLUENCE JUDGMENTAL CONFIDENCE AND BEHAVIOR

Richard Petty¹, Derek Rucker², Pablo Briñol³; ¹Ohio State University, ²Northwestern University, ³Universidad Autónoma de Madrid – Considerable research suggests that not all of a person's attitudes and judgments have an impact on behavior. At least when people are being deliberative, only judgments that are perceived as valid or held with confidence are used. Judgments viewed as inaccurate or held with doubt are mentally discarded. Although validity and confidence assessments are sometimes based on sensible factors such as how much information people really have about an issue, the current research suggests that people easily can be fooled into thinking they have more or less information than they really do. Two studies are reported showing that manipulating how informative a message seems (rather than really is) can affect judgmental confidence and subsequent behavioral intentions. In Experiment 1, we varied whether a message appeared to consider one or both sides of an issue without changing the actual information presented. Although this manipulation had no impact on the judgment formed, when the message was framed as one sided, people expressed less confidence in their judgments and were less willing to act on them than when the message appeared to be two-sided. In Experiment 2, information about a political candidate was presented as a series of questions or statements. Although both messages conveyed the exact same information, people felt less confident in and were less likely to act on their judgments when the information was presented in the question than the statement format. Thus, peripheral features of a message can have important implications for people's behavioral responses by affecting judgmental confidence.

THE HOBGOBLIN OF CONSISTENCY: RATIONAL ERRORS UNDERLIE MISGUIDED CONFIDENCE AMONG THE INCOMPETENT

David Dunning¹, Elanor Williams², Justin Kruger³; ¹Cornell University, ²University of Florida, ³New York University – Why do incompetent performers fail to recognize their poor performances? We suggest that the tendency to make "rational errors" prompts poor performers to imbue their decisions with too much confidence. By rational error, we refer to the fact that mistakes are often not random or haphazard, but produced because the individual applies some systematic algorithm to a problem that just happens to be incorrect. Thus, if poor performers follow some general rule that leads to systematic error, the presence of that rule may make them ironically more confident in the decisions they reach. To test this assertion, we present an extensive reanalysis of data from Kruger and Dunning (1999) Study 4, in which participants solved a series of Wason selection tasks, a common test of logical reasoning. Overall, to the extent that participants were consistent or algorithmic in their reasoning, they tended to be more confident -- but this was equally true of participants following the wrong algorithm as it was of those following the right one. Thus, relative to mediocre performers, performers at the very bottom were more systematic in their problem-solving approach -- it was just the wrong approach, leading them to inappropriately high levels of confidence despite disastrous performance. At the extreme, those at the bottom who answered each problem with 100% consistency -- always solving each problem the exact same but mistaken way -- were just as confident in their performance as those achieving perfect scores on the test.

COSTLINESS, CONSISTENCY, AND LICENSING OF GOOD DEEDS NOW AND LATER

Leif Nelson¹, Katie Baca², Amber Brown², Ayelet Gneezy³, Alex Imas³, Michael Norton⁴; ¹University of California, Berkeley, ²Disney Research, ³University of California, San Diego, ⁴Harvard University – We suggest that the costliness versus costlessness of current pro-social behavior moderates the tendency for pro-social behavior to elicit future pro-social

behavior versus moral licensing. Whereas costly pro-social behavior elicits future pro-social behavior because of consistency (people infer that they are the type of person to behave pro-socially given their willingness to incur costs to do so), costless pro-social behavior elicits moral licensing (because costless pro-social behavior can offset the self-perceptual risks of future selfish behavior). In Study 1, participants learned about a \$2 charitable donation on their behalf that was either made from their own pocket (costly donation) or as additional (costless donation). Later, participants who made a costly donation were more honest in the face of financial incentives for lying compared with participants who made either a costless donation or no donation at all. In Study 2, participants in a field experiment who purchased a costly “socially responsible” product (i.e., half the price went to charity) were more likely to make subsequent charitable donations compared with participants who purchased a costless product or who learned about but did not purchase a socially responsible product. In Study 3, hotel guests were asked to commit to help the environment or not, and where given a small pin conveying a pro-environment message or not. Commitment increased towel reuse (an environmentally friendly pro-social behavior) for those with and without a pin, whereas non-committed participants who were given a pin actually decreased towel reuse, suggesting a kind of moral licensing.

Symposia Session I3

UNEXPECTED COSTS AND BENEFITS OF MULTICULTURALISM AND ASSIMILATION: NEITHER IS ALL GOOD OR ALL BAD!

Saturday, January 29, 5:00 - 6:15 pm, Room 7 A-D

Chair: Kumar Yogeeswaran, University of Massachusetts - Amherst

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

Speakers: Miguel M. Unzueta, Kumar Yogeeswaran, Cheryl R. Kaiser, John F. Dovidio

Immigrant nations like the U.S. have historically embraced assimilationist ideologies which call for its citizens to shed their ethnocultural identities and embrace common values and practices prescribed by mainstream society. However, a contemporary alternative-multiculturalism—argues that the recognition of unique cultural identities is fundamental for harmonious co-existence. Recent research has provided abundant evidence for benefits of multiculturalism, while highlighting detrimental effects of assimilationism and its cousin, colorblindness. The present symposium challenges premature conclusions that multiculturalism is all good, while assimilationism and colorblindness are all bad. We bring together several research programs that paint a more complex picture of when and why these ideologies have positive vs. negative effects on majority and minority group members. First, multiculturalism creates a preference for minority individuals who remain confined within the boundaries of their ethnicity, whereas colorblindness creates a preference for minority individuals who move across the boundaries of their ethnicity (Unzueta). Yet, minority group members who embody multicultural ideals are rejected for being ‘too ethnic’, while others who embody assimilationist ideals are rewarded for not being ‘too ethnic’ (Yogeeswaran; Kaiser). Additionally, identification with a disadvantaged group affects how individuals treat fellow ingroup members (Kaiser). Finally, both Whites and minorities strategically shift their preference for assimilationism or multiculturalism depending on their own status in a particular context and such preferences have physiological and behavioral consequences (Dovidio). Collectively, these data promise to move public conversation about these ideologies beyond a simple good vs. bad dichotomy that has important implications for scientific research and public policy.

ABSTRACTS

THE EFFECT OF INTERETHNIC IDEOLOGIES ON THE LIKABILITY OF STEREOTYPIC VS. COUNTERSTEREOTYPIC MINORITY TARGETS Miguel M. Unzueta¹, Angélica S. Gutiérrez¹; ¹UCLA

— This paper examines the effect of interethnic ideologies on the likability of stereotypic vs. counterstereo-

typic minority targets. In two experiments, participants were exposed to either a multicultural or colorblind prime and subsequently asked to indicate their impressions of a stereotypic or counterstereotypic minority target. Results suggest that multiculturalism and colorblindness have different effects on the likability of minorities to the extent that these targets confirm the existence of fixed or permeable ethnic group boundaries. Specifically, a stereotypic target was liked more than a counterstereotypic target when participants were exposed to multiculturalism – suggesting that multiculturalism creates a preference for individuals who remain within the boundaries of their ethnicity. Conversely, a counterstereotypic target was liked more than a stereotypic target when participants were exposed to colorblindness – suggesting that colorblindness creates a preference for individuals who permeate the boundaries of their ethnicity. Given the effect of likability on various important outcomes, including hiring and promotion decisions (Rudman & Glick, 1999, 2001), future research should explore the implications of employing these ideological approaches in actual organizational settings (e.g., Plaut and colleagues, 2009). Perhaps an alternate approach, such as the Model of Subgroup Relations (IMSR; Hornsey & Hogg, 2000) is needed. By allowing individuals to identify with subgroups, IMSR may satisfy proponents of multiculturalism by recognizing the different cultural experiences of distinct racial groups (Sleeter, 1991). And by encouraging individuals to also take on a superordinate identity, IMSR may satisfy proponents of colorblindness who desire a unifying identity with which everyone can identify.

A NEW AMERICAN DILEMMA? THE EFFECT OF ETHNIC IDENTIFICATION AND PUBLIC SERVICE ON NATIONAL INCLUSION Kumar Yogeeswaran¹, Nilanjana Dasgupta¹, Elizabeth Gentile¹; ¹University of Massachusetts - Amherst

— The present research integrates research from political science and social psychology to examine the consequences of multiple visions of a national group. American identity has been defined in terms of both a shared ethnocultural heritage originating in Europe (ethnocultural prototype) and a shared commitment to core values and public service (civic responsibility prototype). Three experiments investigated how these differing prototypes influence the inclusion of ethnic majority vs. minority groups as legitimately American. Experiments 1-3 showed that highlighting the ethnic identification of minority group members (i.e., emphasizing their embodiment of multiculturalism) made their entire ethnic group appear less American relative to equivalent individuals whose ethnic allegiance was downplayed (i.e., emphasizing their embodiment of assimilationism). However, highlighting or downplaying the ethnic allegiance of equivalent Whites had no impact on construals of Whites as legitimately American. Process data revealed that the national exclusion of ethnic minorities was driven by perceived threats to American distinctiveness (i.e., fears that non-European cultural practices would contaminate American society). Experiments 2-3 then manipulated minority group members’ fit with the civic responsibility prototype by emphasizing their national service vs. local community service. Data revealed that highlighting ethnic minorities’ national service made their entire ethnic group appear more American relative to highlighting their local community service. Process data revealed that national inclusion of ethnic minorities occurred because these individuals enhanced the perceived distinctiveness of the U.S. in the world. Collectively, these findings highlight the dilemma faced by pluralistic nations on how to best define their national group.

GROUP IDENTIFICATION SHAPES HOW ADVANTAGED GROUPS TREAT DISADVANTAGED GROUPS AND HOW DISADVANTAGED TREAT THEIR OWN Cheryl R. Kaiser¹, Kerry E. Spalding¹, Benjamin J. Drury¹, Lori W. Malahy¹; ¹University of Washington

— This talk advances a theoretical perspective examining whether members of advantaged groups unequally distribute their prejudice in a manner that results in strongly identified disadvantaged group members bearing the brunt of prejudice. We present data from several experiments showing that advantaged groups express more negative attitudes, rejecting language, and negative non-verbal behavior toward members of disadvantaged groups who are

strongly rather than weakly identified with that group. We also identify processes that mediate this effect, including the assumption that strongly identified members of disadvantaged groups endorse beliefs that delegitimize status differences more than their weakly identified counterparts. We next discuss implications of the differential distribution of prejudice for how disadvantaged group members treat their own group. Specifically, weakly identified disadvantaged group members who advance in society may engage in outgroup favoring behaviors that unwittingly contribute to their groups' disadvantage. Three studies show that group identification predicts how people randomly assigned to succeed in a domain in which their group is disadvantaged or those who actually succeed in such a domain in the natural world (women in STEM fields) respond to ingroup and outgroup subordinates. Specifically, weakly identified group members engage in climbing-and-kicking; they help the outgroup more than the ingroup. Strongly identified group members, however, engage in climbing-and-lifting; they help the ingroup more than the outgroup. Together, these studies have implications for diversity achievement programs that assume that people who are selected to advance in domains where their group is disadvantaged will advocate on behalf of their own group.

IDEOLOGICAL FIT: THE CONSEQUENCES OF MAJORITY AND MINORITY GROUP PREFERENCES FOR ASSIMILATION AND MULTICULTURALISM

John F. Dovidio¹, Daan Scheepers², Tamar Saguy³, Samuel L. Gaertner⁴, Erin L. Thomas¹; ¹Yale University, ²University of Leiden, ³Interdisciplinary Center, Herzliya, ⁴University of Delaware – This presentation considers how the relationship between the intergroup ideologies of majority and minority group members interact to influence intergroup attitudes, behaviors, and motivations. The present research extends previous work which has consistently demonstrated that minority group members prefer a multicultural ideology, while majority group members more strongly endorse an assimilationist ideology. In the present research, we show that these different ideological orientations are strategically preferred and have important consequences for intergroup outcomes. In three studies, we (a) demonstrate systematic shifts in preferences for multicultural and assimilationist strategies as a function of whether Whites and Blacks are the numerical majority in that particular context; (b) show that majority group members systematically reinforce the behavior of minority group members to encourage assimilative responses and discourage expressions of separate or multicultural identities; and (c) demonstrate, by experimentally manipulating the ideological endorsement of majority and minority group participants to show that although majority group members show more positive attitudes toward minority group members whose ideologies correspond with their own, they show greater motivation to actively engage (i.e., physiological challenge) with their partner when they share a multicultural mindset as opposed to when they commonly share an assimilationist mindset. Implications for social science research and public policy are further considered.

Symposia Session I4

WINDOW INTO THE SOUL: NATURAL LANGUAGE METHODS TO CAPTURE SOCIAL MOTIVATION, THOUGHTS, AND ACTION

Saturday, January 29, 5:00 - 6:15 pm, Room 217 A-B

Chair: Dolores Albarracín, University of Illinois

Co-Chair: James Pennebaker, University of Texas

Speakers: James Pennebaker, Jeffrey Hancock, Art Graesser, Dolores Albarracín

A high percentage of human experience is communicated through verbal symbols. For the first time, methods exist to track motivational, cognitive, and emotional processes through the analysis of natural language. This symposium reveals how everyday word use, semantics, grammar, and syntax are centrally related to personality and social psychologists: Emotional expression, initiation and maintenance of romantic relationships, persuasion, motivation, team formation, task performance, deception, cooperation, and defection. The first presentation (Pen-

nebaker) will show how the frequency of use of almost-invisible, function words (pronouns, prepositions, articles, conjunctions, and auxiliary verbs) predicts successful development of relationships from internet dating to online intellectual cooperation. The second presentation (Hancock) will zoom into the language of deception, bringing together insights from analysis of truthful and deceptive presidential speeches to experimental demonstrations of the language of lying. The third presentation (Graesser) will cover the fascinating realm of language coherence, including effects on language and discourse coherence when politicians face emotional public turmoil or attempt to be persuasive. The fourth presentation (Albarracín) will describe how experimentally manipulated grammar and syntax shape thought, motivation and action in performance and relationship contexts. Overall the symposium will address how the discoveries in computer sciences, linguistics, and artificial intelligence can and will transform the social psychological understanding of human behavior. As language is a window into the soul, natural language analysis offers new inquiry methods and innovative data that social psychologists can incorporate in their daily work.

ABSTRACTS

USING PRONOUNS, ARTICLES, AND OTHER STEALTH WORDS TO REVEAL SOCIAL RELATIONSHIPS

James Pennebaker¹; ¹University of Texas at Austin – Over 99 percent of the words we know are content-heavy – nouns, regular verbs, adjectives, and most adverbs. They help us to label and categorize objects, events, and people. The other 0.5 percent of our vocabulary are the almost-invisible words that account for almost 60 percent of all the words we say and hear every day. These stealth or function words include pronouns, prepositions, articles, conjunctions, and auxiliary verbs. Surprisingly, the effective use of function words requires considerable social skills and awareness. In the talk, a series of experiments demonstrate how the measurement of function word use in natural interactions predicts a) subsequent dates based on the language of speed dating; b) the survival of dating relationships using IMs of college students; c) the rated cohesiveness and productivity of experimental working groups; d) the collaboration quality of Wikipedia editors and subsequent page ratings of posted entries; and e) the cohesiveness of large real world communities based on blogs and Craigslist entries. The words we use in our interactions with others reflect basic social processes across types of groups, across cultures, and across age. Implications for using computerized text analysis methods in 21st century social and personality psychology will be discussed.

WHAT LIES BENEATH: USING LANGUAGE TO UNDERSTAND DECEPTION

Jeffrey Hancock¹; ¹Cornell University – Can language reveal deception? When people lie they are subject to a variety of social and cognitive pressures. Social pressures often provide the motivation for a deception (e.g., self-presentation needs) and the impetus for avoiding detection, while cognitive pressures involve representing truthful and false propositions, assessing the target's knowledge state, and handling any unexpected emotions. Each of these pressures should be reflected in word patterns produced by liars (and perhaps by their partners). Here we review several studies using computerized textual analysis to compare deceptive and truthful speech. In each of the studies, several dimensions of language (e.g., pronoun use, exclusive terms, emotional words, discrepancy terms, and emotion-related words) are statistically compared across deceptive speech and a control, truthful condition. The first two studies involve laboratory experiments in which one participant is asked to lie to another. In the first study, participants lied about personal facts and opinions. In the second study, participants lied about their intentions regarding future behavior. The third study examines political speech and compares false versus non-false statements by US presidents. The results across these studies reveal common discourse patterns: relative to truthful language, deceptive language involves fewer first person singular pronouns and exclusive terms, but more emotional words and discrepancy terms. There are also several language features that seem to vary by language context. Overall, the use of computerized text analysis

appears to be a promising approach for understanding the social psychological effects of deception.

COMPUTER ANALYSES OF LANGUAGE AND DISCOURSE CAN UNVEIL SOCIAL, PERSONALITY, AND EMOTIONAL STATES. Art Graesser¹;

¹University of Memphis—Our goal is to understand how the social, personality, and emotional states of people are manifested in their patterns of language and discourse. When some people communicate, the ideas flow from their minds in a disconnected fashion rather than being logically and coherently tidy: They talk Yiddish rather than British. Some people tell interesting stories, whereas others talk like encyclopedia's. Some have simple syntax, but others tangled dense syntax. Some use many concrete words, but others lean to the abstract. All of these characteristics of language and discourse (plus more) have been automated with a computer facility we have developed called Coh-Metrix. The program has been validated on nearly 40,000 texts with principal components analyses. We have used the major Coh-Metrix components to analyze a variety of discourse samples to explore social, personality, and emotional states. In one project, we analyzed the speeches of major leaders (such as Mao Zedong of China and President Hosni Mubarak of Egypt) in order to explore their leadership and thinking styles. How does their language and discourse coherence change when there is emotional public turmoil or when the leader is trying to be persuasive? In another project, we analyzed conversations between tutors and students. Language and discourse patterns were able to predict student emotions, such as confusion, frustration, boredom, surprise, and delight; the accuracy was comparable to measures of students' facial expressions. Our use of Coh-Metrix and LIWC together has provided a new window into measuring social processes and psychological attributes of people.

LANGUAGE OF THOUGHT AND MOTIVATION: EXPERIMENTALLY INDUCING SYNTAX AND GRAMMAR IN SOCIAL AND PERFORMANCE CONTEXTS Dolores Albarracín¹; ¹University of Illinois at Urbana Champaign—

A fundamental psychological question concerns how thoughts are structured within a quickly evolving and diverse train of thought. In the novel *Ulysses*, James Joyce portrays characters' raw inner experiences. There is no flawless train of thought but rather a random arrangement of words and feelings that readers rarely witness outside of their own minds. Despite this characterization of thought as somewhat haphazard and fragmented (Marcus, 2008), evidence suggests that people commonly maintain a coherent (see Bickle, 2003) and purposive (Klinger, 1999) inner voice (see also Girbau, 2007; Heavey & Hurlburt, 2008). We have analyzed how this internal voice is constructed by the order in which words appear in working memory as well as the pronouns and verb aspect of our verbal thoughts. In one series of experiments, the phrase nice act (vs. act nice) produced greater levels of defection over a series of competitive games, implying that actors constructed the implicit proposition that they had been sufficiently nice already (vs. must be nicer). In a second series of experiments, the use of grammatical questions in experimentally guided thought increased intrinsic motivation and behavior performance, as did the use of the first person singular pronoun I. In a third series of experiments, the use of an imperfective verb aspect (I was doing) led to better memory for the actions in question, as well as better future task performance. Overall, our thoughts, motivations, and actions are guided by syntactic and grammatical aspects that social psychologists can study using experimental methodologies.

Symposia Session I5

BEYOND THE RHETORIC: EMPIRICAL INSIGHTS INTO CURRENT HOT-BUTTON POLITICAL ISSUES

Saturday, January 29, 5:00 - 6:15 pm, Room 217 C-D

Chair: Jane Risen, University of Chicago, Booth School of Business

Speakers: Clayton R. Critcher, Jane L. Risen, Valerie Purdie-Vaughns, John T. Jost

By applying a psychological lens to the study of political behavior, researchers are in a keen position to offer insights on hotly-contested political issues. This symposium presents four lines of research that directly examine some of today's most relevant political issues, while advancing theory in current basic social psychological literatures. Speaking to the American military's ban on openly gay service ("Don't Ask, Don't Tell") and the ego depletion literature, Critcher and Ferguson find that concealing one's sexual orientation is depleting, hindering physical and mental acuity. Addressing public skepticism toward global warming and the visceral states literature, Risen and Critcher find that belief in the scientific theory has less to do with scientific consensus on the issue and more to do with the ease of simulating a future world plagued by hot temperatures. When participants felt hot, they could more fluently simulate this world, and believed in global warming more. Examining how role models can be used to shape educational policy, Purdie-Vaughns and colleagues conducted a field study in which schoolchildren reflected about Obama's inspirational success story. This served to alleviate race-based concerns and improved minorities' (and even White students') academic performance. Finally, Jost synthesizes the results of several recent lines of research linking political conservatism and system justification. In so doing, he lays out a trajectory by which political change can be successful even with strong pressures to embrace the status quo. These lines of work reflect ways in which psychologists can develop basic theory by studying immediately relevant issues.

ABSTRACTS

CONCEALMENT AND EGO DEPLETION: DOES "DON'T ASK, DON'T TELL" HINDER PERFORMANCE? Clayton R. Critcher¹, Melissa J. Ferguson²;

¹University of California, Berkeley, ²Cornell University—In 1993, President Clinton signed into law "Don't Ask, Don't Tell" (DADT), a policy that permits gays and lesbians to serve in the American military as long as they hide their sexual orientation. Clinton defended the policy on meritocratic grounds, for talented citizens would not be unconditionally barred from military service. But might the demands of identity concealment exact a self-regulatory cost, and thereby hinder performance? In the present research, participants spent 10 minutes being interviewed by a confederate under different instructions on how to modify their speech (e.g., to conceal their sexual orientation). After just ten minutes of concealment, participants—gay and straight—displayed significant deficits in their spatial reasoning ability and physical strength. Mechanistic evidence disentangled what was responsible for the depletion effects: the need to monitor one's speech for content to inhibit (self-monitoring) and the need to alter the content of what one would have said (impression management). We found consistent support only for the self-monitoring hypothesis: Participants continued to show ego depletion effects when concealing content they would not have spontaneously revealed. Merely having to alter or embellish one's speech did not produce a similar effect. Ego depletion effects have been widely documented, but this work reflects one of the first efforts to identify which ingredient of self-regulation may be particularly depleting. This work also suggests that Congressional debate on DADT may be focused too narrowly on the moral question of whether DADT is discriminatory. Its impact on performance and readiness should be considered as well.

AMBIENT TEMPERATURE INFLUENCES BELIEF IN GLOBAL WARMING Jane L. Risen¹, Clayton R. Critcher²; ¹University of Chicago, ²University of California, Berkeley—

People's belief in global warming has been shown to wax and wane over seasons and years, even when the scientific evidence remains relatively constant. Given that people seem not to simply consult expert opinion on the matter, what variables impact people's beliefs? Across seven studies, we found that people judge states of the world associated with their current visceral experience to be more likely. Regardless of whether it was experienced indoors or outdoors, a hotter ambient temperature produced greater belief in global warming. The effect of experiencing heat was similar for liberals and conservatives. In addition, we found that participants who were experiencing thirst were

more likely to believe that drought and desertification were looming crises. Our studies distinguished between three mechanistic accounts: temperature as information, conceptual accessibility, and fluency of simulation. We found support for the third ("simulational fluency") account. Participants who were in a hot room constructed more vivid mental representations of hot (versus cold) outdoor scenes, and those who were led to construe these same hot outdoor images with greater clarity believed more in global warming. Psychologists have examined how to motivate collective action to forestall future environmental calamities, but even those efforts are premised on people believing problems do lie ahead. The present research found that what makes future events feel more real is not necessarily well-conducted research or impressive meta-analyses, but instead are factors that facilitate the ability to picture what that future event would look and feel like.

PSYCHOLOGY OF SYMBOLIC FIRSTS: HOW OBAMA'S PRESIDENCY IMPACTS STUDENT ACHIEVEMENT ACROSS RACIAL AND POLITICAL DIVIDES

Valerie Purdie-Vaughns¹, Jonathan Cook¹, Geoffrey Cohen²; ¹Columbia University, ²Stanford University – President Obama's remarkable political success has stimulated much interest in questions about the power of symbolic firsts—role models and pioneers widely expected to inspire others—to alter people's perceptions of the constraints and opportunities afforded to individuals and groups within society. In short, the power to alter people's contingencies of identity (Steele, 2010). Our analysis focuses on the influence of the first African American President as a symbolic first that influences contingencies of identity for students across the racial and political spectrum in the United States. We present research from our experimental-longitudinal study, conducted in a middle school in the Northeastern United States highlighting the positive effects of symbolic firsts such as Obama. One week after the 2008 presidential election, African American/Latino and White sixth grade students were primed with election of Obama. Identity threat and grades (GPA) were then tracked through the fall of seventh grade, a full calendar year post election. Results from this study revealed that subtly reflecting on Obama's achievement boosted grades for White and African American students, and significantly reduced African American students' sense of identity threat in school. That our findings held for both white and minority students is noteworthy in light of conservative activists' explicit fears that Obama's presidency might ultimately hinder white students in America's public schools. We conclude with a practical discussion about how role model research might be applied to influence educational policy and programs across the racial, religious, and political divide.

A SYSTEM JUSTIFICATION PERSPECTIVE ON CONSERVATIVE RESISTANCE TO CHANGE IN CONTEMPORARY U.S. POLITICS

John T. Jost¹; ¹New York University – A large number of progressive initiatives throughout the 20th century—including child labor laws, women's suffrage, civil rights for minorities, and so on—were opposed by political conservatives when they were initially introduced. However, few conservatives today would oppose them, because they are now part of the status quo. These historical facts are highly consistent with a theory of ideology as motivated social cognition, which suggests that, in comparison with liberals and moderates, conservatives are more highly motivated to resist social change and oppose greater equality (see Jost et al., 2003a, 2003b, 2007, 2008). In this talk, I will summarize several lines of research linking political conservatism and system justification to elucidate the social, cognitive, and motivational dynamics of recent political events and outcomes, including persistent ideological differences with respect to economic redistribution, environmental attitudes, and health care reform. In new research, we find that system justification mediates the effect of political orientation on belief in global warming and that framing environmental initiatives in a pro-system manner reduces conservative resistance to change. Other evidence of motivated political cognition as a function of situational and dispositional variability in system justification tendencies will be presented. All of this suggests that conservative resistance to social change and increased egalitarianism is to be

expected, but if liberals are politically successful then conservatives and others will eventually come to accept the legitimacy of even those policies that were once regarded as progressive challenges to the status quo.

Symposia Session I6

THE GLASS CEILING BREAKS, BUT GENDER STEREOTYPES AND THEIR IMPLICATIONS PERSIST; WHY?

Saturday, January 29, 5:00 - 6:15 pm, Room 214 A-B

Chair: Ann Bettencourt, University of Missouri

Speakers: Mark Manning, Scott Eidelman, Monica Biernat, Sarah J. Gervais

As noted long ago by Horner (1972), success in male domains poses a challenge for women. The research presented in this symposium describes several contemporary approaches to understand why this problem still exists. Manning will explain the results of two meta-analyses. The first indicates that women may need to work twice as hard as their male counterparts in order to earn praise. At the same time, and as indicated by a second meta-analysis, other women in the workplace may judge women less favorably when they violate normative expectations for their ingroup. Eidelman will present three studies demonstrating that women use gender stereotypes against their group as a means to discount failure and to augment success in achievement contexts. Biernat will show that gender stereotypes lead to subtle forms of bias in workplace performance evaluations of attorneys in a Wall Street law firm; numerical ratings and qualitative comments differentially correspond for women and men. Finally, Gervais will explain the consequences of workplace gender bias for those who try to confront it. Two studies reveal that public, high-hostility confronting predicted competence, self-esteem, and empowerment for female leaders, but that ironically, female leaders were evaluated most favorably for private, low hostility confronting. Together these findings indicate that gender stereotypes have complex patterns of outcomes for women in male domains. The symposium will provide time for discussion with the audience to puzzle over the complications faced by women in traditionally male domains.

ABSTRACTS

META-ANALYTIC TESTS OF NORM AND EXPECTANCY VIOLATIONS; IMPLICATIONS FOR GENDER EVALUATIONS

Mark Manning¹, Lisa Molix², Scott Eidelman³, Rebecca Schlegel⁴, Monica Biernat⁵, B. Ann Bettencourt¹; ¹University Of Missouri, ²Tulane University, ³University of Arkansas, ⁴Texas A&M University, ⁵University of Kansas, ⁶University Of Missouri – Two theories outline the evaluative consequences of expectancy violations for group members. Expectancy violation theory suggests that when a group member (e.g., a female) violates stereotyped expectations he or she will be judged more extremely, in the direction of the information valence (i.e., positive or negative). By contrast, norm violation theory suggests that when a group member (e.g., a female) violates an ingroup norm, the individual will be judged more extremely negative, regardless of information valence. These predictions are not necessarily in conflict, because stereotyped and norm expectancies are not necessarily the same. These theories were tested in two meta-analyses. 449 effect sizes from 117 studies were available to test EV-T, and 72 effect sizes from 21 studies were available to test NV-T. Consistent with EV-T, when target information violated stereotyped expectancies and was positive, participants evaluated the low status target (e.g., female) more favorably than the high status target (e.g. male). But when the individuating information violated stereotyped expectancies and was negative, participants evaluated the high status target (e.g. male) more negatively than the low status target. Consistent with NV-T, when target information was negative and violated an ingroup norm, ingroup participants (e.g., females) evaluated the ingroup target more negatively. Even when the information was positive and violated an ingroup norm, ingroup participants evaluated the ingroup target more negatively. These results suggest that women may need to work twice as hard to earn praise while simulta-

neously being concerned about rejection from ingroup members for their work.

USING STEREOTYPES TO DISCOUNT FAILURE AND AUGMENT SUCCESS Scott Eidelman¹; ¹University of Arkansas – Three studies demonstrate that performers use stereotypes against their group as a means to discount failure and augment success. In Study 1, women took an easy or difficult anagram test followed by bogus success feedback. Consistent with predictions, women who received non-contingent success feedback (i.e., women who succeeded but didn't know how) were more likely to endorse gender stereotypes before taking a second test than women who received contingent success feedback. In Study 2, women took a difficult math test and its importance was manipulated. Women were more likely to endorse gender stereotypes when the test was said to be important than when it was said to not be important. These data suggest stereotypes are used strategically; when concerned about future success, women appeared to self-handicap with stereotypes in order to discount potential failure. In a third study, women were randomly assigned to succeed on a test said to favor men, women, or to be unbiased. Women reported higher self-esteem when they succeeded on a test described as favoring men than in the other two conditions. Said another way, the evaluative implications of success were augmented when success occurred in the presence of an obstacle (stereotypes). Like perceivers, targets of stereotypes may use standards and expectancies about group members to discount and augment. In this way, stereotypes may be tools to protect and enhance the self, but with consequences for other group members.

THE LANGUAGE OF PERFORMANCE EVALUATIONS: GENDER-BASED SHIFTS IN CONTENT AND CONSISTENCY OF JUDGMENT Monica Biernat¹, MJ Tocci², Joan C. Williams³; ¹University of Kansas, ²Fulcrum Advisors, ³University of California Hastings College of the Law – This talk will examine a subtle form of gender bias in workplace performance evaluations: differential correspondence between numerical ratings and qualitative comments for women and men. Numerical ratings, one of the most common forms of performance evaluation, require supervisors to judge employees on various performance-relevant dimensions, using numeric and labeled metrics. In some work settings, numerical ratings are supplemented with open-ended narrative reviews, and one question is whether and how these forms of evaluation relate to each other: does a positive numerical rating of an employee map onto positive open-ended comments as well? Do gender and associated gender stereotypes affect these patterns? These questions were addressed using actual performance evaluations of 234 male and female attorneys in a Wall Street law firm. Performance evaluations were analyzed for evidence of mean level gender differentials and for gender differences in correlations among facets and types of judgment. Male supervisors judged male attorneys higher in technical competence than female attorneys, but offered more positive open-ended comments about women than men. Open-ended positivity predicted positivity of numerical ratings of men, but not women, and friendliness perceptions mattered more for evaluations of women, while competence perceptions mattered more for evaluations of men. Male supervisors devalued male attorneys who also received evaluations from female supervisors. Findings are generally consistent with predictions from the shifting standards model and with gendered distinctions between warmth and competence, but also offer intriguing new directions for exploring complex and subtle patterns of gender bias.

THE PARADOXICAL CONSEQUENCES OF CONFRONTING SEXISM FOR FEMALE LEADERS Sarah J. Gervais¹, Amy Hillard¹; ¹University of Nebraska-Lincoln – The purpose of this research was to examine the consequences of confronting sexism for female leaders. In Study 1, undergraduate participants (n=165) were assigned to high power leadership positions and exposed to sexist statements from low power men during a staged interaction. Confronting hostility, competence, self-esteem, and empowerment were assessed. Consistent with hypotheses, significant Participant Gender X Confronting Hostility interactions for competence,

$F(1,160)=4.32$, $p<.01$, $R^2=.08$, self-esteem $F(1,160)=2.41$, $p<.05$, $R^2=.04$, and empowerment, $F(1,160)=3.58$, $p<.02$, $R^2=.06$, revealed that hostile confronting was associated positively with competence ($\beta=.29$), self-esteem ($\beta=.24$), and empowerment ($\beta=.34$) for female ($ps<.05$) but not male leaders (β 's = $-.13$ -. 05 , $ps > .05$). Study 2 extended and elaborated on Study 1 by examining how other people perceive female and male leaders who confront sexism. Undergraduate participants (n=283) read vignettes of female or male leaders confronting sexism; the confrontation message (i.e., hostility) and context (i.e., public vs. private) also varied. As hypothesized, a significant Leader Gender X Message X Context interaction, $F(3,279)=5.79$, $p<.02$; Wilk's $\Lambda=.98$, $\eta^2=.03$, revealed that female leaders were evaluated most favorably (highest in competence, charisma, and leadership) when they privately confronted with low hostility, whereas male leaders were evaluated most favorably when they confronted publicly with low hostility. Integrating Study 1 and 2 presents an interesting dilemma for female leaders; female leaders experience more intrapersonal benefits when they respond to sexism with more hostility and publicly, but more interpersonal benefits when they respond with less hostility and privately. Implications for interpersonal confrontation, stereotyping, leadership, and role congruity theories are discussed.

Symposia Session 17

TOO MUCH OF A GOOD THING? A CLOSER LOOK AT HAPPINESS AND WELL-BEING

Saturday, January 29, 5:00 - 6:15 pm, Room 214 C-D

Chair: Maya Tamir, The Hebrew University of Jerusalem

Speakers: June Gruber, Iris B. Mauss, Maya Tamir, Weiting Ng

Happiness is considered one of the main indices of well-being. Indeed, people all over the world want to be happy. But is the pursuit of happiness always a good thing? This symposium will suggest that while happiness is highly beneficial, it may not be beneficial at every level, in every context, and for every individual. Specifically, there may be costs to experiencing too much happiness (Gruber), to putting too much value on happiness (Mauss, Anderson & Savino), to wanting to be happy regardless of context (Tamir & Ford), and to assuming everyone wants happiness to the same degree (Ng & Diener). Gruber will discuss experimental work examining the link between the persistent experience of positive emotions and psychopathology (i.e., bipolar disorder). Mauss, Anderson and Savino will present correlational and experimental evidence showing that people who greatly value happiness end up feeling less happy. Tamir and Ford will present evidence showing that people who want to be happy in contexts in which happiness may not be useful for goal pursuit have lower well-being. Finally, Ng and Diener will conclude by demonstrating that highly neurotic individuals may be less inclined to use positive thinking to be happy. Taken together, these lines of research suggest that the pursuit and experience of happiness might sometimes lead to negative outcomes. Implications for mental health, education, and self-regulation will be discussed.

ABSTRACTS

CAN PEOPLE BE TOO HAPPY? POSITIVE EMOTION PERSISTENCE AND PSYCHOPATHOLOGY June Gruber¹; ¹Yale University – While positive emotion research has begun to flourish, the extremes and potential costs of positive emotion remain understudied. An ideal clinical model for studying the ways in which positive emotions is disrupted is bipolar disorder. Bipolar disorder is characterized by extreme bouts of expansive and persistent positive feelings (American Psychiatric Association, 2000). Recent research indicates that individuals at risk for, and diagnosed with, bipolar disorder exhibit an increased degree of positive emotion reactivity across both experiential (e.g., Johnson, 2005; Johnson, Gruber, & Eisner, 2007) and physiological (e.g., Gruber, Johnson, Oveis, & Keltner; Sutton & Johnson, 2002; Yurgelun-Todd et al., 2000) levels of measurement. Furthermore, these elevated positive emotional responses in

bipolar disorder are also evident across negative and neutral contexts (Gruber et al., 2008; Johnson, Gruber, & Eisner, 2007). In this talk, I will briefly review data organized along three questions regarding how positive emotion may be disrupted in bipolar disorder; namely: (1) Are amplified positive emotional reactions part of bipolar disorder?; (2) Is bipolar disorder associated with impaired regulation of positive emotions?; and (3) Which positive emotions are impacted in bipolar disorder? I will conclude by synthesizing these findings into a novel framework for understanding positive emotions in psychopathology and implications for the study of positive emotions more generally.

CAN WANTING TO BE HAPPY MAKE PEOPLE UNHAPPY? PARADOXICAL EFFECTS OF VALUING HAPPINESS Iris B. Mauss¹, Craig L. Anderson², Nicole S. Savino¹; ¹University of Denver, ²University of British Columbia, Vancouver – Happiness is a key ingredient of well-being. It is thus reasonable to expect that valuing happiness will have beneficial outcomes. We argue that this may not always be the case. Instead, valuing happiness could be self-defeating because the more people value happiness, the more likely they will feel disappointed. This should apply particularly in positive situations, in which people have every reason to be happy. We present two studies that support this hypothesis. In Study 1, participants who valued happiness more (vs. less) reported lower happiness when under conditions of low, but not high, life stress. In Study 2, compared to a control group, participants who were experimentally induced to value happiness reacted less positively to a happy, but not a sad, emotion induction. This effect was mediated by participants' disappointment at their own feelings. Paradoxically, therefore, valuing happiness may lead people to be less happy just when happiness is within reach.

IS SEEKING HAPPINESS ALWAYS ADAPTIVE? EMOTIONAL PREFERENCES AND WELL-BEING Maya Tamir¹, Brett Q. Ford²; ¹The Hebrew University of Jerusalem, ²University of Denver – If well-being is linked to the experience of pleasure, it should be adaptive to prefer pleasant emotions and avoid unpleasant emotions across contexts. In contrast, if well-being is linked to successful goal pursuit, it may be adaptive to avoid pleasant emotions when they can be harmful and prefer unpleasant emotions when they can be useful. To examine these possibilities, this study assessed indices of adaptive functioning and preferences for pleasant and unpleasant emotions (i.e., happiness and anger, respectively) in contexts in which they may promote and impair goal pursuit. Consistent with a motivational account, we found that people who reported stronger preferences for anger when it can be useful (i.e., confrontation) experienced greater well-being, were more healthy, and performed better academically. On the other hand, an opposite pattern was found for people who reported greater preferences for happiness when it may be harmful (i.e., confrontation). Such findings suggest that rather than seeking happiness at all times, what may be most conducive to well-being is seeking happiness at the right time.

DOES EVERYONE WANT TO BE HAPPY? NEUROTICISM AND POSITIVE THINKING Weiting Ng¹, Ed Diener²; ¹SIM University, ²University of Illinois at Urbana-Champaign – The advent of positive psychology has led to an increasing emphasis on promoting happiness. However, the path for happiness may be different for individuals high vs. low in neuroticism. Four studies demonstrate that neuroticism moderates the effectiveness of cognitive regulation strategies on mood repair. Reappraising an unpleasant real-life event or a hypothetical situation decreased negative emotions among low-neuroticism, but not high-neuroticism individuals. On the other hand, negatively reappraising a positive event, by thinking about unsatisfactory aspects of it, decreased positive emotions among high-neuroticism individuals, but not low-neuroticism individuals. High neuroticism individuals, therefore, are able to use cognitive regulation strategies, but they do so differently from low neuroticism individuals. These findings suggest that high-neuroticism individuals may not seek to enhance their happiness to the same extent as low-neuroticism indi-

viduals, because they may not value it as much, or they may not be as proficient at doing so.

Symposia Session I8

BEYOND DECEPTION DETECTION: NEW QUESTIONS AND RESEARCH DIRECTIONS

Saturday, January 29, 5:00 - 6:15 pm, Room 206 A-B

Chair: Claire E. Ashton-James, University of Groningen

Co-Chair: Catrin Finkenauer, VU University Amsterdam

Speakers: Claire E. Ashton-James, Mariëlle Stel, Justin J. Lehmiller, John Caughlin

The literature on deception and concealment has been dominated by research trying to improve deception detection. Despite considerable efforts, individuals' deception detection rarely exceeds chance, and we know little about the interpersonal processes that facilitate concealment, nor the intrapersonal and interpersonal consequences of concealment. This symposium breaks with the traditional focus of deception research, asking not "How is deception revealed?", but rather "How is deception so effectively concealed?", and "What are the intrapersonal and interpersonal consequences of such concealment?" Our first speakers examine the automatic interpersonal processes that facilitate concealment. Claire Ashton-James (with Catrin Finkenauer) demonstrates that automatic behavioral mimicry varies as a function of concealment, and importantly, that these fluctuations in mimicry serve to increase trust between interaction partners. Mariëlle Stel then shows that deception is effectively concealed by the expression of positive facial emotions (genuine or otherwise), which nonconsciously influence liking for the deceiver thereby undermining deception detection. Then, Justin Lehmiller and John Caughlin present new research on the intrapersonal and interpersonal consequences of concealment. Justin Lehmiller's longitudinal data reveals the deleterious impact of concealment on individuals' health and self-esteem, even if such concealment is not detected. In such cases where deception is detected, John Caughlin argues that it is the perceived goal of the concealment that is predictive of interpersonal outcomes rather than detection of the concealment itself. In sum, this symposium highlights new theories and empirical paradigms designed to better understand the interpersonal processes that facilitate concealment, and the intrapersonal and interpersonal costs of concealment.

ABSTRACTS

BEHAVIORAL MIMICRY AS AN EFFECTIVE AND EFFICIENT (AUTOMATIC) STRATEGY FOR CONCEALING DECEPTION

Claire E. Ashton-James¹, Catrin Finkenauer²; ¹University of Groningen, The Netherlands, ²VU University Amsterdam, The Netherlands – Concealment is an inevitable and often functional form of human behavior. Concealing one's true thoughts, feelings, and knowledge about others, for instance, facilitates cooperation and is thus adaptive in many social contexts. When detected, however, concealment can be extremely corrosive for interpersonal relationships, undermining trust, feelings of inclusion, and ultimately the longevity of relationships (e.g., Finkenauer, Kerkhof, Righetti, & Branje, 2009). Hence, skillful concealment is an important human adaptation. The present research investigates how automatic interpersonal behaviors vary as a function of concealment. Specifically, we examined whether nonconscious behavioral mimicry – which functions to facilitate affiliation and social cohesion – is affected by concealment and how these changes affect the relationship between the concealer and the target of concealment. To this end, we video-taped interactions between strangers and friends in which one partner either concealed or did not conceal information from the other. We hypothesized and found that motivations to conceal increase nonconscious behavioral mimicry of strangers, and that behavioral mimicry acts as a buffer against deception detection by increasing the perceived trustworthiness of the concealer. These findings support the notion that people have automatized strategies for conceal-

ing information, enhancing the efficiency and effectiveness with which information is concealed and relationships are maintained.

DETECTING DECEPTION FROM EMOTIONAL FACES: IS THAT REALLY HOW YOU FEEL? Mariëlle Stel¹; ¹University Utrecht, The Netherlands

Facial expressions of emotion do not always correspond to the emotion that is actually experienced, especially when deception is involved. The detection of deception is thus facilitated by the accurate perception of false emotional displays. The present research investigates how the detection of false emotional displays is affected by the valence of facial expressions. We expected that people would be better able to distinguish liars from truth tellers when assessing the genuineness of negative facial expressions compared with positive facial expressions. This hypothesis is derived from research by Berridge (1999) showing that positive expressions, either truly experienced or simulated, elicit more liking. Liking influences whether or not information is carefully considered (e.g., Schul et al., 2004), and could therefore undermine the detection of deception. Three studies are presented in support of our hypothesis. Participants judged persons either simulating or truly experiencing positive or negative emotions while being in their immediate presence (Study 1) or while watching video fragments (Studies 2-3). Deception detection was measured by participants' assessments of the persons' emotions and by participants' direct judgments of deception. As expected, participants could more accurately distinguish liars from truth tellers when assessing the experienced emotions from facial expressions, but only from negative expressive faces (Studies 1-3). This effect was due to differences in liking for the person expressing positive or negative emotions (Study 3), which influenced whether the presented information was carefully considered. False negative emotions may thus be revealed, while a smile may always work!

ROMANTIC RELATIONSHIP CONCEALMENT: A LONGITUDINAL ASSESSMENT Justin J. Lehmiller¹; ¹Colorado State University

Although romantic relationship concealment is commonplace (Kelly, 2002), research indicates that keeping a romance secret from others is often stressful and is linked to an array of poor outcomes. These include lower commitment to the relationship and worse health for the partners involved (Lehmiller, 2009). However, whether secrecy actually causes such effects remains unclear. In order to understand whether romantic secrecy might precipitate poor outcomes at both the personal and relational levels, the present study employed a one-year longitudinal design. Romantically involved individuals were recruited online ($n = 173$). At Time 1, participants completed a measure of relationship secrecy (Foster & Campbell, 2005). At Time 2, measures of break-up status, relationship commitment, self-esteem, and health symptoms were administered. Results indicated that greater levels of secrecy at Time 1 were associated with a higher likelihood of break-up at Time 2, with Time 1 commitment mediating this association. That is, persons keeping their relationships secret appeared more likely to break-up because they were less committed to their partners. Furthermore, Time 1 secrecy significantly interacted with future breakup status in predicting both Time 2 self-esteem and health symptoms. The nature of these interactions was that people who stayed in their secret relationship over time experienced worse outcomes, whereas people who broke up (thereby ending the secrecy) had more positive outcomes. These compelling results suggest that romantic secrecy may not only threaten relationship stability, but also the long-term health of the partners involved. Thus, romantic relationship concealment may carry significant hidden costs.

THE EFFECTS OF CONCEALMENT DEPEND ON THE PERCEIVED GOALS OF CONCEALMENT John Caughlin¹; ¹University of Illinois, Urbana-Champaign

Multiple goals theories are the most prominent explanation for why individuals produce particular messages (Wilson, 2002). The present research argues that a multiple goals perspective can be extended with important implications for the literature on secrecy. In particular, a multiple goals perspective suggests that the way that information is concealed, and the perceived purposes of concealment, influ-

ence our perceptions of concealment and consequently the effects of concealment on interpersonal relationships. This theoretical perspective provides a framework for understanding how concealing information can have qualitatively different meanings in different circumstances. To illustrate, data are drawn from two studies. The first is a quantitative investigation in which undergraduates ($N = 590$) evaluated the relational effects of secrets that another person was keeping from them. Results indicated that the perceived reasons for keeping the secret influenced whether participants thought the secrecy was hurtful or had a negative effect on the relationship. The second study involved in-depth qualitative interviews of adults who had lost a parent to lung cancer ($N = 35$). Participants reported on what information was avoided or concealed among family members before and after the parent's death. The interviews indicated that the meaning of concealment, and consequently the relational impact of concealment, was largely defined by the perceived motivations for that concealment. Depending on the attributed goals, concealment was sometimes viewed as extremely harmful but other times viewed as functional. To conclude, new avenues for research into the interpersonal consequences of concealment that stem from the multiple goals perspective are discussed.

Symposia Session I9

SELF-REGULATION THROUGH VISUAL PERCEPTION

Saturday, January 29, 5:00 - 6:15 pm, Room 207 A-B

Chair: Emily Balcetis, New York University

Speakers: Emily Balcetis, Jay Van Bavel, Bruce D. Bartholow, Sean Duffy

How do people pursue goals and effectively self-regulate? This symposium offers a novel, interdisciplinary answer; the authors propose that visual perception is one tool that assists in effective self-regulation. Across divergent social and biological goals and through a variety of processes that comprise visual perception, evidence converges to suggest that vision is biased systematically in ways that serve perceivers' goals. Emily Balcetis presents data suggesting that biased perceptions of distance serve the fundamental goal to engage in appropriate action, given the constraints of the perceiver and environment. Biased perception changes physiology to prepare the perceiver for goal-relevant action. Jay Van Bavel's data indicate that biased activation in the fusiform face area, implicated in visual information processing, serves the goal to establish distinguishable social identities. Bruce Bartholow investigates the role of visual attention, as measured through event-related potential markers of early orienting and reorienting, in the self-regulation of alcohol consumption among people at high versus low risk for alcoholism. Finally, Sean Duffy argues for the existence of a reciprocal relationship between visual attention and cultural modes of being. People focus on and remember the contents of their environment in ways that reflect cultural goals; simultaneously, visual ecologies of environments influence patterns of visual attention in ways that serve culturally specific goals. Together, the talks in this symposium reveal that divergent aspects of basic visual perceptual processes are highly dependent on the motivational needs of the perceiver, ultimately pointing to the conclusion that that biased visual experiences serve self-regulatory functions.

ABSTRACTS

SEEING IS FOR DOING: MOTIVATED PERCEPTION AND ACTION REGULATION Emily Balcetis¹, Shana Cole¹; ¹New York University

How do people engage in goal-relevant action? We suggest that visual perception serves self-regulation. We propose that people perceive distances, a naturally occurring ambiguous stimulus, in biased ways in order to prepare the perceiver for appropriate action. What constitutes appropriate action is determined by the perceiver's physiological resources and the objects contained in the environment. In Studies 1 and 2, perceivers' resources, defined as their chronic energy levels, interacted with active goals to reach a location when perceiving distance. We found that active

goals compensated for low energy and shaped distance perception in a way that encouraged goal-relevant action. In Study 3, we tested whether threatening objects in the environment, relative to disgusting objects, produced different perceptual biases. Participants perceived a threatening needle as closer than a disgusting one or a neutral object. Study 4 suggested that perceptual biases produced in response to valenced objects affect changes in perceivers' physiology that assist in appropriate action. Perceivers estimated the distance to a threatening, disgusting, or neutral confederate person. Participants perceived the threatening confederate as closer than the disgusting or neutral confederate. Importantly, we measured changes in systolic blood pressure (SBP) to assess preparation for action. SBP increased in the presence of a threatening relative to disgusting or neutral confederate, and SBP correlated with perceptions of distance. We suggest that the function of motivated visual perception is to assist in preparing the perceiver physiologically for appropriate goal-relevant action.

THE TOP-DOWN INFLUENCE OF SOCIAL IDENTITY ON LOW-LEVEL VISUAL PROCESSING Jay Van Bavel¹; ¹New York University – Correctly identifying group members is critical for successfully navigating complex social environments. The current research uses neuroimaging to examine whether the motivation to identify in-group members can modulate brain regions involved in low-level visual perception. A region of the fusiform gyrus (the fusiform face area; FFA) is both critical for face recognition, and sensitive to extensive visual expertise. The current research tests whether contextual, motivational factors can bias FFA processing during facial recognition. We predicted that group membership would enhance the value of in-group members and therefore provide a top-down influence on perceptual processing in the FFA. We assigned participants to a minimal group and had them visually identify in-group and out-group faces during neuroimaging. Faces were randomly assigned to groups and assignment was counterbalanced so that no perceptual cues allowed participants to visually distinguish category membership. As predicted, FFA activity was heightened following the presentation of in-group faces compared to out-group or unaffiliated faces. This occurred even when the intergroup distinction was random, there were no visual cues to distinguish group membership, and exposure to the faces was equivalent, recent, and relatively brief (~10 minutes). In addition, there was a correlation between the brain activation differences in the FFA for in-group and out-group faces and recognition memory differences for in-group and out-group faces. This research provides evidence that the FFA is sensitive to top-down motivational influences and may be involved in individuation of in-group members in the absence of long-term exposure to aid successful self-regulation in dynamic social contexts.

IS THAT A BEER I SEE? BIASED VISUAL ATTENTION TO ALCOHOL CUES IN AT-RISK DRINKERS Bruce D. Bartholow¹, Joseph B. Hopfinger²; ¹University of Missouri, ²University of North Carolina at Chapel Hill – This work suggests one mechanism by which people regulate alcohol consumption, proposing that visual attention serves self-regulation of drinking behavior. Models of addiction propose that drug seeking behavior is facilitated by processes that increase the salience of drug-related cues. Previous event-related potential (ERP) evidence from our lab demonstrated that alcohol cues are motivationally salient for individuals at risk for alcohol dependence. Here, we tested the hypothesis that low sensitivity to the acute effects of alcohol, a known risk factor for development of alcoholism, is associated with biases in visual selective attention toward alcohol-related cues. We investigated at which stage(s) of information processing this potential bias emerges. High-sensitivity (HS) and low-sensitivity (LS) participants performed a task in which alcoholic and nonalcoholic beverage cues were presented bilaterally followed by a target that required categorization by color. Response times were faster for targets appearing in alcohol-cued than nonalcohol-cued locations for LS but not for HS participants. ERP markers of early attention orienting (P1 amplitude) and subsequent attention reorienting (ipsilateral invalid negativity [IIN] amplitude) indicated preferential selective attention to alco-

hol-cued locations among LS individuals. Neural responses to alcohol cues predicted self-reported drinking 4 months later. Controlling for previous drinking did not affect the findings for LS participants; however, among HS participants relatively heavy recent drinking was associated with difficulty reorienting attention away from alcohol-cued locations. Together, these data suggest that self-regulation of drinking behavior is influenced by early, spontaneous visual attention processes that guide selection of salient visual cues for further processing.

A RENEWED LOOK AT SOCIO-CULTURAL INFLUENCES ON VISUAL ATTENTION Sean Duffy¹; ¹Rutgers University – Camden – This work explores how visual attention serves the self-regulation of culturally divergent modes of being a self. Western culture promotes an independent mode of being a self; this mode of being requires a focused strategy of attention that emphasizes absolute properties of objects, individuals, and events at the expense of contextual information. However, East Asian culture promotes an interdependent mode of being a self; this mode of being requires a divided strategy of attention that emphasizes relational properties of objects, individuals, and events, at the expense of the focal properties of these entities. I will report the results of three studies elaborating on the perceptual and cognitive underpinnings of socialized attention and explore the social consequences. In Study 1, Japanese participants were better able to incorporate physical context in their perceptual estimates of an object's size, and American participants were better able to include focal properties of an object in their estimates. In Study 2, Japanese participants' memories of simple perceptual stimuli, such as lines and circles, were influenced by mnemonic, conceptual context stored as category-level information to a greater extent than North Americans. Study 3 will discuss some recent work on structural and aesthetic differences in the visual ecologies of North American and Japanese physical environments that have implications for differences in patterns of visual attention. Together, these studies suggest that people engaging in divergent cultures actually see the world in different ways, and culturally specific patterns of visual attention regulate the pursuit of culturally specific modes of being.

Symposia Session I10

SELF-AFFIRMATION AND ADAPTIVE BEHAVIOR: UNDERSTANDING MECHANISMS AND ADVANCING THEORY

Saturday, January 29, 5:00 - 6:15 pm, Room 8 A-B

Chair: J. David Creswell, Carnegie Mellon University

Speakers: J. David Creswell, Christine Logel, Jennifer L. Cerully, David K. Sherman

In recent years, experimental investigations of self-affirmation processes have revealed two things: (1) new links continue to emerge between self-affirmation and adaptive behavioral outcomes and (2) we have a much improved understanding of how self-affirmation exerts its effects. Specifically, early research showed that self-affirmation could buffer people's self-image from threat and reduce the need to engage in defensive biases. More recently, emerging studies suggest that self-affirmations may facilitate a much broader array of adaptive behaviors, including enhancing academic performance and health outcomes in self-threatening contexts. Further, this recent work sheds light on the mechanisms underlying self-affirmation effects. This symposium brings together four programs of research that describe intriguing new links between self-affirmation and stress, weight loss, adaptive health behaviors, and academic performance. Moreover, each talk will highlight new findings describing the mechanisms involved in these effects. In the first presentation, Creswell will describe how self-affirmation reduces stress responses in ways that improve physical health and academic performance outcomes. In the second presentation, Logel & Cohen show that self-affirmation can improve self-control for long-term weight management goals, reducing weight and abdominal circumference in overweight adults. In the third presentation, Cerully, Harris, & Klein will describe a series of studies examining how self-affirmation can modify

one's attentional resources and threat perceptions in ways that promote greater vigilance to adaptive health behavior change. In the fourth presentation, Sherman & Hartson will describe an integrative model (and supporting data) that addresses how self-affirmation can affect such a broad range of adaptive behavioral outcomes.

ABSTRACTS

THE ROLE OF STRESS PATHWAYS IN EXPLAINING THE EFFECTS OF SELF-AFFIRMATION ON REDUCED THREAT RESPONDING J. David Creswell¹;

¹Carnegie Mellon University – Self-affirmation has been shown to reduce threat responding in a broad array of social psychological experiments. For example, self-affirmation reduces defensiveness to threatening health information, buffers stereotype threat responding in academic settings, and decreases rumination after failure feedback, to name a few. This talk explores the role of stress pathways as one mechanism for the effects of self-affirmation on reduced threat responding in these studies. In demonstrating the initial stress buffering effects of self-affirmation, Study 1 (N=85) shows that self-affirmation reduces salivary cortisol responses to an acute laboratory stress-challenge task in healthy volunteers. Studies 2 & 3 suggest that stress pathways may underlie the effects of self-affirmation on long-term health outcomes and academic performance. Study 2 (N=60) tests the effects of self-affirmation during expressive writing in early-stage breast cancer survivors, showing that self-affirmation writing buffers acute distress during writing and is predictive of fewer physical symptoms at 3-month follow-up. Study 3 (N=80) shows that chronic stress can impair academic problem-solving performance on a remote associates task, and that self-affirmation can improve problem-solving performance in these at-risk stressed participants. In combination, this work sheds light on the adaptive role of self-affirmation in buffering stress in ways that can impact real-world health and performance outcomes. Discussion will focus on characterizing the conditions when self-affirmation can impact stress, health, and academic performance.

SELF-AFFIRMATION AND WEIGHT LOSS Christine Logel¹, William Hall¹, Geoffrey L. Cohen²; ¹University of Waterloo, ²Stanford University – Building

on theorizing on self-affirmation, the authors suggest that guiding people to affirm their self-worth in alternative domains may facilitate weight loss and health. By boosting their self-integrity, affirmation could help people who are motivated to lose weight function better when their self-control is depleted, thereby helping them adhere to their weight-loss goals in tempting situations. Participants were women whose actual weight exceeded their ideal weight, and whose body mass index exceeded 23. At Time 1, participants in the affirmation condition wrote about an important personal value unrelated to health such as relationships or creativity, and participants in the control condition wrote about an unimportant value. Participants in both conditions had equivalent weight at the Time 1 baseline. However at Time 2, eight to ten weeks later, affirmed women weighed less, had lower BMIs, and had smaller abdominal circumferences than nonaffirmed women. These effects were robust among those with BMIs' exceeding the recommended health guidelines, as the affirmation intervention also increased the number of participants in the healthy BMI range (i.e., 25 or below). Affirmation also reduced body dissatisfaction and disordered eating behaviors among at-risk women. Additional data suggest that the affirmation worked by freeing up working memory and facilitating resistance to temptation in cognitively taxing situations. Discussion centers on the role of psychological threat and self-affirmation in long-term goal pursuit.

SELF-AFFIRMATION AND DEFENSIVE REACTIONS TO HEALTH THREATS

Jennifer L. Cerully¹, Peter R. Harris², William M.P. Klein³; ¹University of Pittsburgh, ²University of Sheffield, ³National Cancer Institute – Self-affirmation reduces defensive reactions to health threats. We report findings that track the influence of self-affirmation at key stages of the process of responding to threatening health information. Effects of self-affirmation appear early in the process: relative to non-affirmed counterparts, self-

affirmed participants displayed enhanced orientation to threatening words taken from a persuasive health message. These and other findings indicate greater readiness to attend to threatening material. Self-affirmation also moderates subsequent cognitive and affective responses to threatening information, especially among those at higher risk. For example, self-affirmed individuals express greater worry following exposure to a threatening message. Self-affirmation also appears to encourage greater readiness to change. For example, we found that individuals who were off-schedule for colorectal cancer screening and unrealistically optimistic about their cancer risk were more likely to intend to be screened if they were self-affirmed prior to getting tailored risk information. Importantly, those who were not affirmed were less likely than controls to intend screening, reflecting defensiveness. Other work in our labs has shown that self-affirmation can promote healthy behavioral changes as well as specific plans for engaging in those behaviors. Self-affirmation thus appears to benefit the response to health-risk information at each stage of the process from attention to behavior – particularly among those for whom the information is most threatening or highly relevant. We discuss the theoretical and applied implications of these findings.

A MULTI-STAGE MODEL FOR THE EFFECTS OF SELF-AFFIRMATIONS ON DEFENSIVENESS, STRESS REDUCTION, AND ACADEMIC PERFORMANCE David K. Sherman¹, Kimberly A. Hartson¹; ¹University of California, Santa Barbara – Since the inception of self-affirmation theory,

there have been many demonstrations, in both the laboratory and the field, that when people affirm the self, they are less defensive and more open to otherwise threatening information. Studies have also found that among those experiencing high levels of stress due to stereotype threat, affirmations, such as having people write about their important values, can reduce physiological stress responses and improve academic performance. After reviewing the evidence for these different effects, this talk will pose the question: How is it that relatively simple self-affirmation manipulations exert such effects? Drawing on recent research from several laboratories, we propose a multi-stage model that suggests that self-affirmations may reduce threat, stress, and defensiveness by the following process: 1) Self-affirmations boost self-resources, the psychological resources that one has to cope with a threat; 2) With self-resources salient, an individual can view the threat from a broader perspective; 3) This broader perspective reduces the threat's potency at affecting the self. We present recent evidence that supports this model from field and laboratory experiments demonstrating the effect of self-affirmation on sympathetic nervous system responses to stressful events, the impact of self-affirmation on construal level among students experiencing stereotype threat, and the impact of self-affirmation on group-serving judgments.

Symposia Session I11

LIVING VICARIOUSLY? SELF-REGULATION AS A SOCIAL PROCESS

Saturday, January 29, 5:00 - 6:15 pm, Room 205

Chair: Kathleen C. McCulloch, Idaho State University

Co-Chair: Gráinne M. Fitzsimons, Duke University

Speakers: Josh Ackerman, Brian C. Gunia, Kathleen C. McCulloch, Keith Wilcox

Why do people succeed or fail at their goal pursuits? Given the importance of successful self-regulation to health and well-being, it is important to understand the factors that encourage versus impair success. Recently, growing research has examined social influences on self-regulation, an exciting complement to social psychology's traditional focus on individual drivers of success and failure. The current symposium draws together four distinct programs of research, each of which describes a novel phenomenon in which "living vicariously through others" impairs individual self-regulation. Ackerman demonstrates that people become vicariously depleted by others' efforts at exerting self-control. When individuals imagine self-control acts by others, they per-

sist less towards their goals. Gunia and colleagues present results from negotiation and decision-making studies suggesting that people become vicariously entrapped by others' sunk costs. When individuals feel connected to others, they take on their psychological investments, which undermines decision-making. McCulloch presents social cognitive evidence suggesting that people become vicariously fulfilled by others' successes. When individuals observe others succeed, they inhibit the goal themselves, and perform worse. Finally, Wilcox and colleagues present lab and field evidence suggesting that vicarious fulfillment can happen even just from imagined choices. When individuals see that alternative (healthier) choices are possible, they are less likely to make healthy choices themselves. The presentations span social, consumer, health, and organizational psychology, highlighting the important implications of understanding social effects on self-regulation for consequential real-world behaviors like healthy eating, negotiating, financial investments, and spending.

ABSTRACTS

VICARIOUS SELF-CONTROL DEPLETION: ONE'S SUCCESS BEGETS ANOTHER'S FAILURE Josh Ackerman¹; ¹Massachusetts Institute of Technology – Acts of self-control can deplete individuals' self-regulatory resources, leading to a focus on short-term outcomes and increased consumption. But what are the consequences of one person's self-control activities on another person's behavior? In several studies, mentally simulating another's use of self-control vicariously depleted the simulator, leading people to feel like more time had passed, become less resistant to persuasive messages, and exert relatively less restraint over spending. These negative effects occurred even though the people being simulated succeeded in their own self-control struggles. Conversely, perceiving (but not simulating) self-control boosted one's own abilities, suggesting that social experiences with self-control can either be harmful or beneficial depending on the degree to which people mentally engage with others.

VICARIOUS ENTRAPMENT: YOUR SUNK COSTS, MY ESCALATION OF COMMITMENT Brian C. Gunia¹, Niro Sivanathan², Adam Galinsky¹; ¹Northwestern University, ²London Business School – Individuals often honor sunk costs by increasing their commitment to failing courses of action. Since this escalation of commitment is fueled by self-justification processes, a widely offered prescription for preventing escalation is to have one individual make the initial decision and then have a separate, different individual make subsequent resource allocation decisions. In contrast to this proposed remedy, we present four experiments that explored a phenomenon we call vicarious entrapment, which occurs when a psychological connection between two decision-makers leads a separate, second decision-maker to invest further in the failing program orchestrated by the first. Across three different contexts (financial investments, personnel decisions, and auctions), we found that multiple forms of psychological connectedness (perspective-taking, shared attributes, and interdependent mindsets) led decision-makers to vicariously justify others' initial decisions and escalate their own commitment to these decisions – even in the face of direct financial costs to themselves, and even among economics students trained in the irrationality of honoring sunk costs. For example, when a second decision-maker simply shared a birthday with the first decision-maker, they were more likely to lose their own money, with twice as many shared birthday decision-makers going into debt compared to when the two decision-makers had different birthdays. Additionally, vicarious self-justification mediated the relationship between psychological connectedness and escalation of commitment. The ability of subtle psychological connections to undermine the conventional prescription for de-escalation has important theoretical and practical implications. Entrapment represents a new domain of vicarious experience, with troubling implications for the person entrapped.

VICARIOUS GOAL SATIATION: UNDERMINING EFFECTS OF OTHERS' SUCCESS Kathleen C. McCulloch¹, Gráinne M. Fitzsimons²; ¹Idaho State University, ²Duke University – A signature feature of self-regulation is that once a goal is completed or satisfied, it becomes deactivated, thereby allowing people to engage in a new pursuit. In this presentation, we discuss new findings demonstrating that merely observing someone else's goal pursuit can derail that same goal in the observer. Across three experiments, we found evidence for vicarious goal satiation, a novel phenomenon in which individuals experience "post-completion goal inhibition" as a result of unwittingly taking on another person's goal pursuit as their own. In other words, observing a goal being completed causes observers to strive less on the same task. At first glance, this basic effect could appear to be a general motivational effect; we rule out this alternative account by demonstrating goal-specific effects. Namely, we varied the actor's strength of commitment to the goal, the observed goal's success, and the relatedness of the actors' and observers' goals. Results showed that observing stronger goal commitment led to lower accessibility of goal-related words, but only when the goal being observed was completed. Furthermore, observing successful goal striving in tandem with its completion resulted in less persistence, but only when the subsequent task was related to the actor's goal. Hence, vicarious goal satiation is most likely to occur in situations where people observe strongly committed, successful, and completed goal pursuit. We discuss the implications of vicarious goal satiation for goal pursuit in social settings, such as cooperative study groups or work teams.

VICARIOUS GOAL FULFILLMENT: WHEN THE PRESENCE OF A HEALTHY OPTION LEADS TO AN INDULGENT DECISION Keith Wilcox¹, Beth Vallen², Lauren Block³, Gavan Fitzsimons⁴; ¹Babson College, ²Loyola University Maryland, ³The City University of New York, ⁴Duke University – This research examines how individuals' food choices differ when healthy items are included in a choice set compared with when they are not available. Results demonstrate that many individuals are, ironically, more likely to make indulgent food choices when a healthy item is available compared to when it is not. While a handful of individuals select the healthy option across a variety of tested contexts (e.g., side items at a fast food restaurant, Oreo cookies, lunch sandwiches, etc.) we find that the vast majority of people end up choosing the least healthy option. For example, the addition of a side salad to a menu of unhealthy sides at a restaurant leads many consumers not only to avoid the side salad, but to shift to the least healthy option available. Support is found for a vicarious goal fulfillment explanation for these findings, whereby the mere presence of the healthy food option vicariously fulfills nutrition-related goals and provides consumers with a license to indulge. We also find that individuals with chronically active health related goals are most vulnerable to this effect (e.g., the influence of the mere presence of a healthy item on indulgent choice is stronger for those with higher perceptions of personal self-control).

Thursday, January 27, 7:00 – 8:30 pm, Ballroom C

Culture

- A1**
THE CONTEXT OF RESILIENCE AMONG AT-RISK BAHAMIAN YOUTH Giavana Jones¹, Kathryn D. Lafreniere¹; ¹University of Windsor – The purpose of this study was to identify the challenges that exist, which threaten positive outcomes, in urban Bahamian communities. The study also sought to gain a culturally sensitive definition of resilience through identification of the mechanisms that protect and promote resilience among the urban youth.
- A2**
MEASUREMENT OF CULTURAL TIGHTNESS AND LOOSENESS Irem Uz¹; ¹UNR – By operationalizing cultural tightness/looseness as standard deviation, an index of cultural differences in the strength of and tolerance for deviations from norms was developed. The index was validated through its moderate correlation with individualism, $r = .49$ ($p = .005$), and its lack of correlation with Hofstede's (2000) other cultural dimensions, all $p > .4$.
- A3**
CONFUCIANISM STILL REMAINS IN MIND OF KOREAN PEOPLE Kyungsub Shim¹, Yoshiyuki Inumiya², Sangyeon Yoon¹, Shinhwa Suh¹, Kyungjae Song¹, Yang Zhang¹, Seongyeul Han¹; ¹Korea University, ²Seojeong College University – This was a preliminary study for developing a measurement of Confucian values in Koreans. When we conducted factor analysis, we found three factors (9 items) in a world view, four factors (22 items) in perspective on human and two factors (26 items) in perspective on society.
- A4**
VALIDATION OF A CONTINUOUS MEASURE OF THE CULTURE OF HONOR IN THE U.S. Michael Tamborski¹, Ryan P. Brown¹; ¹The University of Oklahoma – Previous research on the Culture of Honor (COH) has relied on dichotomous indicators. We attempted to develop a valid, continuous COH variable by factor-analyzing four state-level variables representing different aspects of COH. This latent COH factor was superior to the dichotomous COH in predicting suicides, voting patterns, and school shootings.
- A5**
WHAT YOU HAVE IS WHO YOU ARE: SELF-UNCERTAINTY LEADS TO SEEING YOURSELF IN YOUR POSSESSIONS Camille Johnson¹, Kimberly Morrison²; ¹San Jose State University, ²University of Chicago – Uncertainty about the self-concept can motivate people, particularly individualists to perceive their material possessions as extensions of themselves (i.e., as value-expressive). Four studies examine this hypothesis and demonstrate that: European Americans rate their jeans, and individualists rate their cars and their favorite possessions, as more value-expressive after experiencing self-uncertainty.
- A6**
CULTURAL DIFFERENCES IN THE EFFECTS OF COMPENSATION AND APOLOGY ON FRIENDSHIPS Asuka Komiya¹, Hiroki Ozono¹, Motoki Watabe², Yuri Miyamoto³; ¹Kyoto University, ²Waseda University, ³University of Wisconsin-Madison – This questionnaire study examined the cultural differences in the effects of compensation and apology on friendships. The results showed that Japanese are more likely than Americans to forgive a friend who apologizes, whereas Americans are more likely than Japanese to forgive a friend who offers compensation.
- A7**
THE INFLUENCE OF CULTURAL DIFFERENCES IN IDEAL AFFECT ON SELF-PRESENTATION AND OTHER-PERCEPTION OF FACEBOOK PROFILES Alice Moon¹, Louise Chim², Jeanne Tsai², Yuen Wan Ho³, Helene Fung³; ¹UC Berkeley, ²Stanford University, ³Chinese University of Hong Kong – We examined whether cultural differences in ideal affect were reflected in how people presented themselves and perceived others on Facebook. As predicted, European Americans presented themselves as more exciting than did Chinese, and European Americans perceived exciting (vs. calm) profiles to be friendlier than did Asian Americans.
- A8**
DIFFERENCES IN GROUP-LEVEL EMOTIONS BETWEEN CHINESE STUDENTS AT HOME AND IN THE UNITED STATES Charles R. Seger¹, Ishani Banerji², Yufang Sun², Jingyu Zhang³, Yongyuan Chen⁴, Eliot R. Smith²; ¹University of East Anglia, ²Indiana University, Bloomington, ³Institute of Psychology, Chinese Academy of Sciences, ⁴Beijing Normal University – Group-level emotions were assessed for Americans, Chinese in China (C-C), and Chinese in the USA (C-USA), across four types of groups. C-C reported stronger positive emotions for intimacy groups; group identification was more predictive of emotions for C-USA. C-C felt more positive emotions toward task groups than C-USA.
- A9**
CULTURE AND EMPATHIC ACCURACY: THE MODERATING ROLE OF TARGET FAMILIARITY Christine Ma¹, Jim Blascovich¹; ¹University of California, Santa Barbara – Three studies examine East-West differences in empathic accuracy (EA). We predict that cultural differences in contextual sensitivity and interpersonal concern will differentially predict EA as a function of target familiarity. While European-Americans are more accurate in reading the emotions of non-familiar targets, Asians are more accurate in reading familiar targets.
- A10**
THE RELATIONSHIP BETWEEN EXPRESSIVE SUPPRESSION AND PSYCHOLOGICAL FUNCTIONING AMONG EUROPEAN AMERICANS AND HONG KONG CHINESE Christopher R. Perez¹, Elizabeth A. Lee¹, Young-Hoon Kim², Mark R. Minnick¹, José A. Soto¹; ¹The Pennsylvania State University, ²University of Pennsylvania – Expressive suppression has been consistently linked to adverse psychological functioning, but little attention has been given to cultural influences of this relationship. We found no evidence for negative associations in Hong Kong (where emotional restraint is encouraged, relative to America), highlighting the importance of studying cultural contexts in emotion regulation.
- A11**
CROSS-CULTURAL REPLICATIONS OF AUTHENTIC AND HUBRISTIC PRIDE Joanne Chung¹, Richard Robins¹; ¹University of California, Davis – An etic-emic approach was used to test whether the authentic/hubristic pride distinction found in previous research replicated in China and Korea. Chinese participants rated pride-related words derived in the US, while American and Korean participants rated pride-related words derived in Korea. Two factors replicated, supporting a universalist stance.
- A12**
CULTURAL DIFFERENCES IN THE IMPORTANCE OF OUGHT AFFECT FOR MENTAL HEALTH Louise Chim¹, Jeanne L. Tsai¹, Lei Zhu², Xiulan Zhang²; ¹Stanford University, ²Beijing Normal University – We examined whether there were cultural differences in the importance of ought and ideal affect for mental health. As predicted, discrepancies between ideal and

actual affect accounted for greater variance in depression than discrepancies between ought and actual affect for European Americans whereas the reverse was true for Mainland Chinese.

A13

DICHOS AND CONSEJOS, ETHNIC IDENTITY, AND EMOTION SOCIALIZATION BELIEFS AND BEHAVIORS IN LATINA MOTHERS Marie Belle Perez Rivera¹, Julie Dunsmore¹; ¹Virginia Polytechnic Institute and State University – Consejos, messages passed on intergenerationally within Latino communities, are influential within Latino culture. We examined how 40 Latina mothers' ethnic identity and interpretations of consejos related to their emotion socialization practices. Results suggest that understanding Latino ethnic identity and social location may be helpful to promote culturally sensitive socialization practices.

A14

ELEVATED BASELINE ANXIETY AMONG AFRICAN AMERICANS IN PSYCHOPHYSIOLOGICAL RESEARCH: A TUSKEGEE LEGACY? Nana Dawson-Andoh¹, José A. Soto¹, Nicole A. Roberts², Nnamdi Pole³, Arlene R. King⁴, Alfree Breland-Noble⁵, Robert W. Levenson⁶; ¹The Pennsylvania State University, ²Arizona State University, ³Smith College, ⁴Columbia University, ⁵Duke University Medical Center, ⁶University of California, Berkeley – African Americans have historically been subjected to research abuses (e.g., Tuskegee study), resulting in well-documented research anxiety. We attempted to quantify this anxiety among African Americans who do participate in psychological research. Baseline data from three studies showed greater subjective and physiological anxiety among African Americans relative to European Americans.

A15

RESIST AGING OR EMBRACE IT? CONSEQUENCES FOR EMOTIONAL ADJUSTMENT AMONG OLDER CHINESE-AMERICANS AND EUROPEAN-AMERICANS Tamara L. Sims¹, Jeanne L. Tsai¹, Ewart A. C. Thomas¹, Clara Park¹, Janie Hong¹, Helene H. Fung²; ¹Stanford University, ²Chinese University of Hong Kong – Ethnographic descriptions suggest that North American culture resists aging more than many East Asian cultures. We examined whether these cultural views of old age shaped the emotional goals of Chinese and European Americans across the life span and discuss implications for how each cultural group may respond to age-related change.

A16

SOMATIC AWARENESS AND COHERENCE BETWEEN PERCEIVED AND ACTUAL PHYSIOLOGICAL CHANGES IN RESPONSE TO EMOTIONAL ELICITOR Yulia Chentsova Dutton¹, Vivian Dzokoto²; ¹Georgetown University, ²Virginia Commonwealth University – Does the cultural emphasis on the somatic awareness enhance interoception? Ghanaian participants rated changes in their heartbeat while watching a scary film. Higher levels of somatic awareness were associated with higher degree of coherence between actual and perceived heartbeat. Thus, culture may affect coupling between actual and perceived physiological changes.

A18

BODY SIZE AND CROSS-CULTURAL VARIATION IN INDIVIDUALISM AND COLLECTIVISM Tiejuan Guo¹; ¹University of Macau – In history, humans with large body size may have more strength and thus rely on each other less in hunting, farming, etc.. As a result, individualism tends to emerge and prevail in those societies. The preliminary data showed that height predicted individualism at societal level after controlling GDP per capita.

A19

GROUP FAILURES CAUSE DIFFERENT PATTERNS OF ATTRIBUTION AND GROUP MEMBERSHIP CHANGE ACROSS CULTURES HeeJung Jung¹, Zoe Kinias¹; ¹INSEAD – We examined how cultural variation in attributions for group failures affects group membership change. When asked the reason for the group's failure, Westerners held a specific individual

responsible and intended to leave their group. However, Asians held the entire group responsible and thus did not intend to change group membership.

A20

“DON'T TAKE THAT OUT OF CONTEXT!”: CULTURAL INFLUENCES ON GROUP DISPOSITIONAL BIAS J. Patrick Boyle¹; ¹The New School – To examine dispositional inference, 60 US and 60 Indian participants appraised hypothetical agents under different contextual conditions. Results revealed a stronger tendency among US than Indian participants for both individual and group dispositional inference. The results call into question past claims that collectivism is associated with a group dispositional bias.

A21

TWO SIDES OF THE SAME COIN: BICULTURALISM AND ENDORSEMENT OF CULTURAL IDEOLOGIES Stephanie A. Quezada¹, Isabel J. Gonzalez¹, Michael A. Zárate¹; ¹University of Texas at El Paso – The present study tested the cultural inertia model. Latino or American identity was primed for Latino-American biculturals, and endorsement of assimilation and multiculturalism was measured. Relative to the American prime, Latino-Americans in the Latino prime condition expressed greater endorsement of multiculturalism. Endorsement of assimilation did not differ across prime conditions.

A22

THE ROLE OF CULTURAL VALUES IN SHAPING SOMATIZATION AMONG URBAN AND RURAL CHINESE OUTPATIENTS Jessica Dere¹, Shuqiao Yao², Xiongzhou Zhu², Qiuping Tang², Lin Cai², Andrew G. Ryder^{1,3}; ¹Concordia University, ²Central South University, ³Sir Mortimer B. Davis -- Jewish General Hospital – This study provides an examination of cultural values and somatization, among urban (n=182) and rural (n=120) Chinese outpatients. As hypothesized, Euro-American values were associated with lower levels of somatization in both groups. The rural group showed higher levels of somatization, and Euro-American values mediated the effect of group on somatization.

A23

PERCEPTIONS OF TREATMENT OPTIONS FOR DEPRESSION: THE INFLUENCE OF CULTURE AND SYMPTOM TYPE Kaitlyn Chambers¹, Miki Talebi¹, Kimberly Matheson¹, Hymie Anisman¹; ¹Carleton University – Online studies indicated that among first year university students, cultural differences exist in both public and private stigma regarding affective and somatic symptoms of depression. Depending on the symptoms presented, treatment suggestions and perceptions of the likelihood of recovery differed between Asians and Caucasians.

A24

A SOCIO-ECOLOGICAL APPROACH TO SOCIAL REJECTION AND ANXIETY: THE CASE OF TAIJIN KYOFU-SHO Kosuke Sato¹, Masaki Yuki¹; ¹Hokkaido University – The cross-cultural differences in Taijin Kyofu-sho (TKS) a subtype of social anxiety between the U.S. and Japan was mediated by relational mobility (RMob), defined as the general amount of opportunity to form new relationships in a given society. The society low in RMob, TKS was higher than that of high.

A25

NONATTACHMENT ON THE EAST: THE RELATIONSHIP OF NONATTACHMENT AND PSYCHOLOGICAL WELL-BEING AMONG TAIWANESE Shu-He Chao¹; ¹National Taiwan Normal University, Taiwan – This study cross-validated the validity of nonattachment scale (Sahdra, Shaver, Brown, 2010) and explored its relationship with a variety of psychological constructs (e.g., psychological well-being, state-trait anxiety, and subjective stress evaluation). The implications of how nonattachment may result in psychological well-being from an eastern culture point of view were discussed.

A26

ARE VARIATIONS OF GAMBLE ADDICTION PREVALENCE TRUE? : A META-ANALYSIS WITH CULTURAL AND METHODOLOGICAL FACTORS Seung-Hyuk Choi¹, Moonki Hong¹, JiHye Kwon¹, Yonghun Kim¹, Cheongyeul Park², Taekyun Hur¹; ¹Korea University, ²Human Management Institute – This study examined the roles of cultural and methodological factors in variations of gambling addiction prevalence by a meta-analysis of 47 data reported in the 36 previous studies. The results revealed the significant differences between Asian and Western cultures and also across gambling addiction concepts, scales, and survey formats.

A27

AMAZING GRACE: CULTURAL DIFFERENCES IN PROTESTANT THEOLOGY AND SELF-AWARENESS Christena Cleveland¹, Joni Sasaki²; ¹St. Catherine University, ²University of California, Santa Barbara – Drawing from self-awareness theory, we hypothesized that Arminians would exhibit greater increases in self-awareness when perceiving a moral self-discrepancy relative to Calvinists because Arminians possess a shared cultural belief that salvation can be lost and Calvinists do not. Arminians in the discrepancy condition reported higher levels of self-awareness than Calvinists.

A28

CULTURAL DIVERSITY OF ACHIEVEMENT: INDIGENOUS PSYCHOLOGICAL APPROACH OF THE KOREAN ACHIEVEMENT Kyungjae Song¹, Kyungsup Shim¹, Shinhwa Suh¹, Sangyeon Yoon¹, Monica Kim¹, Seongyeul Han¹; ¹Korea University – The present study aimed to identify the cultural difference in conceptualizing achievement. We examined how Koreans conceptualize “Bo-ram” (Korean vernacular: sense of achievement). We found three factors that elicit achievement: attaining goals, overcoming adversity, and exhibiting capacity. Koreans are shown to feel achievement from the interaction of all three factors.

A29

APPLYING A VALUE FRAMEWORK TO UNDERSTAND MORALITY IN RELIGIOUS AND NON-RELIGIOUS Noga Sverdljik¹, Sonia Roccas², Lilach Sagiv³; ¹Open University of Israel and Interdisciplinary Center (IDC) Herzliya, ²The Open University of Israel, ³The Hebrew University of Jerusalem – Applying values framework in two studies (N=200, N=134) I explore variability in the meaning of morality between religious and non-religious people. Results suggest that religious participants relate morality to emphasis on benevolence and tradition and a de-emphasis of universalism, whereas non-religious participants relate morality to emphasis on benevolence and universalism.

A30

SHIFTING PSYCHOLOGICAL TENDENCIES WITH POST-INDUSTRIAL ANOMIE: SELF, MOTIVATION, AND THE SOCIAL PATHOLOGY OF MARGINALIZED JAPANESE Vinai Norasakkunkit², Yukiko Uchida¹; ¹Kyoto University, ²Minnesota State University – There are currently at least five million individuals in Japan who do not meet any DSM diagnostic criterion but have either partially or fully withdrawn from participating in society. The current study examined the self and motivational processes of such individuals as signs of shifting psychological tendencies in post-industrial Japan.

A31

THE DOUBLE EDGED SWORD - COLLECTIVISM AND SOCIAL COMPARISON Deborah Ko¹, Heejung Kim²; ¹HKU, ²UCSB – Past research on face has shown that cultures differ in protection of self-face (personal dignity) and other-face (another's dignity). Three studies were conducted to understand the impact of social comparison on face-work in the East. Results provide an explanation to its paradoxically competitive yet collective nature.

A32

COMMON BELIEFS, BEHAVING BY ANTICIPATING OTHER'S RESPONSE, AND SELF-SUSTAINING MECHANISM OF JAPANESE INTERDEPENDENCE Hirofumi Hashimoto^{1,2}, Kanako Ohashi¹, Toshio Yamagishi¹; ¹Hokkaido University, ²The Japan Society for the Promotion of Science research fellow DC – Japanese interdependent behaviors are reinforced by common beliefs that being independent is a socially unwise way of life and that behaving in an interdependent manner is socially wise. Four studies demonstrated these common beliefs which trigger Japanese to behave interdependently are propelled by a type of self-fulfilling prophecy.

A33

TRANSMISSION OF CULTURAL VALUES THROUGH NARRATIVE COMMUNICATION IN THE UNITED STATES AND JAPAN Toshie Imada¹, Steven R. Yussen²; ¹Wesleyan University, ²University of Minnesota – The study investigated cultural values in people's narrative communication. When re-telling a story to others in serial-reproduction chains, Americans transmitted information that reflected individualistic values more than collectivistic ones whereas the pattern was the opposite for Japanese, suggesting an important role narrative communication plays in transmitting and maintaining cultural values.

A34

HOW CONFUCIAN VALUE REN (PERFECT GOODNESS) BENEFITS MODERN SOCIETY -- MEASUREMENT OF REN Xiaowei Lu¹, Kaiping Peng¹; ¹UC Berkeley – The traditional Confucian value concept “Ren” was defined and measured in current research. A two-dimensional model (loyalty and Tolerance) was established. Both ideal and realistic Ren concepts were measured in American and Chinese sample. Item analysis and factor analysis were conducted to establish a reliable measurement tool for this concept.

A35

HOME AND SCHOOL AS DISTINCT CULTURAL CONTEXTS AMONG EUROPEAN AMERICANS, ASIAN AMERICANS, AND ASIAN IMMIGRANTS Christopher Schroth¹, Janxin Leu¹; ¹University of Washington – We examined how home and school represent cultural contexts. Participants were randomly assigned to write about home or school. Content analysis revealed that Asian Americans showed significantly more interdependence, especially in the home condition. Results provide insight into how context elicit cultural values and differences among first- and second-generation immigrants.

A36

MEANING AND DEGREE OF FANSHIP IN THREE CULTURES Jamie Snider¹, Stephen Reysen¹, Iva Katzarska-Miller², Shanmukh V. Kamble³, Nandini Vithoji³, Lindsey Pierce¹; ¹Texas A&M University-Commerce, ²Transylvania University, ³Karnatak University – We examined the degree of fanship and the meaning of being a fan in three cultures (U.S., Bulgaria, and India). Results suggest that the meaning of being fan is similar across the three cultures, and the degree of fanship is similar regardless of type of fan interest.

A37

ORIGINS OF CROSS-CULTURAL DIFFERENCES IN ZERO-SUM THOUGHT Louisa Egan¹, Daniel Diermeier¹; ¹Kellogg School of Management – The tendency to think in zero-sum terms negatively impacts negotiation outcomes. Zero-sum thought is believed to be more prevalent in individualistic than collectivist cultures. The current work examines zero-sum thought in 4-, 8-, 12-year-olds, and adults in the United States and Singapore to understand the origins of these differences.

A38

META-COGNITIVE BELIEFS ACROSS CULTURES: INTERCULTURAL ADAPTION OR STABILITY? Marieke van Egmond¹, Ulrich Kühnen¹, Song Yan¹, Jin Li²; ¹Jacobs University / Bremen International Graduate School of Social Sciences, ²Brown University – Meta-cognitive beliefs (i.e., mind and virtue orientation) and their intercultural change were measured in Germany and China. Mind orientation was more pronounced among German than Chinese students with a reverse direction for the virtue orientation. Cross-sectional results indicate an increase in mind orientation over time, for Chinese students in Germany.

A39

INTERPERSONAL COMMUNICATION OF CHINESE PEOPLE ACROSS SITUATIONS: THE STUDY FOCUSED ON DYADIC INTERACTION BY STRANGERS Masanori Kimura¹, Xinhua Mao²; ¹Kobe Gakuin University, ²Osaka University – More and more Chinese people are going abroad to study or work these days. To succeed in cross-cultural communication with them, it's essential to understand how they communicate with each other usually. In this study, we examined the characteristics of interpersonal communication of Chinese people between strangers through the experiment.

A40

CULTURE AND COGNITION: PERCEPTUAL AND ATTENTION PROCESSES IN GUATEMALA AND THE UNITED STATES. Sara Estrada-Villalta¹; ¹University of Northern Iowa – Participants from Guatemala and the United States completed the Individualism-Collectivism Scale and carried out three cognitive tasks. Guatemalan participants reported higher Collectivism and Individualism than the U.S. participants, and paid more attention to the context as a whole. Emphasis on social relationships and harmony might influence perception and attention processes.

A41

CULTURE AND CREATIVITY: HOW CULTURAL ORIENTATION INTERACTS WITH THE TYPE OF PROBLEM IN AFFECTING PROBLEM-SOLVING Sharon Arieli¹, Lilach Sagiv¹; ¹Hebrew University of Jerusalem – Four studies were designed to investigate how culture orientation (autonomy vs. embeddedness) interacts with the type of problem (rule-based vs. context-based) in effecting creative problem-solving. Focusing on riddle solving, our findings indicate that embedded culture promotes success in context-based riddles whereas autonomy culture promotes success in rule-based riddles.

A42

WHY ARE CHINESE STUDENTS IN JAPAN DISTRESSED IN THEIR INTERPERSONAL RELATIONSHIPS WITH JAPANESE? Xinhua Mao¹; ¹Osaka University – The current study explored the distress felt by Chinese students in their interpersonal relationships with Japanese. 153 Chinese students in Japan answered a free description questionnaire. The result showed Chinese students feel uncomfortable from 3 aspects, and they put forward some ideas about how to build friendship with Japanese.

A43

SHOWING OR HIDING YOUR STRENGTH IN COMPETITIONS: CULTURE, SELF-PRESENTATIONAL TACTICS, AND THREAT APPRAISALS Albert Lee¹, Li-Jun Ji¹; ¹Queen's University – Compared to Chinese, Euro-Canadians tended to advertise their strength to their opponents more than concealing it. Also, relative to an opponent who conceals, an opponent who projects a competitive image was considered more threatening by Euro-Canadians than by Chinese. Psychological mechanisms were examined to account for these differences.

A44

I LIKE YOU BECAUSE YOU THINK IN THE "RIGHT" WAY: CULTURE AND IDEAL THINKING Jinkyung Na¹, Incheol Choi², Sunhae Sul²; ¹University of Michigan, ²Seoul National University – We proposed that the holistic vs. analytic cognitive style would be idealized in Eastern and Western cultures, respectively. In support of the proposal, we found that Koreans evaluated a holistic person more positively than an analytic one whereas the opposite was the case for Americans.

A45

BEING DIFFERENT LEADS TO BEING CONNECTED: ON THE ADAPTIVE FUNCTION OF UNIQUENESS IN "OPEN" SOCIETIES Kosuke Takemura¹; ¹Kyoto University – Current research proposes that in circumstances where social relationships are generally open, rather than closed, need-for-uniqueness brings more positive life outcomes to individuals by helping them be connected with others. Regional differences within Japan examined by a secondary analysis of representative social survey data confirmed the hypothesis.

A46

EFFECTS OF MACHISMO AND ACCULTURATION ON HPV VACCINATION STATUS AND WILLINGNESS AMONG WHITES AND LATINAS Andrea Lund¹, Melissa Deer², Rachel Reimer²; ¹University of Minnesota, Morris, ²Des Moines University – This study examined influence of the cultural principles of acculturation and machismo on women's attitudes towards HPV vaccination. A community sample of White and Latina women participated in a cross-sectional survey study. Results indicated that increased agreement with machismo decreased odds of vaccination, while effects of acculturation were not significant.

A47

A CROSS-STRAIT COMPARISON OF OPERATING MECHANISM OF FILIAL PIETY IN CONTEMPORARY CHINESE SOCIETIES Kuang-Hui Yeh¹; ¹National Taiwan University – Based on the Dual Filial Piety Model (DFPM, Yeh & Bedfore, 2003), its fundamental dimensions should be identified as reciprocal and authoritarian. This study looked into the underlying mechanism of filial piety in mainland China and Taiwan to test the two-aspect and operating argument of DFPM.

A48

WHY DO WESTERNERS HELP STRANGERS MORE FREQUENTLY THAN EASTERNERS? Ruokang Han¹, Masaki Yuki¹; ¹Hokkaido University – The study examines cultural differences in helping strangers from a socio-ecological perspective, focusing on relational mobility. Six hundred and eight participants, sampled from a representative database in the US, completed a questionnaire study. A significant positive correlation was found between helping strangers and relational mobility on a state level.

A49

CULTURAL INFLUENCE ON VISUAL ATTENTION AND ITS ACCULTURATION PROCESSES DURING MOVIE PERCEPTION Sawa Senzaki¹, Takahiko Masuda¹, Keiko Ishii²; ¹University of Alberta, ²Kobe University – Using underwater movies, our study revealed that European-Canadians fixated more on the focal objects area than did Japanese, while Japanese fixated more on the background area. Furthermore, results with Asian-Canadians and international students show that patterns of eye movements can be changed quickly due to acculturation.

A50

IT'S NOT ABOUT ME... OR IS IT?: CULTURAL VARIATION IN INTERPRETING AND RESPONDING TO FAILURE Alyssa Fu¹, Hazel R. Markus¹, Nicole Stephens²; ¹Stanford University, ²Northwestern University, Kellogg Graduate School of Management – Asian Americans (AAs) tend to excel on measures of academic achievement compared to European Americans (EAs). What accounts for this difference? This research shows that after experi-

encing failure, EAs tend to focus on the self, hindering future performance, whereas AAs tend to focus on others and perform better after failure.

A51

MULTICULTURALISM AND CREATIVITY: THE EFFECTS OF CULTURAL CUES ON THE CREATIVITY OF CHINESE-AMERICANS Carmel Gabriel¹, Rodica Damian¹; ¹University of California, Davis – Researchers suggest that biculturals' multicultural experience enhances creativity. However, this may not apply to all biculturals. We exposed 283 Chinese-Americans to monocultural or multicultural primes before assessing creativity. Biculturals perceiving their cultures as compatible were more creative in the multicultural condition, but those viewing them as incompatible were less creative.

A52

ETHNICITY AND BODY IMAGE CONCERNS: THE ROLE OF OTHERS' APPROVAL AND FAVORITE FEMALE MEDIA CHARACTERS Dara Greenwood¹, Sonya Dal Cin²; ¹Vassar College, ²University of Michigan – This survey study examined how self-worth based on others' approval and affinity for favorite female media figures contributed to body concerns of young Black and White women. Approval-based self-worth predicted body concerns for all women, whereas wishful identification with a favorite character predicted body surveillance for White women only.

A53

THE DIALECTICAL SELF-CONCEPT II: CROSS-ROLE AND WITHIN-ROLE CONSISTENCY, WELL-BEING, SELF-CERTAINTY, AND AUTHENTICITY Helen C. Boucher¹; ¹Bates College – Naïve dialecticism (a belief system characterized by holism, change, and contradiction) predicted lower cross-role and within-role self-concept consistency, and moderated the relationship between consistency and both subjective well-being and self-concept certainty. Dialecticism moderated the relationship between cross-role consistency and authenticity, and the relationship between authenticity and subjective well-being.

A54

BEING A GLOBAL CITIZEN?: IDENTIFICATION AND CORRELATES FROM THREE COUNTRIES Iva Katzarska-Miller¹, Stephen Reysen², Shanmukh V. Kamble³, Nandini Vithoji³; ¹Transylvania University, ²Texas A&M University-Commerce, ³Karnatak University – We examined the degree of identification as a global citizen and the relation to proposed correlates in three countries (USA, Bulgaria, India). Global Citizenship identification was found to positively correlate with social justice, national equality, intergroup empathy, intergroup helping, and concern for global warming.

A55

PSYCHOLOGICAL CONSEQUENCES OF GLOBALIZATION IN CHILEAN CULTURAL CONTEXTS Margaret Tankard¹, Krishna Savani², Hazel Markus³; ¹Princeton University, ²Columbia University, ³Stanford University – Two studies with Chilean university students found that priming globalization leads to higher perceived life satisfaction, confidence, and clarity of identity (Study 1) and more interdependence-oriented sociograms (Study 2). These findings suggest Chileans associate globalization with a (1) stronger, more positive experience of personal identity, and (2) more interdependent self-concept.

A56

A QUALITATIVE EXAMINATION OF THE INTEGRATION OF MULTIPLE CULTURAL IDENTITIES WITHIN THE SELF Maya Yampolsky¹, Catherine E. Amiot¹, Catherine M. Bergeron¹, Roxanne de la Sablonniere²; ¹Universite du Quebec a Montreal, ²University of Montreal – The socio-cognitive model of multiple social identity integration (Amiot et al., 2007) proposes several organisations for multiple cultural identities: identifying with one culture over others; maintaining separate identities; and connecting identi-

ties. Interview results suggest that each organisation has a different pattern of cultural participation, social support, discrimination, and narrative coherence.

A57

AMERICAN EXCEPTIONALISM AND VIEWS OF MORALITY: HOW DOES PRIMING EXCEPTIONALISM EFFECT MORALITY IN THE U.S.? Sasha Kimel¹, Michael Varnum¹, Richard Nisbett¹; ¹University of Michigan, Ann Arbor – Starting as far back as the 1800's, the U.S. has been called exceptional. Compared to other wealthy democracies, the U.S. is much higher in moral absolutism. We looked at the consequences of perceiving one's country as distinctive (vs. similar to other countries) on Americans' and Canadians' views of morality.

A58

CULTURAL IDENTITIES, POSITIVE FUNCTIONING, AND PSYCHOLOGICAL DISTRESS Seth Schwartz¹, Byron Zamboanga², Robert Weisskirch³, Linda Castillo⁴, Veronica Benet-Martinez⁵, Adriana Umana-Taylor⁶; ¹University of Miami, ²Smith College, ³California State University at Monterey Bay, ⁴Texas A&M University, ⁵Universidad Autonoma de Barcelona, Spain, ⁶Arizona State University – Cultural values and identifications were studied together in a sample of 10,573 students from 30 US colleges/universities. Only individualism and US identity were positively associated with positive functioning. Individualism, collectivism, US identity, and ethnic identity were associated with distress. Values and identifications may thus represent separate dimensions of cultural identity.

A59

A STUDY OF MODELS OF SELF AS INDEPENDENT AND INTERDEPENDENT IN AMERICAN AND TAIWANESE CULTURES Yahui Chang¹, Sean Duffy¹; ¹Rutgers University-Camden – This study examined cultural differences between Americans and Taiwanese who make choices based on opposing models of independent and interdependent selves. Results showed a trend, replicating prior research. Findings suggested further investigation on other factors which may influence the construction of self and personal choice.

A60

STRIVING TO BE KNOWN OR TO BE ACCEPTED: CULTURAL DIFFERENCES IN SELF-VERIFICATION PROCESSES Yi-Tai Seih¹, William B. Jr. Swann¹, Yi-Cheng Lin², Chin-Lan Huang³; ¹University of Texas at Austin, ²National Taiwan University, ³National Taiwan University of Science and Technology – This research examined cultural differences in self-verification. Both American and Taiwanese students self-verified on measures of perceived accuracy of feedback regarding their social competence. Nevertheless, on a measure of feedback seeking, American students preferred feedback that confirmed their self-perceived competence but Taiwanese students preferred feedback that confirmed their self-perceived agreeableness.

A61

ARE THE IDEAL SELF PURSUIT AND THE OUGHT SELF FULFILLMENT UNRELATED? Yiming Jing¹, Hui Liao², Dengfeng Wang²; ¹University of Delaware, ²Peking University – This study is aimed at testing our proposition that achieving the ideal and the ought self goals can be congruent among the Chinese. We recruited 207 Chinese college students and measured their different types of self-discrepancies as well as psychological outcomes. Our findings challenged Higgins' (1987) self-discrepancy theory.

A62

THE ROLE OF CULTURE IN ENHANCING AND ELIMINATING THE ENDOWMENT EFFECT Carl F. Falk¹, Yumi Endo², Hajo Adam³, William W. Maddux³, Steven J. Heine¹; ¹The University of British Columbia, ²Kansai University, ³INSEAD – The present research explored cultural variation in the endowment effect – a tendency for individuals to value an object more after they own it – using a well-established experimental para-

digm. Results revealed cultural differences and suggested that self-enhancement can enhance the effect whereas self-criticism can reduce the effect.

A63

THE RELATIONSHIP BETWEEN CULTURALLY-EMPHASIZED LUCK BELIEFS AND SUPERSTITIOUS BEHAVIOR Ning Chen¹; ¹Clarion University of Pennsylvania – The current research explores the relationship between trait-like and state-like luck beliefs and superstitious propensity among Americans and Asians in the context of decision making. It was hypothesized and found that more superstition and less hope relate to state-like luck beliefs among Americans and trait-like luck beliefs among Asians.

A64

SHARED BELIEF OF SOCIAL SUPPORT SEEKING IN FRIENDSHIPS: SITUATION SAMPLING IN CANADA AND JAPAN Kenichi Ito¹, Takahiko Masuda¹, Koichi Hioki², Asuka Komiya³; ¹University of Alberta, ²Kobe University, ³Kyoto University – Investigating social support seeking across cultures, we had Canadian and Japanese participants report favors they have actually asked of their close friends. Whereas Canadians reported higher proportion of instrumental support than the Japanese, the Japanese reported higher proportion of emotional support, informational support, and shared activity than did Canadians.

A65

BENEFITS AND UTILIZATION OF IMPLICIT AND EXPLICIT SOCIAL SUPPORT AMONG LATINO AND EUROPEAN AMERICANS Taraneh Mojaverian¹, Heejung S. Kim¹; ¹University of California Santa Barbara – Two studies including Latino and European American student and community samples explored the frequency and benefits of implicit and explicit social support in both cultures. Overall results found that Latinos reported using more implicit support and acquired greater benefits from its use compared to European Americans who preferred explicit support.

A66

EXPLORING THE ROLE OF CULTURAL FACTORS ON MENTORSHIP Yan Yang¹, Cody Cox¹; ¹University of Texas at Brownsville – We explored the effects of cultural factors (i.e., collectivism and power distance) of protégés on perceptions and experiences with mentors. Protégé power distance was negatively associated with wanting mentor psychosocial support while collectivism was positively associated with wanting and receiving psychosocial support from mentors. Implications are discussed.

A67

LOOK INTO THE MIND OR LOOK AT THE EYES: BELIEFS OF LYING BEHAVIOR ACROSS CULTURES Ning Zhang¹, Tingyu Zhang¹, Yuqing Zhang¹, Kankan Wu¹; ¹Institute of Psychology, Chinese Academy of Sciences – Two studies using questionnaire and open-ended questions explored native Chinese's beliefs of liars and lying behavior and compared the results with those of the Global Deception Research Team. The results suggested that there are both similarities and differences between Chinese and Westerner's beliefs of liars and lying detection.

A68

'TWO SOULS, TWO THOUGHTS', TWO SELF SCHEMAS? SELF AND BEHAVIOR IMPLICATIONS FOR AFRICAN AMERICANS Tiffany Brannon¹, Hazel Rose Markus¹; ¹Stanford University – We investigate the psychological implications for self and behavior of a pervasive sense of 'twoness' experienced by African Americans – a sense of oneself as an American and African American. We provide evidence that African Americans have two distinct self-schemas – an African American (interdependent) and a mainstream American (independent) self-schema.

A70

CROSS-CULTURAL DIFFERENCES IN CONTEXT-RELATED PERCEPTION: A META-ANALYTIC REVIEW William Clay¹, Laura Kiken¹; ¹Virginia Commonwealth University – The current meta-analysis examines the influence of culture on visual perception. Our analysis provides strong evidence that East-Asians tend to be more sensitive to changes in contextual information relative to North Americans, though there appears to be a chronic lack of diversity in participant samples to date.

A71

THE BELIEF IN MERITOCRACY, INTERNAL ATTRIBUTIONS FOR STATUS DIFFERENCES, AND THE CONSEQUENCES FOR WELLBEING Brandon Cosley¹, Shannon McCoy¹, Ellen Newell¹, Joseph Wellman¹, Ryan Pickering¹; ¹University of Maine – When low-status was salient, endorsing meritocracy increased internal attributions for one's low-status. Moreover, in the low-status condition, attributions to internal stable causes (e.g. ability) were protective of mood and attributions to unstable causes (e.g. effort) were not. The role of stable (vs unstable) internal attributions in perpetuating inequality is discussed.

A72

AGING AND WELL-BEING IN CULTURAL CONTEXT: WITH MULTIPLE WELL-BEING SCALES Chiemi Kan¹, Mayumi Karasawa¹, Shinobu Kitayama², Carol Ryff³; ¹Tokyo Woman's Christian University, ²University of Michigan, ³University of Wisconsin – This study investigated multiple aspects of psychological well-being among probability middle age and aging samples of Japanese to test above patterns of aging and well-being are found in Japan. Findings indicated that patterns of aging and well-being are influenced by culture as well as their status in aging.

A73

THE WAYS CULTURE INFLUENCES EATING ATTITUDES AND BEHAVIORS FOR AFRICAN AMERICAN COLLEGE STUDENTS Christina Oney¹, Rebecca Corsa¹, Ashley Evans¹, Robert Sellers¹; ¹University of Michigan – Culture contributes to group differences in eating-related pathologies (obesity, bulimia, and anorexia). This study explores the role of cultural orientation in predicting eating attitudes and behaviors in African American undergraduates. Results extend our knowledge of the ways in which cultural attitudes shape the physical and mental health of African Americans.

A74

INTERDEPENDENCE ADDS TO MY STRESS: ENDORSEMENT OF CULTURAL VALUES AND WELL-BEING ACROSS CULTURAL GROUPS Eunsoo Choi¹, Yulia Chentsova-Dutton¹; ¹Georgetown University – Endorsement of independent and interdependent cultural values had different effects on well-being across cultural groups. Whereas independent values did not affect well-being across cultural groups, interdependent values predicted higher levels of perceived stress for individuals from independent cultural contexts but not for individuals from interdependent cultural contexts.

A75

NAIVE DIALECTICAL THINKING STYLE AS A MODERATOR OF JOB INSECURITY AND WELL-BEING Shih-Jung Lee¹, Chia-Huei Wu²; ¹University of Cambridge, ²University of Sheffield – This research examined the moderator effect of naïve dialectical thinking style on job insecurity and well-being. Based on the stressor-coping model, results demonstrated the negative association between job insecurity and well-being. Moreover, individuals with higher dialectical thinking style were less affected by the negative effect of job insecurity on well-being.

A76

FUTURE LONG-TERM ORIENTATION AND CHINESE PSYCHOLOGICAL ADJUSTMENT: THE MEDIATION EFFECT OF BASIC PSYCHOLOGICAL NEED SATISFACTION Szu-Hsien Yu¹, Yi-Cheng Lin¹, Chin-Lan Huang²; ¹National Taiwan University, ²National Taiwan University of Science and Technology – The present study examined the relationship between future long-term orientation (FLTO) and Chinese psychological adjustment. We found that only satisfaction with relatedness mediated the positive relationship between FLTO and Taiwanese undergraduates' psychological adjustment when the three need satisfactions (i.e., autonomy, relatedness, and competence) were scored separately.

Evolution**A77**

DO WOMEN AND MEN DIFFER IN THE WAY THEY INTERROGATE UNFAITHFUL PARTNERS? Barry X. Kuhl¹, Justine G. Zolton¹, Sarah H. Afriecq¹, Kylie M. McColligan¹, Oscar V. Solis¹, Cindy N. Comerford¹, Matthew T. Suda¹; ¹University of Scranton – Study 1's exploration of self-reported reactions to imagined infidelity scenarios (N = 172) and Study 2's analysis of actual behavior in the face of real infidelities (N = 89) provided converging evidence in support of our hypothesis that humans have sex-differentiated strategies to investigate the nature of a partner's infidelity.

A78

THE STRUCTURE, RELIABILITY AND PREDICTIVE VALIDITY OF MATING INTELLIGENCE Benjamin Crosier¹, Glenn Geher², Scott Barry Kaufman³, Justin Garcia⁴; ¹University of Florida, ²State University of New York at New Paltz, ³New York University, ⁴Binghamton University – Mating Intelligence is the hypothesized constellation of mental adaptations that collectively guide mate choice, allowing one to function in the mating market. This study illuminates the construct's factor structure, reliability and predictive validity above and beyond existing psychological constructs in an investigation that examines sexual behavior and preference.

A79

CHANGES IN WOMEN'S THOUGHTS ABOUT THEIR ROMANTIC PARTNERS ACROSS THE OVULATORY CYCLE Christina Larson¹, Martie Haselton¹, Kelly Gildersleeve¹; ¹UCLA – Women in relationships were brought into the laboratory at high and low-fertility points in their ovulatory cycles. In high-fertility sessions, women were less satisfied by their relationship and more critical of their partners than in low-fertility sessions. These effects were stronger among women who rated their partners as less attractive.

A80

SICK AND SEXY: PATHOGEN PREVALENCE AND MATE PREFERENCES Stephanie Cantu¹, Vidas Griskevicius¹, Jeffrey A. Simpson¹; ¹University of Minnesota – According to the Strategic Pluralism Model (Gangestad & Simpson, 2000), women's mate preferences should be sensitive to the level of pathogens in the environment. Accordingly, we find that experimentally priming pathogen cues leads women to shift mate preferences toward men who exhibit cues associated with genetic fitness (e.g., attractiveness, sexiness).

A81

THE INTERNATIONAL BODY PROJECT: PREFERENCES FOR MALE MUSCULARITY AND BODY FAT ACROSS 10 WORLD REGIONS David Frederick¹, Viren Swami², 56 IBP Project Members³; ¹UCLA, ²University of Westminster, ³Multiple Universities – Females in many species prefer males with traits generated by high levels of testosterone. In this study, women preferred relatively high levels of muscularity in 41 sites across 10 world regions (N = 7432). There was notable variation across cultures, suggesting that cultural and ecological factors shift preferences for muscularity.

A82

SEX DIFFERENCES IN SEXUAL REGRET Andrew Galperin¹, Martie Haselton¹, Joshua Poore¹, William von Hippel², David Buss³, Gian Gonzaga¹; ¹UCLA, ²University of Queensland, ³University of Texas at Austin – Online participants were asked whether they have ever experienced 88 specific sexual regrets. Sex differences in the prevalence of specific regrets reflected different evolutionary fitness costs for women and men. In addition, women reported more action regrets than did men, whereas men reported more inaction regrets than did women.

A83

PUNISHERS HAVE POOR MEMORY FOR FACES Yuko Morimoto¹, Satoshi F. Nakashima¹, Takashi Kusumi¹; ¹Kyoto University – Evolutionary psychologists insist that people memorize cheaters' faces in order to avoid or punish them. If so, punishers should have good memory for faces. However, in the current study, we found the opposite result. The result might be explained by the fact that altruists favor but cheaters avoid punishers.

A84

MIRROR, MIRROR ON THE WALL: PEER COMPETITION, TELEVISION INFLUENCES AND BODY IMAGE DISSATISFACTION Monica E. Munoz¹, Christopher J. Ferguson¹, Sandra Contreras¹, Kristina Velasquez¹; ¹Texas A&M International University – This experiment examined the influences on body dissatisfaction of media exposure (thin-ideal television actresses vs. not) and sexual competitiveness cues in peers (evident vs. not). Results indicated that dissatisfaction was greater when sexual competitiveness cues were evident, particularly when a desirable mate was present, while media exposure had no influence.

A85

HOW DO WE LEARN SOCIAL NORMS? TESTS OF PREDICTIONS FROM CULTURE-GENE CO-EVOLUTION THEORY Wanying Zhao¹, Joseph Henrich¹; ¹University of British Columbia – Humans might exhibit cognitive biases for learning social norms. Our findings suggest that our minds are sensitive to cues that help identify potentially normative information, and aid in generating inferences to unfamiliar contexts. Further, we exhibit enhanced recall for normative compared to non-normative information, in proportion to degree of normativity.

A86

MEMORABILITY AND BELIEVABILITY IN RELIGIOUS CONCEPTS Aiyana Willard¹, Ara Norenzayan¹, Joe Henrich¹; ¹University of British Columbia – Our study demonstrates that though a memory bias for minimally counterintuitive content has been shown in cognitive studies of religion, this bias may only exist when the content is not believed to be true. This suggests a broader theoretical approach is needed to explain the spread of religions in cultures.

A87

MORTALITY SALIENCE AND NAMESAKING: DOES THINKING ABOUT DEATH INCREASE DESIRE TO NAME CHILDREN AFTER ONESELF? Amanda Vicary¹; ¹University of Illinois at Champaign-Urbana – The purpose of the research was to investigate whether naming a child after oneself serves a terror management function. Results showed that people who had been primed with death reported a greater desire to name their children after themselves, especially if they had an anxious attachment orientation.

A88

CAN MEN DETECT OVULATION? EVIDENCE THAT MEN PREFER WOMEN'S HIGH-FERTILITY BODY ODOR Kelly Gildersleeve¹, Christina Larson¹, Elizabeth Pillsworth², Martie Haselton¹; ¹UCLA, ²Cal State Fullerton – Women wore gauze pads under both arms for 24 hours at high and low fertility. Men preferred high-fertility over low-fertility scents at above chance (56%) and rated high-fertility scents as sexier and more pleasant. These effects were particularly pronounced when high- and low-fertility scent samples could be easily discriminated.

A89

SINGLES VIEW OTHER SINGLES AS SEXY: THE INFLUENCE OF RELATIONSHIP STATUS ON JUDGMENTS OF ATTRACTIVENESS Randy Denis¹, Courtney Cantrell¹, Jenna Wells¹, R. Weylin Sternglanz¹; ¹Nova Southeastern University – Participants rated the attractiveness of supposedly single or romantically involved opposite-sex targets. Single participants found single targets more attractive than romantically involved targets. Results were not due to a halo effect of perceived similarity, because participants did not rate single targets more positively than romantically involved targets on other traits.

A90

FORGET THE LITTLE BLACK DRESS: FERTILITY, WOMEN'S USE OF RED, SEXUAL DESIRE, AND MEN'S MATING-EFFORT Joseph E. Gonzales¹, Victor X. Luévano¹; ¹California State University, Stanislaus – Ten women completed online sessions over a two week span and performed LH tests to determine when ovulation occurred. During high-fertility women reported using the color red more than during low-fertility. The use of red was associated with sexual desire and male mating-effort, but only during high-fertility.

Individual Differences

A91

NATURAL PERSPECTIVE-TAKING ORIENTATION AS A MODERATOR IN PREJUDICE INTERVENTIONS: WHEN DOES IT MATTER? Caroline Mann¹, Michael Olson²; ¹Randolph College, ²University of Tennessee at Knoxville – This study examined how natural perspective-taking/empathic-orientation impacts a perspective-taking intervention. Results showed that perspective-taking orientation influenced prejudice only in the control condition. There was no significant moderation when the DV was social distance, but there was a main effect for empathic-orientation, with the action again centered on the control condition.

A92

THE E-T SCALE: INDIVIDUAL DIFFERENCES IN PREFERENCE FOR EPISTEMIC VS. TELEOLOGIC STRATEGIES OF DELIBERATE SELF-PERSUASION Cheryl Taylor¹, Charles G. Lord², Amanda Morin³; ¹Texas Christian University, ²Texas Christian University, ³Texas Christian University – Based on Maio and Thomas' landmark article reviewing two types of strategies for changing one's attitudes (i.e., epistemic and teleologic), Taylor, Lord and Morin (2010) developed a psychological scale to measure individuals' preferences for these two strategies. The Epistemic-Teleologic Scale's initial development, test-retest reliability and validity measures will be presented.

A93

HYPOCRISY IN UPHOLDING THE STATUS QUO Claire Baxter¹, Ian Newby-Clark¹; ¹University of Guelph – This study examined the effect of status quo, threat and conservatism on system injunctification (Kay, 2009). Results revealed that participants upheld the left-wing SQ more than the right, regardless of political leaning. Both psychological conservatives and liberals rejected their respective status quo under threat. Theoretical implications will be discussed.

A94

REASONS VERSUS EMOTIONS: INTERACTIONS BETWEEN INDIVIDUAL DIFFERENCES AND MESSAGE CONTENT IN ANTI-SMOKING ARGUMENTS Colin Smith¹, Jan De Houwer¹; ¹Ghent University – Participants read an affective or cognitive anti-smoking message before completing an IAT and NFC and NFA scales. Although message type did not differentially affect implicit evaluations of smoking, there was a significant interaction between the type of message and individual levels of both NFC, $F(3,39)=4.55, p=.04$ and NFA, $F(3,39)=5.65, p=.03$.

A95

TIMING MATTERS: ON THE (MIS)ATTRIBUTION OF TRAIT SELF-CONFIDENCE IN PERSUASION Cory Davenport¹, Kenneth G. DeMarree¹, Pablo Briñol², Richard E. Petty³; ¹Texas Tech University, ²Universidad Autónoma de Madrid, ³Ohio State University – We explored misattribution of trait self-confidence in persuasion. When thoughts in response to a message were salient, people high (versus low) in self-confidence used their thoughts. This effect was not found when participants' pre-message attitudes were salient. As with situational variables, trait levels of confidence are attributed to salient targets.

A96

PREDICTING VIEWS TOWARD PATRIOTISM FROM POLITICAL PARTY AFFILIATION David P. Nalbone¹, Amanda L. Tuohy¹, Samantha F. Ramsay¹; ¹Purdue University Calumet – Recent national elections have shown that at least two different working definitions of patriotism are in regular use. The current work examined different definitions of patriotism, and found evidence that different groups (e.g., liberals, conservatives) define patriotism differently. Implications of these results for future elections are discussed.

A97

PREDICTING RISK-TAKING BEHAVIOR FROM A PERFORMANCE-BASED MEASURE OF THE WEIGHTING OF POSITIVE VERSUS NEGATIVE INFORMATION Evava Pietri¹, Russell Fazio¹; ¹Ohio State University – The relation between the negativity bias in attitude generalization and risk-taking behavior was tested. The more heavily participants weighted resemblance to a negative stimulus (relative to resemblance to a positive) when judging novel stimuli, the less likely they were to engage in risky behavior during a gambling task.

A98

BOOSTING CREATIVITY: PRIMING INCREASES CONTENT-SPECIFIC CREATIVITY Hwajin Yang¹, Sujin Yang², Gi-Ho Park³, Gracia JieHui Chen²; ¹Singapore Management University, ²Tyndale University College, ³Institute of High Performance and Computation – We hypothesized that priming of positive images of elderly, compared to that of neutral images of objects or scenery, would improve creativity in an elderly-related domain. As predicted, priming manipulation did not change content-general creativity but significantly improved content-specific creativity. No difference appeared either in mood or ageism.

A99

WEIGHING POSITIVE VERSUS NEGATIVE AS AN INITIAL DEFAULT RESPONSE Matthew D. Rocklage¹, Russell H. Fazio¹; ¹Ohio State University – Individuals differ as to how they weigh the positive versus negative aspects of a stimulus. Higher self-confidence and efficacy was associated with a significantly stronger relation between this weighting bias and risk-taking behavior. Self-confidence and efficacy may allow for greater trust in the initial judgment suggested by one's weighting bias.

A100

WHAT ATTITUDES ARE MORAL ATTITUDES? PERSONAL IMPORTANCE UNDERLIES MORAL CONVICTION Ryan Puhmann¹, Mark Brandt¹, Geoffrey Wetherell¹; ¹DePaul University – In the current study we examine the nature of moral conviction and the factors that may underlie that conviction. Across 42 issues and three samples, moral conviction was consistently predicted by the personal importance of the issue, while the certainty, extremity, and religiousness of the attitude were less robust predictors.

A101

META-BASES AND STRUCTURAL BASES: IMPLICATIONS FOR MOTIVATION AND ABILITY PROCESSES IN PERSUASION Ya Hui Michelle See¹, Richard E. Petty², Leandre R. Fabrigar³, ¹National University of Singapore, ²Ohio State University, ³Queen's University – Recent research has made the distinction between metacognitive and structural properties of attitudes (See, Petty, & Fabrigar, 2008). How might meta-bases and structural bases differentially influence these outcomes? Across three studies, we examined the hypothesis that meta-bases influence motivational factors whereas structural bases influence ability factors for information selection.

A102

BABIES, SEX AND FAMILIES: THE OTHER SIDE OF CONSERVATISM Zeljka Buturovic¹; ¹Zogby International – Several surveys of thousands of Americans show moderate and consistent correlations between ideology and a number of prima facie non-ideological issues such as attitudes toward babies, animals and the nature of humans. This points to possible limits of conceptualization of conservatism as resistance to change and tolerance of economic inequality.

A103

NEUROTIC COMPUTING: INDIVIDUAL DIFFERENCES IN AFFECTIVE COMPUTING Jeremy Schwark¹, Igor Dolgov¹, Daniel Hor¹, William Graves¹; ¹New Mexico State University – The current study found that personality, self-esteem, and narcissism could be used to predict affect change caused by a computer in 9 of 13 state affect scales. Neuroticism was the primary predictor in overall affect change. The authors conclude that neuroticism is an important factor to consider in affective computing.

A104

EXPERIENTIALITY AND BODY MASS INDEX: A PERSONALITY CHARACTERISTIC SUSCEPTIBLE TO MINDLESS EATING Mitsuru Shimizu¹, Brian Wansink¹; ¹Cornell University – Research indicates that environmental cues such as larger package size increase food intake because they often cause people to eat more mindlessly. Across 4 studies, participants high in experientiality were higher in body mass index, suggesting that they were more susceptible to environmental cues that could increase their food intake.

A105

THE EXPERT-GENERATED FIVE FACTOR MODEL PROFILE OF THE PSYCHOLOGICALLY HEALTHY INDIVIDUAL Edward Witt¹, M. Brent Donnellan¹, Christopher Hopwood¹, Robert Ackerman¹; ¹Michigan State University – We created a Five Factor Model profile of the psychologically healthy individual by averaging ratings collected from 137 members of the SPSP and the SPA. We then assessed the profile's inter-rater agreement, correlations with existing personality disorder profiles, and associations with criterion variables in a combined sample of 2,024 undergraduates.

A106

PSYCHOMETRIC VALIDATION OF THE NEWLY DEVELOPED COMPETITIVENESS ORIENTATION MEASURE Jennifer Newby¹, Rupert Klein¹; ¹Lakehead University – The goal of the present research was to provide theoretical and psychometric support of a new measure of competitiveness: the Competitiveness Orientation Measure (Newby & Klein, in prep.). Theoretically, the Competitiveness Orientation Measure is the first comprehensive, psychometrically valid scale that adequately captures individual differences in competitiveness across four dimensions.

A107

LEARNING STYLES AND PERCEIVED SATISFACTION IN AN ONLINE COURSE Lindsey Pierce¹, Jamie Snider¹, Stephen Reysen¹, William G. Masten¹; ¹Texas A&M University-Commerce – We examined the relationship between types of learning styles and measures of satisfaction in an online psychology course. Results showed that students with sensing, verbal, and reflective learning styles perceived the class as more useful and satisfying compared to students who used opposing learning styles.

A108

DEVELOPMENT AND VALIDATION OF AN IRRELIGIOSITY SCALE Sean E. Moore¹, Puneet Toor¹, Shungu-Elaine Mushayandebvu¹; ¹University of Alberta-Augustana Campus – Little research has examined individual differences in irreligiosity (i.e., a person's absence of religion). In two studies, we found that several distinct types of irreligiousness can be reliably assessed (e.g., atheism, agnosticism) and that these belief orientations are distinguishable from existing religious orientation measures. Implications of these results are discussed.

A109

INDIVIDUAL DIFFERENCES IN A BIASED PREFERENCE FOR POSITIVELY-ORIENTED RELIGIOUS INFORMATION Michael B. Kitchens¹, Ashley Collins¹, Mariela Horna¹, Rachel Leer¹, MaryKatherine Mitchell¹, Tanisha Rine¹, Anh Tran¹; ¹Lebanon Valley College – People likely prefer positively-oriented information about their religious beliefs, but comfort and struggle associated with these beliefs may influence this bias. To test this, Christian participants rated their attitudes of positively-oriented, negatively-oriented, and neutral-control fictional journal-abstracts about Christianity. Religious struggle significantly and negatively predicted a bias towards positively-oriented information.

A110

BEYOND DEMOGRAPHICS: INDIVIDUAL DIFFERENCES AND ATTITUDES TOWARDS INTERFAITH MARRIAGE Michelle Russo¹, George Bizer¹; ¹Union College – We explored how personality variables might predict attitudes toward interfaith marriages. A national sample reported attitudes toward intermarriage, perceived peers' attitudes toward intermarriage, self-monitoring, social dominance orientation, and demographics. SDO was a robust predictor of participants' attitudes, whereas the effect of SM was mitigated when controlling for peer attitudes.

A111

NOT TOO SCARED TO THINK CAREFULLY: OPTIMISM FOSTERS PROCESSING OF PERSUASIVE MESSAGES REGARDING HEALTH RISK Watcharaporn Pengchit¹, Lisa G. Aspinwall¹; ¹University of Utah – The present study examined the role of dispositional optimism in processing self-relevant health-risk information. Among caffeinated-beverage drinkers exposed to a message describing cardiac risks of caffeine use, optimism predicted fewer unpleasant emotions and greater cognitive elaboration. These responses mediated the relationship between optimism and increased negative attitudes toward caffeine consumption.

A112

FOOLS RUSH IN: EMOTIONAL PROMISCUITY PREDICTS LOW IQ Daniel Jones¹, Delroy Paulhus¹; ¹University of British Columbia – Emotionally promiscuous people tend to fall in love quickly and often. Unfortunately, they suffer interpersonal consequences including poor mate choices. In three large samples, they tended to score poorly on a standard IQ test. This association could not be explained by overlap with sexual promiscuity, or insecure attachment.

- A113**
DOES POWER PROTECT AGAINST SOCIAL EVALUATIVE THREAT? Adam Dayan¹, Belinda Campos¹, Ilona Yim¹, David Busse¹; ¹University of California, Irvine – This study examined how people high in self-reported power respond to the Trier Social Stress Task. Power was positively correlated to positive emotions before the stress task, after the stress task, and at the end of the day. Results suggest that those with power are less sensitive to social evaluation.
- A114**
TRAIT EMOTIONAL CLARITY INFLUENCES THE EFFECT OF MOOD ON JUDGMENTS Elizabeth L. Foreman¹, Kristen L. VonWaldner¹, Angela M. Rosen¹, Apral Foreman¹, Carol L. Gohm¹; ¹University of Mississippi – This study asked whether being high/low in trait emotional clarity would lead individuals to rely more/less on their current affective states when making judgments following mood manipulations. Results indicated that judgments for persons high in emotional clarity depended on mood, but judgments for persons low in this trait did not.
- A115**
EXPLORATIONS OF DISPOSITIONAL CHALLENGE: DISTINCTIONS BETWEEN CHALLENGE AND INTEREST Jannay Morrow¹, Michele M. Tugade¹; ¹Vassar College – We conceptualized challenge as an affective trait and developed a corresponding dispositional measure. Across four samples, findings indicate that dispositional challenge is infused with positive affect. Moreover, challenge can be differentiated from interest, as well as other conceptually-related traits and emotions, in several domains.
- A116**
INTUITION, POSITIVE AFFECT, AND FACIAL FEEDBACK Jason Trent¹, Laura A. King¹; ¹University of Missouri - Columbia – We predicted that individual differences in intuitive processing and state positive affect moderate facial feedback effects. Trait intuition and state mood were measured, and participants posed positive, negative, or neutral expressions while evaluating comics. As predicted, highly intuitive individuals in a positive mood were more susceptible to facial feedback effects.
- A117**
WHAT EMOTIONS DO PEOPLE WANT TO EVOKE IN THE DIFFERENT ROOMS IN THEIR HOMES? Lindsay Graham¹, Samuel Gosling¹, Christopher Travis²; ¹University of Texas at Austin, ²Sentient Architecture – Why do people devote so much effort to selecting and decorating their living spaces? Here we characterize the emotions that individuals aim to elicit in themselves and in others in the rooms of their ideal homes. Desired emotions vary across rooms and support the importance of environments in emotion regulation.
- A118**
EMOTION PROCESSING AND CREATIVITY: IS RESPONSE BIAS FOR REMEMBERING NEGATIVE INFORMATION ASSOCIATED WITH HIGHER CREATIVITY? Marina Drus¹, Aaron Kozbelt¹, Kofi A. Anim¹; ¹CUNY Graduate Center - Brooklyn College – We examined how processing emotional information contributes to the creative personality. High creative achievers showed a greater response bias and higher false alarm rates in recognizing previously presented negative emotional words. Furthermore, decreased emotional repair served as a mediator between creativity and response bias, with response bias predicting creativity.
- A119**
OCCUPATIONAL INTERESTS AS PREDICTORS OF MASCULINITY/FEMININITY (M/F) WITHIN SEXES Julie Pozzebon¹, Beth Visser¹, Michael Ashton¹, Anthony Bogaert¹; ¹Brock University – The relations between M/F occupational interests and other M/F indicators such as agency and communion, and sexual fantasy themes were examined within sex.
- Intercorrelations were strong in the combined-sex sample but were only weak within sex. Results suggest that occupational interests are not necessarily good indicators of M/F within sex.
- A120**
IS MENTAL ROTATION ABILITY PREDICTED BY PSYCHOLOGICAL MASCULINITY AND FEMININITY? Scott Charlton¹, Victor X. Luevano¹; ¹California State University, Stanislaus – Sixty-one participants (11 male) completed a mental rotation task (MRT) and the Bem Sex Role Inventory (BSRI). Men performed better on the MRT than women. However, the BSRI did not predict MRT scores, suggesting that masculinity and femininity (as measured by the BSRI) is largely the product of culture.
- A121**
GOING OFF THE RAILS: THE IMPACT OF SUB-CLINICAL PERSONALITY TRAITS ON LEADER DEVELOPMENT Seth Spain¹, Peter Harms¹, Sean Hannah²; ¹University of Nebraska, Lincoln, ²US Military Academy – We formulated leader development as an individual process, with subclinical personality traits slowing the process. US Military Academy cadets (N = 913) completed measures of subclinical personality traits. Supervisors completed developmental reviews each fall for three years. Multilevel models supported individual differences in trajectories, which were partially explained by personality.
- A122**
A PRELIMINARY STUDY ABOUT A DEVELOPMENT OF A SENSATION SEEKING SCALE FOR JAPANESE OLDER PEOPLE Yuki Shibata¹; ¹National Institute for Longevity Sciences (NILS), National Center for Geriatrics and Gerontology (NCGG) – To develop a Sensation Seeking Scale for Japanese older people, 140 older people (60 years old and over) participated in this study. The result of this study suggested that the scale had three subscales: Thrill and Adventure Seeking, Disinhibition, and Internal Sensation Seeking. The implications of these results were discussed.
- A123**
INDIVIDUAL VULNERABILITY TO SUICIDE: THE ROLE OF SOCIAL AXIOMS AND PERSONALITY Ben C. P. Lam¹, Michael Harris Bond¹, Sylvia Xiaohua Chen¹, Wesley C. H. Wu¹; ¹Hong Kong Polytechnic University – Research investigating worldviews is relatively scarce in the suicide literature. We conducted two studies to examine how worldviews was linked with individual vulnerability to suicide. Results showed that worldviews and personality traits interplay to predict suicidal thoughts. We then discussed the application of these results in suicide research and practice.
- A124**
THE EFFECT OF IMPULSIVITY, COMPULSIVITY, AND PSYCHOPATHY ON SELF-INJURIOUS BEHAVIOR IN NONCLINICAL ADOLESCENTS Keita Masui¹, Yoshinori Sugiura¹; ¹Hiroshima University – This study investigated the effect of impulsivity, compulsivity, and psychopathy on the frequency of self-injurious behavior in healthy adolescents. The results showed significant influence of those three individual differences on the frequency of self-injurious behavior in males. On the other hand, there was no interaction effect in females.
- A125**
INVARIANCE OF A TWO-FACTOR MODEL OF SOCIAL DOMINANCE ORIENTATION ACROSS GENDER Kacy Pula¹, Sterling McPherson¹; ¹Washington State University – Multiple-group confirmatory factor analysis was used to examine measurement and structural invariance of Social Dominance Orientation (SDO) across gender. Results from three studies (N = 3550) support a two-factor model of SDO and demonstrate that males possess greater support for group-based dominance and greater levels of general opposition to equality.

A126

SELF-MONITORING AND SELF-SELECTION TO EMPLOYMENT OPPORTUNITIES Christopher Leone¹, Harari Michael¹, Smith Rachel¹; ¹University of North Florida – We explored self-monitoring differences in self-selection to employment. High self-monitors more often choose jobs containing attributes (short-term commitment, interpersonal skills, high performance, rapid advancement) consistent with their needs. Low self-monitors more often choose jobs containing attributes (long-term commitment, personal satisfaction, comfort with job ambiguity/conflict) consistent with their needs.

A127

GOALS TO CHANGE PERSONALITY TRAITS Nathan W. Hudson¹, Brent W. Roberts¹; ¹University of Illinois at Urbana-Champaign – The present study explored whether and why individuals are motivated to change aspects of their personality traits. Results revealed that goals to change personality traits are negatively related to existing personality traits, as well as satisfaction with specific life domains. This study demonstrates that individuals desire to change personality traits.

A128

WHAT DO COMPULSIVE BUYERS PURCHASE? EXAMINING THE LINKS BETWEEN COMPULSIVE BUYING AND EXPERIENTIAL PURCHASES Amy Harrison Sanchez¹, Ryan T. Howell¹; ¹San Francisco State University – We examined whether compulsive buyers endorse purchasing material items over experiential items. Regression models demonstrated that compulsive buying is related to material purchasing, even controlling for materialistic values. Material purchases lack the planning and sociality of experiential purchases, and thus, may better satisfy the urgency of compulsive buying.

A129

TOMKINS' POLARITY THEORY AND THE DIFFERENCES BETWEEN HUMANISM AND NORMATIVISM Artur Nilsson^{1,2}, John Jost¹; ¹New York University, ²Lund University, Psychology, Sweden – Previous research has shown that Humanism and Normativism, derived from Tomkins' (1963, 1965) Polarity Theory, are distinct dimensions of the personal worldview. The current research sought to further delineate their differences in terms of other related worldview aspects, emotional foundations, and manifestations in political, religious, and moral ideology.

A130

THE IMPACT OF NATURALISTIC PARENTAL PRAISE ON CHILDREN'S STABILITY BELIEFS Elizabeth Gunderson¹, Sarah Gripshover², Carissa Romero², Susan C. Levine¹, Carol S. Dweck²; ¹University of Chicago, ²Stanford University – In experimental situations, young children given process-directed praise, rather than person-directed praise, are less likely to believe traits are stable (Mueller & Dweck, 1998). This study extended experimental work by showing that parents' naturalistic use of process praise at 14-38 months was related to children's stability beliefs at 8 years.

A131

THE INDEPENDENCE OF FREE WILL AND DETERMINISM IN JUDGMENTS OF MORAL RESPONSIBILITY Jasmine Carey¹, Delroy Paulhus¹; ¹University of British Columbia – We investigated the independent effects of free will and deterministic belief on assignment of moral responsibility. Weaker belief in free will leads to less assignment of punishment. There was no correlation with deterministic belief. Determinism led to decreases in blame, not punishment, after a reason for the transgression is given.

A132

SOCIAL AVOIDANCE IS INVERSELY RELATED TO UNCONSCIOUS PROCESSING OF PERSONALLY SIGNIFICANT NAMES Jason F. Anderson¹, Vivian Zayas¹, Richard Abrams²; ¹Cornell University, ²Dickinson College – Using a subliminal priming paradigm, we show that (i) names of liked personally significant individuals (e.g., friend, partner) presented subliminally (below conscious awareness) undergo processing. And, (ii) the extent of unconscious processing for personally significant names was weakest for individuals high (vs. low) on social avoidance and distress.

A133

DIMENSIONS OF CONSERVATISM AND THEIR RELATIONS TO RELIGIOSITY, SPIRITUALITY, PERSONALITY, AND ACTION: A 4-FACTOR SOLUTION Jeff Brooks¹, Paul Stey¹, Darcia Narvaez¹, Chris Anthony², Todd Junkins³, Brian Bettonville¹; ¹University of Notre Dame, ²Penn State University, ³Habitat for Humanity – We examined the multi-dimensionality of conservatism. Using factor analysis on several measures of conservatism, we found four factors of conservatism: economic, cultural, punitive and defensive. Each relates distinctively to personality factors, ethical identity, religiosity, spirituality and moral action, suggesting that different types of conservatism diverge in moral motives and actions.

A134

THE RELATIONSHIP BETWEEN INTERNET USAGE, ONLINE ACTIVITIES, AND INTERPERSONAL SENSITIVITY Katrina Fong¹, Raymond A. Mar¹; ¹York University – This study examined the relationship between internet usage (including social-networking sites) and interpersonal sensitivity using a measure of mental inference. The results indicated that this relationship is different for males and females, and might differ depending on the type of online activity.

A135

MEASURING AND UNDERSTANDING PLACE ATTACHMENT Man Yu Li¹; ¹University of Pittsburgh – A Place attachment scale was developed and its relations with other variables were examined. Participants' place attachment, residential length, family ties, social relations and migration desire were surveyed with a sample of 174. Questions about attachment to Pittsburgh were found to be reliable and related to predicted correlates as expected.

A136

INDIVIDUAL DIFFERENCES AND FACEBOOK: SELF-CONTROL AND NEED TO BELONG PREDICT FACEBOOK USE Nicole L. Muscanell¹, Seth A. Gitter¹, Rosanna E. Guadagno¹; ¹University of Alabama – Self-control and the need to belong were examined as predictors of Facebook use. We predicted that individuals with high self-control would engage in fewer Facebook activities and that those with a higher need to belong would more frequently use communication features of Facebook. Results confirmed these expectations.

A137

DOES TALKING TO ONESELF REDUCE FALSE MEMORY FORMATION? Paul Connell¹, Daniel Rubin²; ¹Stony Brook University, ²Baruch College, CUNY – The purpose of this research was to investigate potential situational and dispositional boundary conditions for false memory formation. We find that introverts produce more false memories than extraverts when processing resources are not constrained, but that extraverts produce more false memories than introverts when processing resources are constrained.

- A138**
IT'S NOT "WHAT" YOU LIKE: "HOW" AND "WHY" DIMENSIONS OF TASTE PREFERENCES Yogesh Raut¹, Carson Sandy¹, Samuel Gosling¹; ¹University of Texas at Austin – Using survey data, this research examines how people arrive at preferences for movies, music, television, books, and websites and what it is they enjoy about them. By going beyond understanding merely what people like, these data provide a framework for understanding the genesis of media preferences.
- A139**
FACE TO (FACE)BOOK: COMPARING ONLINE AND OFFLINE SOCIAL BEHAVIOR Zorana Ivcevic¹, Nalini Ambady¹; ¹Tufts University – We compare social interactions on Facebook and offline. Results showed that: (1) Facebook activity is consistent through time; (2) People are aware of their online behavior; and (3) The number of online friends correlates with offline sociability, but positive offline relations are associated with fewer back-and-forth conversations on Facebook.
- A140**
IDEAL-MATE PREFERENCES OF LIBERALS AND CONSERVATIVES Erica Baranski¹, Lindsay Graham¹, Samuel Gosling¹; ¹University of Texas at Austin – To examine the role of political orientation in mate choice we examined ratings of ideal-mate characteristics in liberal and conservative men and women. We identified unique configurations of preferred traits (e.g., personality, wealth, religiosity), pointing to the interaction between gender and political orientation in mate choice.
- A142**
"DON'T YOU WANT ME BABY?": A PROSPECTIVE ANALYSIS OF MEN'S MISPERCEPTION OF WOMEN'S SEXUAL INTENT Rhiana Wegner¹, Antonia Abbey¹; ¹Wayne State University – Personality and attitudinal measures and frequency of misperception of sexual intent were assessed one year apart. Path analysis indicated a direct effect of impulsivity on misperception; alcohol consumption mediated the effect of alcohol expectancies on misperception. Results demonstrate the importance of including individual difference measures in future misperception research.
- A143**
IS EVERYBODY A SUPECT? THE IMPACT OF POLITICAL IDEOLOGY ON TRUST Sean Stevens¹, Lee Jussim¹, Dave Wilder¹; ¹Rutgers University - New Brunswick – Two studies were conducted to investigate how political ideology impacts perceptions of trust. In study 1 conservatives exhibited faster slower times when deciding if a target was trustworthy. In study 2 signal detection analysis indicated that conservatives set a lower criterion to detain targets suspected of terrorism or illegal immigration.
- A144**
WHOSE MISFORTUNES PLEASE US MORE?: RELATIONAL FACTORS OF SCHADENFREUDE Wei Zhang¹, Taekyun Hur¹; ¹Korea University – The present study manipulated interpersonal closeness and domain relevance of comparison, and examined their impacts on the experiences of envy and schadenfraude, the pleasure from other's misfortune. The mediating roles of perceived competitiveness in the impact of envy on schadenfreude was found. Findings were discussed in cultural and motivational implications.
- A145**
WHY HIM OR WHY HER? SOCIAL COGNITIVE PREDICTORS OF FISHER'S PERSONALITY TYPES Ashalee C. Hurst¹, Sean McMillan¹, Robert D. Mather¹; ¹University of Central Oklahoma – We examined how the four personality types identified in Fisher's Personality Type Test (2009) relate to several other social cognitive scales. Many relationships among these measures emerged. Implications of these findings for social cognition and Fisher's personality types are discussed.
- A146**
FOUR MEANINGS OF INTROVERSION: SOCIAL, THINKING, ANXIOUS, AND INHIBITED INTROVERSION Jennifer O. Grimes¹, Jonathan M. Cheek², Julie K. Norem²; ¹University of Central Florida, ²Wellesley College – Based on a review of multi-factor measurement models of introversion since the 1930s, we identified 19 contemporary personality scales that could be organized into four domains. For social, anxious, and inhibited introversion, factor scores (N = 225) showed moderate convergence, whereas thinking introversion was distinct from the other three domains.
- A147**
PROPERTIES OF PERSONS AND SITUATIONS RELATED TO PERSONALITY-BEHAVIOR CONGRUENCE Ryne Sherman¹, Christopher Nave¹, David Funder¹; ¹University of California, Riverside – Measures the congruence between personality and behavior and demonstrates that personality and behavior are congruent on average in situations people face in their daily lives, and that individual differences in congruence are related to one's level of psychological adjustment and the degree to which the situation meets one's social needs.
- A148**
AN AVOIDANT WAY OF BEING: DISPOSITIONAL NEGATIVE AFFECT AND PSYCHOLOGICAL DISTANCE Scott Ode¹, Sara K. Moeller¹, Michael D. Robinson¹; ¹North Dakota State University – Avoidance motivation is a core component of dispositional negative affect (NA). If so, high NA individuals may interpret reality in terms of increased psychological distance. Consistent with this idea, high (vs. low) NA individuals believed events would occur further off in the future and that words were receding more quickly.
- A149**
EXTRAVERTED JERKS DON'T MAKE GOOD COWORKERS: EXTRAVERSION AND AGREEABLENESS INTERACT TO PREDICT CONTEXTUAL PERFORMANCE Christopher Berry¹; ¹Texas A&M University – Three-hundred-fifty employees' self-reported Extraversion and Agreeableness scores interacted to predict supervisor/coworker/subordinate ratings of employees' contextual job performance (CJP). Greater levels of Agreeableness strengthened the Extraversion-Agreeableness relationship. This suggests that, despite a weak bivariate relationship with CJP, Extraversion plays a role in determining CJP, but only when coupled with Agreeableness.
- A150**
THINKING ABOUT MORAL DILEMMAS IN PICTURES VS. WORDS Elinor Amit¹, Joshua Greene¹, Rebecca Fine²; ¹Harvard, ²Yale – In the current study, subjects made moral judgments. Subsequently, they performed a speeded task drawing on verbal vs. visual working memory. It was found that verbalizers made more utilitarian judgments, while visualizers made more deontological judgments. This finding suggests that utilitarian and deontological judgments are supported by distinct, modality-specific processes.
- A151**
ATHEISM EXPLORED: DIMENSIONS AND TYPES OF NON-RELIGIOSITY Nicholas J. S. Gibson¹, Kirsten Barnes¹; ¹University of Cambridge – We present data from a new scale intended to capture dimensions of non-religiosity within a sample of adults self-describing as atheists or agnostics. Factor analysis revealed four dimensions with acceptable alphas; cluster analysis based on these dimensions allowed categorization of the sample into meaningful types, such as militant atheists.
- A152**
THE HUNT FOR THE NEXT JOHNNY DEPP: THE COOLNESS BAROMETER Ilan Dar-Nimrod¹; ¹University of Rochester – Coolness is ubiquitous in 21st Century life. In the present study, 225 participants completed a newly developed additive self-report measure, which utilized 14 coolness-rele-

vant categories identified in previous research. The 132-item measure was a better predictor of self-rating coolness than a host of personality measures and demographics.

A153

I KNOW WHAT I'M NOT: PERSONALITY DEFICITS AND SELF-INSIGHT IN AUTISTIC SPECTRUM DISORDERS Roberta Schriber¹, Richard Robins¹, Marjorie Solomon²; ¹University of California, Davis, ²University of California, Davis, Medical Center; M.I.N.D. Institute – The personality deficits and lack of self-insight reputedly associated with autistic spectrum disorders (ASDs) were systematically examined using the Big Five model of personality. Self- and informant reports showed that ASD individuals, relative to typically-developing controls, had strong, pervasive, and persistent personality deficits, but had comparable levels of self-insight.

A154

EXPLORING THE RELATIONSHIP BETWEEN EXTRINSIC CONTINGENCY FOCUS, THREAT AND THE DESIRE FOR SOCIAL INCLUSION Todd John Williams¹, Joseph Hayes², Brienne Schloegl¹, Hailey Willmont¹, Samantha Heinlen¹; ¹Grand Valley State University, ²University of Alberta – Two studies explored the relationship between extrinsic contingency focus, threat and social connectivity. Study 1 showed that when mortality salient, low ECF individuals chose to sit further away from others than high ECF individuals. Study 2 showed that social exclusion led to lower levels of DTA among low ECF individuals.

A155

VALIDATION OF DOMAIN-SPECIFIC RISK-TAKING WITH THREE TEMPORAL PERSPECTIVE MEASURES James R. Daugherty¹, Gary L. Brase¹; ¹Kansas State University – This study evaluated 2 measurements of domain-specific risk-taking (DSRT) by explored the divergent validity of 3 temporal perspective measures. Results suggest: DSRT is most closely associated with present time perspective. Temporal perspective scales demonstrate divergent validity across DSRT scales. Further research is needed to understand existing conceptualizations of temporal perspective.

A156

WHY PEOPLE AVOID CHOOSING NEW? EFFECTS OF OPTIMISM AND LAY BELIEF ON STATUS QUO BIAS Kimin Eom¹, Wonmi Ahn¹, Kwang Hee Han¹; ¹Yonsei University – This research examined effects of optimism and lay belief about ripple effects of an event on the status quo bias. In conclusion, pessimists preferred a non-status quo option less than optimists and participants assuming strong ripple effects preferred a non-status quo option less than their counterparts believing weak ripple effects.

A157

FAMILY SOCIAL/ECONOMIC SUPPORT AND COLLEGE STUDENTS' GPA SCORES Wen Cheng¹, William Ickes¹, Lesley Verhofstadt²; ¹University of Texas at Arlington, ²Catholic University of Louvain-la-Neuve – This study revealed the level of perceived family social support was important not only as a "main effect" predictor of the magnitude and stability of college students' GPAs across semesters, but also as a factor that helped female students to succeed regardless of their level of family economic support.

A158

RAPE MYTH CONSISTENT INFORMATION AND GENDER DIFFERENCES IN RAPE VICTIM PERCEPTIONS: A META-ANALYSIS Jericho Mariette Hockett¹, Sara J. Smith¹, Cathleen D. Klausling¹, Donald A. Saucier¹; ¹Kansas State University – This meta-analysis examines the influences of rape victim, perpetrator, and crime characteristics' rape myth consistency on gender differences in rape minimizing attitudes, victim responsibility and victim blame attributions. Consistent with feminist theoretical predictions, men (versus women) perceived rape victims more negatively, a sex difference attenuated by rape myth consistency.

A159

THE RELATIONSHIP BETWEEN IMPLICIT AND EXPLICIT SEXUAL PREJUDICE, DISGUST, AND CONSERVATISM Joseph Pochedly¹, Cheryl Dickter¹; ¹The College of William and Mary – An implicit sexual prejudice measure was shown to be strongly correlated with an explicit sexual prejudice measure. Building on previous research, results also suggest that implicit and explicit sexual prejudice can be distinguished according to how they relate to individual differences in disgust sensitivity and conservatism.

A160

WHY ARE SOME AMERICANS LESS WELCOMING OF IMMIGRANTS? Lauri A. Jensen-Campbell¹, Andres E. Campbell², Erika Venzor¹, Shaun Campbell³; ¹University of TX at Arlington, ²Arlington High School, ³City of Fort Worth (TX) – This study examined individual differences in anti-immigration attitudes. Study 1 participants who were more country-centered had more anti-immigration attitudes. Study 2 participants who were more country-centered held more anti-immigration views even after controlling for attitudes toward minorities. Right-Wing Authoritarianism mediated the link between perceived country size and negative attitudes.

A161

THE DEVELOPMENT AND VALIDATION OF AN OPPOSITIONAL IDENTITY SCALE Rachel Tennial¹, Richard Harvey¹, Cathryn Blue¹, Amy Garczynski¹; ¹Saint Louis University – The current study sought to validate a measure of Oppositional Identity. One-hundred seventy six non-college student participants completed a 14-item measure of oppositional identity. To balance scale parsimony with reliability/validity, items were eliminated through exploratory factor analysis to form a 5 item unidimensional measure.

A162

NEUROTICISM AND THE TENDENCY TO ENGAGE IN DECISIONAL PROCRASTINATION Ilea Stoltenberg¹, Erin K. Freeman¹, Luz-Eugenia Cox-Fuenzalida¹; ¹University of Oklahoma – The relationship between Neuroticism and the tendency to engage in decisional procrastination was examined. Ninety-five undergraduates completed the Melbourne Decision Making Questionnaire and Eysenck's Personality Inventory. Regression analysis revealed a significant positive correlation, indicating that increased levels of neuroticism are associated with a heightened tendency to engage in decisional procrastination.

A163

THE PERSONALITY CORRELATES OF PERSON CONSISTENCY Krista Hill¹, Kari Connolly¹, Sun W. Park¹, C. Randall Colvin¹; ¹Northeastern University – This study examined the personality correlates of person consistency (PC). Behavior from four interactions was correlated for each participant to create a PC score. This score was then correlated with personality ratings of the participants from multiple sources. Results indicate that PC is associated with low neuroticism and high agreeableness.

A164

THE EFFECTS OF PERFECTIONISM AND DYSPHORIA ON ACADEMIC ACHIEVEMENT Kristen Blackler¹, Jill A. Jacobson¹, Kevin Rounding¹; ¹Queen's University – Perfectionism is related to higher achievement but also to dysphoria, which in turn is related to lower achievement. In this study, greater dysphoria was associated with a lower first semester average for those low in maladaptive perfectionism. For those high in maladaptive perfectionism, dysphoria was not related to objective achievement.

A165

HIDDEN MALAISE: CONVERGENT EVIDENCE FOR A NEGATIVE RELATION BETWEEN SELF-CONCEALMENT AND WELL-BEING Andreas Wismeijer¹, Marcel van Assen¹, Klaas Sijtsma¹, Ad Vingerhoets¹; ¹Tilburg University – Self-concealment is the predisposition to actively conceal from others distressing personal information. Three studies are summarized that sug-

gest that being a secretive person has negative effects on one's well-being, which can in part be explained by the worries these people have related to their secrets.

A166

NEED SATISFACTION AND ADAPTIVE AND MALADAPTIVE OUTCOMES: THE MEDIATING ROLE OF PASSION Daniel R. Lalonde¹, Marc-André K. Lafrenière¹, Robert J. Vallerand¹; ¹Université du Québec à Montréal – Three studies provide support for a model whereby obsessive passion results from satisfaction of one's needs within a passionate activity coupled with a lack of need satisfaction in one's life in general, leading to less adaptive outcomes than harmonious passion which results only from need satisfaction within the passionate activity.

Lifespan Development

A167

AGE DIFFERENCES IN THE STRUCTURING OF SHORT-TERM HEDONIC SEQUENCES: WHO SAVES THE BEST FOR LAST? Corinna Loeckenhoff¹, Andrew Reed¹, Skye Maresca¹, Julie Pillittere¹; ¹Cornell University – A lifespan sample (n = 87, aged 20-87) selected a sequence for viewing 10 positive, 10 negative, and 10 neutral images. Advanced age was associated with a preference for balanced over increasingly positive sequences. Supporting socioemotional selectivity theory, age effects were mediated by future time perspective but not cognition.

A168

WHEN A FLEXIBLE SOCIAL IDENTITY RESULTS IN FLEXIBLE SOCIAL JUDGEMENTS: AN EXAMINATION OF TOMBOYISM Sheana Jannone¹, May Ling Halim², Faith Greulich², Leah Lurye², Diane Ruble²; ¹Stony Brook University, ²New York University – Tomboys may be an important resource for understanding how children conceptualize gender. The present research finds that tomboyism is related to increased gender flexibility on several measures including reduced intergroup biases, defining tomboyism in less essentialist and more flexible terms, and lower rigidity regarding others' gender norm violations.

A169

DIVORCE PREDICTS INTERINDIVIDUAL DIFFERENCES IN PERSONALITY CHANGES IN MIDDLE ADULTHOOD Regula Lehmann¹, Mathias Allemand¹; ¹University of Zurich – Using hierarchical linear modeling the present study examined the impact of divorce on individual differences in personality changes in middle adulthood over 12 years. The findings suggest that individuals who reported a divorce before the initial measurement occasion show a decrease in extraversion and in conscientiousness across middle adulthood.

A170

SOCIAL RELATIONSHIPS AND PERSONAL CONTROL: FACTORS THAT INFLUENCE STRESS ACROSS THE LIFESPAN Jennifer Mendiola¹, Kelly A. Cotter¹; ¹California State University, Sacramento – Stress has negative consequences for well-being across the lifespan. Thus, social relationships and control beliefs were examined in undergraduates and seniors (N = 364, ages 18 to 97) for their relationships to multiple domains of stress. Results suggest the importance of reducing social strain and minimizing constraints across the lifespan.

A171

AGING WELL AND WISELY: SOME PROTECTIVE AND DETRIMENTAL CONSEQUENCES OF PERCEIVED CONTROL Judy Chipperfield¹, Raymond Perry¹, Reinhard Pekrun², Petra Barchfeld²; ¹University of Manitoba, ²University of Munich – Possible reasons were examined to consider why perceived control generally shows a survival effect but it paradoxically has the opposite effect if health is devalued. Results suggest that the paradoxical effect may be due to these individuals seeing themselves as invincible and to their avoidance of physicians over several years.

A172

STRONGER, FASTER, HAPPIER: IMMEDIATE EFFECTS OF EXERCISE ON COGNITION AND EMOTION ACROSS THE LIFE SPAN Candice Lowdermilk¹, Jutta Mata¹, Susanne Scheibe¹, Laura Carstensen¹; ¹Stanford University – Physical activity has been shown to improve emotional experience and augment cognitive processing. This study tested the effects of acute exercise on emotion and cognition across the life span. Overall, results from this study suggest that older adults may benefit across domains following an acute bout of exercise.

A173

MORAL CERTAINTY UNDER STRESS: SOCIAL AND PSYCHOPHYSIOLOGICAL STRESS ON MORAL CONGRUITY Kymberlee O'Brien¹, Arthur Wingfield¹; ¹Brandeis University – The present study included 101 adults (age 18-80) to investigate stress, physiological reactivity, and age on moral decision-making. Older adults' judgments remained congruent, reported positive affect and showed increased parasympathetic activity to stress, suggesting reciprocal influences between positive cognitive appraisals, stable physiological responses, and congruity in moral judgments with age.

A174

PERSONALITY DEVELOPMENT "BENEATH" THE BIG FIVE: FACET-LEVEL AGE TRENDS ACROSS FOUR DECADES OF ADULTHOOD Christopher J. Soto¹, Oliver P. John²; ¹Colby College, ²University of California, Berkeley – Examined mean-level age trends for several more-specific "facet" traits within each broad Big-Five domain, using data from both a longitudinal sample and a cross-sectional sample. Results converged strongly between the two samples, and indicated that within most Big-Five domains, different facets showed different age trends.

A175

THE MIDUS PERSONALITY ADJECTIVE ITEMS: FACTOR STRUCTURE AND MEASUREMENT INVARIANCE ACROSS THE ADULT LIFESPAN Mathias Allemand¹, Daniel Zimprich¹, Margie E. Lachman²; ¹University of Zurich, ²Brandeis University – The present study addresses issues of measurement invariance and comparability of factor parameters of Big Five personality adjective items across the adult lifespan in two large cross-sectional samples. The results indicate that the structure and the factor parameters of the measure are comparable across ten age groups.

A176

GENERAL PARENTAL RELATIONSHIP QUALITY OR SPECIFIC PARENTING PRACTICES: EFFECTS ON TROUBLED ADOLESCENT EATING ATTITUDES Emma Aurora Back¹; ¹Stockholm University – Troubled eating may result from parenting practices such as restricting access to (unhealthy) foods, and encourage eating (e. g. "clean your plate"). A questionnaire study showed that the general quality of the parent-child relationship in terms of attachment better predicted troubled eating than such specific parental rules for adolescent girls.

A177

CHANGES IN WELL-BEING ACROSS THE LIFESPAN: A CROSS-SECTIONAL SURVEY OF YOUNG, MIDDLE, AND OLDER ADULTS Eric Charilaos Karaoylas¹, Corey Scott Mackenzie¹; ¹University of Manitoba – The purpose of this study was to clarify the influence of lifespan changes in well-being using Ryan, Huta, and Deci's (2008) theory of eudaimonia. Questionnaires completed by 270 young, middle-aged, and older relatives indicated that age had a positive effect on hedonic well-being but an inconsistent influence on eudaimonic well-being.

Mental Health

A178

HOW YOU TALK TO FLUFFY DEPENDS ON WHETHER YOU'RE DEPRESSED Asia Myrland¹, Jenna Baddeley¹, James Pennebaker¹, Christopher Beevers¹; ¹University of Texas at Austin – Do people with a pet experience less negative emotion and less loneliness in general, or only when interacting with their pet? Analyses revealed that depressed individuals, compared to the non-depressed, use less negative language and more first-person singular pronouns (indicative of more social integration) when interacting with their pets.

A179

INTRASEXUAL COMPETITION AND EATING RESTRICTION IN HETEROSEXUAL AND HOMOSEXUAL INDIVIDUALS April Smith¹, Norm Li²; ¹Florida State University, ²Singapore Management University School of Social Sciences – We examined how exposure to high-status, competitive same-sex individuals influenced eating concerns. For heterosexuals, intrasexual competition cues led to worse body image and eating attitudes for women, not men. For homosexuals, intrasexual competition led to worse body image and eating attitudes for gay men, not for lesbian women.

A180

POSITIVITY BIASES DURING EXTREME CHALLENGE MAY SPELL TROUBLE IN BIPOLAR DISORDER Luma Muhtadie¹, Sheri L. Johnson¹; ¹UC Berkeley – Bipolar disorder is characterized by elevated approach motivation and heightened engagement with difficult tasks involving reward. We examined the response style of 55 bipolar individuals as a task became increasingly difficult. A liberal response bias during extreme challenge was correlated with unrealistic financial ambitions and predicted mania three months later.

A181

CAN IMPLICIT THEORIES ABOUT DEPRESSION PREDICT HELP-SEEKING ATTITUDES AND BEHAVIORS IN THE FACE OF DEPRESSION? Alexandra Russell¹, Carol Dweck¹; ¹Stanford University – The authors hypothesized that lay theories of the malleability of depression might affect related attitudes and behaviors. A more incremental theory was expected to predict an increased likelihood of seeking help, perceived importance of seeking help, and desire to seek help despite potential labeling and stigmatization. Results confirmed these hypotheses.

A182

THE INFLUENCE OF NEGATIVE EXPECTANCIES AND MODERATION INEFFICACY ON MOTIVATION TO ABSTAIN FROM PROBLEMATIC GAMBLING Amanda E. R. Robinson¹, Kenneth E. Hart¹; ¹University of Windsor – The current sample consisted of gamblers who were pursuing a change goal of abstinence without professional assistance. As expected, negative expectancies and moderation inefficacy concerning continued problematic gambling were found to be significant predictors of readiness to change. These results have implications for the development of brief online motivational enhancements.

A183

DOES TV CAUSE UNHAPPINESS AND LONELINESS? A NATURALISTIC INVESTIGATION OF TV-WATCHING, BEHAVIOR, AND EMOTION Frances E. Deavers¹, Anne L. Kleinsasser¹, Jenna L. Baddeley¹, James W. Pennebaker¹, Christopher G. Beevers¹; ¹University of Texas at Austin – The current study investigated associations between TV-watching, social isolation, and negative emotion in everyday behavior. Across 3 days of monitoring, people who watched more TV expressed more negative emotion and were with others less often, especially while watching TV. We conclude that TV may replace social interactions and lower mood.

A184

DON'T DWELL ON THE PAST: A MEDIATION MODEL OF SOCIAL ANXIETY, RUMINATION, AND PERFECTIONISM Jaclyn Brown¹, Nancy Kocovski¹; ¹Wilfrid Laurier University – Two mediation models were used to examine the relationships among social anxiety, rumination and perfectionism in a sample of 238 students. Rumination completely mediated the relationship between social anxiety and perfectionism (Sobel $z=3.98$, $p<.001$). Perfectionism also partially mediated the relationship between social anxiety and rumination (Sobel $z=2.08$, $p<.05$).

A185

THE RELATION BETWEEN MEANING SEARCHING AND UNCONTROLLABLE THINKING: IMPLICATIONS FOR DEPRESSION Nathida Siriapaipant¹, Michael Conway¹, Giuseppe Alfonsi¹; ¹Concordia University – Participants (N = 349) in a 2-year longitudinal study who ruminated to find meaning were more likely to engage in uncontrollable rumination one year later, which in turn increased the likelihood of more meaning searching two years later. Only uncontrollable rumination was directly linked to self-reported depression at each time point.

A186

THE BENEFITS OF SECRET CONFESSIONS: AN INVESTIGATIONAL STUDY OF THE POSTSECRET PHENOMENON April Phillips¹, April Kitchens¹, Hillary Parramore¹; ¹Columbus State University – Two studies were conducted examining the benefits of anonymously revealing personal secrets. In study 1, participants revealed a personal secret. In study 2, fans of PostSecret.com completed an online survey. The results supported the hypothesis that revealing secrets in an anonymous forum such as PostSecret might have mental health benefits.

A187

THE EFFECTS OF FEEDBACK ON THE RELATIONSHIP BETWEEN DYSPHORIA AND EMOTION RECOGNITION Nathalie Cote¹, Jill Jacobson¹; ¹Queen's University – The effects of positive and negative feedback on the relationship between dysphoria and emotion recognition were examined. Feedback was manipulated, being either true (reflecting actual performance) or false. Greater dysphoria was related to greater accuracy in both true and false negative conditions with an even stronger relationship in the latter.

A188

MALADAPTIVE EFFECTS OF ANXIETY ON SOCIAL SUPPORT: A LINGUISTIC ANALYSIS OF GAD FORUMS Nicole Vu¹, Molly Ireland¹, James W. Pennebaker¹; ¹University of Texas at Austin – This study analyzed the language in Generalized Anxiety Disorder (GAD) forums to identify behavioral tendencies that influence the effectiveness of anxiety sufferers' attempts to gain social support. Anxiety posts were characterized by language patterns that may hinder social support, including more self-references, fewer other-references, and greater rumination relative to controls.

A189

PERCEIVED SOCIAL UNDERMINING IN BIPOLAR DISORDER Sarah Greenberg¹, Kelly A. Ryan¹, Lauren Grove¹, Gloria Harrington¹, Melvin G. McInnis¹; ¹University of Michigan – In a sample of euthymic bipolar patients and controls, patients felt more socially undermined than controls but reported a similar level of positive social support. Social undermining was related to negative life events, neuroticism, hospitalizations, and residual depressive symptoms. Undermining should be a target of treatment for clinically-stable bipolar patients.

A190

PRONOUN USE AMONG DEPRESSED VICTIMS OF COMMUNITY TRAUMA Alyssa Boasso¹, Janet Ruscher¹, Christine Sassane¹; ¹Tulane University – Four years after Katrina, residents' depressive symptoms and feelings of interpersonal connectedness predict their use of pronouns in trauma narratives. Depression predicted increased use of first

person plural pronouns as feelings of interpersonal connectedness increased, and increased use of third person plural pronouns as feelings of interpersonal connectedness decreased.

A191

DIFFERENT PATHWAYS FOR MAKING MEANING AND FINDING GROWTH FOLLOWING THE 9/11 TERRORIST ATTACKS Crystal Park¹, Kristen Riley¹; ¹University of Connecticut – Examined differential pathways to meaning and growth in a nationally representative sample of 1004 US residents six weeks after the 9/11 terrorist attacks. Results suggest different patterns of personal, contextual, and coping variables predict finding meaning and perceiving growth following a highly stressful experience.

A192

EXPLORING PATHWAYS BETWEEN TRAIT MINDFULNESS AND DEPRESSIVE SYMPTOMS: MEDIATING EFFECTS OF COPING AND INTERNALIZED STIGMA Kelly-Lyn Christie¹, Valerie Repta¹, Hymie Anisman¹, Kimberly Matheson¹; ¹Carleton University – Self-stigma exacerbates depressive symptoms, however, factors that inhibit self-stigmatization are unknown. In this study, mindfulness inversely predicted depressive symptoms. This relationship was mediated by self-stigma. Mindful participants were less likely to self-stigmatize and employ emotion-focused coping, which predicted reductions in depressive symptoms. Mindfulness strategies may promote well-being and stigma resistance.

A193

DISCRIMINATION AND DISTRESS: MODERATING FACTORS FOR NON-HISPANIC BLACK CARIBBEANS IN THE UNITED STATES Ishtar O. Govia¹; ¹University of the West Indies, Mona – Data from a complex survey sample of non-Hispanic Black Caribbeans showed that ethnic group moderated the relationship between discrimination and distress. Furthermore, among those born outside the US, psychological distress was greater among Haitians (vs Anglophone Caribbeans) who perceived discrimination and lived in the US for more years.

Personality Processes

A194

DOES DEVIANCE ACT AS A PROXIMAL CUE TO SOCIAL EXCLUSION? MOTIVATIONS FOR RECONNECTION AND INCLUSION Jennifer Lord¹, Norbert Kerr^{1,2}; ¹University of Kent, ²Michigan State University – Research on exclusion has demonstrated that threats to inclusionary status results in attempts to motivate reconnection with the group. The current study investigates the hypothesis that an anticipated act of deviance acts as a proximal cue to social exclusion and motivates similar attempts at reconnection (via social vigilance & conformity).

A195

THE EFFECT OF PERCEIVER PERSONALITY ON PERCEPTIONS OF SUPPRESSORS Allison Tackman¹, Sanjay Srivastava¹; ¹University of Oregon – Are perceptions of individuals who suppress emotion-expressive behavior dependent on a perceiver's personality? Participants observed targets either suppressing or not to emotion-eliciting videos. Among other attributes, perceivers' agreeableness affected perceptions such that the bias among agreeable perceivers to attribute favorable characteristics to others was not apparent for targets who suppressed.

A196

WHAT IS BEAUTIFUL IS GOOD AND MORE ACCURATELY UNDERSTOOD Genevieve L. Lorenzo¹, Jeremy C. Biesanz¹, Lauren J. Human¹; ¹University of British Columbia – Consistent with the "beautiful-is-good" stereotype, physically attractive individuals are viewed with greater normative and distinctive accuracy. Overall, we do judge a book by its cover, but when it is beautiful, this also prompts us to read it more closely, leading physically attractive people to be seen more positively and accurately.

A197

YOUR BEST SELF REVEALS YOUR TRUE SELF: POSITIVE SELF-PRESENTATION LEADS TO MORE ACCURATE PERSONALITY IMPRESSIONS Lauren J. Human¹, Jeremy C. Biesanz¹, Kate L. Parisotto¹, Elizabeth W. Dunn¹; ¹University of British Columbia – Rather than leading perceivers astray, the current studies found that positive self-presentation actually enhances the accuracy of first impressions. Specifically, self-presenters elicited more attention from perceivers and behaved more confidently, which enabled perceivers to more accurately understand their personalities. In sum, putting one's best self forward reveals one's true self.

A198

IMPLICIT PERSONALITY ASSESSMENT USING ERP/N400 SIGNAL AMPLITUDE: FIRST STEPS Karen Sixkiller¹, Jason Coronei¹, Kara Federmier¹; ¹University of Illinois – Much of personality is implicit. In this study we investigated the implicit ERPs elicited during comprehension of personally referent statements, ("Your favorite dessert is pie"). ERP-N400 signals to personal and general statements were strikingly similar, supporting our hypothesis and suggesting they may be used to implicitly assess personality.

A199

PERSONALITY AND REAL-IDEAL DISCREPANCIES IN FRIENDSHIP Fanita Tyrell¹; ¹Northern Arizona University – The correlates of real-ideal discrepancy in friendship remain relatively unobserved. The present study examined whether personality predicts real-ideal discrepancies in friendship, in males and females. Findings revealed that neuroticism marginally predicted discrepancy scores in males, whereas agreeableness predicted discrepancy scores in females.

A200

YOUR RELATIONSHIP CHANGES YOU: EFFECTS OF RELATIONSHIP VARIABLES ON PERSONALITY CHANGE Yanna J. Weisberg¹, Jeffery A. Simpson¹, Colin G. DeYoung¹; ¹University of Minnesota – The current research investigated how one's romantic relationship can effect personality change across two months. Relationship variables such as interpersonal trust, partner responsiveness, and relationship quality were related to change in personality. Change in personality was affected most strongly by the amount of interpersonal trust held for one's partner.

A201

THE EFFECTS OF CONSCIENTIOUSNESS AND GUILT ON ACADEMIC PERFORMANCE Jennifer V. Fayard¹, Brent W. Roberts², Richard W. Robins³, David Watson⁴; ¹University of Illinois, Urbana-Champaign, ²University of Illinois, Urbana-Champaign, ³University of California, Davis, ⁴University of Notre Dame – We examined the influences of conscientiousness and guilt on grades. Initially, higher exam-guilt led to lower grades; however, when controlling for conscientiousness and trait guilt, exam-guilt bolstered subsequent performance, consistent with the idea that guilt serves a reparative function. This highlights the importance of understanding interactions between personality and emotions.

A202

DO OUR PERSONAL RELATIONSHIPS AFFECT OUR WELL-BEING? Katrina Jongman-Sereno¹, Erika Carlson¹, Simine Vazire¹; ¹Washington University in St. Louis – This study examined self-perceptions of well-being and perceptions of the quality of personal relationships between participants and six informants. Well-being was correlated with parents' ratings of quality of relationship and self-perceptions of quality of relationship with romantic partner. This connection is noteworthy because well-being is related to better living.

A203**AN ADAPTATIONIST APPROACH TO THE TWO FACTOR PSYCHOPATHY MODEL: FAST AND SLOW LIFE HISTORY STRATEGIES** Melissa

McDonald¹, Carlos Navarrete¹; ¹Michigan State University – Using a life history framework, we provide evidence that the two dimensions of psychopathy, fearless dominance and impulsive antisociality, represent slow and fast life strategies, respectively. Results indicate that family relationship quality differentially predicts each factor, and the two factors differentially predict academic achievement, self-monitoring, mating effort, impulsivity, and aggression.

A204**MAKING A NAME FOR YOURSELF: AGREEABLENESS AND NEGOTIATOR BEHAVIOR, OUTCOMES, AND REPUTATION** Aiwa Shirako¹, Cameron

Anderson; ¹New York University, ²University of California, Berkeley – Research on negotiation has found little evidence for personality effects. We argue that personality does shape behavior, however, only when examined in aggregate. Accordingly, personality should shape reputations. We found support for these hypotheses in a longitudinal study of negotiator communities: agreeableness predicted cooperative behavior, which led to positive reputations.

A205**PERSONALITY CERTAINTY: STABILITY OF NEED FOR COGNITION**

Brittany Shoots-Reinhard¹, Richard Petty¹, Kenneth DeMarree², Derek Rucker³; ¹Ohio State University, ²Texas Tech University, ³Northwestern University – Participants who reported being more certain in their responses to a personality scale measuring need for cognition were more consistent in their responses to the same scale one week later. These data suggest that measuring personality certainty could be a useful addition to studies including self-report personality inventories.

A206**BEING OPEN TO NEW IDEAS AND DIFFERING VIEWPOINTS: TOWARD A MORE TARGETED CONCEPTION OF OPENNESS** Clelia Anna Mannino¹,

Alex Rothman¹; ¹University of Minnesota – The present study (1) expands the conceptual framework underlying the openness to experience construct by providing evidence for an additional facet, openness to new ideas and to differing points of view, and (2) broadens research by examining emerging properties of a new scale.

A207**CAN'T WAIT TO DELAY: AVOIDANT PROCRASTINATION AND IMPULSIVITY** Erin K. Freeman¹, Luz-Eugenia Cox-Fuenzalida¹, Steven

Steer¹; ¹University of Oklahoma – The relationship between avoidant procrastination and impulsiveness was examined. Ninety-five undergraduates completed the Adult Inventory of Procrastination and the Eysenck Personality Inventory. Regression analysis revealed a significant positive correlation, indicating that increased impulsivity is associated with an individual's heightened tendency to engage in avoidant procrastination.

A208**PATHOLOGICAL PERSONALITY RELATED TO PERCEPTION OF STRESSFUL LIFE EVENTS BUT NOT ACTUAL EXPERIENCE OF EVENTS** Marci E. J.

Gleason¹, Abigail D. Powers², Thomas F. Oltmanns²; ¹University of Texas at Austin, ²Washington University in St. Louis – Pathological personality patterns have been associated with experiencing more negative life events. Adults higher in pathological personality reported more major stressful life events, but this association disappeared after correcting life event reporting. This suggests that pathological personality relates to the perception of more events, not the actual experience of them.

A209**A SNAPSHOT OF PERSONALITY AND TWITTER** Bennett Porter¹, C.

Raymond Knee¹, Rodriguez Lindsey¹; ¹University of Houston – Two studies examined the relationship between Twitter use and personality. Narcissism, the Big Five, and self-esteem weren't related to creating a Twitter

account. A second study, obtained through Twitter, examined correlations with patterns of use. Narcissism moderately correlated with accounts followed and conscientiousness with posting. All other correlations were nonsignificant.

A210**PERSONALITY CORRELATES OF DIFFERENT CREATIVE PROCESSES: PERCEPTUAL SENSITIVITY AND EFFORTFUL CONTROL AS MAJOR CONSTRUCTS** Kung-Yu Hsu¹, Wei-Lun Lin¹, Hsueh-Chih Chen²; ¹Fo-Guang

University, ²National Taiwan Normal University – The personality correlates of divergent thinking and insight-problem solving processes were investigated. Openness, perceptual sensitivity and effortful control were the major personality traits. Results showed that openness, extraversion, and effortful control were correlated to divergent thinking but not to insight-problem solving, while perceptual sensitivity were correlated to both creative performances.

A211**“WHITE-LIES” IN EVERYDAY LIFE: A DIARY STUDY OF PERSONALITY AND DAILY DECEPTION** Jana S. Spain¹; ¹High Point University – This diary

study examined the personality traits associated with telling “white-lies”. Self and friends' ratings indicated that frequent tellers were skilled at pretending and humor but deceitful, disagreeable, unconscientious, ethically inconsistent, and impulsive. Friends also described frequent tellers as hostile, irrational individuals who tended to undermine and blame others.

A212**DIFFERENTIAL ACCURACY OF PERSONALITY JUDGMENT** Joelle

Fanciullo¹, R. Michael Furr¹; ¹Wake Forest University – This research examines a new, ecologically-meaningful conceptualization of the accuracy of personality judgments – “differential accuracy” (DA). Results revealed significant average DA for Extraversion, Agreeableness, and Openness. Moreover, judges who were highly self-disclosing and who had a high Need to Belong were particularly good judges of Extraversion.

A213**CHILDHOOD TRAUMA, PERSONALITY AND HEALTH: DOES PERSONALITY MEDIATE THE RELATIONSHIP BETWEEN TRAUMA AND HEALTH?**

Elizabeth Gonzalez¹, Patrick Hill¹, Brent Roberts¹; ¹University of Illinois at Urbana Champaign – Childhood trauma has been linked to personality

traits such as low conscientiousness, high neuroticism, and low agreeableness all of which are associated with poor health in adulthood. Evidence from a national, representative sample of 2136 adults supports the notion that specific personality traits mediate the relationship between trauma and health.

A214**THE ARCHITECTURE OF EMPATHY: THE RELATIVE ROLES OF REINFORCEMENT SENSITIVITY AND BASIC TENDENCIES** Conrad

Baldner¹, Mark Scott¹; ¹Virginia Tech – The present research posits, and tests, a comprehensive personality architecture underpinning the prosocial motive of empathy. If Reinforcement Sensitivity is more distal to behavior than the Five-Factor traits, it may be useful in selection/assessment contexts where the criterion is long-term behavior which is affected by a variety of external influences.

A215**INDIVIDUAL DIFFERENCES IN STRESS REACTIVITY: THE ROLE OF PERSONALITY** Stefan Agrigoroaei¹, Michael, J. Polito¹, Margie, E.

Lachman¹; ¹Brandeis University – This study examined individual differences in stress reactivity to two challenges in the lab. We analyzed the relations of the Big-Five personality traits and facets to physiological indicators including cortisol, skin conductance, and heart rate variability. Facet-level analyses proved more informative in understanding the relationship between personality and stress reactivity.

A216

NARCISSISM AND INTERPERSONAL TRANSGRESSIONS Amy Brunell¹, Mark Davis², Joshua Rhodes¹, Julia DePaoli¹; ¹The Ohio State University at Newark, ²The Ohio State University – We assessed how narcissists responded to minor annoyances versus major transgressions. Participants completed personality questionnaires and reacted to hypothetical scenarios. Results revealed that narcissists were less forgiving and more vengeful, regardless of how major or minor the infraction. This suggests that narcissists respond disproportionately to the severity of the grievance.

A217

COPING MECHANISMS AS CORRELATES OF COLLEGE GRADE POINT AVERAGE. Alanna Beeman¹, Gretchen Reevy²; ¹University of California San Diego, ²California State University East Bay – This study examined the relationship between college GPA and a teachable potential correlate: coping mechanisms (e.g., planning, denial). Planning correlated positively and behavioral disengagement (giving up) correlated negatively with GPA. Correlations between coping mechanisms and GPA were strongest for freshmen, suggesting that coping should be taught prior to entering college.

A218

UNLEASHING OTHERWISE INHIBITED PREJUDICE: PERSONALITY AND JUSTIFICATION Matthew P. Kassner¹, William G. Graziano¹; ¹Purdue University – Agreeableness and gender are examined as predictors of anti-fat prejudice. Preliminary results indicate that individuals higher in agreeableness are more likely to express otherwise inhibited prejudice when a situational justification is present (in this case, individuating information), and that individuals express more anti-fat prejudice against members of the other gender.

A219

IS A TRAIT REALLY THE MEAN OF STATES? TRADITIONAL AND AGGREGATE ASSESSMENTS OF PERSONALITY Adam A. Augustine¹, Aaron C. Weidman¹; ¹Washington University in St. Louis – In this study, we tested the similarities and differences between trait personality assessments and aggregated momentary assessments of state personality. Results indicate that, although the two assessments are highly related, they differ in meaningful ways. The assessment strategies show differential predictive utility and the differences between them predict affective functioning.

A220

GRANDIOSE AND VULNERABLE NARCISSISM: A NOMOLOGICAL NETWORK ANALYSIS Brittany Gentile¹, Joshua D. Miller¹, Brian J. Hoffman¹, Eric T. Gaughan¹, Jessica Maples¹, W. Keith Campbell¹; ¹University of Georgia – The present study examined the nomothetic networks associated with grandiose and vulnerable narcissism. A factor analysis conducted on three self-report measures of narcissism supported a two-factor solution. The nomological networks of these narcissism variants were then compared using a variety of constructs. Substantial differences were found between the resulting profiles.

A221

SELF-RATED PERSONALITY PREDICTS DIRECTLY OBSERVED BEHAVIOR IN A PERSONALITY INTERVIEW YEARS LATER Christopher S. Nave¹, Ryne A. Sherman¹, David C. Funder¹, Sarah E. Hampson², Lewis R. Goldberg²; ¹University of California-Riverside, ²Oregon Research Institute – The current study links self-rated personality on the Big Five with directly observed behavior from a videotaped personality interview conducted between two and nine years later. Four coders each watched the videotaped personality interview and rated each participant (N = 155) on a wide range of directly observed behaviors.

A222

NARCISSISM IN ONLINE COMMUNITIES Ruth Grant¹, Patricia Owen¹; ¹St. Mary's University – The purpose of this study was to determine whether narcissism and vanity were associated with the design of a physically attractive avatar in online communities. Participants designed an avatar and completed narcissism and vanity questionnaires. Results showed that vanity was associated with an ideal body shape.

A223

CONSERVATIVES ARE HAPPIER THAN LIBERALS, BUT WHY? PERSONALITY CORRELATES OF POLITICAL IDEOLOGY AND LIFE SATISFACTION Bonnie Le¹, John Chambers¹, Barry Schlenker¹; ¹University of Florida – Conservatives have been found to report more happiness than liberals. In two studies, we found that personality and value differences in personal control and responsibility, traditional/religious attitudes, commitment to moral principles, tolerance of moral transgressions, work ethic, and system justification, all mediate the conservative-liberal life satisfaction gap.

A224

CONTRALATERAL MOTOR CORTEX EEG MIRROR NEURON ACTIVITY TO WATCHING MOTOR BEHAVIOR Laura Gravens¹, Thomas Price¹, Eddie Harmon-Jones¹; ¹Texas A&M – Research examined EEG motor cortex lateralization in response to videos of moving objects on right or left that were controlled by a visible person or by remote control. Right vs. left actor movements caused greater relative left motor cortex activity; this "mirror neuron" response was correlated with openness and conscientiousness.

Traits

A225

IDIOSYNCRASY INFLUENCES MPFC ACTIVITY DURING JUDGMENTS OF OTHERS' ENDURING TRAITS Locke Welbom¹, Emily Falk², Elliot Berkman³, Meghan Meyer¹, Matthew Lieberman¹; ¹UCLA, ²University of Michigan, ³University of Oregon – Using functional magnetic resonance imaging (fMRI), we present evidence suggesting that the idiosyncrasy of a target's personal traits influences activity within the mPFC during a trait attribution task. Trial-by-trial idiosyncrasy scores predicted greater recruitment of a ventral subregion of mPFC when evaluating others' traits, controlling for perceived similarity.

A226

SOCIAL WORKING MEMORY Meghan Meyer¹, Elliot T. Berkman², Bob P. Spunt¹, Lian T. Rameson¹, Matthew D. Lieberman¹; ¹UCLA, ²University of Oregon – Here we examine the neural mechanisms involved in social working memory. Participants completed trials in which they made judgments about two, three, or four of their friends' traits, while undergoing an fMRI scan. Neural regions associated with social cognition showed a linear increase in activation as participants consider more traits.

A227

META-ANALYTIC REVIEW OF THE RELATION BETWEEN IMPULSIVITY AND PROBLEM BEHAVIOR Erin K. Davison¹, Rick H. Hoyle¹; ¹Duke University – In a meta-analysis, we examined the extent to which impulsivity is predictive of problem behaviors, including alcohol use, drug use, risky sexual behavior, and violent/aggressive behavior. Results revealed stronger effects of impulsivity for risky sexual behavior and alcohol. Moderators included gender, race, age, and the measure of impulsivity used.

A228

USING PERSONALITY TRAITS TO PREDICT GENERAL AFFECTIVE STATES Tera D. Letzring¹; ¹Idaho State University – Personality traits were used to predict affect. Extraversion most strongly predicted positive affect and neuroticism most strongly predicted negative affect. Agree-

ableness predicted less negative affect, suggesting that agreeableness is related to punishment; whereas conscientiousness predicted more positive affect, suggesting that conscientiousness is related to reward. Openness was less predictive.

A229

INFLUENCE OF ANXIETY ON MATH TEST PERFORMANCE UNDER STEREOTYPE THREAT Grace Kao¹, Jeffrey Liew¹, Heather Lench¹; ¹Texas A&M University – The study examined the influences of gender and trait versus state anxiety on college students' math performance in both non-stereotype and stereotype threat conditions. Results show differing contributions of state and trait anxiety for the favored group in a threat condition. Findings have implications for learning and testing strategies.

A230

FLYING WITHOUT WINGS: RE-EXAMINING INDIVIDUAL DIFFERENCES IN IMAGINATIVE INVOLVEMENT Russell J. Webster¹, Donald A. Saucier¹; ¹Kansas State University – The current study found that across different imaginative involvement tasks (e.g., visualizing oneself flying or visualizing the setting sun), frequency and intensity of fantasy/daydreaming (a subscale of fantasy proneness) best predicted individuals' cognitive experiences (imagery vividness), while absorption best predicted individuals' emotional experiences (task engagement).

A231

LOWER SUBJECTIVE SOCIAL STATUS DOES NOT MAKE YOU DEPRESSED: NEUROTICISM AS COMMON DETERMINANT Giuseppe Alfonsi^{1,2}, Michael Conway^{1,2}; ¹Concordia, ²Centre for Research in Human Development – It has been argued that lower subjective status may lead to poorer psychological adjustment. However, both of these constructs are influenced by neuroticism. Participants completed several questionnaires. Using SEM, greater neuroticism was associated with lower subjective status and poorer adjustment. However, the latter two were unrelated when including neuroticism.

A232

RELATIONSHIPS FOR PERSONALITY, THE EXTENT OF SOCIAL NETWORKING, AND THE MOTIVATIONS FOR NETWORK USE Nirmeen Valiani¹, Valerie Bussell, PhD¹; ¹Houston Baptist University – This study examined the relationship between the extent of use of social network sites (SNS), with personality traits (Five-Factor Model) while exploring motivational factors for using social network sites. Results noted significant relationships between Conscientiousness, Neuroticism, the extent of use of SNS, and motivations of passing time and seeking companionship.

A233

PERSONALITY CORRELATES OF AUTHENTICITY IN PARENTAL AND PEER RELATIONSHIPS Alexandra Hummel¹, Joelle Fanciullo¹, Madison Barfield¹, R. Michael Furr¹; ¹Wake Forest University – The purpose of this study was to investigate personality correlates of both the emission and reception of authenticity, across parental and peer relationships. Some personality characteristics are linked to one's own authenticity (e.g., Self-Disclosure and Conscientiousness), but it is not yet clear what types of people elicit authenticity from others.

A234

BIG 5 TRAITS, COPING MECHANISMS, AND COLLEGE GRADE POINT AVERAGE Gretchen Reevy¹; ¹California State University, East Bay – This study investigated coping mechanisms as potential mediators of relationships between Big 5 traits and college GPA. For freshmen, the coping mechanism planning mediated the relationship between conscientiousness and GPA. For the full sample, no coping mechanisms were mediators. These results help explain the mechanism whereby conscientiousness relates to GPA.

A235

A SELF-CONTROL MECHANISM FOR TRAIT STABILITY: CONTRA-TRAIT EFFORT IN CONTEXTUALIZED BEHAVIORS Patrick Gallagher¹, Rick Hoyle¹; ¹Duke University – This study tested a hypothesized mechanism for trait stability: That contra-trait behaviors, those that are different from average trait levels, demand more effort than do trait-typical behaviors. Participants rated many contextualized behaviors on trait content and effortfulness, and reported that non-habitual contra-trait behaviors were significantly more effortful.

A236

BEING CONSCIENTIOUS BENEFITS MORE THAN PERFORMANCE: ASSOCIATIONS WITH INTERPERSONAL RELATIONSHIPS Cliff Rone¹, Tera D. Letzring¹; ¹Idaho State University – Previous research has established that conscientiousness is related to being orderly, responsible, and dependable. However, recent research has found more diverse outcomes. The current analyses demonstrated that college students' self-rated conscientiousness correlated with more interpersonal support and feelings of belonging, greater social network size and diversity, and less loneliness.

A237

COMPLEMENTARY PERSONALITY STYLES IN COUPLES COPING WITH BREAST CANCER RELATE TO BETTER MARITAL ADJUSTMENT Emily Rock¹, Kevin Rand¹, Silvia Bigatti¹; ¹Indiana University-Purdue University Indianapolis – Breast cancer patients and their partners were recruited to study how personality relates to adjustment. Regression analyses were used to understand how combinations of patient and partner hope and optimism relate to patient marital and psychological adjustment. Results suggest that in this population, complementary personality styles predict optimal marital adjustment.

A238

THREATENED BY EVALUATION? DISPOSITIONAL INTEREST AND RESILIENCE PREDICT TASK PREFERENCES AND REACTIONS TO NEGATIVE FEEDBACK Matthew R. Grossman¹, Jannay Morrow¹; ¹Vassar College – We explored the role of dispositional interest and resilience in responses to evaluation. The findings suggest that resilience may lessen the threat of evaluative feedback and promote proactive coping. Both interest and resilience may help to explain task preferences, reactions to feedback, and behavioral and emotional reactions to future situations.

A239

INFORMATION QUALITY IN PERSONALITY JUDGMENT: THE RELATIVE VALUE OF PERSONAL DISCLOSURES Andrew Beer¹; ¹USC Upstate – Participants in unacquainted groups divulged personal information in one of two distinct types: core values or individuating facts. Neither revelation type showed a clear, generalized advantage in terms of judgmental accuracy for Big Five traits. However, some trait-specific asymmetries arose. Implications for the formalized study of information quality are discussed.

A240

SNAPSHOT JUDGMENTS: ACCURACY AND SOCIAL IMPLICATIONS Jenny M. Porter¹, Alexander Todorov¹; ¹Princeton University – Research has focused on how appearance-based judgments from still images vary across individuals. However, snapshots of the same person often vary and could lead to vastly different social inferences. We demonstrate that natural variation in photographs could lead to drastically different judgments of a person, and may bias social decisions.

A241

AGENCY, COMMUNALITY, AND ORIENTATION TO TIME Katrina Messina¹, Michael Conway¹; ¹Concordia University – Agentic relative to communal priming in Study 1 led participants to perceive a photographed target individual as thinking about the future as opposed to the

past. In Study 2, agentic relative to communal priming led to greater adoption of an ego-moving, as opposed to a time moving metaphor for time.

A242

PERSONALITY TRAITS FUNCTION AS CAUSAL CONCEPTS Laura

Kressel¹, James Uleman¹; ¹NYU – Unconscious, “spontaneous,” trait inferences are ubiquitous. When exposed to trait-implying information about actors, people unwittingly infer personality traits and these traits are linked to actor representations. Three studies demonstrate that isolated trait-action pairs are represented analogously to nonsocial causal concepts. Spontaneous trait inferences, therefore, are causal (not descriptive) inferences.

A243

RUDE HUMANS, ROBOTS, AND OBJECTS: INFLUENCE OF ACTOR AGENCY ON SPONTANEOUS AND CONTROLLED TRAIT INFERENCE Maaike

Roubroeks¹, Jaap Ham¹, Cees Midden¹; ¹Eindhoven University of Technology – Why would people react socially toward technology, as earlier research suggests? The current research compared people’s automatic and controlled social reactions to humans, computer agents, and objects. Results suggest people’s automatic reactions to computer agents are social in nature, but people can control their reactions taking into account actor agency.

A244

AWARENESS OF SPONTANEOUSLY INFERRED TRAITS IS RELATED TO CONTROLLED, BUT NOT AUTOMATIC, PROCESSES Randy

McCarthy¹, John Skowronski¹; ¹Northern Illinois University – Participants completed a false-recognition paradigm--a commonly used measure of spontaneous trait inferences. Further, participants reported their level of confidence. Using the process dissociation procedure--a method for quantifying the contributions of controlled and automatic processes--we show that confidence is associated with controlled, but not automatic, processing.

A245

THE REPRESENTATION AND RETRIEVAL OF ORDER INFORMATION IN IMPRESSION FORMATION Rui S. Costa¹, Leonel Garcia-Marques², Jeffrey

W. Sherman³; ¹University of Lisbon, Princeton University, ²University of Lisbon, ³University of California, Davis – Order information has been absent from person memory research. Five experiments suggest that forming impressions enables the representation, retrieval and use order information for judgments and recall, and that this representation does not seem to be based on the inter-item associations but, instead, on the items’ level of informativeness.

A246

THE INFLUENCE OF DECISION DOMAIN ON OPENNESS TO EXPERIENCE AS A PREDICTOR OF COUNTERFACTUAL-SEEKING Amanda R. Trask-

Tolbert¹, Amy Summerville¹; ¹Miami University – Previous research suggests that Openness to Experience can lead to information search about foregone alternatives (counterfactual-seeking). In this study, we examined whether the interest level of the domain of the decision influences the relationship between Openness and counterfactual-seeking. Implications for the intersection of personality and decision-making are discussed.

A247

DISTANCE AND ABSTRACTION IMPROVES DECISION-MAKING PERFORMANCE VIA TRAIT CATEGORIZATION Jun Fukukura¹, Kentaro

Fujita², Melissa Ferguson¹; ¹Cornell University, ²Ohio State University – Distance and abstraction lead us to more readily infer traits about others. Although this causes us to misremember specific details, it suggests that distance and abstraction help create an organized impression. We show that distance and abstraction improves performance on decision-making and that performance is mediated by trait categorization.

A248

THE CONSISTENCY OF VIRTUE TRAITS Peter Meindl¹, William Fleeson¹;

¹Wake Forest University – Some philosophers argue that there is no such thing as a virtuous person, because virtuousness is inconsistent. The results of an experience sampling study suggest that this argument is untenable, as virtuousness appears to be highly consistent.

Friday, January 28, 8:00 – 9:30 am, Ballroom C

Close Relationships/Belonging/Rejection

- B1**
AN APPROACH-AVOIDANCE MOTIVATIONAL ANALYSIS OF LYING AND WELL-BEING IN ROMANTIC RELATIONSHIPS Amber L. Bush^{1,2}, C. Raymond Knee¹, Robert Wickham¹; ¹University of Houston, ²Baylor College of Medicine – Two studies examined motives for telling and perceiving everyday lies (Study 1) and the consequences of lying for both members of dating relationships (Study 2). Three reliable and valid motives for telling lies emerged. Telling and perceiving lies were generally associated with lowered well-being for both partners, regardless of motives.
- B2**
DEVELOPING THE MATE RETENTION INVENTORY SHORT FORM JAPANESE VERSION AND ITS CORRELATION WITH VIOLENCE Hitomi Terashima¹; ¹Tsukuba University – The Japanese version of Mate Retention Inventory short form (Buss, Shackelford & McKibbin, 2008) was developed in this study. 1046 Japanese participants completed questionnaires. The validity and reliability of this inventory was established. Results suggest that mate retention behaviors is related to subsequent violence to their partners.
- B3**
IS HIGH EXPECTED FORGIVENESS A LICENSE TO TRANSGRESS?: COMPARING ACTUAL BEHAVIOR TO FORECASTED BEHAVIOR Laura B. Luchies¹, Eli J. Finkel¹, Jody L. Davis², Jeffrey D. Green², Anthony E. Coy²; ¹Northwestern University, ²Virginia Commonwealth University – Two studies demonstrated that (a) individuals tend to treat high expected forgiveness as a license to transgress and that, (b) whereas individuals forecast that other people would transgress against forgiving partners more than they would transgress against unforgiving partners, they forecast that they, themselves, would not.
- B4**
LASHING OUT IN LUST: EFFECT OF PORNOGRAPHY ON NONSEXUAL, PHYSICAL AGGRESSION AGAINST RELATIONSHIP PARTNERS Nathaniel Lambert¹, C. Nathan DeWall², Brad J. Bushman³, Tyler F. Stillman⁴, Frank D. Fincham¹, Richard S. Pond²; ¹Florida State University, ²University of Kentucky, ³Ohio State University, ⁴Southern Utah University – In 5 Studies we examined the connection between pornography consumption and violence toward intimate partners. We found that pornography consumption increased violence toward a partner and that social disconnection mediated this relationship.
- B5**
ALL THESE THINGS I HAVE DONE: ACCOMMODATION TO POTENTIAL ROMANTIC PARTNERS FUELS POST-REJECTION HOSTILITY Rainer Romero-Canyas¹, Kavita S. Reddy¹, Sylvia Rodriguez¹, Geraldine Downey¹; ¹Columbia University – In relationships, compromise and accommodation help maintain harmony and may foster intimacy. However, accommodation may also magnify negative reactions to behavior that normatively triggers hostility, such as rejection. This experimental study provides evidence that accommodation may increase post-rejection hostility toward a potential dating partner.
- B6**
RELATIONSHIP THEORIES AND RELATIONSHIP VIOLENCE: THE BENEFITS OF BELIEVING IN SOULMATES Renae Franiuk¹, Ashley Shain¹, Courtney Murray¹, Lauren Bieritz¹; ¹Aurora University – The current research expanded on past research on implicit theories of relationships and relationship violence. Research with a diverse sample showed that those with high soulmate theory and low work-it-out theory had the lowest reported violence in current and past relationships, whether they were experiencing or committing violence.
- B7**
I'LL STICK WITH MY IDEA: EXCLUSION INCREASES SOCIALLY DOMINANT BEHAVIORS Yanine Hess¹, Cynthia Pickett¹; ¹University of California, Davis – This research addresses the question of whether social exclusion leads to non-aggressive but socially dominant behaviors. Participants experienced exclusion or non-exclusion in a game of Cyberball and their subsequent levels of social dominance in an interactive decision-making task were assessed. As predicted, excluded participants exerted more dominance than non-excluded participants.
- B8**
THE GENERAL BELONGINGNESS SCALE (GBS) STRONGLY PREDICTS SUBJECTIVE WELL-BEING Glenn Malone¹, David Pillow¹; ¹University of Texas at San Antonio – The basic need for human affiliation has been the aim of countless studies and theories. It has been postulated that belongingness deprivation is linked to negative affect, depression, and suicidal ideation. Our goal is to develop a reliable general measure of belongingness that would strongly predict subjective well-being.
- B9**
CONSERVATISM AND REASONS FOR PREMARITAL SEX Amy K. Dicke-Bohmann¹; ¹Texas A&M University-San Antonio – Reasons for premarital sex (PS) were examined with respect to conservatism and religiosity, including religious reasons, human need, relationship benefit, and free choice. Differences in conservatism/religiosity based on reasons for approving PS were hypothesized. Some hypotheses were not supported, but approval of PS did correlate significantly with internal religiosity.
- B10**
THE NEG: A COUNTERINTUITIVE RELATIONSHIP INITIATION STRATEGY Brian Richards¹, Jessica Turchik¹, Keith Markman¹; ¹Ohio University – The “neg” is a counterintuitive practice employed by Pickup Artists to attract women. At its core, the neg is negative feedback that a man communicates to an attractive woman. Women rated a man who “negged” them as more desirable than one who complimented, and one in the control condition.
- B11**
FORGIVENESS AS A MECHANISM OF SELF-REGULATION: AN EGO-DEPLETION MODEL Nellie Jenkins¹, Emberly Sinclair¹, Lindsay Myerberg¹, Jeni L. Burnette¹; ¹University of Richmond – Offenses are an inevitable component of intimate relationships. Forgiveness after such conflict is important for maintaining healthy lasting relationships. However, forgiveness is not easy. We suggest the challenge is due, in part, to the required self-regulation. Results from an experimental study of high maintenance interactions support an ego depletion model.
- B12**
VICTIMS AND PERPETRATORS PERCEPTIONS OF INFIDELITY BEHAVIORS Rowan Sciban¹, Susan Boon¹, Sarah Watkins¹; ¹University of Calgary – The current research project examined if prior experience with infidelity lead people to view specific behaviors as more or less likely to be perceived as an infidelity. Participants judged whether 53 behaviors constituted infidelities and if they had ever been the “victim” or a “perpetrator” them.

- B13**
SIMILARITY PREDICTS RELATIONSHIP SATISFACTION IN BRAZIL Erina Lee¹, Gian C. Gonzaga^{1,2}; ¹eHarmony Labs, ²University of California, Los Angeles – Two studies investigated the impact of similarity on relationship satisfaction in Brazil. In study 1, couples' independent ratings of similarity across personality, values, and interests predicted satisfaction. In study 2, perceived similarity in personality and interests (coded from open-ended text) predicted satisfaction. Results support the importance of similarity in relationships.
- B14**
MOTHERS' EXPECTATION FULFILLMENT: DIFFERENCES ACROSS RELATIONSHIP STATUS AND RACE/ETHNICITY GROUPS. R. Roudi Nazarinia Roy¹, Walter R. Schumm¹, Farrell J. Webb¹, Anthony B. Walker²; ¹Kansas State University, ²University of Texas at Austin – Expanding on the transition to parenthood literature, the current investigation evaluates new heterosexual mothers' expectation fulfillment by their child's father. Analysis of data from 1,195 first time mothers indicates expectation fulfillment differences across relationship status and race/ethnicity groups. Such differences suggest a need for further research with more diverse populations.
- B15**
LOVE AND FALLING IN LOVE ARE DEFINED DIFFERENTLY IN THE UNITED STATES AND CHINA Suzanne Riela¹, Linda Kudla¹, Vaneela Jaikaran¹, Arthur Aron¹; ¹SUNY Stony Brook – Definitions of "love" and "falling in love", collected in the United States and China, were analyzed for love style and triangular component. Results indicated that both love style and triangular component interacted with definition type and culture. Different cultures had their own interpretations of love and falling in love.
- B16**
COMPASSIONATE AND SELF-IMAGE GOALS IN U.S., JAPAN, AND INDIA Yu Niiya¹, Dominik Mischkowski², Jennifer Crocker², Shanmukh V. Kamble³; ¹Hosei University, ²Ohio State University, ³Karnatak University – In the U.S., Japan, and India, compassionate goals to support others predicted reduced zero-sum thinking and greater growth goals whereas self-image goals to construct and defend desired self-images predicted greater validation goals. Results suggest that compassionate and self-image goals are meaningful in non-American cultures too.
- B17**
ATTENTIONAL DISENGAGEMENT FROM THE SAD FACE OF A ROMANTIC PARTNER PREDICTS RELATIONSHIP QUALITY Brigitte Hanna¹, Caroline S. Ostiguy¹, Mark A. Ellenbogen¹; ¹Concordia University – Biased attention for negative cues displayed by a romantic partner may be an important marker of relationship quality. Participants completed an attention task with pictures of their partner. Men who were slow to shift away from the sad face of their partner reported high levels of conflict in their relationship.
- B18**
TEASING AND RELATIONSHIP ORIENTED EMOTIONS IN ENGAGED COUPLES Heather Setrakian¹, Gian Gonzaga¹; ¹eHarmony Labs – Teasing increases positive emotion and strengthens relationships. Engaged couples teased each other, rated their emotions, and their partner's intentions behind the tease. Perceptions of partner's intent related to relationship-related positive emotions (i.e., love) more than self-related positive emotions (i.e., determined) or negative emotions suggesting teasing strengthens the romantic bond.
- B19**
AFFECTIVE REACTIONS TO PEER REJECTION: THE MODERATING EFFECTS OF ATTACHMENT ANXIETY Leigh C. Turner¹, Tara K. MacDonald¹; ¹Queen's University – We assessed whether manipulated peer rejection and attachment anxiety interact to predict specific affective states. Women were/were not rejected by a peer and then reported their affect. Rejection condition interacted with anxiety: rejected women low in anxiety reported more anger and confusion; rejected women high in anxiety reported more depression.
- B20**
IT'S A MATTER OF TRUST: A LINK BETWEEN TRUST AND REACTIONS TO HURT FEELINGS Lisa B. Reddoch¹, Kelley J. Robinson², Jessica J. Cameron²; ¹University of Victoria, ²University of Manitoba – Dating partners, friends, and parent/adult-child pairs indicated their trust in each other and their tendencies to react to hurt feelings with relationship-destructive behaviors. Actor-Partner Interdependence Model analyses revealed that overall, greater trust within a dyad was linked to a lowered tendency for either pair-member to react destructively to hurt feelings.
- B21**
COUPLES' EMOTION BEHAVIORS IN EVERYDAY LIFE: LINKS TO RELATIONSHIP SATISFACTION AND STABILITY Richard B. Slatcher¹, Jana Ranson¹; ¹Wayne State University – Here we report findings from a naturalistic study of 50 couples who wore the Electronically Activated Recorder (EAR) for six days. Negative emotion behaviors (e.g., anger, contempt) rated from couples' conversations were negatively associated with one's own relationship satisfaction, partners' satisfaction, and relationship stability 6 months and 2 years later.
- B22**
THE EFFECTS OF CONFLICT ON THE ACCURACY AND PROJECTION OF MOOD JUDGMENTS IN CLOSE RELATIONSHIPS Sean Lane¹, Gertraud Stadler², Niall Bolger²; ¹New York University, ²Columbia University – When making judgments about affective experiences, individuals are affected by their partner and by their own experience. The current analysis provides evidence that subjective reports of conflict influence the degree to which individuals are accurate and biased, particularly when only one partner reports conflict versus when both are in consensus.
- B23**
EX APPEAL: SUBSTITUTING CURRENT PARTNERS AND EX-PARTNERS TO SATISFY THE NEED TO BELONG Stephanie S. Spielmann¹, Samantha Joel¹, Geoff MacDonald¹; ¹University of Toronto – Individuals in relationships reported their relationship quality and longing for an ex-partner at three waves over the course of nine months. Results revealed that decreases in relationship quality over time led to increases in longing for an ex, demonstrating a substitution of partners to satisfy the need to belong.
- B24**
THE EFFECT OF POSITIVE EMOTIONS ON PARTNER PERSPECTIVE TAKING Thery Prok¹, Shelly Gable¹; ¹University of California, Santa Barbara – This study examined the effects of positive emotions on partner perspective taking. Participants watched a video clip that elicited either amusement, awe, disgust, fear, or neutrality. This was followed by a partner perspective taking task. Results revealed that positive emotions increased partner perspective taking and attachment moderated this effect.
- B25**
PERCEIVED PARENTAL INVESTMENT AND THE SELF-PERCEIVED COST OF FUTURE OFFSPRING Amanda M. Hoock¹, Joseph P. Coleman¹, Matthew Mulvaney¹; ¹State University of New York College at Brockport – Parents typically invest highly in children. Nevertheless, it tends to be the children's perception regarding this investment that later determines the perceived

personal costs of parenting. Results revealed that perceptions of high parental investment lead young adult children to have increases in the perceived future cost of parenting for themselves.

B26

“HONEY, SHE’S JUST A FRIEND”: AN INVESTIGATION OF JEALOUSY OVER ROMANTIC PARTNERS’ CROSS-SEX FRIENDS Brittany K. Jakubiak¹, Theresa E. DiDonato¹; ¹Loyola University Maryland – Using Facebook pages as our stimuli, in three studies we investigated the characteristics of cross-sex friendships and cross-sex friends that promote romantic jealousy. Our results supported our expectation that cross-sex friendships characterized by high self-disclosure and cross-sex friends with desirable mate traits (physical attractiveness and wealth) produce greater jealousy.

B27

FROM THE BEDROOM TO THE ALTAR AND BEYOND: ROMANTIC COUPLES’ SOCIOSEXUALITY AND RELATIONSHIP FUNCTIONING Gregory Webster¹, Jean-Philippe Laurenceau², Veronica Smith³, Amanda Mahaffey⁴, Angela Bryan⁵; ¹University of Florida, ²University of Delaware, ³University of Mississippi, ⁴CIS/ISCTE-Lisbon University Institute, ⁵University of New Mexico – Sociosexuality and measures of relationship functioning in couples (62 dating, 238 engaged, and 120 newlywed over three time points) were examined using actor-partner interdependence modeling (APIM). Actor effects, partner effects, or both, were found for couples’ commitment, sexual satisfaction, divorce beliefs, relationship dissolution, and relationship quality, efficacy, and satisfaction.

B28

MAINTAINING HARMONY ACROSS THE GLOBE: THE CROSS-CULTURAL ROLE OF CLOSENESS IN INTERPERSONAL FORGIVENESS Johan Karremans¹, Camillo Regalia², Giorgia Paleari³, Frank Fincham⁴, Ming Cui⁴, Naomi Takada⁵, Ken-Ichi Ohbuchi⁵, Kari Terzino⁶, Susan Cross⁶, Ayse Uskul⁷; ¹Radboud University, ²Catholic University of Milan, ³University of Bergamo, ⁴The Florida State University, ⁵Tohoku University, ⁶Iowa State University, ⁷University of Essex – We examined the closeness-forgiveness link across individualistic and collectivistic cultures. Results revealed a robust association between closeness and forgiveness, but this association was somewhat weaker in collectivistic countries. The findings are discussed in terms of the possible evolutionary origins of forgiveness, and the role of individualism/collectivism in shaping forgiveness.

B29

“TELL ME I’M SEXY...BUT STAY FOREVER:” INTERACTIVE EFFECTS OF OBJECTIFICATION AND COMMITMENT IN RELATIONSHIPS Andrea Meltzer¹, James McNulty¹; ¹University of Tennessee – How does sexual objectification by a romantic partner affect women’s relationships? Two studies revealed that women’s perceptions of partner objectification interacted with their perceptions of partner commitment to positively predict relationship satisfaction and one study demonstrated that this association was mediated by women’s perceptions of the likelihood of partner infidelity.

B30

DO MEN AND WOMEN LOVE DIFFERENTLY? AN EMPIRICAL TEST OF CANCIAN’S THEORY OF LOVE Carrie Bredow¹, Elizabeth Schoenfeld¹, Ted Huston¹; ¹University of Texas at Austin – Diary data collected from 168 couples provided partial support for Cancian’s theory that men and women “love differently”. Although men and women were equally likely to express love through verbal affection and household task performance, men were more likely than women to show love through sex and shared leisure activities.

B31

ACCOMMODATION RESPONSES FOLLOWING INFIDELITY SCENARIOS: THE ROLE OF GENDER AND RELATIONSHIP CONTEXT Dana Weiser¹, Daniel J. Weigel¹; ¹University of Nevada, Reno – This study utilized the EVLN and Investment models to explore how individuals believed they would respond after learning of a partner’s infidelity. Individuals were more likely to use exit and less likely to use voice and loyalty as infidelity seriousness increased. Relationship context and investment variables differentially predicted responses.

B32

IS IT A DATE? HOW PAYMENT AFFECTS PERCEPTIONS OF ROMANTIC INTEREST Emily C. Randall¹, Christina M. Brown²; ¹University of North Carolina Wilmington, ²Saint Louis University – This study examined the effect of financial payment on perceptions of romantic interest. Results suggest that a meal is more likely to be defined as a date when the man pays fully and that men view partial payment by a man as detrimental to the female partner’s romantic interest.

B33

DIFFERENTIAL NATURE OF CROSS-SEX FRIENDSHIPS AS A FUNCTION OF ROMANTIC STATUS Jarryd Willis¹, Robert Fuhrman¹; ¹University of Texas at San Antonio – A meta-analytic investigation (n = 700) compared attachment styles of single and romantically involved college-aged participants (396 females) across romantic relationships, cross-sex, and same-sex friendships. Romantically involved individuals exhibited highest attachment anxiety for their romantic partners, whereas single individuals exhibited highest anxiety for their cross-sex friends.

B34

CHANGES IN MARITAL SATISFACTION ACROSS THE TRANSITION TO PARENTHOOD Jennifer Fillo¹, Jeffrey A. Simpson¹, W. Steven Rholes²; ¹University of Minnesota, ²Texas A&M University – Whereas the birth of a child is typically anticipated with much enthusiasm, the impact of this event on the marital relationship can be decidedly less positive. This study explored the role of the division of labor and attachment style in predicting changes in marital satisfaction across the transition to parenthood.

B35

SCRIPTING THE SCRIPTLESS: MEDIA PORTRAYALS OF THE REJECTER’S SIDE OF UNREQUITED LOVE John Mac Arthur¹, Katherine Collier¹, H. Colleen Sinclair¹; ¹Mississippi State University – We conducted a quantitative content analysis of media portrayals of unrequited love. Rejecters fell into one of four types, male rejecters the more “hostile” rejecter, and women the “romantic.” Women’s rejections were more direct but were portrayed as token resistance and thus less successful at ending the courtship than men’s.

B36

SEX DIFFERENCES IN JEALOUSY: THE ROLE OF SOCIAL DOMINANCE ORIENTATION Kelly Barnes¹, Michael Tagler¹; ¹Ball State University – We predicted that Social Dominance Orientation (SDO) would moderate sex differences in responses to hypothetical sexual versus emotional partner infidelity. College students responded to both forced choice and continuous infidelity distress scales. Although significantly more men than women chose sexual infidelity as most distressing, SDO was strongly predictive of distress.

B37

WHEN COUPLES READ STORIES ABOUT OTHER COUPLES’ RELATIONSHIPS Linda K. Acitelli¹, Robert E. Wickham¹, Julie Brunson¹, Mai-Ly Nguyen¹; ¹University of Houston – When 238 couples read stories about marital interactions, they rated fictional spouses’ feelings after each story. Results suggest that men and women possess similar expect-

tations regarding gender differences in reactions to various marital interactions. We concluded that social norms inform relationship scripts, creating a cognitive blueprint for relationship expectations.

B38

RESPECT IN FRIENDSHIPS ASSOCIATED WITH LEVEL OF FRIENDSHIP, GENDER, AND ROMANTIC RELATIONSHIPS Michelle F. Guthrie¹, Clyde Hendrick¹, Susan S. Hendrick¹; ¹Texas Tech University – We investigated respect's variation according to level of friendship and romantic relationship involvement. Participants reported more respect toward and from closer friends. Women reported more respect toward and from their friends than men. Participants in romantic relationships reported more respect toward friends than participants not in romantic relationships.

B39

OSTRACISM BY IN/OUT-GROUPS SOCIAL NEEDS DAMAGE SUGGESTS EXPLANATIONS BEYOND SOCIAL IDENTITY THEORY'S IMPLICATIONS Alison Dingwall¹, Candice Wallace¹, Dominique Hubbard¹, Lloyd Sloan¹; ¹Howard University – White or Black, and male or female, Cyberball co-players ostracized or included 169 Black participants. Ostracism damaged social well-being. After delay-produced recovery, co-player race x ostracism impacted belonging. White but not Black coplayer ostracism effects remained. Complex belonging protective motive construals may provide better explanations than simplistic Social Identity interpretations.

B40

EFFECT OF REJECTION SENSITIVITY ON UNDERGRADUATE ALCOHOL USE Marie Chesaniuk¹, Kenzie Snyder¹, Niall Bolger¹; ¹Columbia University – Existing literature using clinical samples associates rejection sensitivity with higher levels of drinking. Does this generalize to college samples? Contrary to predictions, results show lower rejection sensitive college students had higher frequency of alcohol use and an interaction trend of lower at-home drinking frequency among subjects higher in rejection sensitivity.

B41

WHEN REJECTION LOSES ITS MOTIVATIONAL STING: THE POWER OF AUTOMATIC PARTNER ATTITUDES IN CLOSE RELATIONSHIPS Brianna Harris¹, Sandra L. Murray¹; ¹State University of New York at Buffalo – We examined whether possessing more positive automatic attitudes towards a dating partner lessens the motivational sting of rejection. The results revealed that rejection automatically activates the tendency to devalue a rejecting partner unless people possess positive automatic attitudes they have little capacity to correct (i.e., low in working memory capacity).

B42

REJECTION SENSITIVITY AND THE PERCEPTION OF INCLUSION IN CYBERBALL Courtney K. Shade¹, Robert Arkin¹; ¹Ohio State University – Two studies investigated the role of rejection sensitivity (RS) on accurate perceptions of inclusion and subsequent reactions to those perceptions. Participants experienced a range of inclusion levels in Cyberball. The perceptions of high and low RS participants were equal, but reactions to those perceptions greatly differed.

B43

CONNECTION TO NATURE AS A MEANS TO MEET BELONGING NEEDS Cynthia McPherson Frantz¹, Lovell Case¹, Polit Jonathan¹, Mayer F Stephan¹; ¹Oberlin College – Can nature fulfill belonging needs? Two studies tested whether connection to nature (CN) is a functional analog to interpersonal connection in buffering the effects of ostracism. Relative to low CN individuals, high CN individuals attended more to nature information after social rejection, and were buffered from its negative effects.

B44

PERCEPTIONS OF ATHLETIC FEMALE FIGURES Deana Julka¹, Megan Sweeney¹; ¹University of Portland – Perceptions of physical attractiveness differ cross-culturally. Females want to be thinner, males are split. Body weight relates to self-worth. This study used questionnaires to examine perceptions of athletic figures and self esteem. Female athletes were most attracted to musculature in males and females and had higher ratings of self-esteem.

B45

ATTACHMENT & CLOSENESS IN INTIMATE RELATIONSHIPS: EXPLORING THE MEDIATING EFFECTS OF RELATIONAL UNCERTAINTY Eliane Boucher¹; ¹University of Texas of the Permian Basin – The current study found that people with higher levels of avoidant attachment report more uncertainty about their romantic relationships and that these doubts, particularly doubts about their own involvement as well as their partner's involvement in the relationship, mediate the relationship between avoidant attachment and interpersonal closeness.

B46

WHEN SELF-COMPLEXITY EASES THE STING OF REJECTION Erika Koch¹; ¹St. Francis Xavier University – Having multiple roles that one perceives in harmony may predict reactions to rejection. Participants listed their most important social roles and rated each possible pairing on role harmony. Participants wrote about a previous acceptance or rejection experience. In the rejection condition, high roles/high harmony predicted relatively less negative reactions.

B47

DECONSTRUCTING THE ASSOCIATION BETWEEN THE PYGMALION PHENOMENON, ATTACHMENT ANXIETY, AND RELATIONSHIP DISSATISFACTION Grace Larson¹, Jessica Borelli¹; ¹Pomona College – We evaluated the association between attachment anxiety, within-individual change in romantic relationships, and dyadic adjustment in a cross-sectional investigation of individuals in recently initiated romantic relationships. Attachment anxiety was associated with within-individual change, and individuals who were high in both attachment anxiety and within-individual change had the lowest dyadic adjustment.

B48

MAINTAINING ROMANTIC RELATIONSHIPS: THE PRINCIPLE OF LEAST INTEREST AND ATTACHMENT James Brooks¹; ¹University of Illinois Urbana-Champaign – Examined the relations between relative dependence on a romantic relationship and self-reported attachment style and relationship maintenance. Results indicate that participants in a balanced relationships more frequently used relationship maintaining behaviors (i.e sacrifice), than those in imbalanced relationships. Additionally, anxious attachment moderates the relationship between relative dependence and maintenance behaviors.

B49

QUALITY OF POST-DISSOLUTION RELATIONSHIPS MEDIATES THE EFFECT OF ATTACHMENT ANXIETY ON FORGIVENESS FOLLOWING RELATIONAL DISSOLUTION K. Edwin Sheppard¹, Susan D. Boon¹; ¹University of Calgary – The present study explored the extent to which the quality of post-dissolution relationship mediates the attachment-forgiveness link. Participants (N = 314) had recently experienced the dissolution of a relationship. Results suggest that attachment security is associated with the tendency to forgive as a result of the quality of post-dissolution relationship.

B50

ANXIOUS ATTACHMENT PREDICTS REJECTION SENSITIVITY ACROSS MULTIPLE SAMPLES Kenzie Snyder¹, Gertraud Stadler¹, M. Joy McClure¹, Niall Bolger¹; ¹Columbia University – How are rejection sensitivity, attachment anxiety and avoidance, and relationship status interrelated? Results across two samples using two measures showed anxious indi-

viduals were higher on rejection sensitivity regardless of relationship status. However, relationship status interacted with avoidance: Among individuals not in a relationship, avoidance was positively correlated with rejection sensitivity.

B51

UNDERSTANDING THE MECHANISMS LINKING RELIGIOSITY WITH RELATIONSHIP SATISFACTION: RELIGIOSITY PREDICTS PARTNER REPORTS OF NEGATIVE INTERACTIONS Kimberly Kristine McAdams¹, M. Brent Donnellan¹, Sarah K. Spilman², Frederick O. Lorenz², Rand D. Conger³; ¹Michigan State University, ²Iowa State University, ³U.C. Davis – This poster provides evidence linking religiosity to behavioral interaction patterns based on the hypothesis that individuals higher in religiosity will treat partners with less hostility and negativity. Actor-Partner analyses were conducted on data from 363 couples. Religiosity had actor effects for predicting relationship quality and partner reports of negative interactions.

B52

WHEN POWER ENCOURAGES (AND DISCOURAGES) INTERPERSONAL CONNECTION Kyle Conlon¹, Jon Maner¹; ¹Florida State University – The present study found that among participants high in dominance motivation, power decreased their desire for social connection; in contrast, power increased a desire for social connection among participants low in dominance motivation. These results demonstrate an important tradeoff between the fundamental social motives of power and interpersonal connection.

B53

HOW ARE WE DOING? IT DEPENDS ON WHO I COMPARE TO AND MY ANXIETY LEVEL Marian Morry¹; ¹University of Manitoba – Social comparisons occur in close relationships in a multitude of ways and are interpreted through one's attachment style. Three studies examined attachment dimensions and comparison direction relative to a friend's dating relationship on relationship outcomes. Higher anxiety predicted more upward comparisons and interacted with comparison direction to predict relationship outcomes.

B54

SELF-REPORTED ATTENTION TO ALTERNATIVE ROMANTIC PARTNERS PREDICTS JUDGMENTS OF OTHERS AND RELATIONSHIP OUTCOMES Rowland S. Miller¹, Jeremy P. Angus¹, Christopher D. Felder¹, Victoria A. Shibley¹, Amanda M. Williams¹; ¹Sam Houston State University – Validation of a new inventory of interest in potential alternative romantic partners demonstrated that attention to alternatives has four facets: active prowling, passive awareness, willful disinterest, and cluelessness. Only prowling distinguished partnerships that ended from those that continued. In the lab, men's prowling predicted evaluations of women's attractiveness.

B55

DEPRESSION, PERSPECTIVE TAKING, AND RELATIONSHIP SATISFACTION IN ROMANTIC RELATIONSHIPS Rugile Tuskeviciute¹, Amie Gordon¹, Serena Chen¹; ¹University of California, Berkeley – In two studies I show that people who are more depressed are less satisfied in their romantic relationships because they take their partner's perspective less, and people who think their partners are more depressed are less satisfied because they perceive their partners as engaging in less perspective taking.

B56

ATTACHMENT AND THE IMPACT OF RELATIONSHIP REFLECTION ON COGNITION AND ATTENTION Sarah Stanton¹, Lorne Campbell¹, Timothy J. Loving²; ¹University of Western Ontario, ²University of Texas at Austin – Two studies investigated the impact of relationship reflection on cognition and attentional capacity for individuals high in attachment anxiety.

Results support the idea that the attachment system of these individuals is activated by thinking of both negative and positive qualities of their relationships, and this activation influences task performance.

B57

WHY ARE SOME FRIENDSHIPS MORE SATISFYING THAN OTHERS? RELATIONAL-INTERDEPENDENT SELF-CONSTRUAL AND FRIENDSHIP PREFERENCES Simmi Mann¹, Marian M. Morry¹; ¹University of Manitoba – The present research examined whether the degree to which others include relationships into the self (relational interdependent self-construal [RISC]), predicted greater friendship quality. Across two studies, individuals preferred similar others as friends, partly because of RISC. This preference was not due to an increasing difficulty in recalling a dissimilar other.

B58

MAKE NEW FRIENDS, BUT KEEP THE OLD: THE ASSOCIATION BETWEEN INTIMACY, ATTACHMENT, AND COLLEGE ADJUSTMENT Stephanie Grossman¹, Catherine Sanderson¹; ¹Amherst College – This research examines the links between attachment styles, intimacy goals and college adjustment in first-year students, as well as the mediators of these links. The attachment style-adjustment links were mediated by dissatisfaction with friendships and loneliness, while the intimacy goals-adjustment link was mediated by friendship satisfaction, loneliness, and avoidance.

B59

THE INFLUENCE OF ROMANTIC CONFLICT ON ALCOHOL AND DRUG USE Tammy Lowery Zacchilli¹, Kristine Bauknight¹, Ashleigh R. Protus¹, Amanda Townsend¹, Kimberly M. Young¹, Chenelia Valerio²; ¹Saint Leo University, ²Lynn University – Romantic conflict can affect the relationship as well as individual feelings and experiences. The purpose of the current studies was to examine the relationship between conflict strategy and substance use. Constructive strategies were negatively related to substance use while destructive strategies were positively related to substance use. Implications are discussed.

B60

THE RELATIONSHIPS BETWEEN STABILITY/EXCLUSIVITY OF ROMANTIC RELATIONSHIPS AND ITS EFFECT ON FRIENDSHIPS Yuko Shimizu¹, Ikuo Daibo¹; ¹Graduate School of Human Sciences, Osaka University – This study examined whether stability/exclusivity of romantic relationships would affect individuals' behavior toward their friends. Results revealed that participants who maintained a stable romantic relationship had less interaction (exchanging e-mail) with opposite-sex friends and that participants who had a romantic partner talked about themselves with their opposite-sex friends more often.

B61

INTRASEXUAL COMPETITION AND DIFFERENCES IN ACCEPTANCE OF MALE-FEMALE VS. FEMALE-MALE INTERRACIAL COUPLES Megan Hainstock¹, Michael R. Baumann¹; ¹University of Texas at San Antonio – This study tested the role of intrasexual competition in perceptions of interracial relationships. Participants rated male-female and female-male pairings of Asians, Blacks, Hispanics, and non-Hispanic Whites and competition of their own group with each. Results suggest that the role of competition varies by the perceiver's ethnicity and gender.

B62

EMOTION PROCESSING NOW AND THEN: CHILDHOOD STRESS AND ADULT SUPPORT PROVISION DURING MARITAL CONFLICT Dana Roth¹, Paula Pietromonaco¹, Sally Powers¹; ¹University of Massachusetts, Amherst – The present work examined whether growing up in a risky family environment characterized by conflict, lack of support, or neglect predicts support provision during a conflict among newlywed couples. As predicted, husbands and wives who experienced a harsh early family environment reported providing less spousal support during the conflict interaction.

B63

SEX IS GOOD: THE SOCIAL, INTIMACY, AND HEDONISTIC POSITIVE CONSEQUENCES OF SEXUAL ACTIVITY Erika Montanaro¹, Angela D. Bryan¹, Joshua M. Tybur¹; ¹University of New Mexico – This study aims to develop and validate a multi-dimensional measure of positive sexual outcomes. Factor analysis revealed intimacy, social, and hedonistic positive sexual outcome factors. Data suggest a coherent measure of the positive consequences that may play a critical role in promoting safer sexual behavior.

B64

COPING WITH DIVORCE: A PROSPECTIVE STUDY OF LANGUAGE USE AND PSYCHOLOGICAL ADJUSTMENT OVER NINE MONTHS Ashley Mason¹, David Sbarra¹; ¹University of Arizona – This study addresses the role of pronoun use following a stressful relationship separation experience. Longitudinal growth models revealed that both self-focused and other-focused language were significantly and positively associated with psychological distress over time, and that the magnitude of the association between other-focused language and psychological distress decreased over time.

B65

PTSD SYMPTOMS MIGHT BE DESTROYING YOUR INTIMACY: A TEST OF MEDIATIONAL MODELS Colin Perrier¹, Stan Sadava¹; ¹Brock University – Intraindividual and dyadic models were developed to explain the relationships between PTSD symptoms and intimacy. The results are consistent with a sequence in which PTSD symptoms result in pronounced alexithymia and negative affect, which in turn contribute to poor communication patterns, resulting in attenuated intimacy.

B66

PARASOCIAL BONDS WITH AN ELECTRONIC DIARY: ASSOCIATIONS WITH ATTACHMENT ANXIETY, MENTALIZATION, AND BORDERLINE PERSONALITY DISORDER Stephanie Jameson¹, Kathy Berenson¹, Rainer Romero-Canyas¹, Geraldine Downey¹, Eshkol Rafaeli²; ¹Psychology, Columbia University, New York, NY, ²Psychology, Barnard College, Columbia University, New York, NY, and Bar-Ilan University, Ramat-Gan, Israel – To examine parasocial interaction in borderline personality disorder (BPD), participants with BPD and controls rated their parasocial interactions with an electronic experience-sampling diary. Parasocial interaction was associated with BPD diagnosis, attachment anxiety, and difficulty identifying others' internal states. Implications are considered for understanding parasocial interaction, BPD, and diary methods.

B67

SENSITIVE RESPONSE OR SENSITIVE DETECTION?: DIFFERENT MODERATION EFFECTS ON RELATIONS BETWEEN SOCIAL EXCLUSION AND DEPRESSION Taishi Kawamoto¹, Mitsuhiro Ura¹; ¹Hiroshima university – We focused on both Rejection Sensitivity (RS) and Ability to Detect Social Exclusion (ADSE) to examine the moderation effects of RS and ADSE on the relationship between experiences of social exclusion and depression. Our results revealed that RS and ADSE might evoke different processes after the experience of social exclusion.

B68

MONITORING CHANGE IN ATTACHMENT ANXIETY: A GENERALIZABILITY THEORY APPROACH TO MEASUREMENT Joy Xu¹; ¹New York University – Although working models of attachment are often stable, we find evidence of subtle but systematic change in attachment anxiety in college students over four weeks. We report generalizability theory analyses that suggest that all 18 anxiety items of the ECR-R are needed to separate reliable change variance from measurement error.

B69

FOR BETTER OR FOR WORSE? UNINTENDED EFFECTS OF DYADIC DIARY STUDY PARTICIPATION ON CLOSE RELATIONSHIPS Ruixue Zhaoyang¹, Lynne Cooper¹; ¹University of Missouri-Columbia – The present study examined the influence of participation in a dyadic diary study on couples in dating and marital relationships. Results indicated that participation fostered self- and relationship examination that most people found beneficial. Attachment style and relationship quality played a significant role in influencing participation effects.

B70

INCREASING SOCIAL ENGAGEMENT AMONG LONELY INDIVIDUALS: THE ROLE OF ACCEPTANCE CUES AND PROMOTION MOTIVATIONS Gale M. Lucas¹, Megan L. Knowles², Wendi L. Gardner³, Daniel C. Molden³, Valerie E. Jefferis⁴; ¹Willamette University, ²Franklin & Marshall College, ³Northwestern University, ⁴Ohio State University – Acceptance should make social gains salient and thus evoke promotion motivations; associated eagerness could improve social interactions among lonely individuals, who tend to interact conservatively. Indeed, a subtle acceptance prime induced promotion motivations among lonely and non-lonely individuals; separately, priming acceptance increased social engagement among lonely, but not non-lonely, participants.

B71

ATTACHMENT AVOIDANCE AND MARITAL SATISFACTION IN NEW PARENTS: THE ROLE OF PERCEIVED AUTONOMY Jamie L. Rentfro¹, W. Steven Rholes¹, Jeffry A. Simpson², A. McLeish Martin III³, SiSi Tran⁴, Carol L. Wilson⁵; ¹Texas A&M University, ²University of Minnesota, Twin Cities Campus, ³Statistics New Zealand, ⁴University of Toronto at Scarborough, ⁵Pennsylvania State University, Erie – We examined how attachment avoidance predicted change in marital satisfaction during the first 2 years of parenthood. We explored work-family conflict and perceptions of the baby. A reduction in autonomy moderated decreases in satisfaction for highly avoidant partners. This may aggravate avoidant partners' insecurities, leading to dissatisfaction with their marriages.

B72

CHICKEN SOUP REALLY IS GOOD FOR THE SOUL: COMFORT FOOD FULFILLS THE NEED TO BELONG Jordan D. Troisi¹, Shira Gabriel¹; ¹University at Buffalo--SUNY – What makes comfort foods “comforting?” Three studies show that these foods fulfill the need to belong because they are associated with primary relationships. Their ability to reduce loneliness predicted their enjoyment, eating them activated belongingness in a word-completion task, and writing about them alleviated a belongingness threat.

B73

READING BETWEEN THE LINES: GENDER, SELF-ESTEEM, AND EFFECTS OF IMPLICIT MESSAGES IN POPULAR DATING BOOKS Kelley J. Robinson¹, Jessica J. Cameron¹; ¹University of Manitoba – Do popular dating books prime self-protective or connectedness orientations? The present study investigated how being exposed to real dating book titles depicting either avoidance, approach, or neutral messages influenced dating goals. Results revealed that participants' dating goals differed by book title condition and were moderated by gender and self-esteem.

B74

INTERPERSONAL CHEMISTRY AMONG ATHLETES AT THE OLYMPIC GAMES Kelly Campbell¹, Kelly Myers¹; ¹California State University, San Bernardino – Olympic athletes were interviewed about relationships formed at the 2010 Vancouver Games. Athletes indicated it was rare to form friendships with athletes from differing countries, but cross-cultural romantic connections were common. Athletic performance was both helped and hindered from having a romantic partner, and athletes thought relationship characteristics influenced performance.

B75

MOTIVATION AND PROSPECTS OF SELF-CONCEPT CHANGE AFFECT DESIRE TO FORM FRIENDSHIPS Kevin P. McIntyre¹, Brent A. Mattingly², Gary W. Lewandowski Jr.³, Rebecca Carey¹, Lindsay Nieman¹, David Russak¹; ¹Trinity University, ²Ashland University, ³Monmouth University – We hypothesized that approach motivated individuals seek self-expanding friendships, whereas avoidance motivated individuals avoid self-contraction. Participants in this study imagined meeting a self-expanding or self-contracting potential friend. In the self-expansion condition, only approach predicted friendship formation desire and anticipated self-expansion. In the self-contraction condition, only avoidance predicted reduced anticipated self-expansion.

B76

COMMITMENT MEDIATES THE EFFECT OF PERCEIVED PARTNER GOAL INSTRUMENTALITY ON FORGIVENESS Laura Adams¹; ¹Midwestern State University – Participants were asked to think of their most committed relationship and to bring to mind a recent offense committed by this relationship partner. The relationship partner's perceived goal instrumentality significantly predicted forgiveness for the offense. Furthermore, the link between perceived goal instrumentality and forgiveness was significantly mediated by relationship commitment.

B77

SELF-EXPANSION IN CURRENT ROMANCE, INTEREST IN RELATIONSHIP ALTERNATIVES, AND SUSCEPTIBILITY TO INFIDELITY Laura VanderDrift¹, Gary Lewandowski², Christopher Agnew¹; ¹Purdue University, ²Monmouth University – We hypothesized that lacking relationship-derived self-expansion would lead to failures of the motivational bias (i.e., devaluing attractive alternatives) and the perceptual bias (i.e., overlooking attractive alternatives) to influence perceptions of alternatives. In two cross-sectional studies, we found that that relationship-derived self-expansion was negatively associated with attending to and liking alternatives.

B78

EXPLORING MOTIVATIONS TO FORGIVE USING HIGGINS' GENERAL PRINCIPLES PERSPECTIVE Mary Kate Law¹, Cara Cheshire¹, Danny Axsom¹; ¹Virginia Tech – In two web-based undergraduate samples, Higgins' (2000) general principles perspective was used to investigate the relationship between motivations for forgiving a relationship transgression and forgiveness. Results supported an association between forgiveness and factors representing regulatory focus and need for closure (e.g., prevention-focused motivation & forgiveness, $r = .51$).

B79

ARE ALL ACTS OF KINDNESS CREATED EQUALLY? THE EFFECT OF AVOIDANCE GOALS ON FAIRNESS CONCERNS Maya Aloni¹, Sandra Murray²; ¹Middlesex County College, ²University at Buffalo, SUNY – We hypothesized that relationship maintenance behaviors motivated by avoidance goals would lead to greater concerns with fairness than behaviors motivated by approach goals. Participants primed with avoidance goals for engaging in hypothetical behaviors were more concerned with fairness than participants primed with approach or no goals. Gender moderated these effects.

B80

DRAWING OTHERS NEAR: PERCEPTIONS OF DISTANCE FOLLOWING SOCIAL REJECTION AND ACCEPTANCE Megan L. Knowles¹, Alicia Weidel¹, Allison Green¹; ¹Franklin & Marshall College – To examine whether belonging needs can influence perceptions of physical distance, we ran two studies. They revealed that (1) individuals perceive inclusive others to be physically closer than exclusive others, and (2) rejected individuals perceive friendly others to be closer than nonsocial targets whereas accepted individuals do not.

B81

AN INTERPERSONAL EVALUATION-BASED APPROACH TO UNDERSTANDING IMPLICIT BELIEFS ABOUT INTELLIGENCE Sara Etchison¹, Mark W. Baldwin¹; ¹McGill University – We theorize and test the link between interpersonal evaluation expectancies and beliefs about the malleability of intelligence. Participants self-reported their own intelligence beliefs and whether people in their lives typically provide them with incremental or entity-based feedback. We found more incremental social feedback correlated with more incremental self-beliefs about intelligence.

B82

THE EFFECTS OF REJECTION THREAT AND SELF-ESTEEM ON ASSESSMENTS OF PARTNER INSTRUMENTALITY IN ROMANTIC RELATIONSHIPS Sarah Gomillion¹, Sandra Murray¹; ¹University at Buffalo, SUNY – An investigation the effects of self-esteem and relationship threat on assessments of partner instrumentality to academic goals revealed that high self-esteem participants with noninstrumental partners performed better on an academic task after threat. Low self-esteem participants with non-instrumental partners performed worse after threat.

B83

TRANSFERENCE AND SOCIAL POWER Bryan Dickerson¹, Michael Kraus¹, Serena Chen¹; ¹UC Berkeley – Participants reported information about their relationship with a significant other over whom they possessed authority and then expected to interact with a new person who either resembled their significant other or not. Transference led participants to express optimism and positive affect, consistent with their authority role to their significant other.

B84

SELF-EXPANSION AND INFIDELITY IN ROMANTIC RELATIONSHIPS: THE MEDIATING ROLE OF SATISFACTION Benjamin Le¹, Allison K. Farrell¹, Gary W. Lewandowski²; ¹Haverford College, ²Monmouth University – In a three-wave longitudinal study, we examined the associations between self-expansion, satisfaction, and infidelity. With a sample of nearly 300 participants in romantic relationships, self-expansion was found to significantly predict infidelity. However, this association was fully mediated by relationship satisfaction, suggesting a convergence of the self-expansion model and interdependence theory.

B85

THE USE OF SOCIAL NETWORKING SITES, SOCIAL SELF-EFFICACY AND ATTACHMENT STYLE Betty Witcher¹; ¹Peace College – The association between using social networking sites and individual differences in relationship styles is examined. Participants completed measures including self-efficacy, attachment style and social networking activities. Engaging in social networking activities was correlated with avoidance and self-efficacy. Future research should compare outcomes associated with social networking sites versus face-to-face interactions.

B86

EXTENDING RUSBULT'S INVESTMENT MODEL: THE ROLE OF POWER IN INTIMATE RELATIONSHIPS Carter A. Lennon¹, Andrew L. Stewart¹, Jennifer J. Harman², Elizabeth Keneski³; ¹University of Connecticut, ²Colorado State University, ³University of Texas at Austin – This study examined the role of power in dating relationships in the context of the investment model (Rusbult, 1980). Dyadic analyses reveal that satisfaction and quality of alternatives mediate the relationship between power and commitment for men, and quality of alternatives mediates the relationship between power and commitment for women.

B87

RELATIONAL BOREDOM: VERIFICATION OF A PROTOTYPE STRUCTURE USING EXPLICIT AND IMPLICIT MEASURES Cheryl Harasymchuk¹, Beverley Fehr²; ¹Carleton University, ²University of Winnipeg – A prototype approach was used to elucidate the concept of relational boredom using centrality rating reports (Study 1), a logical inferences paradigm (Study 2), and reaction time methodology (Study 3). Evidence was found for a prototype structure of relational boredom with the core features supporting the self-expansion model.

B88

RELATIONSHIP SATISFACTION AND INDEPENDENT VERSUS COOPERATIVE ACTIVITIES Holly Hackett¹, Laura Madson¹; ¹New Mexico State University – The purpose of this experiment was to determine if engaging in novel and challenging activities affects couples' relationship satisfaction and attraction. Couples engaged in activities either cooperatively or independently for either a short or long time. Couples who engaged in the activities cooperatively versus independently reported greater satisfaction and attraction.

B89

SELF-EXPANSION AS A PREDICTOR OF ATTENTION TO ALTERNATIVE ROMANTIC PARTNERS Irene Tsapelas¹, Arthur Aron¹; ¹SUNY Stony Brook – This research examines key relationship factors associated with attention to alternative partners. Compared to a neutral control condition, visual attention to photos of attractive alternatives was lower for participants primed for either love, commitment, or self-expansion in their current relationship. Implications for the self-expansion model of close relationships are discussed.

B91

KILLING YOUR URGE TO CHEAT: THE EFFECTS OF MORTALITY SALIENCE ON PERCEPTIONS OF INFIDELITY Jana Hackathorn¹, Katheryn Blankmeyer¹, Amanda Whitworth Bequette², Eddie Clark¹; ¹Saint Louis University, ²Missouri Institute of Mental Health – Participants engaged in a romantic relationship prime and death salience manipulation and then completed the Perceptions of Dating of Infidelity Scale (PDIS). Results suggested relationship and death salient individuals reported more conservative views of explicit cheating behaviors. Additionally, relationship primed or death salient individuals reported more liberal ambiguous cheating attitudes.

B92

PARASOCIAL RELATIONSHIPS PROMOTE PROSOCIAL BEHAVIOR Jaye L. Derrick¹; ¹University at Buffalo, SUNY – The current research examines the effect of parasocial relationships on prosocial beliefs and behavior. Participants were more likely to volunteer for another experiment, report prosocial beliefs, and sacrifice for their romantic partner in a favorite television show condition than in non-favorite television, positive mood, or neutral control conditions.

B93

LICENTIOUS LEADERS: POWER INCREASES ADULTERY Joris Lammers¹, Janka I. Stoker², Diederik A. Stapel¹, Jennifer Jordan²; ¹Tilburg University, ²Rijksuniversiteit Groningen – Using a large field-study among 1500+ professionals, we show that power increases adultery. We find that powerful respondents (higher level managers) were 25% more likely to cheat on their romantic partner than those with less power (none- or low-level managers). We also demonstrate the underlying process.

B94

'TIL DEATH DO WE PART: EFFECTS OF MORTALITY SALIENCE ON ROMANTIC RELATIONSHIP FACTORS Katheryn Blankmeyer¹, Jana Hackathorn¹, Amanda Whitworth Bequette², Eddie M Clark¹; ¹Saint Louis University, ²Missouri Institute of Mental Health – Participants in a committed relationship (n=92) completed a death salience manipulation and commitment, attraction, and similarities scales. Results indicate that

individuals in mortality salience conditions report higher perceived commitment, similarity and physical attraction to their partner. This study provides evidence that mortality salience can have positive effects on romantic relationships.

B95

THE ROLE OF SELECTIVITY IN ROMANTIC ATTRACTION Kathleen T. Payne¹, Jessica Jade Fulton¹; ¹University of Southern Mississippi – The current study examined associations between attractiveness, selectivity, and desirability among undergraduates in a speed-dating context. Attractiveness, desirability, and selectivity were positively correlated. A gender by selectivity by attractiveness interaction predicted desirability, such that women were less attracted to and rejected less selective men. However, women were not similarly rejected.

B96

ATTACHMENT FEATURES AND FUNCTIONS IN ADULT ROMANTIC RELATIONSHIPS Marie E. Heffernan¹, R. Chris Fraley¹; ¹University of Illinois at Urbana-Champaign – To examine the sequence in which attachment features emerge in adult romantic relationships, we administered the WHOTO Survey in a cross-sectional, internet survey. Our data support the proposed sequence of attachment features, but also reveal some unexpected patterns. Theoretical and measurement implications are discussed.

B97

TESTING THE ROMANTIC CONSTRUAL MODEL: THE IMPACT OF PERSONALIZATION, SPECIALNESS, AND VALUE FOR ROMANTIC ACTIONS Marie-Joelle Estrada¹, Mark R. Leary²; ¹University of Rochester, ²Duke University – This model proposes actions are perceived as romantic if they are personalized, special, and convey relational value. Participants modified behaviors to make them more/less romantic. Higher mean levels of all variables were found when behaviors were made more romantic but only coded specialness and value predicted participant ratings of romance.

B98

TO DATE, OR NOT TO DATE: EXAMINING ATTACHMENT AS A MODERATOR OF ROMANTIC INTEREST Sadie Leder¹, Sandra L. Murray²; ¹High Point University, ²University at Buffalo, SUNY – The current work examined a risk regulation model of romantic expression. Results revealed that more securely attached participants responded to the presence of potential romantic partners with approach behaviors, whereas less secure individuals evidenced avoidance tendencies. This discrepancy was the result of automatic connection goal activation experienced only by secures.

B99

THE RELATIONAL ASPECTS OF SATISFACTION WITH NONRELATIONAL SEX: SEXUAL ENCOUNTERS WITH CASUAL VERSUS COMMITTED PARTNERS Sal Meyers¹; ¹Simpson College – This study used a within-participant design to compare casual sexual encounters with sexual encounters between people in romantic relationships. Whereas both relational and sexual aspects of sexual encounters predicted satisfaction with committed partners, the relational aspects rather than the sexual aspects of the sexual encounter predicted satisfaction in casual relationships.

B100

COMMITMENT TO FAVORITE TELEVISION CHARACTERS: AN INITIAL APPLICATION OF THE INVESTMENT MODEL TO PARASOCIAL RELATIONSHIPS Sara Branch¹, Kari Wilson¹, Christopher Agnew¹; ¹Purdue University – Current research adapted the Investment Model Scale to parasocial relationships. Two samples measured satisfaction with, alternatives to, and investments in PSRs. Commitment positively correlated with satisfaction and investments, negatively with three alternatives. Overall variance accounted for by satisfaction, investments, and alternatives (no characters) was considerable for fictional and non-fictional characters.

B101

SELF-DISCLOSURE GIVEN VERSUS RECEIVED IN INITIAL ACQUAINTANCE: DIFFERENTIAL EFFECTS ON LIKING, CLOSENESS, AND ENJOYMENT Susan Sprecher¹, Stanislav Treger¹, Josh Wondra¹; ¹Illinois State University – The current study examined the effect of giving versus receiving self-disclosure on liking. In an experimental session that involved a structured disclosure task conducted over Skype, disclosure recipients expressed greater liking for their partner (and enjoyment and closeness) than disclosers. After participants switched roles, the differences disappeared.

B102

ATTACHMENT INSECURITY AND INFIDELITY IN MARRIAGE V. Michelle Russell¹, James K. McNulty¹; ¹University of Tennessee – Are insecurely attached individuals and their partners more vulnerable to engaging in infidelity? Two longitudinal studies demonstrated that own anxiety, partner anxiety and partner avoidance were all associated with increased likelihood of infidelity whereas own avoidance was negatively associated with infidelity.

B103

PERSONALITY PREDICTORS AND BEHAVIORAL CONSEQUENCES OF ONLINE SOCIAL COMMUNICATION Aaron C. Weidman¹, Adam A. Augustine¹; ¹Washington University in St. Louis – We investigated the relationship between internet use and behavior. Participants completed self-report measures of internet use and social ability. Participants also completed an interaction task with, and had their interaction abilities rated by, a stranger. Results indicate that internet users show deficits in both self-report measures and the conversation task.

B104

THE EFFECTIVENESS OF FEMALE DATE-INITIATION TACTICS Ashley Enke¹; ¹St. Olaf College – This study validates the present claim that males respond positively to female-initiated dates. Participants viewed one of three videotapes in which a woman directly asked the participant on a date, hinted at wanting to go on a date, or merely waited to be asked on a date.

B105

THE JOKE IS THE WINDOW TO THE SOUL: EVALUATION AND INFERENCES OF HUMOR Christopher J. Wilbur¹, Lorne Campbell¹; ¹University of Western Ontario – An examination of online dating profiles revealed that women request humorous partners. A second study showed that women's ratings of a target's humor predicted their romantic interest; no relation emerged for men. The perception of humor is systematically associated with the perception of other traits especially valued in romantic relationships.

B106

THE INFLUENCE OF PSYCHOSOCIAL RESOURCES AND SOCIAL EXCLUSION ON THE PERCEPTION OF HUMAN MOVEMENT Jamie Gorman¹, Harber Kent¹; ¹Rutgers University at Newark – The current study examined how social experience and psychosocial resources jointly influence the perception of human movement. Participants were either included or excluded in a game of Cyberball prior to a person-detection task. Results indicated that psychosocial resources moderate the effects of social exclusion on human motion perception.

B107

STATUS UPDATES VS. PRIVATE MESSAGES: THE EFFECTS OF FACEBOOK COMMUNICATION ON RELATIONSHIP CLOSENESS Jordan Carpenter¹, Jeffrey LaFlam¹, Melanie Green¹; ¹UNC Chapel Hill – This field experiment examined the effect of Facebook communications on relationship closeness. Results revealed that among classmates, sending private messages had significantly positive closeness benefits over posting status updates,

but the opposite pattern emerged for long-time friends. These results suggest Facebook effects may differ depending on the users' relationship.

B108

DOES NOVEL INFORMATION ABOUT FRIENDS LEAD TO THEIR ATTRACTION IN SAME-SEX FRIENDSHIPS? Makiko Nishiura¹, Ikuo Daibo¹; ¹Osaka University – This study examines whether getting novel information about friends keeps friends' attraction from decreasing. When participants in the novel condition were told something novel about their friends, their attraction was maintained at the initial level. In the control condition, as participants could not get it, their attraction decreased.

B109

WHAT'S IMPORTANT FOR ROMANTIC RELATIONSHIP FUNCTIONING? OVERLAPPING AND UNIQUE PROTOTYPE FEATURES OF RELATIONSHIP QUALITY CONCEPTS Mie Kito¹; ¹University of Manitoba – Participants rated overlapping features across multiple relationship quality concepts as more important for romantic relationship functioning compared to unique features. In addition, this judgment was made faster for the overlapping features than the unique features. The current findings suggest the importance of these overlapping features in evaluations of romantic relationships.

B110

STRANGERS MOVING TOGETHER: INTERACTIONAL SYNCHRONY PREDICTS HIGH-QUALITY CONNECTIONS Tanya Vacharkulksemsuk¹, Barbara L. Fredrickson¹; ¹University of North Carolina, Chapel Hill – The present study examines the role of behavioral interactional synchrony in creating high-quality social connections. Paired strangers (n=88) participated in a videorecorded laboratory session. Experimental pairs completed a get-to-know-you activity; controls proofread text. Each pair was videocoded for interactional synchrony. Findings suggest critical behavioral components are involved in relationship formation.

B111

THE UNFORGIVEN: NOT FORGIVING DISTORTS VISUAL PERCEPTION OF GEOGRAPHICAL SLANT Xue Zheng¹, Tze Suen Tai¹, Jayanth Narayanan¹; ¹National University of Singapore – Not forgiving has deleterious consequences. We examine the effect of forgiveness on visual perception and find that individuals who do not forgive perceive the hill as being steeper, suggesting that holding of grudges not only impact physical and psychological health but also distorts people's visual perception of the world.

B112

ATTACHMENT TO GOD: DIFFERENTIATING THE CONTRIBUTIONS OF PARENTS USING THE EXPERIENCES IN PARENTAL RELATIONSHIPS SCALE Alicia Limke¹, Patrick B. Mayfield¹; ¹University of Central Oklahoma – The purpose of this study was to investigate the contributions of attachment to mothers, fathers, and romantic partners on attachment to God. Attachment anxiety towards God was predicted by attachment anxiety with fathers and partners whereas attachment avoidance towards God was predicted by attachment avoidance with fathers and partners.

B113

I LIKE YOU (...YOU AND YOU): EXAMINING ATTACHMENT STYLES WITHIN MONOGAMOUS AND CONSENSUAL NON-MONOGAMOUS RELATIONSHIPS Amy C. Moors¹, Terri D. Conley¹; ¹University of Michigan, Ann Arbor – This research examined the relationship between attachment styles and attitudes toward romantic relationships for individuals in monogamous and consensually non-monogamous relationships. Results indicated that avoidance predicted positive attitudes toward alternative

relationships for monogamous individuals, but not consensual non-monogamous individuals. Additionally, anxiety predicted negative attitudes toward alternative relationships for both groups.

B114

TEMPTING DREAMS: ALTERNATIVE PARTNERS AND INFIDELITY IN DREAM REPORTS Dylan Selterman¹; ¹Stony Brook University – This study examined associations between relationship/personality variables and dream content involving romantic partners, alternative partners, and cheating behavior. Participants recorded their dreams for 14 days. Relationship closeness, interdependence, conscientiousness and attachment insecurity predicted dreams containing alternative partners, feelings of temptation, and infidelity.

B115

THE ROLE OF EPISODIC MEMORIES IN SUSTAINING AND FORGING ROMANTIC RELATIONSHIPS Frederick L. Philippe¹, Richard Koestner¹, Joannie Lessard², Genevieve Beaulieu-Pelletier², Serge Lecours²; ¹McGill University, ²University of Montreal – Results of four studies showed that need satisfaction in couple-related episodic memories and in their associated networked memories can predict a number of relational outcomes, including changes in couple relationship quality and breakup over time and whether people will find a new partner over a one-year period.

B116

EFFECTS OF EXTRAVERSION ON UNDERGRADUATE ROOMMATE CLOSENESS OVER AN ACADEMIC YEAR Grace Jackson¹, Patrick Shrout¹; ¹New York University – In a study of 371 pairs of undergraduate roommates, higher levels of extraversion predicted greater closeness during the first semester of the academic year. This effect was amplified by one's roommate's extraversion level. However over time, there is a trend for the benefits of extraversion to be reduced.

B117

"LEAN ON ME": FACTORS THAT INFLUENCE THE SELECTION OF BEST FRIENDS Jacqueline McCormick¹, Laura Boettcher¹, Gayle Dow¹; ¹Christopher Newport University – The goal of the current study was to investigate the influence of birth order status and personality on the selection of best friends. Although ANOVAs revealed no significance on friends' birth order and participants' personality, trends were present.

B118

SELF-MONITORING AND THE IMPLICATIONS OF MEETING IDEAL STANDARDS IN ROMANTIC RELATIONSHIPS Lindsey Rodriguez¹, C. Raymond Knee¹; ¹University of Houston – This research examined for whom the ideal standards model (ISM) may differ. Results from individuals in relationships revealed that self-monitoring and ideal-perception discrepancy were negatively associated with need satisfaction in relationships. Further, the association of discrepancy and need satisfaction was stronger for high self-monitors across all dimensions of the ISM.

B119

DO NARCISSISTS' RELATIONSHIPS BENEFIT FROM COMMITMENT? Loredana Torchetti¹, Rebekka Steiner¹, Carolyn C. Morf¹, Madoka Kumashiro², Michael K. Coolsen³; ¹Institute of Psychology, University of Bern, ²Goldsmiths, University of London, ³Shippensburg University – The current research examined the beneficial impact of commitment on relationship functioning among narcissists. Across-partner analyses of married couples found that such beneficial effects were limited: Commitment buffered destructive relationship behavior of narcissistic men (but not women) and was important for narcissists' own couple-wellbeing but not for their partners.

B120

PARENT AND ADULT ATTACHMENT MANIFESTED IN EMOTIONAL STABILITY AND SENSE OF SELF Navneet K. Thind¹, Lawrence S. Meyers¹; ¹California State University, Sacramento – This study explored the impact of attachment type (secure, avoidant, or anxious) on seven domains of personality in 127 introductory psychology students. Three functions were extracted from a Canonical correlation analysis. The results suggest that attachment type is a potentially important factor in the formulation of three distinct personality types.

B121

ESTABLISHING THE CONCURRENT AND PREDICTIVE VALIDITY OF CAUSAL UNCERTAINTY AND IMPORTANCE IN ROMANTIC RELATIONSHIPS Robert Wickham¹, Amber L. Bush^{2,1}, C. Raymond Knee¹; ¹University of Houston, ²Baylor College of Medicine – Cross-sectional and diary data from heterosexual couples was utilized to investigate the concurrent and predictive validity of Causal Uncertainty and Causal Importance in Romantic Relationships. APIM analyses revealed significant Actor, Partner, and ActorXPartner effects for CUR and CIR predicting a number of well-validated measures of relationship functioning.

B122

ADULT ATTACHMENT ACROSS THE LIFESPAN: GENDER AND RELATIONSHIP STATUS MODERATE AGE-RELATED DIFFERENCES IN ATTACHMENT ORIENTATIONS William J. Chopik¹, Robin S. Edelstein¹, R. Chris Fraley²; ¹University of Michigan, Ann Arbor, ²University of Illinois, Urbana-Champaign – This cross-sectional study (N = 43,171) revealed meaningful age-related changes in attachment orientations. Anxiety decreased from age 15 to 99 and avoidance increased until middle age. Women reported higher anxiety than men, and relationship-status differences in attachment increased with age. Findings are discussed in the context of lifespan personality development.

B123

YOU'VE CHANGED: PERCEPTIONS OF BODY SHAPE AND MARITAL FUNCTIONING IN LONG-TERM RELATIONSHIPS Sarah Novak¹, C. Veronica Smith², Amy Canevello³; ¹Hofstra University, ²University of Mississippi, ³Ohio State University – Are body perceptions associated with marital satisfaction, commitment, and sexual satisfaction? 358 couples selected figures representing current, past, and ideal bodies. Neither partner's current weight was associated with marital functioning, nor were self-perceptions of change. Perceived change in the spouse's body consistently predicted poorer outcomes, with no gender differences observed.

B124

LOVE IN THE TIME OF CANCER SCREENING: DYADIC ANALYSES OF MARITAL QUALITY, DECISION-MAKING, AND SCREENING Yen-Chi L. Le¹, Scott B. Cantor², Robert J. Volk²; ¹University of Texas Health Science Center at Houston, ²University of Texas MD Anderson Cancer Center – Interdependence theory suggests that married couples will coordinate efforts to maximize outcomes for both persons. Yet, interdependence may not equally enhance outcomes for both individuals across all domains. We explored the associations among marital quality, preferences for shared decision-making, and cancer screening preferences in 168 healthy, married couples.

B125

COUNTING BLESSINGS: THE UNIQUE RELATIONAL BENEFITS OF FEELING APPRECIATIVE AND FEELING APPRECIATED Amie Gordon¹, Dacher Keltner¹; ¹UC Berkeley – In two studies with multiple methods (i.e., daily experience, longitudinal, observation), we examined the unique ways in which feeling appreciative and feeling appreciated influence relationship quality and found that prosocial emotions such as appreciation are signaled, in part, through behaviors that are responsive to a romantic partner's needs.

B126

PSYCHOLOGICAL AND INTERPERSONAL CONSEQUENCES OF CLAIMING BELONGING Wendy de Waal-Andrews^{1,2}, Ilja van Beest²; ¹University of Southampton, ²Tilburg University – In two experiments, not receiving and failing to claim belonging were equally detrimental for fundamental needs and prosocial behavior. However, people who successfully claimed belonging thought interaction partners perceived them as less warm than people who received belonging. Consequently their needs were less satisfied and they exhibited less prosocial behavior.

B127

A THREAT VS. CHALLENGE VIEW OF CONFLICT IN ROMANTIC RELATIONSHIPS Casey DeBuse¹, Paula Pietromonaco¹, Sally Powers¹; ¹University of Massachusetts, Amherst – The current research measured newlywed couples' anabolic balance as an index of partners' threat or challenge orientations to conflict and then examined whether these orientations were predicted by partners' attachment style. Anxiety and avoidance interacted in predicting husbands' anabolic balance trajectory; wives, however, did not show any association.

B128

SEXUAL FREQUENCY MODERATES CORTISOL RESPONSES TO A PASSIONATE LOVE PRIME Erin Crockett¹, Timothy Loving¹; ¹University of Texas at Austin – The current study explored the role of sexual frequency in cortisol responses to passionate love. Salivary cortisol samples were obtained prior to and after a guided imagery task designed to induce feelings of passionate love. Analysis revealed that sexual frequency moderated participant's acute cortisol responses to the passionate love prime.

B129

EXPANDING THE IDENTITY: SELF-EXPANSION AND IDENTITY FORMATION IN ROMANTIC RELATIONSHIPS Allison K. Farrell¹, Benjamin Le¹; ¹Haverford College – Self-expanding relationships are theorized to be important avenues for identity formation. We investigated whether dimensions of self-expansion predicted identity formation eight months later. Measures of current self-expansion predicted identity exploration, but expectations for future self-expansion predicted identity commitment. These findings highlight the complex associations between self-expansion dimensions and identity formation.

B130

A LONGITUDINAL STUDY OF INTRAPERSONAL AND INTERPERSONAL AFFECTIVE FORECASTING FOR HURTFUL BEHAVIORS BY COUPLES Chelsea A. Reid¹, Jody L. Davis¹, Eli J. Finkel², Laura B. Luchies², Anthony A. Coy¹, Daryl R. Van Tongeren¹, Jeffrey D. Green¹; ¹Virginia Commonwealth University, ²Northwestern University – Ninety five couples forecasted how they would feel and how their partner would feel if either committed one of 20 hurtful behaviors. They then reported occurrences of these behaviors every two weeks for five months. Individuals underestimated both the positive and negative affect they felt regarding these hurtful behaviors.

B131

INFLUENCE OF PERCEIVED DISCRIMINATION ON PERCEIVED REGARD IN LESBIANS' AND GAY MEN'S FRIENDSHIPS Jennifer Smith¹, Rodrigo Aguayo², Tracy DeHart¹; ¹Loyola University Chicago, ²George Washington University – The effects of perceived discrimination and stigma-consciousness on lesbians' and gay men's perceived regard in friendships was examined. After recalling a time they were discriminated against, participants high (versus low) in stigma consciousness reported that their friends viewed them less positively. This effect was not found in the control condition.

B132

THE RELATIONSHIP BETWEEN PERCEIVED ACCEPTANCE AND LOCUS OF CONTROL IN A YOUNG ADULT SAMPLE Jessica Williamson¹, John Maxwell¹, Ginette C. Blackhart¹; ¹East Tennessee State University – The current study examined the relationship between perceived acceptance and locus of control in young adults. Results show that greater acceptance from friends (but not family) resulted in greater internal locus of control, while lower perceived acceptance from friends and family was related to greater external locus of control.

B133

EFFECTS OF SELF-ENHANCING PRESENTATIONS ON PERCEPTIONS OF ACCURACY OF THEIR FRIENDS' EVALUATIONS Junichi Taniguchi¹, Hiroshi Shimizu²; ¹Tezukayama University, ²Kwansei Gakuin University – The present study examined the effects of the freshmen's self-enhancing presentations toward their friends on perceptions of accuracy of their friends' evaluations. The result showed that the closer the relationships between the freshmen and their friends were, the more positive and accurate the freshmen became to perceive their friends' evaluations.

B134

ADULT ATTACHMENT SECURITY AND SELF-ACTUALIZATION Kathy Carnelley¹, Lorna Otway¹; ¹University of Southampton – Despite parallels between attachment security and self-actualization, their link has not been tested. We found that attachment avoidance and anxiety predicted low levels of self-actualization. Avoidance predicted low self-transcendence. Self-liking and self-competence predicted high self-actualization. Bootstrapping revealed that self-liking and self-competence partially mediated the relationship between attachment dimensions and self-actualization.

B135

I HAVE EYES ONLY FOR YOU: RELATIONSHIP-SPECIFIC IDENTITY AND SPONTANEOUS RELATIONSHIP-PROTECTIVE RESPONSES Lisa Linardatos¹, John E. Lydon¹, Humara Edell¹; ¹McGill – When a relational threat was present, heterosexual participants highly identified with their relationship showed less attentional adhesion to an attractive image of the opposite sex than did low identifiers. In the control condition, when no relational threat was present, no significant differences were found between high and low identifiers.

B136

SOCIAL POWER AND BELONGING NEEDS Maya M. Kuehn¹, Serena Chen¹; ¹University of California, Berkeley – Examined belonging needs as a boundary condition for the interpersonal insensitivity of high- and low-power people. Participants in two studies were assigned to high or low power conditions, completed sensitivity tasks, and underwent a rejection manipulation. High-power participants were less socially sensitive and less affected by rejection than low-power participants.

B137

AN EXAMINATION OF THE DETERMINANTS AND CONSEQUENCES OF HARMONIOUS AND OBSESSIVE ROMANTIC PASSION Noemie Carbonneau¹, Robert J. Vallerand¹; ¹Universite du Quebec a Montreal – Based on the passion and self-expansion models, the results of the present study provided support for an integrative model of specific determinants (i.e., internalization of the partner in the self, self-determined vs. controlled personality style) and consequences (i.e., self-expansion and self-constriction) of harmonious and obsessive romantic passion.

B138

THE EFFECT OF PERCEIVED DISCRIMINATION ON ROMANTIC RELATIONSHIP FUNCTIONING Tracy DeHart¹, Erika Price¹, David Matthew Doyle²; ¹Loyola University of Chicago, ²Tulane University – Two studies revealed that after perceiving discrimination, women sensitive to marginalized group membership (high in stigma consciousness or gender identity centrality) reported lower romantic relationship functioning

compared to women less sensitive to stigmatized group membership. Sensitivity to marginalized group membership was unrelated to women's relationship functioning in the control condition.

B139**COMMITMENT AS A MODERATOR BETWEEN "WE PRONOUN" USAGE AND RELATIONSHIP SATISFACTION** Wei-Chuan Cheng¹, Yi-Cheng Lin¹;

¹National Taiwan University – Previous studies had discussed the connection between "we" word using and relationship satisfaction in close relationship but carried out inconsistent results. The authors argued that commitment as a moderator between we usage and relational satisfaction. One meta-analysis and one experiment were manipulated to test and most of them supported these hypotheses.

B140**THINKING ABSTRACTLY MAKES ME FEEL LOVED: HOW TO HELP LOW SELF-ESTEEM INDIVIDUALS ACCEPT RELATIONAL COMPLIMENTS** David Kille¹, Richard Eibach¹, John Holmes¹, Joanne Wood¹;

¹University of Waterloo – We investigated whether priming an abstract mindset (vs. a concrete mindset) would help people with low self-esteem (LSE) benefit from a positive relationship event. LSEs who were primed to engage in an abstract mindset through an unrelated task before they recalled a partner's compliment reported greater relational quality and optimism.

B141**INTERACTIVE EFFECTS OF ATTACHMENT ANXIETY AND REJECTION ON PERCEIVED PARTNER REGARD AND APPEARANCE** Erica J. Reffling¹, Tara K. MacDonald¹;

¹Queen's University – Women high and low in attachment anxiety were randomly assigned to a rejection threat or control condition and we assessed perceptions of their own appearance and perceptions of their partners' regard. For women high in attachment anxiety only, rejection threat significantly increased the correlation between appearance and perceived partner regard.

B142**KINDNESS BLINDNESS: NEGATIVE PARTNER PERCEPTIONS IN PEOPLE WITH LOW SELF-ESTEEM** Joanna E. Anderson¹, John G. Holmes¹, Joanne V. Wood¹;

¹University of Waterloo – Results from two studies supported the prediction that, unlike those with high self-esteem, people with low self-esteem (LSEs) would devalue sacrifices their romantic partners made for them. This did not occur when the partner's behavior was extrinsically motivated, suggesting the perception of a partner's caring was threatening to LSEs' beliefs.

B143**IMPLICIT SELF-ESTEEM AND NONVERBAL ANXIETY DURING ROMANTIC RELATIONSHIP CONFLICT: THE IMPORTANCE OF PARTNER EXPLICIT SELF-ESTEEM** Julie Longua¹, Tracy DeHart²;

¹University of New England, ²Loyola University Chicago – We explored the relation between implicit self-esteem, partner explicit self-esteem, and nonverbal anxiety and stress during relationship conflict. Multilevel regression analyses revealed that when partner explicit self-esteem was low, people high (vs. low) in implicit self-esteem displayed more nonverbal anxiety during the conflict and reported more stress following the conflict.

B144**SECOND THOUGHTS OVERRIDE FIRST IMPULSES: HOW EXECUTIVE CONTROL INFLUENCES RESPONSES TO INTERPERSONAL RISK** Justin V. Cavallo¹, Grainne M. Fitzsimons², John G. Holmes¹;

¹University of Waterloo, ²Duke University – We hypothesized that the divergent responses of high and low self-esteem people to interpersonal risk (Murray et al., 2006) are not as automatic as traditionally characterized, but instead stem from executive-based processes. Results from two experiments revealed that cognitive load attenuated the influence of self-esteem on responses to relationship threat.

B145**SELF-ESTEEM, RUMINATION, AND EMOTIONAL REGULATION IN RESPONSE TO RELATIONSHIP EVENTS** Maire Ford¹;

¹Loyola Marymount University – The goal of the current study was to investigate the role of self-esteem in shaping emotional, cognitive, and behavioral responses to relationship events. Results indicated that low self-esteem is associated with maladaptive responses to positive and negative relationship events and that emotional control and rumination are key factors.

B146**HELP OR HINDRANCE: THE IMPACT OF TECHNOLOGY ON INTERPERSONAL RELATIONSHIPS** Melissa Nadel¹, Heidi Wayment¹, Ann H. Huffman¹;

¹Northern Arizona University – We explored the effects of online social networking on self-esteem, bonding, and intimacy within friendships. Our findings suggest that online communication and maintaining internet relationships may have a hidden cost: it may affect self-esteem through the adverse effects of keeping individuals from bonding with those around them.

B147**IF IT'S BROKEN, FIX IT: RESTORING BELONGING NEEDS FOLLOWING ROMANTIC BREAKUPS** Sara Quinn¹, Stephanie S. Spielmann², Geoff MacDonald²;

¹McGill University, ²University of Toronto – After individuals experienced a belonging threat by reliving a romantic breakup, they were given the opportunity to self-affirm. Results revealed that individuals who most vividly recalled the breakups were most likely to prefer affirmation strategies aimed at restoring romantic bonds, yet felt the least positive about making platonic social connections.

B148**STRESS SPILLOVER IN EARLY MARRIAGE: THE ROLE OF SELF-REGULATORY DEPLETION** April A. Buck¹, Lisa A. Neff¹;

¹The University of Texas at Austin – Stressful experiences external to marriage often predict poor relationship functioning and lowered marital satisfaction. To explain this effect, this study provides evidence that on days when spouses experience high stress, their self-regulatory resources become depleted, leaving spouses less energy to effectively cope with relationship difficulties and vulnerable to satisfaction declines.

B149**EFFECTS OF VIRTUAL OSTRACISM ON SELF-CONTROL AND MOOD** Courtney Johnson¹, Kevin Rand¹;

¹Indiana University-Purdue University Indianapolis – This study examined the effects of ostracism via Cyberball on self-control and mood, as measured by tracing and handgrip tasks and the PANAS scale. Ostracized participants persisted for less time on tracing tasks and reported less positive affect. No differences were found for the handgrip task or negative affect.

B150**IF YOU ARE ABLE TO CONTROL YOURSELF I WILL TRUST YOU** Francesca Righetti¹, Catrin Finkenauer¹;

¹Vrije Universiteit Amsterdam – The present research investigated whether, both in interactions between strangers and in established relationships, people detect the level of another person's self-control which affects trust. Results of four experiments supported this hypothesis. Participants trusted more others that were high in trait self-control or that were not depleted of this resource.

B151**SEEKING SECURITY OR GROWTH: A REGULATORY FOCUS PERSPECTIVE ON MOTIVATIONS IN ROMANTIC RELATIONSHIPS** Heike Winterheld¹,

Jeffrey Simpson²;

B152**IMAGINING THE FAR FUTURE INSULATES AGAINST IMMEDIATE SOCIAL PAIN**

Kuniaki Yanagisawa¹, Mitsuhiro Ura¹, ¹Hiroshima University – Can temporal distance act as a buffer against social distress caused by implicit social exclusion (ISE) and explicit social exclusion (ESE)? Results indicated that participants that imaged the far future, as opposed to near future events before the experiment, felt less social distress in the ESE, but not in ISE.

B153**MOTHERS' PRENATAL FELT SECURITY PREDICTS MATERNAL REACTIVE RESPONDING AT 6 MONTHS POSTPARTUM FOLLOWING STRESSFUL BIRTH**

Natsumi Sawada¹, Faby M. Gagné², John E. Lydon¹, ¹McGill University, Montréal, Québec, ²Research and Statistical Strategies, Amherst, NH – Maternal felt security predicts fussiness at 12 months among infants born with severe medical complications. We hypothesized maternal reactive responding is a mediator. This hypothesis was not supported. However, the interaction between felt security and stressful birth predicted reactive responding. Low felt security predicted increased reactive responding following stressful birth.

B154**THE ASSOCIATION BETWEEN ATTACHMENT SECURITY AND KNOWLEDGE ABOUT ROMANTIC RELATIONSHIPS AMONG ADOLESCENT GIRLS**

Eunjin Lee¹, ¹Harvard Graduate School of Education – The goal of the study was to examine the association between positive and negative things that adolescents learn about romantic relationship and their level of attachment security in parent-adolescent, romantic, and general relationships. This shows that attachment security plays an important role as an internal working model about romantic relationships.

B155**WHEN SAYING "HI" IS SAYING TOO MUCH: REJECTION SENSITIVITY AND THE RELATIONSHIP INITIATION PROCESS**

Elizabeth Schoenfeld¹, ¹The University of Texas at Austin – The current study examined the influence of rejection sensitivity on individuals' willingness to initiate romantic relationships and also investigated the role of perceived partner availability in moderating these effects. Results revealed rejection-sensitive individuals were less comfortable expressing romantic interest compared to those who were low in rejection sensitivity.

B156**DISCLOSING RELATIONAL DISSATISFACTION: I'LL SAY WHAT'S WRONG, BUT ONLY IF I THINK IT WILL HELP**

Megan McCarthy¹, ¹Wilfrid Laurier University – Two studies assessed the effects of relational and instrumental expectancies on the decision to voice relational dissatisfaction. Participants experiencing dissatisfaction rated their expectancies and voice intentions and behavior. Across both studies, instrumental expectancies predicted how much participants voiced, while relational expectancies predicted the style of voice (positive versus negative).

B157**NEURAL SENSITIVITY TO SOCIAL REJECTION IS ASSOCIATED WITH INFLAMMATORY RESPONSES TO SOCIAL STRESS**

George Slavich¹, Baldwin Way¹, Naomi Eisenberger¹, Shelley Taylor¹, ¹University of California, Los Angeles – Although stress-induced increases in inflammation have been implicated in several psychiatric and physical disorders, the neurocognitive pathways that underlie inflammatory responses to stress remain unknown. In the present study, we show that greater neural sensitivity to social rejection is associated with greater social stress-induced increases in inflammatory activity.

B158**"I'LL DO IT IF YOU DO IT": PARTNER PRESENCE MODERATES ATTACHMENT AND EXPLORATORY BEHAVIOR LINK**

Anthony E. Coy¹, Jeffrey D. Green¹, Jody L. Davis¹, ¹Virginia Commonwealth University – This study examined the influence of attachment anxiety and avoidance and partner presence on exploration. Eighty six couples completed a meditation activity with their romantic partner or alone. Partner presence moderated the link between exploration and actor anxiety and avoidance, though in opposite ways.

B159**SEEKING OTHERS AT TIMES OF STRESS AND DAILY CORTISOL RHYTHMS**

Bulent Turan¹, Sasha Gibbs², Laura Carstensen², ¹University of California San Francisco, ²Stanford University – According to attachment theory seeking others at times of stress is an adaptive strategy. Talking to others when distressed—assessed with week-long experience-sampling—was associated with a faster decline in cortisol across the day (a marker of good health). This association remained significant when talking to others when not distressed was controlled.

B160**THE MODERATING ROLE OF PARTNER ENHANCEMENT/DEROGATION ON EMOTIONAL RESPONSES TO DAILY CONFLICTS IN STRESSED COUPLES**

Gwendolyn Seidman¹, ¹Albright College – The moderating role of enhancement (being viewed more positively by one's partner than one views oneself) and derogation (being viewed more negatively) on couples' emotional responses to daily conflicts during a stressful period was investigated. Results supported a self-verification framework with some exceptions, depending on stress levels and traits assessed.

B161**SEARCHING FOR THE ROMEO & JULIET EFFECT: THE ROLE OF SOURCE, TRUST, AND DISAPPROVAL TYPE**

H. Colleen Sinclair¹, Jayne K. Denson¹, Diane Felmlee², Susan Sprecher³, ¹Mississippi State University, ²University of California - Davis, ³Illinois State University – We experimentally examined the effect of network disapproval type (explicit vs. vague) and source (friend vs. parents) on a hypothetical dating relationship. If the disapproval made participants distrust their friends/family, then they were more content with the romantic relationship than when the disapproval did not lead to network distrust.

B162**THE INFLUENCE OF ATTACHMENT STYLE ON ATTRIBUTIONS FOR PARTNER BEHAVIOR IN AN IMMERSIVE VIRTUAL ENVIRONMENT**

Heidi Sewell Kane¹, Molly Metz², Cade McCall², Nancy Collins², ¹University of California Los Angeles, ²University of California Santa Barbara – We used virtual reality technology to examine the influence of attachment style on attributions for supportive or neglectful partner behavior during a stressful task. Secure individuals made relationship promoting attributions regardless of condition, while insecure individuals made attributions more consistent with their partner's behavior. Implications for relationship outcomes are discussed.

B163**IS IT FATE?: HOW DESTINY AND GROWTH BELIEFS MODERATE NETWORK INFLUENCE ON ROMANTIC RELATIONSHIP COMMITMENT.**

Lauren Colvin¹, Jayne Denson¹, H. Colleen Sinclair¹, ¹Mississippi State University – We examined whether implicit theories of relationships (destiny vs. growth) determines whose disapproval (friends vs. parents) has more influence on couple commitment. All were negatively affected by friend disapproval, but those high in growth were less impacted by parental disapproval than those low in growth or high in destiny.

- B164**
EFFECTS OF RELATIONAL EFFICACY ON SAFE HAVEN FUNCTION AND SECURE BASE FUNCTION IN CLOSE RELATIONSHIPS Ryosuke Asano¹, Toshikazu Yoshida¹; ¹Graduate School of Education and Human Development, Nagoya University – This study investigated how relational efficacy promotes the safe haven function and secure base function in close relationships. Results of 97 dating heterosexual couples and 119 same-sex friendships showed that the effects of relational efficacy in romantic relationships are stronger than those in same-sex friendships.
- B165**
DOES HAVING SEPARATE NETWORKS IMPAIR THE QUALITY OF A RELATIONSHIP? Toshihiko Soma¹; ¹Kawaguchi Junior College – I conducted a panel survey to examine the effect of separate networks on relational satisfaction in a dyad. Results demonstrated that having networks that are not shared with close ones does not depress the level of outcomes from the relationships but rather facilitates the circumvention of the escalation of trouble.
- B166**
PERSONALITY AND APPRAISALS OF ROMANTIC RELATIONSHIPS: A META-ANALYSIS Esther Guillaume¹; ¹University of California, Riverside – Some studies suggest that personality has little association with self-reported relationship appraisals (i.e., quality or satisfaction), whereas other studies reveal significant correlations. To clarify these mixed findings, a random effects meta-analysis was conducted examining the association between the Big Five personality traits and romantic relationship appraisals. Moderator variables are discussed.
- B167**
INTIMACY, ATTACHMENT, AND WELL-BEING IN HETEROSEXUAL ROMANTIC RELATIONSHIPS OVER TIME Carolyn Jean Birnie¹, John E. Lydon²; ¹St. Mary's University, ²McGill University – Changes in intimacy, attachment and well-being in heterosexual romantic relationships were examined over eight months. Intimacy predicted future relationship, sexual, and life satisfaction independent of attachment style, as well as a decrease in attachment avoidance. The importance of perceptions of intimacy in romantic relationships for overall well-being is discussed.
- B168**
THE IMPACT OF MEANING MAKING ON FORGIVENESS FOLLOWING INFIDELITY Erinn C. Squires¹, Michael J. A. Wohl¹, Christopher G. Davis¹; ¹Carleton University – The present study examined meaning making following a recent experience with infidelity in a romantic relationship. Forgiveness was granted to the extent that meaning was found, but only among those who remained in the relationship. Reductions in partner blame mediated this effect. Implications for relationship maintenance following infidelity are discussed.
- B169**
THE OVERLAPPING EFFECTS OF SOCIAL AND PHYSICAL PAIN ON BASIC HUMAN NEEDS James H. Wirth¹, Paolo Riva²; ¹University of North Florida, ²University of Milano-Bicocca – Do social and physical pain overlap in their psychological consequences? Using both recalled and induced social and physical pain, we found social and physical pain both lead to less basic need satisfaction than controls, but social pain thwarted basic needs more than physical pain. These results support pain overlap theories.
- B170**
A COMPARISON OF ROMANTIC COUPLES' COPING TECHNIQUES AND COUPLE WEIGHT TYPE Jessica H. Post¹, Ashley K. Randall¹, Shannon A. Corkery¹, Leslie Bosch¹, Emily A. Butler¹; ¹University of Arizona – This study examined how emotional and relationship processes may contribute to a healthy lifestyle. We examined communal coping, protective buffering, and demand/withdraw strategies for couples of different weight combinations: overweight-overweight, mixed-weight, normal-normal. Overweight-overweight partners tended to use demand/withdraw techniques, while mixed-weight partners provided discrepant reports regarding use of communal coping.
- B171**
GIVE ONLY WHEN IT'S GOOD: THE NEGATIVE IMPLICATIONS OF INVESTING IN AN UNSATISFYING RELATIONSHIP Levi R. Baker¹, James K. McNulty¹, Nathaniel M. Lambert², Frank D. Fincham²; ¹The University of Tennessee, ²The Florida State University – Do intimates always benefit from investing in their romantic relationships? Two cross-sectional studies and one longitudinal study demonstrated that the implications of investments for well-being are moderated by relationship quality. Whereas investments were associated with greater well-being among satisfied intimates, they were associated with poorer well-being among unsatisfied intimates.
- B172**
DAILY FLUCTUATIONS IN LONELINESS, SOCIAL INTERACTION, AND WELL-BEING Michael R. Maniaci¹, Harry T. Reis¹, Jennifer M. Tomlinson²; ¹University of Rochester, ²Stony Brook University – Results of a daily diary study indicate that loneliness decreases on days characterized by meaningful interaction and feeling understood and appreciated by others, and increases on days characterized by rejection and feeling judged. In turn, increased loneliness predicts poorer physical and mental well-being and reduced sleep quality.
- B173**
IMPACT OF DAILY RELATIONSHIP STRESS AND ATTACHMENT ANXIETY ON SELF-REPORTED HEALTH BEHAVIORS AND WELL-BEING Sandra Regina Marques¹, Tara MacDonald¹, Lorne Campbell², John Lydon³; ¹Queen's University, ²University of Western Ontario, ³McGill University – A multilevel diary study examined day-to-day within-person effects of relationship stress on health. Results suggest that women high on attachment anxiety experience more negative health outcomes in general, whereas the health habits of women low in attachment anxiety are more likely to vary as a function of relationship stress.
- B174**
LINKING ATTACHMENT THEORY AND INTERDEPENDENCE THEORY: A DYADIC VIEW OF COUPLES SiSi Tran¹, Jeffrey A. Simpson²; ¹University of Toronto Scarborough, ²University of Minnesota, Twin Cities – The present research links Attachment Theory and Interdependence Theory by adopting a dyadic perspective to the study of relationships. Results are presented that document how greater commitment from at least one partner enhances both partners' relationship security, emotional responses, and behavioral outcomes, buffering the negative coping strategies of insecure attachments.
- B175**
TO SEEK OR TO AVOID? HOW AN APPEARANCE THREAT IMPACTS THE DESIRE FOR SOCIAL CONTACT Vanessa Buote¹, Erin Strahan², Anne Wilson²; ¹Keyano College, ²Wilfrid Laurier University – While people desire high perceived relational value (PRV), it can be influenced by appearance self-appraisals (Buote et al., 2010). An appearance threat decreased appearance self-appraisals, which led to decreased PRV, and, subsequently, to decreased desire for social interaction and a greater desire for seclusion and for electronic contact with others.
- B176**
DOES EQUITY IN WAYS OF SHOWING LOVE MATTER FOR MARITAL SATISFACTION? Zeljka Kamenov¹, Aleksandra Huic¹, Ted Huston²; ¹University of Zagreb, ²University of Texas at Austin – A new Ways of Showing Love Scale was used in a test of equity theory on a Croatian sample of 302 married couples. Highest satisfaction was found for men and women with high scores on both showing and perceiving love, and lowest satisfaction for those with low scores on both.

B177

IGNORANCE IS NOT BLISS: DIVERSITY PROGRAMS AND SOCIAL NETWORKS REDUCE LEVELS OF PREJUDICE Jennifer Herrington¹, Valerie Platt¹, Steven Brandow¹, Charlene Christie¹; ¹SUNY Oneonta – We assessed the demographics of student friendship networks and attendance at diversity-related programs. Students were also asked to complete a series of prejudice measures. Both diversity-related programs and diverse friendship networks helped to decrease prejudicial attitudes and increase awareness of how openness to different life experiences can be beneficial.

B178

ROLE DIFFERENCES IN THE PERCEPTION OF JUSTICE Leanne Lynn Gosse¹; ¹Brock University – Two studies examine role differences (victim and offender) in the perception of justice within the context of restorative and retributive justice. Results demonstrate that offenders were more likely than victims to endorse all methods of restoration, while victims were more likely to frame the injustice in terms of restorative justice.

Other**B179**

FREE WILL, DETERMINISM, AND ENVIRONMENTAL CUES Brandon Randolph-Seng¹, Kathleen Vohs², Darcy Reich¹; ¹Texas Tech University, ²University of Minnesota – In the current research we predicted that an anti-free will belief can heighten the influence of environmental stimuli upon people's cognitive processing. Across two studies, the results suggest that weakening a belief in free will can make people more open to the influence of environmental stimuli.

B180

MOOD ORIENTATION AS A MODERATOR OF THE RELATIONSHIP BETWEEN NEGATIVE MOOD AND HELPING Brittany Day¹, Cathy McFarland¹, Roger Buehler²; ¹Simon Fraser University, ²Wilfrid Laurier University – This experiment examined how a behavioral mood-repair strategy (i.e., helping others) was affected by mood negativity and mood orientation manipulations. Among high dysphoric (or low self-esteem) persons, those adopting a reflective mood orientation helped more, and those adopting a ruminative mood orientation helped less, in a negative (vs. neutral) mood.

B181

POWER AND EXPECTATIONS OF SEXUAL INTEREST Brooke G. Lerner¹, Jonathan W. Kunstman¹, Jon K. Maner¹; ¹Florida State University – Power differences are a major component in many cases of sexual harassment. Having power sets the stage for the possibility of unwanted sexual advances when those in power direct sexually-tinged thoughts and behaviors toward subordinates, colleagues, and co-workers. The current work combines theories of power with theories of motivated perception to test power's effect on sexual perceptions. The current study explored whether the experience of power leads to heightened perceptions of sexual interest. We suggest that power's effect on sexual perceptions may be a byproduct of power's general capacity to activate goals and enhance motivations. We hypothesize that power will increase perceptions of sexual interest from subordinates of the opposite sex. To test this hypothesis, we manipulated the conditions under which participants believed they would interact with an opposite sex partner. Participants believed they would either work as equals (control) or have authority (power) over a partner of the opposite sex. Participants in power reported greater expectations of sexual interest than controls. Implications for research on power and motivated perception are discussed.

B182

THE MODERATING ROLE OF TRIOS IN THE EMOTIONAL REGULATION ABILITIES OF HEAD START MOTHERS Charlotte A. Marshall¹, James M. Jones¹, E. Stephanie Krauthamer Ewing¹, Aundrea Wilkins¹; ¹University of Delaware – The present study tested the hypothesis that the emotional regulation abilities of African American mothers of children who participate in Head Start classrooms would be related to their TRIOS level (an African derived composite of Time, Rhythm, Improvisation, Orality, and Spirituality) that has been shown to buffer depression and anxiety.

B183

BIG FISHES OR A SMALL POND? A RE-META-ANALYSIS OF TWO DECADES OF MORTALITY SALIENCE RESEARCH Chih-Long Yen¹, Chung-Ping Cheng²; ¹National Defense University, ²National Cheng Kung University – This research reanalyzed Burke, Martens, and Faucher (2010)'s data of meta-analysis of 277 terror management theory (TMT) experiments. Major TMT research teams are identified by cluster analyzing the authorships of studies. The teams differ in their effect sizes of TMT experiments and the implications of researcher effect were discussed.

B184

WHAT IS BEAUTIFUL IS AUTOMATICALLY GOOD...AND MIMICKED Clara Michelle Cheng¹, Vera M. Bossel²; ¹Carlow University, ²American University – We examined whether automatic evaluation of attractiveness had downstream consequences for behavioral mimicry. Results indicated that participants with an automatic bias for attractiveness were more likely to mimic someone perceived to be attractive rather than unattractive, but this was not the case for those with low automatic bias for attractiveness.

B185

HANDLER PERCEPTIONS OF DESIRED PERSONALITY TRAITS IN MILITARY WORKING DOGS David Sinn¹, Samuel Gosling¹, Stewart Hilliard²; ¹University of Texas, ²United States Air Force – Military working dogs (MWDs) perform a variety of odor- and personnel-protection duties. However, there is no empirical data concerning which dog personality traits predict performance in real-life conditions. Here we report findings from a questionnaire that begins to characterize how different dog personality types may fit different military working environments.

B186

SAVE THE BEST FOR LAST? INVESTIGATING SOCIAL PSYCHOLOGY TAUGHT IN INTRODUCTORY PSYCHOLOGY COURSES Drew Alan Curtis¹; ¹Texas Woman's University – The current study explored social psychology as it is taught within introductory psychology courses. Sixty syllabi were examined. Social psychology is typically taught in the last quarter of the course (51.2%) and a majority (75%) dedicated no more than 3 sessions. Broader implications will be discussed.

B187

MOTIVATED INFORMATION PROCESSING IN THE SERVICE OF THE SYSTEM: THE CASE OF ANTHROPOGENIC CLIMATE CHANGE Erin P. Hennes¹, John T. Jost¹, Irina Feygina¹; ¹New York University – We demonstrate that denial of environmental problems may be facilitated by motivated information processing. Individuals whose motivation to justify their socioeconomic system had been experimentally heightened derogated climate scientists and the quality of their empirical findings, minimized human responsibility for climate change, and reported less willingness to take pro-environmental action.

B188

THE PREPARATORY FUNCTION OF COUNTERFACTUAL THINKING: EFFECTS OF GROUP MEMBERSHIP AND PERCEIVED THREAT Hyeman Choi¹, Hoon-Seok Choi²; ¹Ohio University, ²Sungkyunkwan University – Two experiments examined the preparatory effect of counterfactual thinking about others. When there was no threat to self, participants generated

more upward and internally-focused counterfactuals for an ingroup actor than for an outgroup actor. Conversely, when self-threat was elicited, the pattern was reversed.

B189

SOCIAL CONTAGION OF MEMORY: FACT IS MORE CONTAGIOUS THAN FICTION Ryan Rush¹, Steven E. Clark¹; ¹University of California, Riverside – Research on collaborative memory focuses primarily on the transmission of error. In the present experiment, collaborating individuals exchanged information that was largely correct, and were more likely to incorporate correct rather than incorrect information in their subsequent recall. These results suggest that fact may be more contagious than fiction.

B190

SPSP GCS POSTER: DO GRADUATE STUDENTS REALLY THINK STRAIGHT ABOUT WEIRD THINGS? Sean Hughes¹, Kristin Dukes², Carmel Gabriel³, Haylie Gomez⁴, Robin Kaplan⁵, Amy-Jo Lynch⁶, Austin Lee Nichols⁷, Fiona Lyddy¹; ¹National University of Ireland Maynooth, ²Tufts University, ³University of California, Davis, ⁴University of Texas at Arlington, ⁵University of California, Irvine, ⁶University of Kent, ⁷University of Florida – A variety of popular misconceptions about psychology continue to flourish in the absence of any strong empirical support. The GSC tested 668 SPSP student members to see if they could distinguish psychological fact from fiction. Check out our findings and see if graduate students really think straight about weird things!

B191

GOOD MORNING CREATIVITY! HOW A SCENT CUE BOOSTS THE FACILITATING EFFECT OF SLEEP ON CREATIVITY Simone M. Ritter¹, M. Strick¹, M. W. Bos¹, R. B. van Baaren¹, A. Dijksterhuis¹; ¹Radboud University, Behavioural Science Institute, The Netherlands – Sleep facilitates creativity (Wagner et al, 2004). The current study shows that a scentcue can boost this effect. Exposure to a scent during sleep that is associated with the task leads to higher creativity than exposure to a new scent, and than solving the task immediately or after conscious thought.

Physical Health

B192

PAST CONSEQUENCES OF DRINKING AND READINESS TO CHANGE: MEDIATING EFFECTS OF FUTURE ALCOHOL OUTCOME EXPECTANCIES Tyler M. Carey¹, Kenneth E. Hart¹, Phillip A. Ianni¹, Amanda Robinson¹, Stephen Hibbard¹; ¹University of Windsor – We compared the predictive value of two factors thought to motivate readiness to change one's alcohol consumption: anticipation of negative future drinking consequences, and memory of past negative drinking consequences. A mediational analysis found that pessimistic outcome expectancies partially mediated the effects of historical consequences on readiness to change.

B193

RELATIONSHIP BETWEEN STATE LIBERALISM AND STATE SEX EDUCATION AND HEALTHCARE POLICIES Merritt O'Boyle¹, Lisa Brown¹; ¹Austin College – Project investigated the relationship between liberalism of state residents and states' sex education and STI healthcare policies. Liberalism generally correlated with more comprehensive sex education policies, higher state funding for STI healthcare and lower STI rates. Federal funding for STI programs was not correlated with liberalism but with state population.

B194

EARLY DETECTION BEHAVIORS AMONG MEN: TESTOSTERONE, ANXIETY, AND THE DISMISSAL OF THREATENING MEDICAL INFORMATION Scott Liening¹, Stephen Ristvedt², Robert Josephs¹; ¹University of Texas at Austin, ²Washington University in St. Louis – Ignoring medical symptoms increases personal health risk and overburdens the healthcare system. In an experiment utilizing a rigged medical test, men with high basal testosterone

were more dismissive of positive diagnoses, potentially leading to dangerous inaction in response to a medical threat, especially when paired with low anxiety.

B195

DO MACHISMO AND RELIGIOSITY PREDICT RISKY SEXUAL BEHAVIOR AMONG HISPANIC COLLEGE STUDENTS? Lynn M. Fahey¹, Lauren M. Sanders¹, Erica Westbrook¹, Amy E. Houlihan¹; ¹Texas A&M University - Corpus Christi – This study consisted of a questionnaire assessing religiosity, two dimensions of machismo, and risky sexual behavior (e.g., casual sex, drug or alcohol use before sex) among Hispanic college students. Regression analyses revealed that traditional machismo is a significant predictor of risky sexual behavior.

B196

EXPLORING PHYSICIAN ATTITUDES TOWARD THE CDC'S STI/HIV SCREENING GUIDELINES AND WOMEN'S STI/HIV TESTING Lindsey Harkabus¹; ¹Colorado State University – In 2006, the CDC revised their STI/HIV screening guidelines. This study examined OB/Gyn's attitudes toward the new guidelines and procedures. Results indicate differences in STI/HIV training for both physicians and non-physicians in the OB/Gyn field, as well as the existence of a multitude of factors that influence whether screening occurs.

B197

REALITY TV AND ALCOHOL USE AMONG WOMEN: A LONGITUDINAL STUDY Sonya Dal Cin¹; ¹University of Michigan – In a longitudinal study of young women, cross-lagged SEM analysis reveals that reality TV viewing predicts increased alcohol consumption. In contrast, alcohol use did not predict reality TV viewing, suggesting that viewing reality TV is associated with increases in alcohol consumption over time.

B198

DAYS OF WINE AND TREADMILLS: EXAMINING THE LINK BETWEEN EXTRAVERSION AND ALCOHOL USE Susan Whitbourne¹, Gillian Freeman¹, Catherine Sanderson²; ¹University of Massachusetts, ²Amherst College – Exercise adherence and alcohol use are positively correlated in college students, a finding interpreted in terms of ego depletion and peer influence. We replicated this result in a sample of 927 adults ranging from 18-85 years old finding, in addition, that extraversion but not stress moderated the exercise-alcohol use relationship.

B199

CANCER RISK PROCESSING BY AFRICAN-AMERICAN PATIENTS IN VIRTUAL ENCOUNTERS WITH RACIALLY CONCORDANT OR DISCORDANT PHYSICIANS Susan Persky¹, Kimberly A. Kaphingst², Vincent C. Allen Jr.¹, Ibrahim Senay³; ¹National Human Genome Research Institute, ²Washington University School of Medicine, ³University of Illinois at Urbana-Champaign – It is important that patients accurately perceive health risks. Processing of lung cancer risk information differed for racially discordant versus concordant patient-provider dyads in a simulated clinical interaction. Racial concordance between African-American patients and a virtual physician led to more accurate risk perception and reduced health information seeking.

B200

WHAT HAPPENS WHEN TEACHERS ARE THE BULLIES? Erika Venzor¹, Lauri A. Jensen-Campbell¹; ¹The University of Texas at Arlington – College students (N = 364) completed surveys assessing current peer and teacher bullying as well as academic motivation and health outcomes. Teacher-bullied students had more health problems, poorer motivation, and lower GPAs. Findings suggest a unique association between teacher-bullying and developmental outcomes that cannot be accounted for by peer-bullying alone.

B201

PREDICTING OBESITY LONGITUDINALLY FROM CAUSAL BELIEFS ABOUT WEIGHT: EVIDENCE FROM THE GROWTH AND HEALTH STUDY Jeffrey M. Hunger¹, A. Janet Tomiyama^{2,3}, Barbara Laraia²; ¹California State University, Fullerton, ²University of California, San Francisco, ³University of California, Berkeley – Recent research has linked controllability beliefs about obesity to weight-management behaviors (i.e., diet and exercise). The present research examined this relationship longitudinally using the NGHS. Results suggest that both believing obesity is natural and believing that obesity is a result of controllable factors independently influence BMI and weight management behaviors.

B202

SOCIOSEXUALITY AND SEXUAL HEALTH BEHAVIORS IN AN ADOLESCENT SAMPLE Shannon Henry¹, Joshua M. Tybur¹, Angela D. Bryan¹; ¹University of New Mexico – We examine individual differences in sexual unrestrictedness among adolescents. Results indicate that sexual unrestrictedness is related to lifetime partner number, but not intentions to use condoms or frequency of condom use. Hence, openness sexual unrestrictedness is not meaningfully related to multiple behavioral and mental health risks in adolescent populations.

B203

VALUES AFFIRMATION PROMOTES LONG-TERM WEIGHT LOSS William Hall¹, Christine Logel², Elizabeth Page-Gould³, Geoffrey L. Cohen⁴; ¹University of British Columbia, ²University of Waterloo, ³University of Toronto, ⁴Stanford University – At Time 1, participants completed either a self-affirmation task or a control task. While participants in both conditions had equivalent weight at baseline, eight to ten weeks later affirmed women had lost more weight, had a lower BMI index, and had smaller abdominal circumference than nonaffirmed women.

B204

LIFECOURSE SOCIOECONOMIC STATUS, THREAT PERCEPTIONS, AND ADOLESCENT PHYSIOLOGICAL RESPONSES TO FAMILY CONFLICT Meanne Chan¹, Edith Chen¹; ¹University of British Columbia – Previous research shows that lower socioeconomic status (SES) is associated with greater vigilance, which is in turn associated with heightened cardiovascular responses to acute laboratory stressors. The present study examined how SES trajectories predict vigilance, and how vigilance of one family member spillovers to affect others' physiological response to conflict.

B205

MORTALITY INDUCED CANCER THREATS AND EFFICACY MESSAGES INCREASE SUN PROTECTION INTENTIONS Douglas Phillip Cooper¹, Jamie L Goldenberg¹, Jamie Arndt²; ¹University of South Florida, ²University of Missouri – We examined the effects of mortality induced fear appeals and response efficacy messages on sun protection intentions among public beach patrons. Conscious cancer threats, but not appearance threats, increased sun protection behavioral intentions when the behaviors were framed as effective, compared to non-effective, in preventing skin cancer.

B206

YOUNG ADOLESCENTS' COMPARATIVE OPTIMISM ABOUT SKIN CANCER: THE EFFECTS OF AGE, BEHAVIOR, AND COMPARISON REFERENT Megan Roberts¹, Meg Gerrard^{1,2}, Frederick Gibbons¹, Marissa Alert¹; ¹Dartmouth College, ²Norris Cotton Cancer Center, Dartmouth Medical School – This study examined comparative optimism for skin cancer among adolescents aged 11-14. Results indicated a three-way interaction when comparing the effects of age (11- and 12-year-olds vs. 13- and 14-year-olds), aspects of the self (tanners vs. non-tanners), and aspect of the comparison referent (fair-skinned vs. tanned).

B207

RACIAL DIFFERENCES IN ACCEPTANCE OF THE HUMAN PAPILLOMAVIRUS (HPV) VACCINE John Kingsbury¹, Meg Gerrard², Rick Gibbons¹; ¹Dartmouth College, ²Dartmouth Hitchcock Medical Center – This study examined racial differences in predictors of acceptance for the HPV vaccine. Predictors of acceptance for Whites were having a regular doctor and likelihood of developing cancer. In contrast, Blacks who thought that HPV causes cancer and with poor self-reported health were more accepting of the vaccine.

B208

EXPLAINING THE OBESITY EPIDEMIC: DISTORTIONS IN ESTIMATES OF CALORIC INTAKE AND EXPENDITURE Scott Allison¹, Scott Allison¹, James Beggan²; ¹University of Richmond, ²University of Louisville – Given that the primary treatment for obesity is dieting and exercise, the present research explored people's ability to estimate caloric intake and expenditure. We found systematic biases in people's ability to judge the consumption and burning of calories, biases that may explain the obesity epidemic.

B209

INTOLERANCE FOR UNCERTAINTY, STRESSOR APPRAISALS AND COPING STRATEGIES IN RELATION TO H1N1 ANXIETY Sheena Aislinn Taha¹, Kimberly Matheson¹, Hymie Anisman¹; ¹Carleton University – The H1N1 pandemic was surrounded by considerable distress and anxiety. We report that intolerance for uncertainty was associated with increased anxiety. Appraisals of the situation (stressfulness, threat, and control over the situation) mediated this relationship, but varied with the coping strategy endorsed to deal with the distress.

Social Support

B210

EXTENDING THE BUFFERING HYPOTHESIS: COMPUTER MEDIATED SOCIAL SUPPORT IN THE MILITARY Benjamin Rosenberg¹, Joshua Lewandowski¹, M. Jordan Parks¹; ¹Claremont Graduate University – The present research sought to extend Cohen and Wills' (1985) buffering hypothesis into the realm of computer mediated communication. Survey data indicated that, in a military sample, the medium through which social support is received determines its ability to mitigate the impact of stressful, negative life events.

B211

LINGUISTIC CORRELATES OF SOCIAL SUPPORT Alexandra Suppes¹, Niall Bolger¹; ¹Columbia University – Support that recipients don't notice (invisible support) has not been associated with the emotional costs of support receipt. During support discussions providers of invisible support both shared their own struggles and took attention away from anxious moods, suggesting that receiving invisible support may normalize the upsetting experience of needing support.

B212

THE EFFECTS OF A FRIEND VS. STRANGER'S PRESENCE ON ANXIETY WHEN MAKING AN ACQUAINTANCE Beth McCallum¹, Melanie Whitmire¹, Laura Bennett¹, Caitlin Ducate¹, Beth Pontari¹; ¹Furman University – The effects of the mere presence of others on those under stress are mixed. Participants had an interaction alone and with either a friend or stranger present. Participants felt less anxiety with a friend than when alone or with a stranger. Anxiety didn't differ in the stranger versus alone conditions.

B213

THE PROVISION OF RESPONSIVE SUPPORT IN GOOD TIMES AND BAD Courtney Gosnell¹, Shelly Gable¹; ¹University of California, Santa Barbara – A diary study was utilized to explore support provision within romantic couples. Results showed that providing especially responsive support for positive events was associated with increased relationship satisfac-

tion and subjective vitality whereas providing especially responsive support for negative events was associated with greater anxiety and decreased relationship satisfaction.

B214

SATISFACTION PREDICTS SUPPORT RECEIPT IN DAILY DIARY AND LABORATORY STUDY Elizabeth Pitula¹, Gertraud Stadler², Kenzie A. Snyder², Niall P. Bolger²; ¹Barnard College, ²Columbia University – This study examined predictors of support receipt in romantic couples. Participants (n=174) completed 35 daily diaries, which included measures of support and satisfaction. 48 couples engaged in lab support discussions interactions then rated their partner's support. Emotional and practical support were associated with higher relationship satisfaction on the same day.

B215

WARMTH REDUCES MONETARY-LOSS PAIN Jina Lee¹, Eunkook Suh¹; ¹Yonsei University, Korea – Experiencing physical warmth is known to promote interpersonal warmth (William and Bargh, 2008). We examined whether physical warmth has pain-buffering effects as interpersonal warmth does. Participants who held a can filled with warm liquid reported lower level of psychological pain after monetary-loss than those who held a cold can.

B216

MY PARTNER IS ALSO ANXIOUSLY SEEKING SUPPORT: ATTACHMENT STYLE AND SUPPORT SEEKING Karen Winkler¹, Gertraud Stadler², Adeena Gabriel³, Maryhope Howland⁴, Eshkol Rafaeli⁵; ¹Barnard College, ²Columbia University, ³Fairleigh Dickinson University, ⁴University of Minnesota, ⁵Bar-Ilan University – Do anxious and avoidant attachment styles have similar effects on support availability and support seeking? Results showed that Attachment style did not matter for own support receipt and partner's support provision, and that anxious attachment - but not avoidant attachment - was associated with support seeking.

B217

SUPPORT PROCESSES IN COUPLES: DO MEN AND WOMEN DIFFER IN RESPONSIVENESS TO THEIR PARTNERS' NEEDS? Molly Metz¹, Heidi S. Kane², Christena Cleveland³, Thery Prok¹, Nancy L. Collins¹; ¹University of California, Santa Barbara, ²University of California, Los Angeles, ³Westmont College – Although conventional wisdom views women as more emotionally supportive than men, the present study of social support in couples provides evidence from behavioral responses to a laboratory stressor that men and women are equally supportive but may manifest that support differently. Implications for sex stereotypes in support provision are discussed.

B218

SOCIAL CONTROL OVER PHYSICAL ACTIVITY: INTERACTIONS WITH AGE Kelly Cotter¹, Samia Javaid¹, Kellie Painter¹; ¹Sacramento State University – Hierarchical regression examining 371 adults (ages 18 to 97) revealed that support and strain were not correlated with physical activity, while more positive social control and less negative social control predicted more frequent physical activity. Interactions revealed that social control was effective for younger adults but not for older adults.

B219

NATURALISTICALLY OBSERVED SWEARING PREDICTS DECREASED EMOTIONAL SUPPORT AND INCREASED DEPRESSION IN WOMEN COPING WITH DISEASE Megan Robbins¹, Elizabeth Focella¹, Matthias Mehl¹, Shelley Kastle¹, Ana Maria Lopez¹, Karen Wehs¹; ¹University of Arizona – Thirteen rheumatoid arthritis and 21 breast cancer patients wore the Electronically Activated Recorder to track swearing in their daily interactions. Swearing in the presence of others, but not alone, was related to decreases in emotional support and increases in depression, suggesting that swearing can repel social support and undermine adjustment.

B220

SOCIAL RESOURCES AND GENDER DIFFERENCES: ASSOCIATIONS WITH COPING METHODS, SELF-ESTEEM AND DEPRESSIVE SYMPTOMS Opal McInnis¹, Kate Raspopow¹, Kimberly Matheson¹, Hymie Anisman¹; ¹Carleton University – Among undergraduate students, social support and negative support (unsupport) were related to depressive symptoms and perceived self-esteem. These relations were mediated by coping methods, but the particular link between support/unsupport and depression/self-esteem varied with the specific coping methods endorsed (emotion vs. problem focused coping) and differed yet again with gender.

B221

VISIBLE OR INVISIBLE: EFFECTS OF SUPPORT-VISIBILITY ON ADJUSTMENT TO STRESS FROM A SELF-DETERMINATION THEORY PERSPECTIVE James N. Masciale¹, Richard M. Ryan¹, Gerard L. Markham Jr.¹; ¹University of Rochester – This research seeks to explain previous findings regarding social support from a Self-Determination Theory framework. First, we replicate previous findings, also investigating contributing motivational factors. We propose that much of the deleterious effect of support visibility can be attributed such support typically being provided in a controlling, non-autonomy supportive way.

B222

THE RELATIONSHIP BETWEEN ETHNICITY, ALCOHOL CONSUMPTION, AND SOCIAL SUPPORT IN COLLEGE STUDENTS Michelle Herrera¹, Grace Jackson², Kenzie Snyder¹, Gertraud Stadler¹, Niall Bolger¹, Patrick Shrout²; ¹Columbia University, ²New York University – There are important ethnicity differences in college student alcohol consumption and use of coping mechanisms. Results confirm previous findings of significantly more alcohol consumption by White than by Asian students, but also show that compared to other ethnicities Asians sought more instrumental support and Whites coped more through substance use.

B223

GREATER PHYSIOLOGICAL LINKAGE IN COUPLES PREDICTS LESS ENACTED SUPPORT Jeffrey Crow¹, Turu Stadler¹, Kenzie Snyder¹, Niall Bolger¹; ¹Columbia University – Previous research shows that physiological interrelatedness ("linkage") between romantic partners predicts marital satisfaction (Levenson & Gottman, 1983). Data were collected from heterosexual, cohabiting couples who engaged in support discussions. Analyses showed that greater physiological linkage between romantic partners predicted less emotional support receipt, adjusting for the effects of relationship satisfaction.

B224

FROM WE TO ME: DECLINING EMPATHY IN COLLEGE STUDENTS AND REPRESENTATIVE SAMPLES Courtney Hsing¹, Anna Linda Hagen^{1,2}, Edward Hughes O'Brien¹; ¹University of Michigan, ²Philipps-Universität Marburg – Are Americans less empathic now than before? In Study 1, we show that dispositional empathy is declining across samples of college students between 1979-2009; today's students score lowest. In Study 2, we find parallel results in representative samples. We discuss why low empathy matters and speculate on causes.

Well-Being

B225

DO PEOPLE UNDERMINE THEIR HAPPINESS BY CHOOSING HOMES THAT ISOLATE? David Russak¹, Thuy Anh Ngo¹, Brandi Jackson¹, Harry Wallace¹; ¹Trinity University – In the past half century, American suburban home design trends have served to reduce social exposure. Participants in our research valued social connections but did not consider how homes affect these connections. Participants who preferred isolating home features were significantly less happy.

B226

THE IMPACT OF MACRO-LEVEL POLICY ON QUALITY OF HEALTHCARE, PERFORMANCE, SATISFACTION AND INTENTION TO QUIT Sankalp Chaturvedi¹, Marisa Miraldo¹; ¹Imperial College London Business School – We analyze panel data (five years) from English National Health System to investigate the impact of macro-level policy (incorporation of Foundation Trusts) on staff satisfaction and intention to quit, and analyze to what extent these differences are related to differences in financial performance and quality of health care between trusts.

B227

FROM COLOR TO HEALTH: EFFECT OF SKIN TONE BIAS ON HEALTH OUTCOMES FOR BLACKS Ekeoma Uzogara¹, James Jackson¹; ¹University of Michigan – Research suggests that lighter-skinned Blacks benefit occupationally/socially from their out-group but not necessarily in-group members. In a secondary analysis, we examine inclusion/exclusion appraisals towards ingroup/outgroup members and its impact on health. The resulting relationships were gendered: as skin tone lightens, linear relationships are typical for women; curvilinear for men.

B228

THE COURSE OF WELL-BEING IN ROMANTIC RELATIONSHIPS: PREDICTING POSITIVE AFFECT IN DATING PARTICIPANTS Katherine Jacobs¹, Lyubomirsky Sonja¹; ¹University of California, Riverside – We examined changes in well-being over 8 weeks in participants who were involved in romantic relationships and those who were not. The relationship group experienced more positive emotions overall, and high positive affect was predicted by higher aspirations, higher passionate love, and being in a same-ethnicity relationship.

B229

THE INFLUENCE OF POSITIVE ILLUSIONS ON CULTURAL DIFFERENCES IN WELL-BEING: THE POSITIVITY MODEL Hyunji Kim¹, Ulrich Schimmack¹; ¹University of Toronto – The study (N=1154) examined cultural differences (South&East Asian vs European&other Canadians) in positive illusions (PI) and life satisfaction. The shared variance among evaluative biases in ratings of self and other were used to measure PI. Results of the findings and implications for research on well-being and PI will be discussed.

B230

WELL-BEING AFTER ADVERSITY: THE ROLE OF THE POSITIVITY EFFECT AND EMOTION REGULATION HSien Hayward¹; ¹Harvard University – In 2001, emotion regulatory memory biases, similar to those documented in the literature on aging, were found in young adults with traumatic-onset spinal cord injuries. Eight years later, earlier memory biases were found to predict emotion regulation. The positivity effect did not, however, predict psychological well-being.

B231

SEEING THROUGH NEW EYES: AN EXPERIMENTAL INVESTIGATION OF THE BENEFITS OF PHOTOGRAPHY Jaime Kurtz¹; ¹James Madison University – The study investigated the efficacy of photography on mood and appreciation of everyday life. For two weeks, participants either took photographs in a mindful, creative way or in a neutral, factual way, or did a count-your-blessings exercise. Results showed significant mood and appreciation increases for those taking mindful, creative photographs.

B232

REDUCING THE PURSUIT OF MATERIAL GOODS: THE INFLUENCE OF POSITIVE AFFECT ON MATERIALISM Jin Seok Pyone¹, Alice M. Isen¹; ¹Cornell University – Three studies examined the influence of positive affect on materialism. Results suggest that under mild positive (vs. neutral) affect, people are less likely to rely on material goods as a primary source of happiness, and also less likely to engage in conspicuous consumption (i.e., to signal status through material goods).

B233

DISTANCING FROM DAILY NEGATIVE AND POSITIVE EXPERIENCES DIFFERENTIALLY CHANGES SATISFACTION WITH LIFE Mary Y. Liu¹, Ethan Kross¹, Ozlem Ayduk²; ¹University of Michigan, Ann Arbor, ²University of California, Berkeley – Distancing from (relative to immersing in) daily negative and positive experiences differentially influences satisfaction with life (SWL). Findings revealed that SWL decreased across 7 days when participants spontaneously immersed in negative and distanced from positive experiences. For participants who immersed in negative experiences, immersing in positive experiences buffered this decrease.

B234

PAST, PRESENT, FUTURE: SELF-ESTEEM AS A MODERATOR OF TEMPORAL SELF-COMPARISONS AND SOCIAL-COMPARISONS OF LIFE SATISFACTION Becky L. Choma^{1,2}, Michael A. Busseri², Stan W. Sadava²; ¹Wilfrid Laurier University, ²Brock University – We examined evaluations of past, present, and future life satisfaction for self and other in an undergraduate sample (n = 400), along with self-esteem as a moderating factor. Results highlight the role of temporal self-comparisons and social comparisons to understanding how people evaluate their lives as unfolding over time.

B235

ENJOY THE MOMENT OR PLAN FOR THE FUTURE? TIME PERSPECTIVES INFLUENCING WELL-BEING AND FINANCIAL BEHAVIORS Jia Wei Zhang¹, Ryan Howell¹; ¹San Francisco State University – We examined how time perspectives predicted SWB and financial behaviors. Results demonstrated having a future orientation balanced with little present-fatalism was linked with increased life satisfaction. Also, a future time perspective was associated with greater financial clarity, move financial savings, and a tightwad personality type.

B236

MANAGING EMOTIONAL OUTCOMES: A MATTER OF PERSONALITY? Mark Kurai¹, Ryan Howell²; ¹University of California, Davis, ²San Francisco State University – Across two studies, the relation between traits and affect level was mediated by affect regulation styles. Extraverts regulate emotions in a variety of ways (instrumental). Neurotic individuals engage in fewer (temperamental) and more ineffective regulation behaviors.

B237

WISE OPTIMISM AND WELL BEING: OPTIMISTIC PREDICTIONS ARE OFTEN (BUT NOT ALWAYS) IDEAL Sara E. Andrews¹, David A. Armor¹; ¹San Diego State University – Is there more to optimism than always expecting the best? We examined three aspects of “wise optimism” across 30 situations: overall level, cross-situational flexibility, and correspondence to prescribed ideals. Results (N=347) revealed that all three aspects of optimism can be measured reliably, and each is a unique predictor of well-being.

B238

DEGREE OF TECHNOLOGY USE INFLUENCES COLLEGE ADJUSTMENT Deletha P. Hardin¹, Betty S. Witcher²; ¹University of Tampa, ²Peace College – Researchers disagree about whether technology negatively or positively impacts us. This research compares adjustment to college between groups that differentially use technology. Students completed technology use and College Adjustment questionnaires. Highest technology users were significantly more homesick and experienced somewhat greater negative affect than lowest technology users.

B239

THE JOYS OF PARENTHOOD: THE RELATIONSHIP BETWEEN PARENTHOOD AND HAPPINESS S. Katherine Nelson¹, Sonja Lyubomirsky¹; ¹University of California, Riverside – The current study used data from the World Values Survey to compare the happiness and life satisfaction of parents and non-parents. Analyses were conducted to disentangle this effect, examining the impact of number of children, sex differences, age, and marital status.

B240

GRATEFUL WRITING OF THE TRAUMATIC LIFE EVENTS LEADS TO INCREASED POSITIVE AFFECT OVER TIME Anjali Mishra¹, Robert Emmons¹; ¹University of California, Davis – Grateful processing of traumatic life events has been found to promote well-being. In this 4 day paper-and-pencil daily diary study (preceded by a pretest, posttest and one month follow-up) the grateful writing group showed significantly more positive affect over time, compared to the fact and neutral writing groups.

B241

LOVING-KINDNESS MEDITATION INCREASES POSITIVE VALUATION Lahna Isabel Catalino¹, Barbara L. Fredrickson¹; ¹University of North Carolina-Chapel Hill – Participants either engaged in a loving-kindness meditation intervention or served in a monitoring, waitlist control group. Participants in the loving-kindness meditation group increased in positive valuation (PV), the extent to which positive emotional states are valued. Results illustrate another benefit of meditation and reveal one way PV can be raised.

B242

OPTIMAL MENTAL PEACEFULNESS: THE INTEGRATION OF MINDFULNESS AND COMPASSIONATE GOAL Yi Cheng¹, Yi-Cheng Lin¹; ¹National Taiwan University – This study presents that the integration of intra-personal tranquility and interpersonal compassion leads to full functioning well-being. We argue that those who strongly value compassionate goal, taking others' needs into consideration, will achieve the highest experiences of peace of mind (POM) if they could simultaneously obtain high level of mindfulness.

B243

THE EFFECT OF A "BEST POSSIBLE SELF" INTERVENTION ON EXPECTANCY FOR SUCCESS Kristin Layous¹, S. Katherine Nelson¹, Sonja Lyubomirsky¹; ¹UC Riverside – The current study implemented a positive activity intervention in which participants were instructed to reflect on their best possible selves. Results indicated that this positive activity led to improvements in well-being and expectancy for success.

B244

EXPLORATIONS OF THE INCOME AND HAPPINESS LINK: ROLE OF TIME USE, WEALTH AND CONSUMPTION Felicity Miao¹, Shigehiro Oishi¹; ¹University of Virginia – We present findings from the nationally representative Health and Retirement Study showing that time use, when measured both directly and indirectly moderates the income and well-being relationship. We also present findings on the utility of other measures of economic circumstances in the study of well-being, such as wealth and consumption.

B245

MORAL JUDGMENT AND ATTRIBUTIONS OF HAPPINESS Jonathan Phillips¹, Sven Nyholm², Joshua Knobe¹; ¹Yale University, ²University of Michigan, Ann Arbor – Two studies investigated the impact of moral evaluations on attributions of both happiness and unhappiness. The results suggest that attributions of happiness can actually be influenced by moral judgments, while attributions of unhappiness simply depend on the agent's mental states.

B246

USING A MOTIVATIONAL FRAMEWORK TO UNDERSTAND SELF-ASSESSED HEALTH Becca Franks¹, Katie Manley¹, E. Tory Higgins¹; ¹Columbia University – Self-assessed health (SAH) predicts health outcomes, but what determines SAH is unknown. We suggest that how effective people feel is critically associated with SAH and find evidence for this hypothesis across two studies. Organizing our understanding of SAH within this framework may provide insights for future health studies and interventions.

B247

A PROSPECTIVE STUDY OF POSITIVE PSYCHOLOGICAL WELL-BEING AND CORONARY HEART DISEASE Julia Boehm¹, Christopher Peterson², Mika Kivimaki³, Laura Kubzansky¹; ¹Harvard School of Public Health, ²University of Michigan, ³University College London – The prospective association between two aspects of well-being (emotional vitality and optimism) and coronary heart disease was examined in a sample of 8,576 men and women. Emotional vitality and optimism were associated with reduced risk of coronary heart disease for both genders, despite accounting for cardiovascular risk factors and ill-being.

B248

SOMETIMES IT FEELS SAFER IN THE CLOSET: AUTONOMY SUPPORT VERSUS CONTROL IN COMING OUT Nicole Legate¹, Richard Ryan¹, Netta Weinstein²; ¹University of Rochester, ²University of Hamburg – This research examines within-person variation in outness and wellness as a function of the autonomy supportive versus controlling character of social contexts. Results showed that lesbian, gay and bisexual individuals were more out in autonomy-supportive contexts; outness in autonomy supportive contexts fostered more wellness than did outness in controlling contexts.

B249

DIVERSE WAYS OF RELATING TO THE SACRED: VARIETIES OF RELIGIOUS/SPIRITUAL IDENTITIES AND ALCOHOL MISUSE Phillip A Ianni¹, Kenneth E. Hart¹, Tyler Carey¹, Amanda Robinson¹, Stephen Hibbard¹; ¹University of Windsor, Windsor, Ontario – The current study assumes some of the diverse ways in which people relate to the sacred are healthy while others are unhealthy. This study found agnostics and those claiming to be 'spiritual only' scored significantly higher on alcohol misuse than respondents who identified themselves as being both 'religious and spiritual'.

B250

FINDING THE APPLE OF MY EYE: CATEGORIZATION AND SATISFACTION FROM HEDONIC CONSUMPTION Eugene Chan¹, Andrew Mitchell¹; ¹University of Toronto – In this study, we examine the beneficial effects of categorization on making hedonic versus utilitarian choices. Our findings suggest that the structure of choice sets can influence satisfaction from hedonic but not utilitarian consumption, offering new perspectives on the benefits of categorization to particular consumer goods in today's marketplace.

B251

MICRO FAIRNESS MEDIATES THE RELATIONSHIP BETWEEN SOCIAL INEQUALITIES AND PSYCHOLOGICAL WELL-BEING Nobuyoshi Kawashima^{1,2}, Ken-ichi Ohbuchi¹; ¹Tohoku University, ²The Japan Society for the Promotion of Science – Consistent with our hypothesis, a survey research with 986 Japanese in 2010 indicated that respondents in low socioeconomic status felt that they were not fairly treated in the society (low micro fairness) and the perception deteriorated their psychological well-being.

B252**DOES SOCIAL SUPPORT BUFFER THE EFFECTS OF WIDOWHOOD? EVIDENCE FROM TWO PROSPECTIVE LONGITUDINAL STUDIES**

Ivana Anusic¹, Richard E. Lucas¹; ¹Michigan State University – In two nationally representative longitudinal studies, we found no evidence that social support buffers against the stress of widowhood. Although people with more social support were generally happier, they were also more adversely affected by death of a spouse. Moreover, social support did not facilitate adaptation to widowhood.

B253**THE "HAPPIEST AND GREENEST NATION": OPTIMISM, WELL-BEING, ENVIRONMENTAL STRESS AND COPING AMONG COSTA RICAN WOMEN**

Judith Nichols¹, Michele M. Tugade¹, Jannay Morrow¹, Jamie E. Stevenson¹, Hillary Devlin¹; ¹Vassar College – We investigated optimism, gratitude, stress, and coping with respect to environmental conservation and well-being among women from Guanacaste Province, Costa Rica. Environmental distress predicted increased environmental coping behaviors in more optimistic individuals, and decreased coping behaviors in less optimistic individuals. Findings also suggest that gratitude may promote health and well-being.

B254**SOCIAL CLASS, SOCIAL STATUS, AND THE PURSUIT OF HAPPINESS**

Manana Mesropian¹, Michael W. Kraus¹, Cameron Anderson²; ¹UC Berkeley, ²University of California Berkeley, Haas School of Business – We explored the association between forms of status and subjective well-being. Analyses indicated a positive correlation between education and life satisfaction among individuals with low sociometric status, and no correlation among high sociometric status individuals. Results were consistent across all forms of status examined in the research.

B255**LEADING AN AUTHENTIC AND MEANINGFUL LIFE: THE ROLE OF POWER**

Yona Kifer¹, Daniel Heller¹, Hadar Ram¹; ¹Tel Aviv University – How does social-power alter people's lives? Building on the approach/inhibition theory of power—according to which having power entails an awareness one can act at will without social consequences—we posited and found, in an extensive 4-wave study, that powerful people lead a more authentic and, therefore, more meaningful life.

Poster Session C

Friday, January 28, 12:30 – 2:00 pm, Ballroom C

Aggression/Anti-Social Behavior

C1

THE EFFECTIVENESS OF A MEDIATION PROGRAM IN SYMMETRICAL VERSUS ASYMMETRICAL NEIGHBOR-TO-NEIGHBOR CONFLICTS

Elze Ufkes¹, Ellen Giebels², Sabine Otten¹, Karen van der Zee¹; ¹University of Groningen, ²University of Twente – This study demonstrates that conflict asymmetry, the degree to which parties differ in perceptions of the level of conflict, is important for the course and outcomes of neighborhood mediation.

C2

EFFECTS OF PEACEFUL VIDEO GAMES ON PROSOCIAL AND AGGRESSIVE BEHAVIOR

Jodi Whitaker¹, Bushman Brad¹; ¹Ohio State University – Male participants acted equally aggressive after playing a violent or peaceful video game, and most prosocially after playing a neutral game. Female participants acted most aggressively AND most prosocially after playing a violent game. Feelings of boredom and guilt may have contributed to these surprising findings.

C3

THAT WORLD BECOMES YOU: TRANSPORTATION INTO A VIDEO GAME WORLD

Paul Stermer¹, Melissa Burkley¹, Chad Cotner²; ¹Oklahoma State University, ²University of Central Oklahoma – Video games are interactive by nature and it is this feature that allows players to become transported into the game's world. Across two studies, the antecedents and consequences of transportation in video games were examined. Results indicate character choice increases transportation and increased transportation is related to aggressive outcomes.

C4

THE MAD HATER: "ANGER" ATTRIBUTIONS REDUCE THE THREAT OF EXPERIENCING HATE

Armand Munteanu¹, Chris Burris¹, John Rempel¹; ¹St. Jerome's University – Compared to neutral primes, subliminal "I hate" primes tended to increase motivation to distance oneself from "hate" and "haters" among individuals who retrospectively justified their desire to harm another; "I am angry" primes reversed this relationship. Framing an experience as "anger" thus appears to offer sufficient justification for intended harm.

C5

DOES NEED FOR CONTROL OR NEED TO BELONG MODERATE THE EFFECTS OF OSTRACISM ON AGGRESSION?

Dorothee Dietrich¹, Kaitlyn Hawkinson¹; ¹Hamline University – We examined which of four fundamental needs are associated with aggression after ostracism. After ostracism or inclusion, participants completed fundamental need fulfillment, verbal and behavioral aggression measures. Ostracized participants felt more rejected, aggressed more, and had lower fundamental needs fulfillment. Threatened need for control was the strongest predictor of aggression.

C6

RELATIONSHIPS MATTER: DIFFERENCES IN SEXUAL ASSAULT CHARACTERISTICS ASSOCIATED WITH THE RELATIONSHIP BETWEEN PERPETRATOR AND VICTIM

Jennifer Pierce¹, Rhiana Wegner¹, Antonia Abbey¹; ¹Wayne State University – This study updates Shotland's (1992) theory of courtship rape by considering a broader range of types of sexual aggression and by separating relationship commitment from sexual precedence. Results from analysis of variance demonstrate the importance of taking relationship status into account when attempting to explain motives for committing sexual assault.

C7

SOCIAL STATUS DIFFERENCES IN SCHEMA-BASED BIASES TOWARD HOSTILE ATTRIBUTIONS OF INTENT

James Davis¹; ¹DePaul University – Across two studies, members of low status groups attribute hostile intent to the actions of others to a greater degree than their high status peers. This research highlights the profound impact social status has on core psychological processes and has numerous implications for stigma and aggression theory.

C8

SENSITIVITY TO OTHERS REGULATES EXTERNALIZING EMOTIONS THROUGH INHIBITING STATUS CONCERNS

Pinar Celik¹, Marrie Bekker¹, Ad Vingerhoets¹; ¹University of Tilburg – Individuals gain interpersonal value through seeking connectedness and status (Huo, Binning, & Molina, 2008). Sensitivity to others entails the extent to which an individual is concerned about connectedness. This research demonstrates that highly sensitive individuals inhibit status concerns in reaction to self-threat, and followingly report lower externalizing emotions.

C9

THE TED BUNDY EFFECT: BODY SYMMETRY AND AVERSIVE PERSONALITY TRAITS

Nicholas Holtzman¹; ¹Washington University in St. Louis – Body symmetry is attractive, yielding mating opportunities. Who is symmetrical? A comprehensive study involving over 200 participants, over 200 personality self-report scales, and hundreds of peer-reports revealed that anti-social traits correlate positively with symmetry—the Ted Bundy Effect—named after the attractive psychopath. Results reveal potential evolutionary value in anti-sociality.

C10

STATUS-DRIVEN RISK TAKING: NOT SO DARK

Beth Visser¹, Julie Pozzebon¹, Narnia Worth¹, Michael Ashton¹, Kibeom Lee²; ¹Brock University, ²University of Calgary – Relations between the Status-Driven Risk Taking (SDRT) scale and "dark triad" personality variables were investigated. SDRT and the dark triad predicted antisocial behavior and, in relation to the HEXACO personality framework, were characterized by low Honesty-Humility. SDRT was unique in that it was not also characterized by low Agreeableness.

C11

THE MODERATING ROLE OF ANGER AND HOSTILITY IN THE RELATION BETWEEN RE-APPRAISAL AND AGGRESSIVE BEHAVIOR

Brittney Henderson¹, Christopher Barlett¹; ¹Iowa State University – While the effects of re-appraisal on physical aggression are beginning to be documented, it is unclear what variables moderate these relations. Emotion regulation theory posits that aggressive affect (i.e., anger) rather than aggressive cognitions (i.e., hostility) should moderate these relations. Results showed that anger, not hostility, was a significant moderator.

C12

VIOLENCE AND COMPETITION AS PREDICTORS OF AGGRESSION FOLLOWING VIDEO GAME PLAY

Donald Wood III¹, Alicia Limke¹; ¹University of Central Oklahoma – The current study examined the possibility that aggression following video game play results from competition. Results indicated that individuals playing competitive games exhibited more aggression than individuals playing no game. There were no differences in aggression between individuals in the first-person shooter game condition and the competitive puzzle game condition.

C13

REPULSED BY VIOLENCE: DISGUST SENSITIVITY PREDICTS DECREASED AGGRESSION Richard Pond Jr.¹, C. Nathan DeWall¹, Nathaniel Lambert², Timothy Deckman¹, Ian Bonser¹, Frank Fincham²; ¹University of Kentucky, ²The Florida State University – Negative emotional valence is often associated with aggression, while the motivational direction of the emotion is ignored. The current work explored whether a negative emotion associated with behavioral avoidance—disgust—will predict less aggression. Across four studies, disgust sensitivity predicted lower levels of trait and behavioral aggression towards strangers and romantic partners.

C14

LONGITUDINAL EFFECTS OF PLAYING M-RATED VIDEO GAMES: ADOLESCENTS' RECKLESS DRIVING Ana Maria Draghici¹, James Sargent², Jay Hull¹; ¹Dartmouth College, ²Dartmouth Medical School – We tested the hypothesis that video game play is associated with reckless driving in a multi-wave, longitudinal study of adolescents. Consistent with predictions, play of mature-rated video games was associated with reports of moving traffic violations, being pulled over by the police, speeding, tailgating, and willingness to drive after drinking.

C15

AN INCREMENTAL THEORY OF PERSONALITY REDUCES AGGRESSION AND DEPRESSION: A PSYCHOLOGICAL INTERVENTION EXPERIMENT David Yeager¹, Kali Trzesniewski², Carol Dweck¹; ¹Stanford University, ²University of California, Davis – This intervention experiment tested the idea that believing people can change (an incremental theory) might buffer adolescents from effects of victimization. We found that adolescents learning an incremental theory were less aggressive following peer rejection one month after the intervention, reported fewer depressive symptoms, and, among Latinos, received higher grades.

C16

BETTER WHEN GOD DAMNS IT? CONCEPTUALIZING GOD AS FORGIVING INCREASES DEVIANCE Amber DeBono¹, Andrew D'Agostino¹, Loni Petricone¹, Mark Muraven¹; ¹University at Albany - SUNY – Conceptualizing God as forgiving, rather than punishing, may lead to greater immorality. In our experiment, Christian participants who read about God's forgiveness stole more money than those who read about God punishing or participants who read non-religious stories. Thus, focusing on God's forgiving side may increase deviant behaviors.

C17

AGGRESSION RESPONSE DIFFERENCES BETWEEN LOW AND HIGH RISK PARENTS FOR CHILD PHYSICAL ABUSE Brett Wells¹, Lauren Irwin¹, Christopher Shelton², Julie Crouch², John Skowronski¹, Joel Milner²; ¹Northern Illinois University, ²Center for the Study of Family Violence and Sexual Assault – A competitive reaction-time aggression paradigm assessed the role of implicit information processes in aggression for parents at risk for child physical abuse. High risk parents sent louder sound blasts to a fictitious opponent, responded faster/slower to negative/positive words following lost rounds, and endorsed more hostile motives when selecting sound blasts.

C18

PRIMING MORE ADVANCED MORAL SCHEMAS INCREASES OPPOSITION TO TORTURE Ian Grant Hansen¹, Bennett Callaghan²; ¹York College, ²John Jay College of Criminal Justice – After undergoing a novel experimental procedure priming selfish, legalistic, or principled moral schema, participants primed with more advanced moral schema expressed more opposition to legalizing torture interrogation. Those primed with principled moral schema were also the most likely to reject 16 specific forms of torture as “inappropriate under all circumstances.”

C19

SOMEONE IS BEING A JERK ON THE INTERNET: ONLINE AGGRESSIVE BEHAVIOR AND ITS CONTAGION Zackary R. Lemka¹, Helen C. Harton¹; ¹University of Northern Iowa – This study examined contagion of aggression during electronic communication. Participants took part in online discussions in six person groups. In the experimental groups confederates modeled aggression toward each other. Experimental groups exhibited more direct and indirect aggression than control groups, suggesting that online aggression exposure increases aggression.

C20

THE INFLUENCE OF EUPHEMISTIC FRAMING ON PERCEPTIONS OF RESPONSIBILITY IN A DOMESTIC VIOLENCE SCENARIO. J. Guillermo Villalobos¹, Donna Garcia¹; ¹California State University, San Bernardino – In this study, participants read a scenario depicting male-to-female domestic violence. Those who read a version with euphemized rather than clear language rated the event as more harmful, which in turn led them to assign more blame to the victim, less blame to the aggressor, and a lighter sentence.

C21

“I’M HAVING A BAD DAY”: THE EFFECT OF MITIGATING INFORMATION ON AGGRESSIVE AND PROSOCIAL BEHAVIOR Christopher Barlett¹, Craig Anderson¹; ¹Iowa State University – There is a paucity of research testing if an excuse is related to aggression. Participants were either provoked but got an excuse or were given no excuse. Higher aggression and less prosocial behavior were found for those who were provoked compared to those who were provoked and got the excuse.

C22

VIOLENT AND NONVIOLENT VIDEO GAMES PRODUCE OPPOSING EFFECTS ON AGGRESSIVE AND PROSOCIAL OUTCOMES Marc Andrew Sestir¹, Bruce Bartholow²; ¹Hobart & William Smith Colleges, ²University of Missouri at Columbia – While effects of violent media on aggression are well-established, this research shows that a portion of established effects may be due to suppression by the nonviolent media used. Additionally, nonviolent media may produce increases in prosocial tendencies, and both effects can occur even with no explicit prosocial content.

C23

“DON’T BE HATIN’”: HATE AS A THREAT TO THE SELF Christopher Burris¹, John Rempel¹, Armand Munteanu¹; ¹St. Jerome's University – Two subliminal hate-related primes increased self-deceptive enhancement relative to a neutral prime; comparable anger-related primes did not. “I hate” participants were uniquely less willing to label a self-disclosed to harm someone as “hate.” Hate – especially when one is “sender” rather than “receiver” – thus appears to threaten the self.

C24

ASSESSING AGGRESSIVENESS: THE DISTINCTIVE ROLE OF SELF-ESTEEM AND NARCISSISM Hanjoo Kim¹, Eunjoo Yang¹; ¹Korea University, South Korea – The present research explored the controversial link between self-esteem, narcissism and aggressiveness. To investigate this, we employed an experimental design that included the manipulation of situations where one's egotism is threatened. The results indicate that the effects on aggression can be more comprehensively understood when two variables are considered independently.

C25

THE I-3 MODEL AND STALKING: EXAMINING EFFECTS OF REJECTION, SELF-REGULATION, AND NARCISSISM ON STALKING PERPETRATION Benjamin A. Fay¹, H. Colleen Sinclair¹; ¹Mississippi State University – Applying the Finkel (2008) I-3 model, we experimentally examined the effects of rejection, self-regulation, and narcissism on stalking perpetration. Higher rates of stalking were reported by those who were rejected, especially when self-regulation was depleted, and those high in narcissism reported higher rates of stalking, particularly when internally rejected.

C26

TRAIT ANGER AND EXECUTIVE FUNCTIONING MODERATE THE RELATIONSHIP BETWEEN VIOLENT VIDEO GAME EXPOSURE AND AGGRESSION Christopher Engelhardt¹, J. Scott Saults¹, Bruce Bartholow¹; ¹University of Missouri – Participants were assigned to play a violent or nonviolent video game for 20 min prior to an aggression task. Game condition interacted with both trait anger and self-regulation, wherein dispositionally angry participants and those with behavior regulation problems were most aggressive, but only if they played a violent game.

C27

STEPPING BACK IN THE HEAT OF THE MOMENT: SELF-DISTANCING REDUCES AGGRESSIVE AFFECT AND COGNITION Dominik Mischkowski¹, Ethan Kross¹, Brad Bushman²; ¹University of Michigan, ²Ohio State University – In one study, we investigated whether self-distancing, i.e., mentally taking a third person perspective, is beneficial after provocation. We found that self-distancing from a provocation reduces angry affect and accessibility of aggressive thoughts compared to self-immersion. Furthermore, self-reported distancing was negatively correlated to hostile behavior towards the perpetrator.

C28

BEING TIRED INCREASES VIOLENT TENDENCIES: ACROPHASE, TIME, AND THE SHOOTER BIAS TOWARD ARABS Timothy Deckman¹, C. Nathan DeWall¹, Peggy Keller¹, Brad Bushman²; ¹University of Kentucky, ²The Ohio State University and VU University, Amsterdam – This study tested the impact of acrophase (peak time of day) on shooter bias against targets wearing turbans. Subjects participated during the morning or evening and completed a shoot/ don't shoot task. Evening people showed the largest shooter bias against people wearing turbans when they were tested in the morning.

C29

STALKING MYTH-ATTRIBUTIONS: THE ROLE OF INDIVIDUAL AND CONTEXTUAL VARIABLES ON JUDGMENTS OF UNWANTED PURSUIT SCENARIOS Katherine Collier¹, John Mac Arthur¹, H. Colleen Sinclair¹; ¹Mississippi State University – Investigating perceptions of unwanted romantic pursuits, we found individuals assigned to pursuer's perspective made more forgiving attributions for pursuer behavior and attributed more blame to rejecters than those in the rejecter's shoes. These differences were particularly evident among men judging female rejecters and among individuals high in stalking myth endorsement.

C30

ALCOHOL INTOXICATION INCREASES THE BIAS TO SHOOT TARGETS OF MIDDLE EASTERN BUT NOT CAUCASIAN APPEARANCE Timothy P. Schofield¹, Christian Unkelbach², Thomas F. Denson¹; ¹University of New South Wales, ²University of Heidelberg – Intoxicated and sober participants played a computer game which required them to make quick decisions about shooting or not shooting a target based on whether the target carried a gun. Intoxicated participants displayed a greater bias towards shooting targets of Middle Eastern rather than Caucasian appearance.

Emotion

C31

PREDICTORS OF RIVAL-DIRECTED AND PARTNER-DIRECTED JEALOUSY AND AGGRESSION Caitlin Powell¹; ¹Georgia College & State University – Participants were lead to believe that their romantic partners flirted with either a high-status or average rival, and jealous feelings and aggressive behaviors towards the participants' partners and rivals were assessed. Additional predictors such as narcissism, and chronic jealousy were also measured. Higher status rivals lead to more rival-directed jealousy.

C32

REAPPRAISAL AND DISTRACTION CAPABILITY AND THE REGULATION OF AFFECT DURING EXERCISE Bethany Kwan¹, Allison Troy², Iris Mauss², Angela Bryan³; ¹University of Colorado at Boulder, ²University of Denver, ³University of New Mexico – Cognitive reappraisal and distraction are generally effective affect regulation strategies. Based on data from an exercise prescription study, self-rated cognitive reappraisal (but not distraction) capability predicted more positive affective responses to exercise, controlling for intensity and fitness. Reappraisal may help improve the affective response to exercise and promote regular exercise.

C33

I REMEMBER SHE WAS HAPPY!: POSITIVE EMOTION INCREASES FALSE MEMORIES Robin Kaplan¹, Ian Tingen¹, Linda Levine¹, Elizabeth Loftus¹; ¹University of California, Irvine – Can imagining the emotional consequences of events create false memories? We examined the effects of positive versus negative emotional elaboration on memory for true and false details of a witnessed event. Positive elaboration led to greater acceptance of misinformation, and thus higher rates of false memory, than negative elaboration.

C34

MEASURING DISCRETE EMOTIONS IMPLICITLY: A PRELIMINARY INVESTIGATION Gregory Bartoszek¹, Daniel Cervone¹; ¹University of Illinois at Chicago – To develop an implicit measure of discrete emotions, we asked participants to rate emotions expressed in abstract paintings. When sadness was induced experimentally, participants judged paintings as expressing more sadness, but not more anger or fear. An explicit measure failed to detect this specific change in discrete emotional state.

C35

STATE SELF-CONSCIOUS EMOTIONS SCALE (SSCES): TOWARDS A RELIABLE MEASURE OF SELF-CONSCIOUS EMOTIONS Jared Piazza¹, Roger Giner-Sorolla¹; ¹University of Kent – Theory and research on self-conscious emotions grows, but the field still lacks an instrument for reliably discriminating the principal self-conscious emotions. We present the State Self-Conscious Emotions Scale and three studies demonstrating its reliability, discriminant and predictive validity as a self-report measure of state guilt, regret, shame, and pride.

C36

EMOTIONAL AMBIVALENCE IN RISK BEHAVIORS Amparo Caballero Gonzalez¹, Pilar Carrera-Levillain¹, Dolores Muñoz Caceres¹, Luis Oceja¹; ¹Universidad Autonoma de Madrid – The purpose of this paper is to study the differential and complementary role played by the theory of planned behavior variables and by participants' emotions when recalling and describing previous experiences of such risk behavior in the prediction of the intention to repeat a risk behavior in the immediate future.

C37

FUTURE-ORIENTED EMOTIONS ON PREDICTION OF BEHAVIORAL INTENTION AND BEHAVIORAL EXPECTATION Pilar Carrera-Levillain¹, Amparo Caballero¹, Dolores Muñoz¹, Luis Oceja¹; ¹Universidad Autonoma de Madrid – Theory of Planned Behavior offers a parsimonious explanation of purposive behavior, however in risky behaviors its sufficiency can be questioned. Two studies show a) that behavioral intention and behavioral expectations are not equivalent constructs; b) where anticipated emotions improve TPB explanation on BI, anticipatory emotions did it on BE.

C38

THE EMOTIONAL UNDERPINNING OF PARTISANSHIP Silvia Mari¹, Martin Rosema², Carla Dazzi³; ¹University of Milano - Bicocca, ²University of Twente, ³University of Padova – Data collected in a multiparty system showed that emotional responses (enthusiasm, aversion, anxiety) toward parties had different impact on partisanship (party identification

and evaluation), which in turn affected voting intentions. The effects of emotions on voting intentions were completely mediated by partisanship, and the findings were consistent across the parties.

C39

EMOTION EXPRESSION AND CONTAGION ONLINE: STATUSES, SENTIMENT, AND SYMPATHY Adam Kramer^{1,2}; ¹University of Oregon, ²Facebook, Inc. – In a large-scale (N=998,325) nonreactive study of Facebook status updates, I show contagion of both positive and negative emotion: When friends use of more positive (or negative) LIWC2007 emotion words, users' words increased correspondingly, even up to three days later. This provides evidence for emotion contagion in online media.

C40

THE IMPACT OF EMOTION REGULATION ON TEMPORAL INTERPERSONAL EMOTION SYSTEMS (TIES) Emily A. Butler¹, Amy Howerter¹; ¹University of Arizona – The present study examined the impact of one partner's purposeful emotion regulation (suppression and reappraisal) on the dynamic emergence of structure and patterns in real-time dyadic interactions between pairs of female strangers. Results suggest that behavioral attractors, emotional entropy, and physiological linkage are impacted by an individual's emotion regulation attempts.

C41

THE DOWNSTREAM CONSEQUENCES OF REGRET IN ROMANTIC RELATIONSHIPS Florian Fessel¹; ¹Union College – This study investigated the consequences of regret regarding romantic relationships. Participants in dating relationships were asked to describe any regrets they had about their current relationship. Results indicated that participants who made an internal attribution for their regrets reported greater motivation to improve their relationship three months later.

C42

FAMILY ENVIRONMENT, PARENTING STRESS, AND MOTHERS' RESPONSES TO CHILDREN'S CONTEXTUALLY-APPROPRIATE EXPRESSIONS OF EMOTIONS Jordan Booker¹, Julie Dunsmore¹, Thomas Ollendick¹; ¹Virginia Polytechnic Institute and State University – Eighty-two mother-child dyads participated in a study of parenting stress, family environment, and maternal encouragement/discouragement of children's emotional expressions while discussing family events. Maternal reports of family cohesion predicted their encouragement of children's context-appropriate emotional expressions. Maternal reports of parenting stress were associated with discouragement of children's context-appropriate emotional expressions.

C43

EMOTION REGULATION STRATEGIES AND GOALS AS PREDICTORS OF RELATIONSHIP QUALITY IN MOTHER-YOUNG ADULT CHILD DYADS Tanya Martini¹, Michael Busseri¹; ¹Brock University – In 91 dyads, ER strategies and goals predicted relationship quality. Suppression predicted greater partner-reported conflict; reappraisal predicted greater self-reported support. Self-oriented goals predicted greater self-reported conflict and lower support; the opposite was true for other-oriented goals. Self- and other-oriented goals were negatively associated with partner-reported support and conflict, respectively.

C44

BEYOND ROMANCE: INDIVIDUAL AND CULTURAL DIFFERENCES IN THE VALUE AND EXPERIENCE OF DIFFERENT LOVE TYPES Aleksandr Kogan¹, Bonnie Le², Cecilia Cheng¹; ¹University of Hong Kong, ²University of Florida – The present study used a daily experience methodology to investigate people's rankings and experiences of 12 different types of love in two cultures. We found cultural variability in which types of love people value and experience, and cultural universality in rank predicting experience and experience predicting change in rank.

C45

CULTURAL DIFFERENCES IN AVOIDED AFFECT: A COMPARISON OF AMERICAN AND GERMAN CONTEXTS Birgit Koopmann-Holm¹, Jeanne L. Tsai¹; ¹Stanford University – European Americans wanted to avoid feeling negative more than did Germans. These differences were mediated by how much people value changing (vs. accepting) naturally occurring phenomena, suggesting that Americans are less accepting of their negative emotions than Germans because they believe they can change them more.

C46

DIALECTICAL THINKING AND AMBIVALENT ATTITUDES: THE ROLE OF ACCEPTANCE OF CONTRADICTION Bradley Stastny¹, Jeff T. Larsen¹; ¹Texas Tech University – Ambivalent attitudes are generally thought to be aversive, but the acceptance of contradiction may allow individuals to accept ambivalent information. Subjects reported how ambivalent they felt toward abortion before and after reading information about abortion. Subjects who accepted contradiction were especially likely to become more ambivalent upon receiving ambivalent information.

C47

THE CONTEXT OF EMOTION: HOW SEX, ETHNICITY AND CULTURE AFFECT EMOTION PERCEPTION Daniel Gambacorta¹, Seger Breugelmans², Bryan Koenig³, Timothy Ketelaar¹; ¹New Mexico State University, ²Tilburg University, ³Singapore Agency for Science, Technology and Research – Participants in Singapore, Netherlands, and the US rated pictures depicting a target individual surrounded by others who varied in terms of gender, ethnicity (Caucasian, Asian) and facial expression (angry, happy or neutral). Results revealed that ratings of the target's emotions were affected by the context in which the face appeared.

C48

HOW INCIDENTAL FEAR CAN INFLUENCE CHINESE PEOPLE'S EVALUATION OF GOVERNMENT: AN EXPERIMENTAL STUDY Jingyu Zhang¹, Erping Wang²; ¹Institute of Psychology, CAS, ²Institute of Psychology, CAS – Chinese participants induced to feel fear had lower evaluation in general government (study 1) but higher evaluation in center government (study 2). Fear had more negative influence on people from rural areas than their counterparts from city (study 3). This influence was moderated by specific emotion management policies (study 4).

C49

THE NONVERBAL EXPRESSIONS OF PRIDE, SHAME, AND EMBARRASSMENT IN JAPAN Kohki Arimitsu¹; ¹Komazawa University – The photograph of the self-conscious emotion expressions were judged by Japanese university students. The prototypical pride expression was the same as Tracy & Robins(2004), but the embarrassment expression was not equal to the previous study(Haidt & Kelnter, 1999). The highest rate for shame was so low, that indicate cultural differences.

C50

CHANNELING YOUR FEELINGS: LAY PERCEPTIONS OF HOW INTENSE EMOTION CAN FACILITATE COMPETENCE Leah Warner¹, Matthew Zawadzki², Stephanie Shields²; ¹Ramapo College of New Jersey, ²The Pennsylvania State University – North American beliefs about intense emotion are paradoxical: while often believed to hinder competence, they are also believed to enhance competence. We found that intense emotions are perceived to possess a powerful energy that can disrupt goals, but also individuals can use this energy by "channeling" it to facilitate goals.

C51

CROSS-CULTURAL DIFFERENCES IN EMOTION PERCEPTION: GENDER AND EMOTION EFFECTS Maria Parmley¹, Fang Zhang¹, Ping Yao²; ¹Assumption College, ²Peking University, Beijing, PRC – We compared detection of expressions among American and Chinese targets, hypothesizing an in-group advantage in both the awareness of and accuracy in

detecting emotional expressions. Findings suggest the in-group advantage occurs when identifying emotional expressions but not in how quickly individuals become aware of these expressions.

C52

USE OF FACIAL CUES IN THE ASSESSMENT OF EMOTIONS IN A CHINESE AND QUEBEC SAMPLE Marie Lasalle¹, Reginald B. Adams Jr.², Robert E. Kleck³, Ursula Hess¹; ¹University of Quebec at Montreal, ²Pennsylvania State University, ³Dartmouth College – This study used two tasks to investigate the facial cues that are used to assess emotions in two cultures. The results suggest that the weight given to specific facial cues depends not only on perceivers' cultural background, but on the emotion perceived as well.

C53

TWO TYPES OF ENVY: MALICIOUS ENVY AND BENIGN ENVY IN JAPAN Yumi Inoue¹, Koji Murata¹; ¹Hitotsubashi University – We replicated the study of Van de Ven, Zeelenberg and Pieters (2009) in Japan, under the hypothesis that two qualitatively different types of envy would also be found. Results supported the hypothesis, providing empirical evidence for two types of envy. The implications for cross-cultural research on envy are discussed.

C54

IS THE PRIDE EXPRESSION A NONVERBAL CUE OF EXPERTISE? Jason, P. Martens¹, Jessica, L. Tracy¹; ¹University of British Columbia – Participants motivated to succeed were more likely to copy a confederate displaying pride than confederates displaying other emotions, despite explicitly judging the proud confederate no more knowledgeable or successful than others. These behavioral findings suggest that despite social norms against displaying pride, motivated individuals nonetheless follow those who show it.

C55

DISGUST AND RELIGIOUS CONSERVATISM AS PREDICTORS OF PREJUDICE TOWARD SEXUAL MINORITIES: A MEDIATIONAL MODEL John Terrizzi¹, Natalie Shook¹, Larry Ventis²; ¹Virginia Commonwealth University, ²The College of William & Mary – Disgust is an evolved disease-avoidance mechanism that promotes negative attitudes toward and avoidance of outgroup members. The current research suggests that disgust encourages socially conservative values, which promote prejudice toward outgroup members. In two studies, religious conservatism is shown to mediate the relationship between disgust and prejudice toward sexual minorities.

C56

GOOD MOOD DOESN'T EXPLAIN IT ALL: DIFFERENT POSITIVE EMOTIONS AND ECONOMIC RISK-TAKING Samantha Neufeld¹, Yexin Jessica Li¹, Douglas T. Kenrick¹; ¹Arizona State University – To examine the effects of different positive emotions on risk-taking, the researchers elicited one of four positive emotions, then administered an economic risk-taking scale. Consistent with the theorized fitness-enhancing function of these emotions, different positive emotions led to different risk-taking choices.

C57

THE COGNITIVE CONSEQUENCES OF ENVY: ATTENTION, MEMORY, AND SELF-REGULATORY DEPLETION Sarah Elizabeth Hill¹, Danielle DelPriore¹, Phillip Vaughan²; ¹Texas Christian University, ²University of Texas at Austin – We provide evidence that envy has important consequences for cognitive processing. Our first two studies found that envy increased attention to and memory for fictitious peers. Study 3 demonstrated that envy also corresponded to a diminished ability to persevere on an anagram-solving task in the face of repeated failure.

C58

KITH, KIN, AND DISGUST: EVIDENCE FOR KIN DIRECTED SIGNALING OF EMOTION Tim Ketelaar¹, Jennifer Davis¹, Mena Frances¹; ¹New Mexico State University – In two studies participants were videotaped while tasting bitter drinks in the presence of either a genetic relative, a friend, a stranger, or while alone. Results indicated that participants displayed more disgust while tasting a bitter drink when they were in the presence of a genetic relative or friend.

C59

WRONGED BY OUR OWN: EXPLORING INGROUP TRANSGRESSION AND RETALIATION IN THE CONTEXT OF COLLECTIVE SHAME Andres G. Martinez¹, Paul K. Piff¹, Dacher Keltner¹; ¹University of California, Berkeley – When ingroup misdeeds evoke feelings of collective shame, hostile motivations toward the source of this shame may emerge. Consistent with this theorizing, three studies found that when ingroup transgression evoked collective shame, diverse expressions of intragroup retaliation arose – including hostility, punishment, and derogation directed toward the ingroup.

C60

AFFECT CREATES DYADIC DISCREPANCY: DOES POSITIVE AFFECT REALLY MAKE A SUCCESSFUL CONVERSATION? Ken Fujiwara¹, Ikuo Daibo¹; ¹Graduate School of Human Science, Osaka University – This study examined the function of affect for interpersonal relationship in a dyadic communication context when there is an affective difference between dyad. As predicted, satisfaction with conversation and impression of their partner were different significantly between the affective conditions (positive > negative), only when their affective combination was dissimilar.

C61

I HAVE EMOTIONS ABOUT MY GROUP BUT ALSO BECAUSE OF MY GROUP Toon Kuppens¹, Vincent Yzerbyt¹; ¹Université Catholique de Louvain – Chronic group emotions have been conceptualized as group-based emotions, i.e. emotions resulting from group concerns. In contrast, we claim that chronic group emotions are emotions about belonging to a group, because they are related to an affective dimension of identification while the direction of this relation depends on emotion valence.

C62

FACIAL EMOTION PERCEPTION IS FACILITATED BY THE SKILLED APPLICATION OF ACCUMULATED KNOWLEDGE Andrew Mienaltowski¹, Ellen Johnson¹, Rebecca Wittman¹, J. Farley Norman¹; ¹Western Kentucky University – Perceptual discriminability was used in place of emotion recognition accuracy to explore the relationship between negative facial emotion perception and mental ability. Perceptual discriminability was positively related to crystallized knowledge, but this relationship was fully mediated by fluid skills. Successful emotion perception required the efficient application of accumulated knowledge.

C63

PERSONAL VALUES, ATTACHMENT STYLES AND THE EMOTIONAL EXPERIENCE OF ADOLESCENTS: DIRECT AND MEDIATED EFFECTS Eyal Rechter¹, Noga Sverdlik^{2,3}; ¹Hebrew University of Jerusalem, ²The Open University of Israel, ³Interdisciplinary Center (IDC) Herzliya – Our study examines how personal values and attachment styles affect the emotional experience of male adolescents (N=432), and the mediating role of their leisure activities (N=220) on their emotional experience. Results suggest that attachment styles predict emotional experience directly while values predict emotional experience through their effect on activities.

C64

BLASÉ EXPERT OR PASSIONATE CONNOISSEUR? DISPOSITIONAL HAPPINESS MODULATES HEDONIC ADAPTATION TO POSITIVE EXPERIENCES Jordi Quoidbach¹, Elizabeth Dunn², Michel Hansenne¹; ¹University of Liege, ²University of British Columbia – The present research shows that trait-happiness significantly moderates hedonic adaptation to mundane positive stimuli. After a 10-week training, happy individuals ended up liking mundane wine more, while less happy individuals ended up liking it less. There was no moderation for exceptional wines for which enjoyment increased in both groups.

C65

HOT METACOGNITION AND ANGER: THE ROLE OF THOUGHT CONFIDENCE ON ANGER IN A DRIVING CONTEXT Kevin Blankenship¹, Sunde Nesbit², Renee Murray¹; ¹Iowa State University, ²University of Northern Iowa – The present research examined the effect of dispositional driving anger and driving scenario type on thought confidence and anger. Relative to participants low in dispositional driving anger, participants high in dispositional driving anger reported greater thought confidence and anger in the provoking than neutral scenario.

C66

"THE CHILLS": CONTENT UNIVERSE, FACTOR STRUCTURE, AND TRAIT ANTECEDENTS Laura Maruskin¹, Todd Thrash², Andrew Elliot³; ¹Stanford University, ²College of William and Mary, ³University of Rochester – "The chills," an experience often associated with strong emotion, has been the topic of little psychological research. Card-sorting and event-contingent diary studies indicated that the chills is a multidimensional construct made up of "goosetingles" and "coldshivers," which involve different physical sensations and are predicted by different traits.

C67

RE-ANALYSES OF AFFECTIVE-FORECASTING LITERATURE: PEOPLE ARE GOOD AT PREDICTING THEIR FEELINGS, RELATIVE TO OTHERS Michael Mathieu¹, Sam Gosling¹; ¹University of Texas at Austin – The message associated with affective-forecasting research is that people are poor at knowing how they will feel after an event. Re-analyses of 15 published datasets on individuals assessed before and after an event suggests that individuals are good at knowing how they will feel relative to others.

C68

AFFECT INTENSITY AND ALEXITHYMIA DIFFERENTIALLY PREDICT DEPRESSION SYMPTOMS AMONG COLLEGE STUDENTS Ruth Yeh¹, Sherman A. Lee¹; ¹Christopher Newport University – The present study examined the predictive contribution of specific facets of affect intensity and alexithymia on college student depression with a sample of White students (N = 199). Hierarchical multiple regression analyses revealed that positive affect intensity and the difficulty identifying emotions facet of alexithymia uniquely predicted college student depression.

C69

CAN GROWING DIVERSITY SHIFT INTERGROUP EMOTIONS AND GROUP IDENTIFICATION? THE ROLE OF INTERGROUP THREAT APPRAISALS H. Robert Outten¹, Michael T. Schmitt¹, Daniel A. Miller²; ¹Simon Fraser University, ²IU-PU Fort Wayne – We tested whether considering a future where Whites are a numerical minority would heighten appraisals of intergroup threat and in turn influence intergroup emotions and group identification. Thinking about impending demographic changes: increased anger and fear towards minorities, increased sympathy towards Whites and heightened group identification, via intergroup threat appraisals.

C70

POSITIVE EMOTIONS DECREASE CAUCASIAN'S PERCEPTION OF RACIAL DIFFERENCES, BUT INCREASE IT FOR AFRICAN-AMERICANS Kareem Jovan Johnson¹; ¹Temple University – The present study examined if positive emotions can reduce racial categorizations. Categorization tasks were completed before and after an emotion induction. For Caucasians (N = 61), positive emotions and Duchenne smiles reduced racial categorization accuracy. However, for African-Americans (N = 35) positive emotions increased while negative emotions decreased racial categorizations.

C71

READING OTHERS' EMOTIONS IN EVERYDAY LIFE: WHEN DO MEN OUTPERFORM WOMEN? Antje Rauters¹, Michaela Riediger¹; ¹Max Planck Institute for Human Development – Typically, women outperform men in recognizing emotional states in others. This multi-method investigation offers a refined account of these differences. Experience-sampling, experimental, and self-report data from 100 heterosexual couples suggest that emotion recognition depends not only on the perceiver's, but also on the sender's characteristics, and on the situational context.

C72

AGING AND EMOTIONAL CONTROL IN RESPONSE TO EXPRESSIVE FACES AND WORDS Brandon Stewart¹; ¹University of Birmingham, UK – While regulation of one's outward emotional expressions may be retained in later adulthood, there remain questions about how people's affective reactions influence older adults. Process dissociation analyses on an IAT found that older adults did not show a deficit in emotional control, but did show a deficit in cognitive control.

C73

SELF-RELEVANCY AND THE AGE-RELATED POSITIVITY BIAS IN AUTOBIOGRAPHICAL MEMORY Emily Schryer¹, Mike Ross¹; ¹University of Waterloo – In 2 studies we examined the role of self-relevancy in older and younger adults' evaluations of autobiographical memories. Older adults generally rated events more positively than younger adults. However, all participants rated their own positive memories more positively and their own negative memories more negatively than a same aged peer.

C74

AROUSAL - COGNITION LINKS IN EVERYDAY LIFE: COMBINING EXPERIENCE SAMPLING AND AMBULATORY BIO-MONITORING Michaela Riediger¹, Wrzus Cornelia¹, Klipker Kathrin¹, Müller Viktor¹, Florian Schmiedek¹, Wagner Gert¹, Lindenberg Ulman¹; ¹Max Planck Institute for Human Development – We used experience sampling and ambulatory bio-monitoring in 378 participants to investigate associations of psychological and physiological arousal with working-memory capacity in daily life. Low-arousal negative affect and low physiological arousal were associated with better working-memory performance; the latter, however, only in older, but not younger, individuals.

C75

EMOTIONAL RESPONSES TO NORMATIVE AND IDIOGRAPHIC POSITIVE STIMULI: EXPERIENCE, BEHAVIOR, AND PSYCHOPHYSIOLOGY Sunny Dutra¹, June Gruber¹, Polina Eidelman², Sheri Johnson², Allison Harvey²; ¹Yale University, ²UC Berkeley – Experiential, behavioral, and physiological responses to normative (film) and idiographic (autobiographical memory) positive stimuli were examined, in healthy adults and individuals with positive emotion disturbance (bipolar disorder). Normative stimuli elicited stronger behavioral and experiential responses. The bipolar group demonstrated greater vagal tone overall. Implications for positive emotion research are discussed.

C76

WHEN GETTING ANGRY IS SMART: EMOTIONAL PREFERENCES AND EMOTIONAL INTELLIGENCE Brett Ford¹, Maya Tamir^{2,3}, ¹University of Denver, ²Boston College, ³Hebrew University of Jerusalem – We examined whether people who prefer useful emotions, even when they are unpleasant to experience, are more emotionally intelligent. We found that people who preferred to feel anger in confrontation were higher in emotional intelligence, whereas people who preferred to feel happiness in such contexts were lower in emotional intelligence.

C77

REMEMBRANCE OF (ENJOYABLE) THINGS PAST: ENDINGS, REFLECTION ON GOOD TIMES, AND MIXED EMOTIONS James L. Cazares¹, Jeff T. Larsen¹, Hal Ersner-Hersfield², ¹Texas Tech University, ²Northwestern University – On their graduation day, students who were asked to reflect on enjoyable, meaningful times experienced more mixed emotions than control subjects. Coupled with previous correlational evidence that reflection mediates the effect of endings on mixed emotions, results suggest that endings elicit mixed emotions because they prompt reflection on good times.

C78

APPROACH-AVOIDANCE MOTIVATION INFLUENCES RECALLED AFFECT Jennifer Pattershall¹, Scott Eidelman¹, Denise R. Beike¹, ¹University of Arkansas – People often have trouble recalling the details of their past emotional experiences. Our research considers how dispositional and situational approach-avoidance motivation impacts the intensity of recalled emotions. In two studies, we demonstrate that approach motivation leads to more recalled positive affect, while avoidance motivation leads to more recalled negative affect.

C79

AFFECTIVE FORECASTING AND PROMOTION OF MOTIVATION: POSITIVE OR NEGATIVE EXPECTATION FOR FUTURE ACHIEVEMENT Masayo Noda¹, ¹Kinjo Gakuin University – The present study aims to examine how affective forecasting influences learning motivation by the types of students' motivation and their expectation for future achievement. The results indicated that the emotional response forecasts would promote learning motivation for people expecting positive achievement.

C80

FEELING GOOD AT THE RIGHT TIME Nadav Klein¹, Ayelet Fishbach², ¹University of Chicago, Booth School of Business, ²University of Chicago, Booth School of Business – We find that individuals hesitate to experience positive emotions until positive outcomes are officially announced. In three studies we provide participants with premature information on a positive outcome. Premature information results in mellowed emotional response when the outcome is initially revealed as well as later, when it is officially announced.

C81

ARISTOTLE'S VIRTUE OR DANTE'S DEADLIEST SIN? THE PRIDE-CREATIVITY LINK AND THE MEDIATING ROLE OF MOTIVATION Rodica Damian¹, ¹University of California, Davis – This study examined the relationship between trait pride and creativity, and the mediating role of motivation. As predicted, authentic pride correlated positively with real-life creative achievement and this relationship was fully mediated by intrinsic motivation. Hubristic pride did not correlate with creativity, but correlated positively with extrinsic motivation.

C82

LEAN TOWARD THE MEAN: THE EFFECT OF BODY POSTURE ON ATTENTION TO ANGRY FACIAL EXPRESSIONS Thomas Price¹, Eddie Harmon-Jones¹, ¹Texas A&M – Some positive affects might increase anger because approach motivation underlies these states. Thus, high approach positive affect should increase attention to angry faces. Low

and high approach-motivated positive affect was manipulated through body postures. High approach positive posture caused more attentional engagement to angry faces than low approach positive posture.

C83

THE IMPRESSION MOTIVE AND THE EXPERIENCE OF SHAME Allison Earl¹, Dolores Albarracín¹, ¹University of Illinois at Urbana-Champaign – Three studies examined if impression motives elicit shame selectively. Priming impression (Study 1) and the presence of others (Study 2) lead to more shame following stigmatizing scenarios. In contrast, priming impression and the presence of others lead to less shame following control scenarios. Study 3 tested chronic and situational factors.

C84

“SEEING RED AGAIN”: ANGER AND ITS EFFECTS ON PERCEPTION Adam K. Fetterman¹, Michael D. Robinson¹, Robert D. Gordon¹, Andrew J. Elliot², ¹North Dakota State University, ²University of Rochester – A class of metaphors link the experience of anger to perceptions of redness (e.g. “Seeing red”). Accordingly, we hypothesized that priming anger concepts, and inducing anger, would lead to increased subjective perceptions of red. This hypothesis was supported in two experiments, suggesting, that metaphoric effects extend to the perceptual realm.

C85

THE SEXUAL ATTRACTIVENESS OF EMOTION EXPRESSIONS Alec Beall¹, Jessica L. Tracy², ¹The University of British Columbia – Two studies using four participant samples (N=1,041) provide the first evidence that the emotion expressions of pride, shame, and happiness influence sexual attractiveness in different ways for men and women. Notably, happiness increases women's attractiveness but decreases men's, while pride does the reverse, and shame increases attractiveness of both genders.

C86

INTERSECTION OF GENDER AND THREAT DISPLAYS: SHIFTING ATTENTION ACROSS TIME Anthony Nelson¹, Reginald Adams¹, ¹Pennsylvania State University – Due to perceptual resemblances and emotional stereotypes, we predicted that angry male and fearful female faces signal clear threat whereas fearful male and angry female faces signal more ambiguous threat. A dot-probe paradigm showed initial attentional orienting to fearful females and later attentional maintenance to fearful males and angry females.

C87

EXAMINING THE TEMPORAL DYNAMICS OF EMOTION REGULATION: EVIDENCE FROM LONGITUDINAL REAPPRAISAL PRACTICE Bryan T. Denny¹, Harold W. Koenigsberg², Kevin N. Ochsner¹, ¹Columbia University, ²Mount Sinai School of Medicine – A fundamental question involving emotion regulation is whether one can improve with practice. We assessed this question using two forms of reappraisal, reinterpretation and distancing, over 4 sessions. Results indicated that distancing training led to decreases in negative affect whereas reinterpretation training did not. Thus, distancing training yields regulatory improvement.

C88

THE EFFECT OF EXPECTATION VIOLATION ON APPRECIATION OF ARTWORK Cheryl Hahn¹, Gerald Clore¹, ¹University of Virginia – Three studies examined reactions to a sculpture made of thousands of plastic cups. Results suggested that the “mental travel” of shifting from the mundane (cups) to the sublime (sculpture) enhanced enjoyment. We propose that experiences of cognitive change when making sense of a work are important in art appreciation.

C89

INTEGRATED KNOWLEDGE IS RESISTANT TO RETRIEVAL-INDUCED FORGETTING – BUT NOT WHEN TESTED IN NEGATIVE STATES Christof Kuhbandner¹, Reinhard Pekrun¹, ¹University of Munich – In achievement settings, negative affect is common, especially during test taking. We investigated in two studies how negative affect influences the memorial

consequences of taking a memory test. Our findings demonstrate that experiencing negative affect during test taking undermines the resistance of integrated knowledge to retrieval-induced forgetting.

C90

FEELING DISGUSTED OR CREATURELINESS: UNDERSTANDING THE EXISTENTIAL THREAT OF DISGUSTING STIMULI David Webber¹, Jeff Schimel¹, Erik Faucher¹, Joseph Hayes¹, Rui Zhang¹; ¹University of Alberta – The present research proposes that although disgusting stimuli blur the human-animal boundary, they are only existentially threatening because they elicit a disgusted feeling. Study 1 found high death-thought accessibility (DTA) after a disgust inducement unrelated to animal nature. Study 2 found that viewing disgusting images under reappraisal prevented high DTA.

C91

THE EFFECTS OF DISTINCT POSITIVE EMOTIONS ON FACETS OF CREATIVITY FOLLOWING A STRESSFUL EVENT Eleanor Boothroyd¹, Amanda Pesco¹, Simone Gelfand¹, Michele M. Tugade¹; ¹Vassar College – This research investigated whether distinct positive emotions would be differentially associated with aspects of creativity. After anxiety was induced, participants were randomly assigned to one of six different positive emotion groups; all then completed a measure of creativity. The results demonstrate the unique contributions of distinct positive emotions on creativity.

C92

ANTICIPATING YOUR SMILE: AN ELECTROMYOGRAPHIC (EMG) INVESTIGATION OF ANTICIPATORY SOCIAL RESPONDING Erin Heerey¹, Helen Crossley¹; ¹Bangor University – Anticipating interaction partners' social cues may help keep social interactions smooth and coordinated. We investigated anticipatory facial cues using electromyography to record face-muscle activity as participants learned to anticipate smiles. We found anticipatory activity when participants viewed neutral faces but expected smiles, suggesting that learning aids in coordinating social behavior.

C93

AFFECTIVE PROCESSING PRECEDES EMOTION PROCESSING WHEN CATEGORIZING FACES AT BRIEF EXPOSURE DURATIONS Jasmine Mote¹, Lisa Feldman Barrett^{1,2,3}, Moshe Bar^{2,3}, Maria Gendron⁴; ¹Northeastern University, ²Harvard Medical School, ³Massachusetts General Hospital, ⁴Boston College – Participants judged backwardly masked face stimuli according to either the affective content or emotion category of each stimulus. Target stimuli were presented for 17 or 100 ms. The data indicate that affective perceptions are more automatic, and therefore perhaps more basic, than are emotion categorizations.

C94

IS EMOTION REGULATION A SHOTGUN OR SHARPSHOOTER? UNINTENDED OUTCOMES OF EMOTION REGULATION Jazmin Brown¹, B. Keith Payne¹; ¹University of North Carolina at Chapel Hill – Three experiments demonstrated that emotion regulation toward a focal item unintentionally dampened the experience of pleasant, unrelated emotions. The experience of unpleasant peripheral emotions was not affected by emotion regulation toward a focal item. Emotion regulation strategies of reappraisal and suppression did not alter unintentional dampening of peripheral items.

C95

AMBULANCE CHASERS, HYPOCRISY, AND OTHER INDISCRETIONS: THE CASE OF SOCIOMORAL DISGUST Jessica A Stansbury¹, Geoffrey D. Munro¹, Christina Yanez²; ¹Towson University, ²Johns Hopkins University – Sociomoral disgust was explored via development of a ten item questionnaire involving sociomorally disgusting situations. Correlations between core, contamination-based, and animal reminder subscales of

the Disgust Scale - Revised and the sociomoral questionnaire were conducted. Weak to moderate correlations suggest sociomoral disgust is a separate and distinct type of disgust.

C96

MATERNAL AND PATERNAL EFFECTS ON CHILDREN'S CARDIAC REACTIVITY TO EMOTIONAL STORIES Joseph F. Salvatore¹, Aviva R. Pessoa-Kadin², Nancy A. Jones²; ¹University of Tennessee, ²Florida Atlantic University – 62 preschool-aged children's cardiac reactivity was assessed while they listened to their mothers and fathers, separately, read happy and sad stories. The children evidenced empathic and sympathetic cardiac responses with their mothers, but personally distressed responses with their fathers. Results lend physiological support to a divergence-model of parental socialization.

C97

KNOWING WHAT YOU'RE LOOKING FOR: CONCEPT ACTIVATION DECREASES SENSITIVITY FOR WEAK EXEMPLARS OF EMOTION Maria Gendron¹, Lisa Feldman Barrett^{2,3}; ¹Boston College, ²Northeastern University, ³Massachusetts General Hospital/Harvard Medical School – We explored whether conceptual priming and recent perceptual experience influence sensitivity to emotional targets of varying intensity in a visual search task. Emotion concept activation led to decreased sensitivity to weakly emotional targets, suggesting that conceptual knowledge narrows the range of facial behaviors perceived as "emotional".

C98

COGNITIVE FUNCTIONS LIMITATIONS RELATED TO THE REMOVAL OF THE SOURCE OF EXPERIENCED EMOTION Michal Scibor-Rylski¹; ¹Warsaw School of Social Sciences and Humanities – Two presented experiments explore the problem of sudden removal of the source of emotion on the functions of working memory: storage, processing and monitoring. The results of two experiments showed that order and difficulty of the tasks interfere with the effects of "seesaw of emotions" (Dolinski & Nawrat, 2007).

C99

9:30PM IN SAN ANTONIO, 9:30AM IN BANGKOK: HOW ATTACHMENT AND CULTURE INTERACTIVELY AFFECT EMOTIONAL SKILLS Peryl Grossman¹, Claudia Brumbaugh²; ¹Graduate Center, CUNY, ²Queens College, CUNY – While much research has been conducted on the association between attachment and emotional functioning, results are mixed. Our goal was to investigate the link between attachment patterns and various emotional capacities, as moderated by cultural variables. We found divergent patterns of emotional skills expressed by anxious versus avoidant individuals.

C100

TEMPORAL FRAMING INFLUENCES FUTURE HEALTH BEHAVIORS Ross O'Hara¹, Frederick Gibbons¹, Meg Gerrard², Casey Gardiner¹; ¹Dartmouth College, ²Dartmouth Medical School – Participants completed an online survey in which they thought about the last time they received the flu vaccine or anticipated receiving it the next year. As predicted, retrospection produced higher willingness to be vaccinated than did anticipating. Results indicate that focusing on past health decisions may encourage future preventive behaviors.

C101

DIFFERENTIAL EFFECTS OF DISTINCT POSITIVE EMOTIONS ON CREATIVITY Wan Yeung¹, Ashley Tschetter¹, Michelle N. Shiota¹; ¹Arizona State University – A functional approach to emotions suggests that distinct positive emotions might have differential effects on creativity. In the present study, the effects of four distinct positive emotions (amusement, awe, enthusiasm, contentment) varied for different aspects of creativity (e.g., fluency, originality) but only amusement appeared to enhance all aspects of creativity.

- C102**
RELATIVE COMMUNICATIVE VALUE OF SEMANTIC, PROSODIC, GESTURAL, A FACIAL EMOTIONAL CUES Aaron Snyder¹; ¹Colorado College – This work simultaneously compares the relative contribution of various auditory and visual communicative modalities to the interpersonal transmission of emotional cues (between-subjects design). Prosodic vocalization and facial expression elicited a greater Galvanic Skin Response in the perceiver than did either semantic vocalization or body language.
- C103**
EMOTION REGULATION AND INTERPERSONAL PERCEPTION IN SOCIAL INTERACTIONS Adrian Yupanqui¹, Sanjay Srivastava¹; ¹University of Oregon – We looked at how cognitive reappraisal and expressive suppression affect perceptions and behaviors of the self and others when socially interacting. Suppressors were perceived as generally less extraverted, less agreeable and more neurotic. Suppressors were also perceived as less agreeable and more neurotic than they perceived themselves to be.
- C104**
THE EXPRESSION OF EMOTION IN AN INCREASING DIFFICULTY TASK Andres Olide¹, Kemberlee Bonnet¹, Katherine Sorensen¹, Patricia Gums¹, Kelly Nguyen¹, Brian Simpson¹, David Matsumoto¹; ¹San Francisco State University – Emotions serve as an environmental adaptive tool. To test this idea, this experiment considered the expression of emotion in an increasing difficulty task. Participants' facial expressions were FACS coded throughout a quiz game revealing group differences on the expression of emotion during the most difficult questions.
- C105**
EMOTION EXPRESSION BY THE ELDERLY: THE INFLUENCE OF FACIAL MORPHOLOGY AND STEREOTYPICAL BELIEFS ON PERCEPTION Annie Simard¹, Michael T. Stevenson², Reginald B. Jr. Adams², Robert Kleck³, Ursula Hess¹; ¹University of Quebec at Montreal, ²The Pennsylvania State University, ³Dartmouth College – We assessed whether age related morphological changes in older faces and stereotype beliefs about the elderly influence the perception of emotion expressions. There was no difference in overall rated intensity. However, expressions by older individuals were rated as weaker on the intended emotion and higher on other, unrelated, emotions.
- C106**
BETWEEN BELIEFS AND BEHAVIOR: THE CASE OF MAGICAL CONTAGION Amo F. A. van Voorst¹, Nathalia L. Gjersoe¹, Bruce M. Hood¹; ¹University of Bristol – 'Magical contagion' is a consistent but predominantly anecdotal bias to believe that intangible properties such as good and evil can be physically transferred via previously owned or touched objects. Our experiments begin to quantify this bias by exploring the specific individual differences and contextual effects implicated in its expression.
- C107**
UNSEEN AFFECTIVE IMAGES AS A SOURCE OF INFORMATION IN VISUAL CONSCIOUSNESS Eric Anderson¹, Erika Siegel¹, Lisa Barrett¹; ¹Northeastern University – We used Continuous Flash Suppression (CSF) as a technique to suppress stimuli from conscious visual awareness. Consciously seen neutral faces were paired with unseen affective faces. Participants rated neutral faces as more unpleasant when paired with an unseen scowling face and more pleasant when paired with an unseen smiling face.
- C108**
CUES PERIPHERAL TO THE FACE DIFFERENTIALLY ALTER MEMORY FOR PERSON IDENTITY AND FACIAL EXPRESSION Kristen VonWaldner¹, Mallory Phillips¹, Marilyn Mendolia¹; ¹University of Mississippi – This study examined the effect of facial and peripheral cues on memory for person identity and emotional expression. After viewing emotional expressions with or without peripheral cues, participants completed a recognition task. The presence or absence of peripheral cues did not alter person and expression recognition in the same manner.
- C109**
LABELING ANOTHER'S EMOTION: EXAMINING THE EFFECT OF EMOTION LABELING AS A POWER MOVE Matthew Zawadzki¹, Stephanie Shields¹; ¹The Pennsylvania State University – We explore how labeling the emotions of others exercises power. In two studies we find that emotion labeling leads to negative consequences unless it is framed as an intention to help the labeled. Furthermore, emotion labeling is perceived as a power move available to all individuals regardless of status.
- C110**
PRIOR WILLINGNESS TO PUNISH OTHERS PRODUCES SCHADENFREUDE IN OBSERVERS WHEN HYPOCRISY IS EXPOSED Richard H. Smith¹, Caitlin A. J. Powell², Nicholas R. Coomer¹, James L. Crouch¹, Laura Van Winkle³; ¹University of Kentucky, ²Georgia College & State University, ³University of Louisville – What is it about hypocrisy that brings pleasure when hypocrites are exposed? Undergraduate participants learned about a student who was caught plagiarizing. The student's past willingness to punish others for similar actions, not his prior moralizing, enhanced perceptions of hypocrisy and subsequent schadenfreude in observers.
- C111**
SOCIAL CONTEXTS INFLUENCE THE IDENTIFICATION OF HAPPY AND ANGRY EXPRESSIONS Steven Young¹, John Paul Wilson², Kurt Hugenberg²; ¹Tufts University, ²Miami University – The current research explored how social contexts influence participants' ability to identify facial expressions of happiness and anger. We find that negative social environments (e.g., jails) facilitate recognition of anger, while positive social settings (e.g., classrooms) facilitate recognition of smiles. In sum, social contexts can influence the processing of expressions.
- C112**
THREATS TO HAPPINESS: SHYNESS MODERATES THE EFFECT OF HAPPY MOOD ON SOCIAL APPROACH Christina M. Brown¹, Amanda B. Diekman², Rachel E. Tennial¹, Erin D. Solomon¹; ¹Saint Louis University, ²Miami University – Although happy moods are believed to facilitate social approach, people who are shy may consider social approach a threat to their happiness. Supporting this assumption, we found that mood (happy vs. neutral) interacted with shyness in predicting social approach, such that only non-shy participants approached others more when feeling happy.
- C113**
IS IMPAIRMENT IN AFFECTIVE EMPATHY A CORE FEATURE OF PSYCHOPATHY? David Lishner¹, Phan Hong¹, Michael Vitacco², Eric Stocks³; ¹University of Wisconsin Oshkosh, ²Mendota Mental Health Institute, ³University of Texas at Tyler – State emotional contagion and empathic concern were covertly manipulated and measured in college undergraduates. Participant psychopathy scores failed to moderate emotional contagion and empathic concern effects but were positively associated with general feelings of negative affect. The findings suggest new conceptualizations of interpersonal affect in psychopathy may be warranted.

C114**INDIVIDUAL DIFFERENCES IN PERSONALITY AND EMOTION REGULATION: LINKING THE B5 TO EMOTION-SPECIFIC SUPPRESSION AND REAPPRAISAL**

Joshua S. Eng¹, Oliver P. John¹; ¹University of California, Berkeley – Here we examine how the "Big Five" personality domains relate to global and emotion-specific suppression and reappraisal. Although global findings replicated past work, interesting effects emerged at the valence and emotion-specific levels. Results suggest individual differences in emotion regulation play an important role in generating individual differences represented by traits.

C115**HOW EMOTIONAL INTELLIGENCE AND MOOD AFFECT CREATIVITY**

Nicole E. Iannone¹, Janice R. Kelly¹; ¹Purdue University – Participants in positive, neutral, and negative moods worked on a creativity task generating unusual uses for a common object and filled out an emotional intelligence measure. Participants in negative moods with low EI were more creative possibly due to lower performance satisfaction.

C116**DIFFERENTIAL HEALTH OUTCOMES ASSOCIATED WITH GUILT AND SHAME IN PHYSICIAN-PATIENT INTERACTIONS**

Ryan Darby¹, Christine R. Harris¹; ¹University of California, San Diego – A large sample reported on their emotional and behavioral reactions to a "shaming" interaction with a physician. Guilt was found to be primarily associated with positive health behaviors and motivations, while shame was associated exclusively with negative health outcomes. Perceptions of the physician's intent were also associated with outcomes.

C117**BUT WHAT DO YOU FEEL ABOUT CLIMATE CHANGE? ASSESSING AFFECTIVE RESPONSES TO THE CLIMATE CRISIS**

Brittany Bloodhart¹, Janet K. Swim¹; ¹The Pennsylvania State University – Feelings about climate change, their relation to individual differences (e.g., political affiliation), and willingness to engage in climate change mitigating behavior were studied. Controlling for climate change beliefs, emotions predicted willingness in predicted direction (e.g., collective guilt was more predictive than collective shame). Relations with individual differences also followed predictions.

C118**FEELING COMPASSION DESPITE ANGER: GENETIC CLOSENESS MODERATES THE INFLUENCE OF ATTRIBUTION ON HELPING**

Jennifer Goetz¹, Stephanie Halgren¹; ¹Middlebury College – Can we feel compassion for someone who is to blame? Guided by an evolutionary model of compassion, we tested effects of attribution and genetic closeness in non life-or-death helping scenarios. These findings suggest that closeness can override the attribution-compassion-helping link and motivate us to help despite attributions of blame.

C119**FORGIVENESS AS A FUNCTION OF COMPASSION**

Paul Condon¹, David DeSteno¹; ¹Northeastern University – This experiment examined the role that compassion may play in forgiveness. An in vivo induction revealed that individuals experiencing compassion passed on an opportunity to exact revenge, whereas those in a neutral state punished a transgressor. The decline in punishment was directly mediated by the intensity of compassion experienced.

C120**COMPASSION AMONG LOW SOCIAL CLASS INDIVIDUALS**

Vida Manzo¹, Jennifer Stellar¹, Michael Kraus¹, Dacher Keltner¹; ¹UC Berkeley – Low social class individuals scored higher on trait altruism, lower on trait egoism, and reported more compassion after watching a video of suffering, relative to upper class individuals. Lower class felt more compassion for a partner during a stressful job interview; perceptions of their partner's distress mediated this compassion response.

C121**TESTOSTERONE AND ANGER IN RESPONSE TO SOCIAL REJECTION**

Carly Peterson¹, Eddie Harmon-Jones¹; ¹Texas A&M University – The present research examined the relationship between testosterone and anger in a social rejection setting. Salivary samples were collected both before and after participants played Cyberball, a computer ball-toss game in which participants are socially rejected. Ostracism-induced anger was predicted by an increase in testosterone from baseline to post-ostracism.

C122**FEELING WITHOUT JUDGING: FACIAL ELECTROMYOGRAPHIC VALENCE SENSITIVITY IN A NONEVALUATIVE TASK**

J. Ian Norris¹, David Adams¹; ¹Murray State University – We examined implicit evaluation of affective stimuli by recording facial electromyographic reactions to pleasant pictures that varied in valence. Participants viewed pleasant pictures in a simple memory task. Both the cheek and brow regions showed sensitivity to valence even though participants did not explicitly evaluate the pictures.

C123**PREFERENCE FOR HIGH-AROUSAL AFFECT: CUTTING THE SELF TO ITS AFFECTIVE CORE**

Christopher Ditzfeld¹, Carolin Showers¹; ¹University of Oklahoma – Examines the relationship between evaluative self-structuring and core affect. In Study 1, evaluative compartmentalization was associated with the tendency to experience, and a preference for, high-arousal positive affect. Evaluative integration was associated with less intense affect experiences and preferences. In Study 2, compartmentalization was associated with low emotional granularity.

C124**THINKING IN THE THIRD PERSON: THE BENEFITS OF PSYCHOLOGICAL DISTANCING BEFORE A PUBLIC SPEECH**

Aleah Burson¹, Ethan Kross¹, Ozlem Ayduk²; ¹University of Michigan, ²University of California Berkeley – Participants who thought through their emotions with regard to an upcoming speech using a distanced perspective performed better, reported lower shame, were less ego-depleted, and ruminated less than participants asked to use an immersed perspective. This suggests that taking a distanced perspective before an anxiety provoking event assists emotion regulation.

C125**EMOTION AND DELAY OF GRATIFICATION**

Anna Luerssen¹, Anett Gyurak², Ozlem Ayduk¹, Silvia Bunge¹; ¹The University of California, Berkeley, ²Stanford University – This study evaluated the relationship between performance on the class delay of gratification task and emotion-regulation. The more reward focused a participant was during the delay of gratification task the higher in emotionality were their descriptions of positive and negative emotionally evocative pictures ($r = .36, p = .02$).

C126**RAPID RESPONSE: INTERHEMISPHERIC COMMUNICATION AND TEST ANXIETY**

Dan Rempala¹; ¹Keimyung University – Because negative emotions are associated with right-hemisphere activation and emotional regulation is associated with left-hemisphere activation, we proposed that differences in interhemispheric communication would produce differences in test anxiety. Participants completed a handedness inventory and rated their anxiety before an exam. Strong-handed individuals reported significantly more anxiety than mixed-handed individuals.

C127

THE BENEFITS OF A SELF-DISTANCED PERSPECTIVE EXTEND BEYOND THE CONTEXT IN WHICH IT IS EVOKED Emma Bruehlman-Senecal¹, Ozlem Ayduk¹, Ethan Kross²; ¹University of California, Berkeley, ²University of Michigan – This study expands our understanding of the benefits of self-distancing by providing evidence that a self-distanced perspective buffers against extreme emotional responding to emotionally-evocative stimuli, both positive and negative in valence, in contexts beyond the one in which this perspective is induced.

C128

STRAIGHTFORWARD SPOILERS ENHANCE ENJOYMENT OF FICTION Jonathan Leavitt¹, Nicholas Christenfeld¹; ¹UCSD – Across three experiments, readers preferred spoiled versions of classic ironic-twist stories, “unspoilable” literary stories ending with images or subtle frissons, and three of four murder mysteries. The fourth, most complex murder mystery was preferred once we used a less ambitious spoiler. Even complex stories, spoiled simply, may become more appealing.

C129

RACIAL DISCRIMINATION: A POTENTIALLY UNIQUE STRESSOR WITH AFFECTIVE CONSEQUENCES Lori Hoggard¹, Robert Sellers¹; ¹University of Michigan – The present study examined whether African American college students experience racially stressful events differently from non-racially stressful events. The findings suggest that individuals experience greater negative affect following a racial stressor relative to a non-racial stressor, and that it is important to examine causal attributions of race during this process.

C130

THE WEIGHT OF GUILT Martin V. Day¹, D. Ramona Bobocel¹; ¹University of Waterloo – In literature, guilt is sometimes depicted as a substance with heavy weight. We investigated whether the moral emotion of guilt would be embodied in sensations of weight. As predicted, we found that an induction of guilt led participants to report that they weighed significantly more than those in control conditions.

C131

EMOTION REGULATION AND THE DIFFERENCE BETWEEN LIBERAL AND CONSERVATIVE MORAL JUDGMENT Matthew Feinberg¹, Olga Antonenko¹, E. J. Horberg¹, Robb Willer¹, Dacher Keltner¹, Oliver John¹; ¹University of California, Berkeley – We contend that political liberals judge emotionally evocative acts (e.g., incest) as less inappropriate than conservatives because they override their initial moral intuitions through an emotion reappraisal process. We find support for this hypothesis across 4 studies using both correlational and experimental designs.

C132

DISTASTE OF DISBELIEF: DISGUST RESPONSES OF CHRISTIANS AND ATHEISTS TO COMPETING RELIGIOUS BELIEFS Ryan S. Ritter¹, Jesse Lee Preston¹; ¹University of Illinois at Urbana-Champaign – In a study of disgust responses to outgroup religious beliefs, Christian and Atheist participants tasted lemonade before and after exposure to a control/religious passage (i.e., Qur'an, Bible, "The God Delusion"). Disgust responses were elicited only following an outgroup passage, suggesting that disgust helps to protect culturally valued truths.

C133

MIMICRY AND MENTAL STATE DECODING ACCURACY IN UNDERGRADUATE STUDENTS WITH DYSPHORIA Sarah Shallwani¹, Jill Jacobson², Mark Sabbagh³; ¹Queen's University – Dysphoric individuals exhibit increased accuracy in decoding emotions from photographs of eyes. This study examined dysphoria and accuracy as well as the effects of mimicry. Participants completed an emotion recognition task while inhibiting or producing mimetic reactions. Individuals with high dysphoria symptoms performed more poorly when mimicking than not mimicking.

C134

THE DICHOTOMY OF PRIDE: CORRELATES AND IMPLICATIONS FOR SOCIAL JUDGMENTS, RISK PERCEPTION, AND ANGER Arielle Morganstern¹, Laura R. Saslow², Robert Mauro¹; ¹University of Oregon, ²University of California, Berkeley – Research suggests that pride related to effort and pride related to ability have different personality correlates due to their distinct antecedent cognitive appraisals. Using physiological and self-report measures we explore how these divergent types of pride correlate with risk perception, empathy, and anger and how individual differences affect these relations.

C135

SUPPRESS YOURSELF: BLOCKING FACIAL EXPRESSION OF DISGUST REDUCES THE SEVERITY OF MORAL JUDGMENT Chelsea Helion¹, David Pizarro¹; ¹Cornell University – Participants in two studies were shown disgusting images and instructed to physically suppress their disgust (by blocking facial feedback), cognitively suppress disgust, or view the pictures naturally. In subsequent moral judgments, those in the physical suppression condition exhibited less moral severity than participants in the other two groups.

C136

I'M FEELING LUCKY: THE RELATIONSHIP BETWEEN AFFECT AND RISK-SEEKING IN THE FRAMING EFFECT Elaine Cheung¹, Joseph Mikels²; ¹Northwestern University, ²DePaul University – In two studies of risky-choice framing, reliance on emotion was related to risk-seeking. Goals to regulate emotion diminished these effects; however, positive affect was associated with risk-seeking in loss-framed decisions, but unrelated to risk-aversion in gain-framed decisions. These findings suggest that affect, specifically positive affect, is related to risk-seeking.

C137

THE RELATIONSHIP BETWEEN IMAGERY PERSPECTIVE AND AFFECTIVE FORECASTING ACCURACY IN THE DOMAIN OF EXAM GRADES Karen Hines¹, Lisa Libby¹; ¹The Ohio State University – Participants used their own first-person or an observer's third-person perspective (manipulated) to picture receiving two exam grades, and predicted how they would feel given each exam grade they pictured. Later, they reported their emotions after receiving their actual grades. Participants in the third-person (versus first-person) condition made more accurate forecasts.

C138

INTROSPECTIVE RATINGS OF EMOTION IN A SOCIAL EVALUATIVE CONTEXT Katherine Sorensen¹, Andres Olide¹, Kemberlee Bonnet, Patricia Gums¹, Kelly Nguyen¹, Brian Simpson¹, David Matsumoto¹; ¹San Francisco State University – Social threat occurs in an evaluative context. This investigation considered the introspective ratings of emotion when experiencing social evaluation. In a fixed outcome experiment, participants made social and emotion ratings before and after the experiment. The results revealed group differences on the ratings of fear, surprise and guilt.

C139

READ 'EM AND WEEP...OR NOT? DECISION-MAKING, MOOD AND RISK-TAKING IN POKER PLAYERS Melinda S. Morgan¹, Gabriel Pothier¹, Andrew B. Lumb¹, Celine M. Blanchard¹; ¹University of Ottawa – The relationship between mood and risk-taking has mixed theoretical predictions and findings. The influence of mood on decision-making and risk-taking was tested in an online sample of poker players using Poker and Chance Scenario decision scales. Higher positive affect was associated with less Poker Risk. Past experience qualified this relationship.

C140

DISGUST AS A HEDONIC EXPERIENCE: THE CASE OF HUMOR Nina Strohminger¹, Richard Lewis¹, Norbert Schwarz¹; ¹University of Michigan – Disgust is a negative emotion, so it is often assumed its only function is to generate negative evaluations. However, disgust may sometimes lead to positive evaluations. We demonstrate that incidental disgust makes cartoons seem funnier. This result is consistent with the idea that emotions are used strategically depending on context.

C141

AFFECTIVE STATE INFLUENCES EMOTION PERCEPTION BY AFFECTING DECISION PARAMETERS UNDERLYING BIAS AND SENSITIVITY Xuan Zhang¹, Spencer Lynn^{1,2}, Lisa Feldman Barrett^{1,2,3}; ¹Boston College, ²Harvard Medical School, ³Massachusetts General Hospital – Affective state of perceivers influenced perception of angry facial expressions. Using a model of perception combining signal detection theory and behavioral economics we show that the effects arise from influences of valence and arousal on parameters underlying perceptual sensitivity, response bias, and perceivers' ability to adapt bias to accommodate sensitivity.

C142

RETHINKING THE NEGATIVITY BIAS Joseph Hilgard¹, Bruce Bartholow¹, Greg Hajcak², Anna Weinberg²; ¹University of Missouri - Columbia, ²Stony Brook University – Effects of context on the processing of emotional stimuli were investigated. ERPs were recorded while participants viewed affiliative and threatening images in neutral, similar, or random valence contexts. The P300 ERP component was larger to emotional than neutral stimuli in all contexts and was equivalent for positive and negative images.

C143

THE EMOTIONS OF INVESTMENTS: FMRI EVIDENCE FOR THE INFLUENCE OF UNCONSCIOUS AFFECT ON FINANCIAL DECISIONS Julie L. Hall¹, Richard D. Gonzalez¹, Chandra Sripada¹, Oliver C. Schultheiss²; ¹University of Michigan, ²Friedrich-Alexander University –

Financial decisions aren't always rational. Using fMRI, 24 participants viewed happy, angry, and neutral faces presented either subliminally or supraliminally followed by an investment task. Participants made more risky investment decisions and showed greater nucleus accumbens activation after happy versus neutral faces, an effect that was stronger for subliminal faces.

C144

EMOTION RECOGNITION DEFICITS IN PARKINSON'S DISEASE Maria I. Ventura^{1,2}, Sarah S. Acklin², Heidi E. Kirsch^{3,4}, Elizabeth A. Disbrow^{1,4,5}; ¹University of California, Davis, Center for Neuroscience, ²University of California, Davis, Department of Psychology, ³University of California, San Francisco, Department of Neurology, ⁴University of California, San Francisco, Department of Radiology, ⁵University of California, Davis, Department of Neurology – We studied facial emotion recognition (identifying facial expressions) and prosodic emotion recognition (identifying tone of voice) in Parkinson's disease (PD). PD subjects' performance was similar to controls for facial emotion recognition, but slower for prosodic processing. Changes in perception of emotional prosody might be explained by degeneration of dopaminergic neurons.

C145

SOCIOECONOMIC STATUS MODERATES NEURAL RESPONSE TO EMOTIONAL STIMULI Sarah Ketay¹, Zohn Rosen², Peter Muennig², Michael Silverman³; ¹Bard College, ²Columbia University, ³Mount Sinai School of Medicine – There is a greater prevalence of negative emotional states among low-income populations. This study uses fMRI to examine how African Americans of high or low SES process visual stimuli with emotional content. Findings indicate that socioeconomic status moderates the neural processing of emotional stimuli.

C146

EMOTIONAL CORRELATES OF BEING BULLIED Matt Newman¹, Imelda Ojeda¹; ¹Arizona State University – This questionnaire study extended research on the consequences of bullying to emotional processing. Bullying victims reported increased stress, reduced support, and increased negative emotion strength. The link between bullying and stress was mediated by diminished support and negative emotion strength, suggesting a mechanism for the lasting impact of bullying.

C147

EMOTION REGULATION IN ILLEGITIMATE LOW POWER CONDITIONS. DOES STEREOTYPING MAKE YOU FEEL BETTER? Marcin Bukowski¹, Rosa Rodríguez-Bailón², Guillermo Byrd Willis², Soledad de Lemus²; ¹Jagiellonian University, ²University of Granada – In a series of studies we tested the hypothesis that people regulate their emotions most efficiently when they can stereotype the outgroup compared to a non-stereotyping control condition. Results confirmed our predictions and are discussed referring to the notion of instrumental affect regulation and the motivated use of stereotypes.

C148

ARE BASIC EMOTIONS AS COMPREHENSIBLE AS THEY SEEM? THE CLARITY OF BASIC AND SECONDARY EMOTIONS Ewa Trzebinska¹; ¹Warsaw School of Humanities and Social Sciences – The aim of presented experiments was to compare basic and secondary emotions in respect of clarity. In both studies complexity of emotion was manipulated by exposition of emotional story or film. It shows that the clarity of evoked emotion was lower in basic emotion conditions than in secondary emotion conditions.

C149

BOOSTING MOOD VIA UNINTENTIONAL PHYSICAL ACTIVITY: THE ROLE OF EXPECTATIONS Jeffrey Miller¹, Zlatan Krizan¹; ¹Iowa State University – The experiment examined the influence of expectations on the mood-boosting properties of unintentional physical activity within the context of a campus tour. Results revealed that physical activity boosted positive affect regardless of one's expectations, although intuitions about one's mood changes may have contributed to the overall enjoyment of the activity.

C150

THE EFFECTS OF IMPLICIT THEORIES OF EMOTION ON EMOTION REGULATION Kimberly M. Angelo¹, Sanjay Srivastava¹; ¹University of Oregon – This experiment shows that implicit theories of emotion influence a person's ability to regulate their emotions. When instructed to use cognitive reappraisal while rating emotion-eliciting pictures, participants holding incremental beliefs (emotions are changeable) were more likely to down-regulate their emotions, compared to those holding entity beliefs (emotions are unchangeable).

C151

ARE PEOPLE RESISTANT TO POSITIVE EMOTION COPING, AND IF SO, WHY? Melissa Soenke¹, Jeff Greenberg¹, David Weise¹; ¹University of Arizona – Recent coping models emphasize the importance of positive-emotion-eliciting experiences in facilitating coping. Given this, why don't more people intuitively use this coping method? We hypothesized that people are reluctant to use positive-emotion-eliciting experiences after sad events, and that doing so would make them feel guilty. Two studies supported these hypotheses.

C152

THE AUTOMATICITY OF POSITIVE EMOTION: EXAMINING THE ROLE OF EMOTION ACCESSIBILITY ON COPING Michele M. Tugade¹, Eleanor Boothroyd¹, Abigail Laufer¹, Jordana Cohen¹, Hillary Devlin¹; ¹Vassar College – The automaticity of positive emotion during coping was investigated. Participants were induced to experience anxiety, then were randomly assigned to an automatic emotion accessibility task (positive,

neutral, negative). The automatic accessibility of positive (vs. neutral, negative) emotion increased people's ability to find positive-meaning in stress, even when controlling for dispositional coping.

C153

POSITIVE EMOTIONS CAN MAKE YOU MORE RELIGIOUS AND MORE SPIRITUAL Patty Van Cappellen¹, Vassilis Saroglou²; ¹Université Catholique de Louvain & National Fund for Scientific Research (FNRS), ²Université Catholique de Louvain – Religiosity and spirituality (R/S) could be a kind of consequential resource as described in Fredrickson's broaden-and-build theory. Indeed, induction of two types of positive emotions (awe and pride) makes participants more religious and more spiritual (measured in a pre/post-test design). This suggests that R/S are also a matter of self-growth.

Motivation/Goals**C154**

ONLINE DATA COLLECTION: A REMEDY TO THE REPRESENTATIVENESS GAP IN PSYCHOLOGICAL RESEARCH? Carson Sandy¹, Samuel Gosling¹, Jeff Potter², Oliver John³; ¹University of Texas at Austin, ²Atof, Inc, ³University of California, Berkley – Over 95% of research in APA journals is based on Western (usually undergraduate) samples. Supporting the viability of using the Internet to increase participant diversity, analyses of 4 million participants suggest that online samples are ethnically diverse and have a high representation of non-Western, non-Industrialized nations compared with traditional samples.

C155

HOW DO I HATE THEE: TESTING HATE AS A MOTIVE Steven Hertz¹, John K. Rempel²; ¹University of Waterloo, ²St. Jerome's University – This study explored the role of deliberate behaviour and regret in attributions of hate. Deliberate intentions were associated with hate attributions even when harmful actions were presented as impulsive. Hate judgements were only reduced when regret provided direct evidence that harmful actions were not expressions of a latent hate motive.

C156

CONSCIOUS AND NON-CONSCIOUS MOTIVATION EFFECTS ON TASK PERFORMANCE Rachel Marsh^{1,2}; ¹Colorado State University, ²Northern Illinois University – A study was conducted to determine the direct and interactive effects of conscious and non-conscious motivation on performance. Results of the study showed support for non-conscious motivation theory, but not for conscious motivation theory or an interaction effect. Future research is needed to determine if there is a true interaction effect.

C157

COMPARING THE BIS/BAS AND THE REGULATORY FOCUS QUESTIONNAIRE IN A NON-COLLEGE STUDENT SAMPLE Elizabeth Pomery¹, Amy Latimer², Susan Rivers¹, Peter Salovey¹; ¹Yale University, ²Queen's University – Using an online sample (N = 113), the Behavioral Inhibition System/Behavioral Approach System (BIS/BAS) and the Regulatory Focus Questionnaire (RFQ) were compared. The BAS subscales were positively related to the RFQ promotion subscale; the BIS and the RFQ prevention subscale were uncorrelated. Their relations with other scales were also examined.

C158

UNTESTABLE CONVICTIONS: THE PSYCHOLOGICAL ADVANTAGES OF UNFALSIFIABLE RELIGIOUS AND SYSTEM-JUSTIFYING BELIEFS Justin Friesen¹, Aaron C. Kay²; ¹University of Waterloo, ²Duke University – Two studies demonstrate unfalsifiable beliefs have psychological advantages over falsifiable beliefs. First, framing religion as unfalsifiable led religious believers to express more conviction. Second, approval for an unfalsifi-

able government policy was associated with the motivation to system-justify. For strong believers, unfalsifiable beliefs may satisfy psychological needs better than falsifiable beliefs.

C159

SOCIAL PROJECTION OF BELONGINGNESS NEEDS Brian Collisson¹, John Chambers¹; ¹University of Florida – The current study examines a motivational explanation for engaging in social projection as a means of satisfying one's own need to belong. Findings demonstrate that one's own need to belong was related to the projection of similar belongingness needs in others, but not other characteristics less relevant to that need.

C160

MOTIVATING RELATIONSHIP COMMITMENT: THE ROLE OF REGULATORY FOCUS Chin Ming Hui¹, Daniel Molden¹; ¹Northwestern University – Three studies examined the different routes through which broad motivations for growth (promotion) and security (prevention) may enhance relationship commitment and related behaviors. Results showed that motivations for promotion highlight the importance of autonomy concerns on commitment whereas motivations for prevention highlight the importance of relational obligations on commitment.

C161

SOCIAL ENERGY TRUMPS PRIMA DONA Donnah Canavan¹, Anthony Egger¹; ¹Boston College – This experiment hypothesized that teams in Social Energy (shared interest) would outperform Prima Dona teams by both noticing and taking more scoring opportunities. 36 undergraduates were randomly assigned to teams, watched basketball videos, and selected 'best move'. Results revealed SE performed better by taking more risks while PD sacrificed opportunities.

C162

THINKING ABOUT OTHERS UNCONSCIOUSLY INFLUENCES THE INTENT TO ENGAGE IN HELPFUL BEHAVIOR Ellen Johnson¹, Andrew Mienaltowski¹; ¹Western Kentucky University – Social priming was used to examine the impact that thinking about others had on participants' willingness to help experimenters with subsequent research. The intent to engage in helpful behavior was dependent upon the type of relationship activated (social vs. not) as well as the specificity of the request for help.

C163

HOW ROMANTIC PARTNERS' GOAL CONGRUENCE RELATES TO RELATIONSHIP QUALITY AND WELL-BEING Judith Gere¹, Ulrich Schimmack¹; ¹University of Toronto – This study examined the influence of goal congruence on relationship quality and well-being. 105 dating couples rated their relationship quality, well-being, and the congruence between their own and their partner's goals. Results showed that higher goal congruence was related to higher relationship quality, which was related to higher personal well-being.

C164

YOUR AUTONOMOUS MOTIVATION, MY GOAL PROGRESS: EXAMINING PARTNER MOTIVATIONAL EFFECTS ON GOAL PROGRESS Sook Ning Chua¹, Marina Milyavskaya¹, Richard Koestner¹; ¹McGill University – Self-determination theory (SDT) research has consistently found that individuals who are autonomously motivated are more likely to make goal progress. The present study shows that it is not just one's own motivation that matters, but that having an autonomously motivated partner also leads to one's goal progress.

C165

IS SEX FUN? SUBLIMINAL SEXUAL PRIMING POSITIVE AFFECT AND MOTIVATION Tara Collins¹, Omri Gillath¹; ¹University of Kansas – A central goal of the sexual behavioral system is to increase motivation to engage in sex– hence sex should be associated with positive affect and

approach-motivation. In the current project, people were primed with sex-related representations. Supporting our hypotheses, exposure to sexual stimuli increased positive mood and approach motivation.

C166

THE DELETERIOUS EFFECT OF EXTRINSIC ASPIRATIONS ON SATISFACTION IN ROMANTIC RELATIONSHIPS Wilbert Law¹, Katharina Hacker², Netta Weinstein²; ¹University of Rochester, ²University of Hamburg – The goal of this study is to examine whether one's own and partner's aspirations in work relate to relationship outcomes. Two studies show that the pursuit of extrinsic aspirations have a negative impact on relationship outcomes and this effect is mediated by basic need satisfaction.

C167

GROWTH MOTIVATION IN INDIA: INDIVIDUALISTIC FINDINGS IN A COLLECTIVISTIC CULTURE Jack J. Bauer¹, Shanmukh V. Kamble², Sun W. Park³; ¹University of Dayton, ²Karnatak University, ³Northeastern University – The Growth Motivation Index (GMI) functioned in India as in individualistic but not collectivistic cultures. The GMI-intellectual subscale (measuring motives to foster integrative complexity) predicted identity exploration but not well-being, as in the U.S. However, GMI-intellectual has additionally predicted well-being in Japan and Guatemala, reflecting collectivistic values of critical self-examination.

C168

THE SUBJECTIVE CONSEQUENCES OF EXPERIENCING RANDOM EVENTS Jason Hubbard¹, Tara Dennehy¹, Tanaz Molapour¹, Ezequiel Morsella^{1,2}; ¹San Francisco State University, ²University of California, San Francisco – Due to physical, temporal, and culturally-based constraints of the natural-social world, bundles of events and stimuli in life are associated in predictable ways, thereby satisfying our epistemic needs. With a new paradigm capable of inducing Rapid, Random Semantic Activation (RRSA), we reveal the 'gloomy' effects of violating this naturally-occurring coherence.

C169

AUTONOMOUS MOTIVATION AND ATTENTION TO AFFECTIVE CUES Marc Halusic¹; ¹University of Missouri-Columbia – Previous research has demonstrated that autonomy moderates the relationship between implicit and explicit motives. The present research investigates a potential mechanism for this relationship: awareness of emotional cues. Using a manipulation of autonomy and an affect misattribution task, we found a relationship between autonomy and responsiveness to subliminal emotional primes.

C170

HOW FARSIGHTED IS THE AUTOMATIC REGULATION OF APPROACH-AVOIDANCE BEHAVIOR? IMMEDIATE VERSUS ULTIMATE DISTANCE CHANGE Regina Krieglmeier¹, Jan De Houwer², Roland Deutsch³; ¹University of California Davis, ²Ghent University, ³Technische Universität Dresden – Theories of approach-avoidance motivation assume that objects trigger behaviors that ultimately cause a desired change in distance, irrespective of the immediate distance change. Our studies suggest that the regulation of approach-avoidance behavior on the basis of ultimate effects is partially automatic: it occurs relatively fast but depends on behavioral intentions.

C171

FUNDAMENTAL MECHANISM OF PERFORMANCE DECREMENT UNDER EVALUATIVE PRESSURE: THE INFLUENCE OF AWARENESS OF FAILURE Saya Yamanaka¹, Toshikazu Yoshida¹; ¹Nagoya University – This study investigated whether performance under evaluative pressure is influenced by awareness of failure while performing. The results suggested that awareness of failure evokes subjective arousal, and this impairs performance, more so than physiological arousal can predict performance impairment.

C172

MOTIVATIONAL DIMORPHISM: SEX DIFFERENCES IN MOTIVATED EXERTION Joe Randell¹, Darcy Reich¹; ¹Texas Tech University – Primed approach and avoidance goals interacted with participants' gender to produce differences in physical exertion. Compared to neutral primes, both approach and avoidance goals led men to exert more physical effort and led women to exert less. Experimenter effects also revealed social influences on performance. Discussion focuses on evolutionary explanations.

C173

EVALUATING OTHERS BASED ON ATTRACTIVENESS: POWER PRIMING ENHANCES PREFERENCE FOR PHYSICALLY ATTRACTIVE PARTNERS Sara E. Brady¹, Charles G. Lord¹, Sarah E. Hill¹; ¹Texas Christian University – Students primed with high power reported a greater preference for working with an attractive work partner than students primed with low power, regardless of being given sex/resource goals and goals for appearing likable/competent. Results suggest that power enhances attention and preference for attractive individuals, despite external goals or motives.

C174

THE SHORTAGE OF WOMEN IN STEM: COMMUNAL GOALS INHIBIT INTEREST Amanda M. Johnston¹, Amanda B. Diekman¹; ¹Miami University – We suggest that a critical reason for women's continued underrepresentation in science, technology, engineering, and mathematics (STEM) is the perception of these fields as incongruent with communion. Interest in STEM careers decreases when communal goals are active, but emphasizing communion within STEM results in more favorable impressions among women.

C175

WHEN INTELLIGENCE DOES NOT EQUAL ROMANTIC DESIRABILITY: EFFECTS OF WOMEN'S BELIEFS AND GOALS ON SELF-PRESENTATION AND PERFORMANCE Lindsey Streamer¹, Lora E. Park¹; ¹University at Buffalo – This study investigated whether women underperform in masculine domains when striving to appear romantically desirable. Female participants rated themselves as less intelligent and performed worse on a math test when primed with the goal to appear desirable if they believed women who are less intelligent in masculine domains are desirable.

C176

THE EFFECTS OF REGULATORY FOCUS AND GROUP DYNAMICS ON INDIVIDUALS' PRIVATE RESPONSES TO SMALL GROUPS Abigail S. Hazlett¹, Daniel C. Molden¹; ¹Northwestern University – Promotion- and prevention-oriented participants interacted with confederates in a group decision-making task. Confederates lobbied for a group strategy that matched or opposed the participant's own strategic inclination. In the minority, promotion-oriented participants changed their private preferences to match the group strategy, but prevention-oriented participants did not. Possible mechanisms are discussed.

C177

THE N-EFFECT AND STRATEGIC INTERACTION: HOW THE NUMBER OF COMPETITORS INFLUENCES COMPETITIVE BEHAVIOR Christina Carino¹, Stephen Garcia¹, Avshalom Tor²; ¹University of Michigan, ²University of Haifa, Israel – How does the number of competitors affect motivation to compete? The current set of studies found that individuals behave in a more cooperative manner towards a rival when the number of competitors is large. This result was found in a hypothetical business scenario as well as a real-world competitive task.

- C178**
CHRONIC TASK INTEREST BUFFERS AUTONOMY AND INTRINSIC MOTIVATION AGAINST THE UNDERMINING EFFECTS OF COERCION Daniel Anthony DeCaro¹, Joseph Gerald Johnson¹; ¹Miami University – We investigated whether individual differences in chronic task interest/enjoyment and self-determined motivation—internalization—protect individuals from the detrimental effect of interpersonal coercion. As predicted, internalized individuals maintained felt autonomy, intrinsic motivation, high performance, and long-term interest, despite coercion. Their low-internalization counterparts did not, indicating a Person-Situation account of self-determined motivation.
- C179**
FAILURE-AVOIDANCE AMONG UNIVERSITY STUDENTS: USING ATTRIBUTIONAL RETRAINING TO IMPROVE OUTCOMES FOR AT-RISK STUDENTS Gregory D. Boese¹, Tara L. Stewart¹, Raymond P. Perry¹, Judy G. Chipperfield¹, Jeremy M. Hamm¹; ¹University of Manitoba – This study examined the efficacy of a motivation-enhancing intervention, known as Attributional Retraining, to assist struggling university students. High failure-avoidance students who received the Attributional Retraining intervention outperformed the high failure-avoidance students who did not receive the intervention. This same pattern was not observed for the low failure-avoidance students.
- C180**
EXPLICIT MOTIVES BUFFER EGO-DEPLETION Katharina Bernecker¹, Veronika Job², Carol S. Dweck³; ¹University of Erfurt, ²University of Zurich, ³Stanford University – We investigated whether explicit achievement (Study 1) and affiliation (Study 2) motive dispositions buffer ego-depletion after self-control exertion in motive-related task (Study 1: e-crossing; Study 2: writing). In both studies highly motivated people showed no depletion effects on a subsequent task (Study 1: anagram solving; Study 2: Stroop).
- C181**
BASIC NEED SATISFACTION AS A TERROR MANAGEMENT STRATEGY Kenneth E. Vail III¹, Jamie Arndt¹, J. Brian Pope²; ¹University of Missouri-Columbia, ²Tusculum College – Five studies showed that satisfaction of three “basic needs” for autonomy, competence, and relatedness serves a terror management function. After death reminders, self-reported and experimentally-induced need-satisfaction reduced worldview defense and death-thought accessibility. Death reminders also increased desire for need-satisfying experiences and influenced preferences for needs-related social environments.
- C182**
THE EFFECTS OF ACHIEVEMENT GOALS ON STATE PERFECTIONISM Kira McCabe¹, Nico W. Van Yperen¹, Andrew J. Elliot²; ¹University of Groningen, ²University of Rochester – The main purpose of this research was to determine whether different achievement goals predict state perfectionism. For mastery-approach goals, we expected higher levels of self-oriented perfectionism. For mastery-avoidance goals, we expected higher levels of concern over mistakes perfectionism. Results from a field study and an experiment support these hypotheses.
- C183**
PSYCHOLOGICAL NEEDS, SELF-CONCORDANCE, AND GOAL PROGRESS: A TEST OF SELF- DETERMINATION THEORY ACROSS MULTIPLE DOMAINS Marina Milyavskaya¹, Richard Koestner¹; ¹McGill University – In line with Self Determination Theory, two longitudinal studies examined goal-pursuit in multiple important life domains. The results show that need satisfaction in a domain is a precursor of self-concordant goal pursuit, beginning a cycle which leads to greater goal attainment and increases in well-being.
- C184**
THE DELICATE LINK BETWEEN MASTERY-APPROACH GOALS AND PERFORMANCE: WHY GOAL DIFFICULTY AND PERFORMANCE EXPECTANCY MATTER Monica Blaga¹, Nico Van Yperen¹; ¹University of Groningen – The differential impact of easy and difficult mastery-approach goals on performance for individuals with different levels of performance expectancy was examined. Results suggest that, overall, individuals low in performance expectancy benefited from the pursuit of mastery-approach goals. Individuals high in performance expectancy performed well with difficult mastery-approach goals.
- C185**
CAN PERFORMANCE GOALS BENEFIT REBOUND FROM FAILURE? EVALUATING THE INTERACTION BETWEEN GOALS AND ACADEMIC CONTEXT Sylvia Rodriguez¹, Jennifer Mangels², E. Tory Higgins¹; ¹Columbia University, ²Baruch College – Rebounding from academic failure is crucial for achievement. Although mastery goals tend to produce the best rebound relative to performance goals, performance goals may not always be harmful. Here we demonstrate how goals and task framing interact to predict performance. Implications for engagement and learning are discussed.
- C186**
THE BEHAVIORAL AND PHYSIOLOGICAL EFFECTS OF NOT KNOWING WHAT TO DO Amitai Shenhav¹, Moshe Bar², Lisa Feldman Barrett^{2,3}, Wendy Berry Mendes¹; ¹Harvard University, ²Harvard Medical School, ³Northeastern University – When does uncertainty matter for the anxiety-prone? We find that uncertainty about one’s response (independently of the expected value of that response) is sufficient to reveal task-related behavioral and physiological differences between participants high versus low in neuroticism, but only when that response matters to them.
- C187**
THE EFFECTS OF NONCONSCIOUS AND CONSCIOUS MOTIVATION ON PERFORMANCE Allison Seitchik¹, Stephen Harkins¹; ¹Northeastern University – This research examined how nonconscious and conscious goals combine in the context of the goal-setting paradigm (Locke & Latham, 2006). Consistent with recent theorizing (Bargh et al., 2001, 2009), when the goals were compatible, their effects summated, but when incompatible, the currently active, conscious goal took precedence.
- C188**
WHY DO INCIDENTAL MONETARY CUES AFFECT BEHAVIOR? EXPLORING THE POTENTIAL ROLE OF WEALTH STEREOTYPES Darcy Dupuis¹, Ian Newby-Clark¹; ¹University of Guelph – We explored the potential role of wealth stereotypes in money’s unconscious effects on behavior. In two studies we found that priming money leads to slower reaction times toward wealth stereotype words (study 1), a lower sense of autonomy, control, and competence, and a greater personal need for structure (study 2).
- C189**
CHANGING MOTIVATIONAL TENDENCIES: THE LONGEVITY OF APPROACH HABITS A. Carina M. Vogel¹, Christof Kuhbandner¹, Reinhard Pekrun¹; ¹University of Munich – How easy is it to disengage from existing or learned motivational tendencies? We present 3 studies using valenced or neutral stimuli in an approach-avoidance task. Our findings suggest that approach tendencies are harder to break away from than avoidance tendencies. Avoidance tendencies seem to be associated with greater behavioral flexibility.

C190

RELIGIOUS BELIEFS AS A FUNCTION OF MORTALITY SALIENCE, RELIGIOUS FUNDAMENTALISM, AND HUMAN-NATURE PRIMES Cathy Cox¹, Nathan Heflick², Jamie Goldenberg², Kevin St. Arnaud¹; ¹Texas Christian University, ²University of South Florida – The present research examined how thoughts of a human Jesus influence people's beliefs in an afterlife and God following reminders of death. We further examined whether these effects were specific to religious fundamentalists, but not other Christians, for whom belief in biblical inerrancy is not as central.

C191

A TERROR MANAGEMENT PERSPECTIVE ON THE PSYCHOLOGICAL FUNCTION OF SOUL BELIEF David Weise¹, Jeff Greenberg¹; ¹University of Arizona – Soul belief is a security-providing psychological construct. From a terror management theory perspective, soul belief should function to minimize death-related cognitions through the fact that those who believe will live-on after death. Results indicate that soul believers are protected from increases in death-thought accessibility arising from death reminders.

C192

MERITOCRATIC THREAT AND COPING: THREATENED BELIEFS ON INFORMATION SEARCH, OPEN MINDEDNESS, AND PREFERENCE FOR ORDER Geoffrey Wetherell¹, Mark Brandt¹; ¹DePaul University – People attempt to confirm beliefs that are threatened by searching for additional information. We extended this research to a broad ideology (meritocracy) and found participants presented with meritocratic threatening information used two strategies to cope with threat: 1.) seeking more information and 2.) desiring order and predictability.

C193

WHAT MOTIVATES PROFESSIONAL WORKERS WITH EXTREME JOBS? INTRINSIC AND EXTRINSIC DRIVERS FOR PROFESSIONAL PERFORMANCE. Ilona Fridman¹, Shira Mor², Alvin Snadowsky¹; ¹Brooklyn College, ²Columbia Business School – This research addresses whether people working extreme jobs are motivated by extrinsic or intrinsic factors. We contacted ObGyn residents identified as working 80 hours or more a week. It was found that intrinsic motivation is important for professional efficiency, while extrinsic motivation is important for effectiveness in daily task completion.

C194

GOING FOR BROKE: MORTALITY SALIENCE INCREASES RISKY DECISION MAKING ON THE IOWA GAMBLING TASK Joshua Hart¹, James Schwabach², Sheldon Solomon³; ¹Union College, ²Ithaca College, ³Skidmore College – The present study examined the effect of existential concerns on risky decision making and behavior in the context of the Iowa gambling task (IGT). Participants reminded of their own mortality made riskier decisions while completing the IGT, suggesting that existential concerns undermine efficient decision making, particularly in financial situations.

C195

THE AFFECTIVE UNDERPINNINGS OF SECONDARY CONTROL Judy Tidwell¹, Stephanie J. Tobin²; ¹University of Houston, ²University of Queensland – The current research examined the role that affect plays in producing a sense of secondary control in a performance context. In two studies, we manipulated the valence and activation dimensions of affect, and found that low activation positive affect resulted in higher levels of secondary control, measured as performance satisfaction.

C196

YOU ARE WHAT YOU DRINK: OBJECT PRIMING, MOTIVATION, AND SELF-RATED PERSONALITY. Matthew E. Barrett¹, Alexander B. Swan¹, Abraham M. Rutchick¹, Michael L. Slepian²; ¹California State University Northridge, ²Tufts University – Participants examined (but did not consume) bottles of Gatorade or beer, completed a personality measure, and attempted an unsolvable problem. Participants who viewed beer rated themselves as more agreeable and less neurotic and spent less time working on the unsolvable problem. Merely seeing the beverages, then, primed industry or sloth.

C197

SPIRITUAL PREDICTORS OF THE SEARCH FOR MEANING IN LIFE Nicholas Stauner¹, Daniel Ozer¹; ¹University of California, Riverside – This study sought out characteristics associated with the motive to seek meaning in life. A multiple regression model built upon a known relationship with the presence of meaning in life. Belief in an afterlife, spiritual connectedness, openness to experience, and religious goals emerged as additional predictors of meaning-seeking motives.

C198

ATTRIBUTIONAL-RETRAINING IN ACHIEVEMENT SETTINGS: LONGITUDINAL EFFECTS OF A MOTIVATION TREATMENT ON COGNITION, EMOTION, AND PERFORMANCE Raymond P. Perry¹, Judith G. Chipperfield¹, Reinhard Pekrun², Loring Chuchmach¹, Tara L. Stewart¹, Kou Murayama²; ¹University of Manitoba, ²University of Munich – Cognitive and affective mechanisms underpinning Attributional Retraining (AR) were examined using a quasi-experimental longitudinal design with measures obtained over four semesters spanning three academic years. Administered in Semester 2, AR increased cognitive elaboration, enjoyment, motivation, and GPA for low perceived control students, but not for their high perceived control counterparts.

C199

FONDNESS MAKES THE DISTANCE GROW SHORTER: DESIRED LOCATIONS SEEM CLOSER BECAUSE THEY ARE MORE VIVID Shana Cole¹, Emily Balcetis¹, Adam Alter¹; ¹New York University – In three studies, we provide evidence that motivations influence perceptual representations of space in the environment at large. Specifically, we demonstrated that people represent desirable locations as closer to them than undesirable locations and found that this relationship emerged in part because people imagined positive locations more vividly.

C200

WHEN IGNORANCE IS BLISS: FEELING UNKNOWLEDGEABLE PERPETUATES THE STATUS QUO Steve Shepherd¹, Aaron C. Kay²; ¹University of Waterloo, ²Duke University – Why do people know so little about social issues, such as the economy, despite their self-relevance? Three studies show that feeling unknowledgeable about threatening social issues increases perceived dependence on the government, which then predicts increased trust in the government, and decreased desire to learn more about important social issues.

C201

ACHIEVING FLUENCY: ACHIEVEMENT PRIMING ELIMINATES FLUENCY EFFECTS Tali Kleiman¹, Ran R. Hassin¹; ¹The Hebrew University of Jerusalem – The effort experienced while processing a target is interpreted in terms of the judgment probed, producing fluency effects. We suggest that priming 'achievement' creates a task context in which effort is expected, allowing the interpretation of effort within this context. This results in fluency experiences no longer affecting focal judgments.

C202

CONSEQUENCES OF BREAKING THE SALARY TABOO: EVIDENCE OF DIMINISHED TRUST IN AN APPARENTLY MATERIALISTIC LEADER Paul Rose¹; ¹Southern Illinois University Edwardsville – Across three conditions, a leader giving a brief speech either mentioned enjoying his high salary, mentioned enjoying his high status, or did not mention enjoying either. Trust toward the leader significantly declined only in the high salary/materialistic condition.

C203

THE EFFECTS OF OTHERS' STRATEGIES ON DEFENSIVE PESSIMISTS' PREPARATION BEHAVIOR Tiffany K. Hardy¹, Lisa K. Libby¹; ¹Ohio State University – Defensive Pessimism and Strategic Optimism are strategies used to manage anxiety, and forcing people to change their natural strategy typically impairs performance. We investigated whether people would change their strategy when others used a different strategy. Results demonstrated that others' strategy affected defensive pessimists' strategy but did not impair performance.

C204

WHEN PASSION MAKES THE HEART GROW COLDER: THE ROLE OF PASSION ON ALTERNATIVE GOAL SUPPRESSION Jocelyn Belanger¹, Kara Barron¹, He Wang¹, Maria Lauer¹, Marc-André Lafrenière², Arie Kruglanski¹; ¹University of Maryland, ²Université du Québec à Montréal – Vallerand and al. (2003) developed a theoretical framework of passion where two types of passions are proposed: obsessive and harmonious passion. The purpose of the present research was to test the inhibitory effect of passionate activities on alternative goals. Results indicated that obsessive passion leads to greater alternative goal suppression.

C205

PERSONALITY AND ACHIEVEMENT GOALS: A MULTIPLE MEDIATION MODEL APPROACH TO UNDERSTANDING LEISURE-TIME EXERCISE Marc Lochbaum¹, Kyle Litchfield¹; ¹Texas Tech University – The study examined whether achievement goals mediated the personality-exercise relationship in 804 voluntary college students. Results indicated significant mediation effects for the mastery-approach goal and all five personalities; for the mastery-avoidance goal and extraversion and agreeableness; for the performance-approach goal and extraversion; and the performance-avoidance goal and emotional stability.

C206

INDUCING A NOVEL TEMPORAL FOCUS AND LINKING ACTIONS TO OUTCOMES INCREASES GOAL-DIRECTED HEALTH BEHAVIOR David B. Portnoy^{1,2}, Kerry L. Marsh²; ¹National Cancer Institute, ²University of Connecticut – Long-term goals often fail because they are abstract and their constituent behaviors seemingly lack immediate rewards. Inducing a novel temporal focus and linking small tasks to a long-term goal (cancer risk reduction) improved fruit and vegetable consumption and related skills; effects were moderated by age and dispositional temporal focus.

C207

MOTIVATING EXERCISE: THE INTERACTIVE EFFECT OF GENERAL ACTION GOALS AND PAST BEHAVIOR ON PHYSICAL ACTIVITY Justin Hepler¹, Wei Wang¹, Dolores Albarracín¹; ¹University of Illinois at Urbana-Champaign – Two experiments demonstrated that environmentally induced action goals can motivate exercise behaviors, but only for individuals who have not previously satisfied goals to be active. Interestingly, these goals can be satisfied with any type of active behavior, leading to the conclusion that playing video games can decrease motivation for exercise.

C208

USING PRIMING TO AFFECT HEALTH BEHAVIOR Katherine Wainwright¹, Elliot Spengler¹, Nicole Ehlert¹, Katherine Adams¹, Kaylyn Watterson¹, R. Brian Giesler¹; ¹Butler University – The current study examined whether non-consciously priming individuals' health-related goals could affect food choice. Participants (n=60) with low commitment to a healthy eating goal who completed puzzles containing healthy vs. control words were more likely to select a healthy snack. Counterintuitively, highly committed individuals exhibited the reverse effect.

C209

DEVELOPING A 2 X 2 MEASURE OF GOALS FOR HEALTH BEHAVIORS Ryan O'Loughlin¹, James Fryer²; ¹Nazareth College, ²St. Lawrence University – The current investigation sought to extend achievement goal research into the domain of health behaviors. Two samples were used to develop and validate a measure consisting of four subscales (personal-approach, personal-avoidance, comparative-approach, and comparative-avoidance) and assess the measure's associations with related constructs.

C210

INTERPERSONAL BENEFITS OF GOAL PROJECTION Janet N. Lee¹, Gabriele Oettingen¹, Peter M. Gollwitzer¹, Christie L. K. Kawada¹; ¹New York University – Goal projection occurs when conscious and nonconscious goals are projected onto others. The assumption that one shares common goals with another person can lead to increased helping behavior.

C211

SELF-EFFICACY MEDIATES THE EFFECT OF MASTERY GOALS ON PROSOCIALNESS P. Marijn Poortvliet¹; ¹Tilburg University – Three studies show that students with mastery goals hold stronger positive attitudes toward cooperation with peers, relative to performance goal students. Mediation analyses indicated that this could be explained by self-efficacy. The findings are discussed in the context of the recent attention for interpersonal effects of achievement goals.

C212

MOTIVATIONAL APPEAL OF IDEAL SELF-CHARACTERISTICS IN VIDEOGAME PLAY Andrew Przybylski¹, Richard Ryan¹, Netta Weinstein², Kou Murayama³; ¹University of Rochester, ²University of Essex, ³Ludwig-Maximilians-Universität München – In the present research we test the postulate that video game engagement can place players in touch with their ideal self-characteristics. The extent to which play fosters concordance between players' ideal self-characteristics and those they experience in-game will determine players' intrinsic motivation towards play and well-being levels post-play.

C213

ON THE ROLE OF PERCEIVED PROGRESSION IN PASSION Marc-André K. Lafrenière¹, Robert J. Vallerand¹, Julie Charest², Eric G. Donahue¹, Julien Bureau³, Geneviève A. Mageau³; ¹Université du Québec à Montréal- Research Laboratory on Social Behavior, ²Université du Québec à Montréal, ³Université de Montréal – The present research investigated the role of perceived progression in the development of harmonious and obsessive passion (Vallerand et al., 2003). Study 1 using a longitudinal design and Study 2 using an experimental design showed that an increase in perceived progression increased harmonious passion but not obsessive passion.

C214

A PERSON-CENTERED INVESTIGATION OF ACADEMICALLY-PRODUCTIVE PROCRASTINATION: RELATIONS TO SELF-DOUBT, CONCERN WITH PERFORMANCE, AND MASTERY-APPROACH GOALS Stephanie V. Wormington¹, Erin Westgate¹, Aaron Call¹, Amelia Harati¹, Hannah Moshontz¹, Kathryn Oleson¹; ¹Reed College – We studied a type of academically-productive procrastination—where students work on easier assignments to avoid difficult projects—and examined how it combined with classical conceptions of procrastination using cluster analysis. Findings suggest

that differences in students' responses to difficult academic tasks are related to self-doubt, concern with performance, and mastery-approach goals.

C215

DEATH BY DESIGN: THE TERROR MANAGEMENT FUNCTION OF TELEOLOGICAL BELIEFS William E. Davis¹, Jacob Juhl², Clay Routledge²; ¹Texas A&M University, ²North Dakota State University – Three studies tested and supported the notion that teleological beliefs serve a terror management function. Experimentally heightened teleological beliefs reduced death-thoughts (Study 1). Additionally, experimentally heightened death-thoughts increased teleological beliefs (Study 2) and endorsement of scientifically unwarranted teleological statements (Study 3).

C216

EXPLORING A DUAL MOTIVATIONAL MODEL OF SCAPEGOATING: BLAMING FOR ESTEEM OR CONTROL MAINTENANCE Zachary Rothschild¹, Mark Landau¹, Daniel Sullivan¹; ¹University of Kansas – Two studies found that people blamed a scapegoat for climate change either to purge their feelings of personal guilt when their in-group was at fault, or to protect feelings of personal control when the cause was unknown. Findings indicate two separate motivational pathways with different moderating variables and downstream consequences.

C217

THE EFFECT OF FLEXIBILITY OF HIERARCHICAL GOALS WITH CONTEXTUAL CHANGES ON SOCIAL ADJUSTMENT Chika Harada^{1,2}, Hiroyuki Yoshizawa³, Makoto Nakajima⁴, Takuya Yoshida⁵, Koji Tsuchiya¹; ¹Nagoya University, ²Japan Society for the Promotion of Science, ³Gifu Shotoku Gakuen University, ⁴Mie University, ⁵Tokai Gakuin University – This study investigated the effect of superordinate and subordinate goals with contextual change on social adjustment. Results indicated that stability of superordinate goals and flexibility of subordinate goals predicted social adjustment; pursuing superordinate goals regardless of feedback changes and flexible changes of subordinate goals with feedback changes contribute to well-being.

C218

COMMITTED BUT CLOSED-MINDED: WHEN MAKING A PLAN FOR A GOAL HINDERS SUCCESS E. J. Masicampo¹, Roy F. Baumeister²; ¹Tufts University, ²Florida State University – The present work demonstrates one cost of plan making, which is generally beneficial to goal pursuit. While making a plan makes people more committed to taking action, it may also cause people to be less flexible in the way they pursue a goal, even to the point of being counterproductive.

C219

PROGRESS ON EGALITARIAN GOALS Harleen Mann¹, Kerry Kawakami¹; ¹York University – Through false feedback participants believed that they were progressing more or less on becoming egalitarian. After goal progress, participants sat further from Blacks, sat closer to Whites, were slower to approach egalitarian words and demonstrated greater implicit bias. Disengagement from egalitarian pursuits may be predictable from a goal perspective.

C220

THE EFFECT OF REGULATORY FOCUS ON THE STRATEGY TO ALLOCATE REGULATORY RESOURCE AMONG MULTIPLE GOALS Hiroki Takehashi¹; ¹Nagoya University – This study examined the effect of regulatory focus on resource allocation among goals. Results indicate that failing a goal, individuals under prevention focus allocated more resource to the current goal, whereas individuals under promotion focus allocated more resource to a new goal. The resource allocation determined performance of each goal.

C221

HIERARCHICAL GOALS AND SOCIAL ADJUSTMENT: DOMAIN SPECIFICITY OF THE MEDITATIONAL PROCESSES INVOLVING REGULATORY COMPETENCE Hiroyuki Yoshizawa¹, Makoto Nakajima², Takuya Yoshida³, Chika Harada⁴, Koji Tsuchiya⁴; ¹Gifu Shotoku Gakuen University, ²Mie University, ³Tokai Gakuin University, ⁴Nagoya University – This study tested the hypothesis that the effect of goals on social adjustment would be mediated by regulatory competence only in the domains requiring intrapersonal regulation not in the interpersonal regulation. The results of hierarchical regression analyses supported our hypothesis; the meditational effect of regulatory competence had domain specificity.

C222

VISUAL PERSPECTIVE AFFECTS GOAL FRAMING AND CONTINUED GOAL PURSUIT Jessica Rea¹, Lisa Libby¹, Eric Shaeffer¹; ¹The Ohio State University – In two experiments we measured preference for superordinate goal-related items after participants pictured a subgoal (success or failure) from either their own first-person or an observer's third-person visual perspective. Using the first-person perspective to imagine successes diminished preference for goal items, whereas the opposite pattern occurred for third-person.

C223

EFFECTIVENESS OF AN IMAGERY-REPLACEMENT STRATEGY ON THE INTENSITY OF FOOD CRAVINGS Julien Lacaillle¹, Rowena Pillay¹, Amanda McCollam¹, Evan Kelso¹, Bärbel Knäuper¹; ¹McGill University – The study aimed to investigate the effectiveness of combining implementation intentions with mental imagery on reducing the intensity of food cravings. Participants reported the intensity of their food cravings before and after following one of four strategies. It was found that the combined strategy was most effective, especially among dieters.

C224

CONSTRUALS AND THE MOTIVATED MORALIZATION OF OTHER PEOPLE'S BEHAVIOR Katherine M. Darwent¹, Kentaro Fujita¹; ¹Ohio State University – The current research examined whether at the high-level people are motivated to moralize others' goal-relevant behavior as a form of prospective self-control. Participants judged others' goal relevant behavior more morally at the high-level than at the low-level. Valence ratings were not calibrated to goals.

C225

IMPLICIT EFFECTS OF MOTIVATIONAL CUES AND COLOR STIMULI ON CREATIVITY Laurens Rook¹; ¹Delft University of Technology – Two studies explored the notion that the meaning of the color red varies depending on regulatory focus, with implicit effects on creativity. Inducing promotion (vs. prevention) enhances creativity, because red (vs. blue) then means approach and success. Results supported predictions, and contribute to research on context-dependence of the color red.

C226

SELF-EVALUATION AND THE MOTIVATIONAL CONSEQUENCES OF COUNTERFACTUAL THINKING Sean McCrea¹, Maurissa Radakovich¹, Kristin Knuepfer²; ¹University of Wyoming, ²University of Konstanz – In two studies, we show that the consequences of counterfactual thinking for subsequent preparative effort and performance are moderated by self-evaluation motives. Counterfactual thinking increased effort and task performance when individuals were motivated by self-improvement, but reduced effort and undermined task performance when individuals were motivated by self-protection concerns.

C227

OVERCOMING VS. PREVENTING OBSTACLES: DIFFERENTIAL EFFECTS OF COPING PLANNING STRATEGIES ON SELF-EFFICACY FOR IMPLEMENTING ACTION Sebastian C. Wagner¹, Gertraud Stadler¹, Lena Kraemer², Baruch Eitam¹, Niall Bolger¹; ¹Columbia University, New York, ²Albert Ludwigs University, Freiburg, Germany – The effects of planning strategies – overcoming vs. preventing obstacles – on social-cognitive predictors of action were investigated. In a diary study 72 college students reported self-efficacy for action implementation. Reactive planning increased self-efficacy significantly after experimental treatment compared to proactive planning and no planning. Underlying psychological mechanisms are discussed.

C228

MANAGING LIFE REGRETS THROUGH PRIMARY AND SECONDARY CONTROL: AFFECT AND PROGRESS EFFECTS IN YOUNG ADULTHOOD Tal Aviram¹, Carsten Wrosch¹; ¹Concordia University – This study shows that high levels of engagement in overcoming regrets were more strongly associated with declines in negative affect and increases in progress with undoing regrets among participants with low opportunity to overcome their regrets. These effects may occur if high levels of engagement contribute to improvements in opportunity.

C229

FULLY ENGAGED: CREATING AN INTERESTING EXPERIENCE FOR THOSE WITH LOW EFFICACY Tamra Fraughton¹, Carol Sansone¹, Jonathan Butner¹, Joseph Zachary¹; ¹University of Utah – Sansone, et al. (2010) found that adding utility value to initial descriptions of online HTML lessons was associated with more active engagement, which positively predicted interest. We examined whether perceived efficacy moderated these effects. Active engagement predicted greater interest particularly for those with lower efficacy, attenuating low efficacy's negative impact.

C230

IMPLEMENTATION INTENTIONS: INOCULATIONS AGAINST GOAL CONFLICT? Tara M. Thacher¹, Daniel S. Bailis¹; ¹University of Manitoba – Goal conflict prevents goal-directed action, whereas implementation intentions promote it. This study, regarding physical activity, manipulated both goal conflict and implementation intentions, and tracked activity by 60 participants for 3 weeks. Only among participants who were exposed to goal conflict, we found a large, significant, protective effect of implementation intentions.

C231

PROMOTING PARENTS' UTILITY VALUE CONVERSATIONS WITH THEIR HIGH SCHOOL STUDENTS: AN EXPERIMENTAL TEST Chris Rozek¹, Jennifer Petersen¹, Chris Hulleman², Janet Hyde¹, Judith Harackiewicz¹; ¹University of Wisconsin-Madison, ²James Madison University – The present research involves a utility value intervention aimed at promoting conversations about utility value between parents and their high-school aged teens, intended to influence students' values through parental influence. This intervention was implemented in a longitudinal study and findings on parental practices and teen outcomes are reported.

C232

I SAW THIS COMING: CAUSAL BELIEFS AND EFFECT PRIMING AS SOURCES OF AUTHORSHIP JUDGEMENTS Beate Seibt¹, Henk Aarts², Ap Dijksterhuis³; ¹CIS/ISCTE, ²Utrecht University, ³Radboud University Nijmegen – In three studies, we manipulated in a computer game the pre-activation of an outcome by flashing it subliminally and the likelihood of controlling it by instruction. Pre-activation resulted in higher authorship ratings for the outcome even at low likelihoods, confirming the potency of experiential information in judging control.

C233

THE ADAPTIVE STRENGTH OF COGNITIVE CONTROL IN DECISION MAKING Eefje Rondeel^{1,2}, Rob Holland², Niek Wijngaards¹, Masja Kempen¹, Ad van Knippenberg²; ¹D-CIS Lab/TRT-NL, ²Behavioural Science Institute, Radboud University Nijmegen – Three studies showed that high cognitive control individuals adjust their decision making strategy to the requirements of the situation. Depending on goal-instructions, individuals were either more accurate or efficient in making decisions in an adjusted version of the beads-in-a-jar task, but only when levels of cognitive control were high.

C234

EXERTION OF TASK-UNRELATED PHYSICAL EFFORT MAKES PEOPLE MORE SENSITIVE TO NONCONSCIOUS REWARDS Erik Bijleveld¹, Ruud Custers¹, Henk Aarts¹; ¹Utrecht University – To efficiently pursue rewards, humans take into account the amount of required effort. The current experiment revealed that people become more sensitive to monetary, nonconsciously perceived rewards when they simultaneously exert task-unrelated effort (they squeezed a handgrip). Thus, when recruiting reward-directed effort, people make use of effort-related bodily feedback.

C235

THE EFFECTS OF CHOICE AND COMPETENCE FEEDBACK ON MOTIVATION AND PERFORMANCE Erika A. Patall¹, Breana Dacy¹, Cheon-woo Han¹, Christina Cestone¹; ¹The University of Texas at Austin – The role of competence feedback in the effect of choice on motivation and performance was explored. Results suggested that the effect of choice on motivation was beneficial only for individuals expecting to perform well on an upcoming task. Choosing had a positive effect on task performance regardless of feedback condition.

C236

TOWARD AN EMPIRICALLY-BASED COMPREHENSIVE TAXONOMY OF HUMAN GOALS Jennifer Talevich¹, Stephen J. Read¹, David A. Walsh¹, Ravi Iyer¹, Gurveen Chopra¹; ¹University of Southern California – A new hierarchical taxonomy of human goals provides a broad framework for the study of human motives, constructing decision prediction measures, and mapping subjective values in social & personality research. The broadest structures (Relatedness, Competence, Morality/Religion, Self-enhancement/Self-knowledge, and Avoidance) systematically join together conceptually meaningful and consistent specific motive clusters.

C237

GIVE ME ONE REASON I SHOULDN'T: THE ROLE OF ALTERNATIVE GOAL ACTIVATION IN DERADICALIZATION PROCESSES Kristen Klein¹, Arie W. Kruglanski¹; ¹University of Maryland, College Park – In this study, we attempted to identify psychological processes underlying deradicalization. Participants who were primed with a goal to which a means was detrimental (vs. unrelated) perceived the means as more extreme, regardless of a separate, focal goal commitment manipulation. This research supports a goal systemic model of deradicalization.

C238

DREAMS ARE MORE IMPORTANT THAN WAKING THOUGHTS WHEN IN A PROMOTION FOCUS Leigh Ann Vaughn¹, Rachael Ellsworth¹, Claire Maschinski¹, N. Paul Nino¹; ¹Ithaca College – We examined the importance people place on dreams and waking thoughts, as moderated by varied promotion versus prevention regulatory focus and varied thought versus dream content. Regardless of thought/dream content, participants in a promotion focus placed more importance on dreams than waking thoughts, a difference not found in prevention focus.

C239**PERCEIVED PASSAGE OF TIME FOLLOWING MORTALITY SALIENCE FOR COLLEGE SENIORS AND NON-SENIORS** Molly Maxfield¹, Jessica Furrer¹;

¹University of Colorado at Colorado Springs – Based on evidence that reminders of death deplete self-regulatory resources and that self-regulatory tasks and anticipated endings impact perceptions of time, we hypothesized that individuals anticipating life transition (college graduation) would perceive time as passing more quickly following reminders of death. Self-regulation and socioemotional selectivity are considered in interpreting results.

C240**VIGILANT DETECTION OF SOCIAL REJECTION/ACCEPTANCE INFORMATION: AN EVENT-RELATED POTENTIAL EXAMINATION** Sheri L. Clark¹, Eric Wang¹, Antonio L. Freitas¹;

¹SUNY Stony Brook – This work explored whether there are differences in the time courses of processing social-acceptance information relative to other types of self-relevant information. An examination of changes in event-related brain potentials (ERPs) provides unique evidence that detecting evidence of social acceptance/rejection takes priority over processing other aspects of self-relevant information.

C241**EXAMINATION AND APPLICATION OF INTERPERSONAL GOALS IN THE TEAM CONTEXT WITHIN THE CHINESE CULTURE** Jen Ho Chang¹, Hsuan Hsu Lin¹, Yi Cheng Lin¹, Chin Lan Huang²;

¹National Taiwan University, ²National Taiwan University of Science and Technology – Our studies extend previous studies into team contexts and also test the measurement validity of interpersonal goals in Chinese culture. Results revealed that compassionate goal predicted well being and supportive behaviors toward team members, whereas self image goal predicted psychological symptoms and had no benefits upon team members' interaction.

C242**THE PSYCHOLOGICAL CONSEQUENCES OF MONEY-REMINDERS ON INTERGROUP RELATIONS: A CONSIDERATION OF MODERATING AND MEDIATING VALUES** Chad Danyluck¹, Michael Schmitt¹, Craig Blatz²;

¹Simon Fraser University, ²Grant MacEwan University – This study examined the effects of money-reminders and materialism on self-sufficiency constructs (i.e., symbolic racism and self-transcendent values). Self-sufficiency constructs were related to materialism when participants were exposed to money-reminders. Furthermore, self-transcendent values mediated the interaction between money reminders and materialism on symbolic racism.

C243**SELF-DETERMINATION THEORY AND POSTTRAUMATIC GROWTH FOLLOWING NEGATIVE LIFE EVENTS** Andrew Lumb¹, Melinda Morgan¹, Celine Blanchard¹;

¹University of Ottawa – The purpose of this study is to investigate whether global self-determined motivation and specific life aspirations predict personal growth following a negative life event. A global self-determined orientation acts as a stable resource for individuals dealing with the aftermath of a negative event and facilitates their adaptation to this change.

C244**PHYSIOLOGICAL CONSEQUENCES OF FLOW EXPERIENCES: THE INFLUENCE OF SKILLS-DEMANDS-COMPATIBILITY ON HEART RATE VARIABILITY AND CORTISOL** Anne Landhaeusser¹, Johannes Keller¹, Stefan Pfattheicher¹;

¹University of Ulm – Flow is typically described as an "optimal experience". However, we investigated the influence of skills-demands-compatibility (the central precondition of flow experiences) on physiological processes in several experiments and found that flow experiences were associated with physiological stress responses, namely a reduced heart rate variability and heightened salivary cortisol levels.

C245**PROMOTING WELL-BEING: THE ROLE OF REGULATORY FOCUS IN PERSONAL FINANCE** Grant Donnelly¹, Leona Tam², Ryan T. Howell¹, Qian Jiang¹;

¹San Francisco State University, ²Old Dominion University – This study explored how regulatory focus affects financial goals. Participants reported three types of New Year's resolutions: (a) to save more (promotion focused), (b) spend less (prevention focused), or (c) no financial goal. Results indicated those with promotion focused goals had greater optimism toward goal attainment three months later.

C246**HOW DOES THE GAME REALLY AFFECT YOU? FANS' PASSION DURING THE 2010 FIFA WORLD CUP** Jeremie Verner-Filion¹, Marc-André K. Lafrenière¹, Robert J. Vallerand¹;

¹Université du Québec à Montréal – This study explored the moderating role of passion in the relation between the affective reaction of fans and their favorite teams' performance. Results revealed that obsessive passion was associated with higher negative affect following a defeat, while harmonious passion was related with higher positive affect after a victory.

C247**FOSTERING ACADEMIC SUCCESS BY FULFILLING CLASSROOM SPECIFIC NEEDS: THE MEDIATING ROLE OF TEST ANXIETY** Robert J. Goodman¹, Stephen K. Trapp¹, Jody L. Davis¹;

¹Virginia Commonwealth University – Self-determination theory has highlighted that contextual factors facilitate self-determination among students and promote academic success via fulfillment of three fundamental needs for autonomy, competence, and relatedness. The present research found that classroom-specific need fulfillment, specifically autonomy and competence, foster higher academic performance by ameliorating specific aspects of state test-anxiety.

C248**OH, THE PLACES WE COULD GO: PRIMING TRAVEL INCREASES SELF-IMPROVEMENT INTENTIONS** Jessica L. Lakin¹, Ashley D. Allhouse¹, Brenda Osorio¹;

¹Drew University – This study explores whether there is empirical support for a connection between travel and self-improvement. Participants who were primed with travel-related ideas reported significantly more behavioral self-improvement intentions than those who were not primed. Thinking about travel opens people to self-improvement, a finding with important applied implications.

C249**APPEALING OR APPALLING? AN INTERPERSONAL PERSPECTIVE OF CAUCUSING** Justin Chase¹, Jessi L. Smith¹, David Paul²;

¹Montana State University, ²Skagit Valley College – Three studies examined the impact of intrinsic motivation for those higher in interpersonal orientation for caucusing vs. primaries. Study one established interest in caucusing; the second indicated higher interpersonal motivation among those who learned of caucusing; the final found elevated interest in future elections for those who participated in caucusing.

C250**THE EFFECTS OF THE SENSE OF AGENCY ON MEMORY** Ljubica Chatman¹, Betsy, J. Sparrow¹;

¹Columbia University – The perception of agency is an inference made of causal involvement in an action, and can be a matter of degree. The results demonstrate that when we manipulate the sense of agency post learning, memory performance decreases compared to baseline. When the same manipulation occurs prior to learning, performance increases.

C251**SWITCH OR STAY: INTRINSIC AND EXTRINSIC MOTIVATION IN CREATIVITY** Marieke Roskes¹, Carsten K. W. De Dreu¹, Bernard A. Nijstad²;

¹University of Amsterdam, ²University of Groningen – Oscar Wilde said "Genius is born – not paid". Was he right? We found that intrinsic motivation (doing something for fun) evokes a flexible and associative way of

thinking whereas extrinsic motivation (doing something for a reward) evokes a structured and persistent way of thinking. Both stimulate creativity.

C252

GUESS WHAT?! MOTIVATION BOOSTS THE INFLUENCE OF SUBLIMINAL INFORMATION ON INTUITIVE CHOICE Maxim Milyavsky¹, Ran R. Hassin¹, Yaacov Schul¹; ¹The Hebrew University of Jerusalem – Two experiments used a new card choice task to examine whether motivation boosts the influence of subliminal information on choice. In Experiment 1, motivated participants were more affected by subliminal cues than controls. Experiment 2 shows that practice can bring non-motivated participants to the level of motivated ones.

Psychophysiology/Genetics

C253

IT'S THAT TIME OF THE MONTH: FERTILITY, MATE-VALUE, DEPRESSIVE SYMPTOMOLOGY, AND SHORT-TERM MATING ORIENTATION Heather M. Adams¹, Victor X. Luevano¹; ¹California State University, Stanislaus – Thirty-three normally cycling, single, heterosexual women, answered questions regarding their sociosexual orientation, mate value, and depressive symptoms during the early- and late-follicular phases. Only one measure of mate-value differed across the two phases, perhaps suggesting that progesterone plays a large role in the previously reported fertility effects.

C254

OXYTOCIN RECEPTOR GENE (OXTR) IN COUPLES: AN EVENT SAMPLING STUDY Jayanth Narayanan¹, Wang Nan¹, Seang Mei Saw², Zhaoli Song¹; ¹National University of Singapore, ²National University Health System – We examined relationships between OXTR rs53576 and stress reactivity in couples. Our results show that for males, the A allele is associated with a stronger positive association between stress and negative affect and a stronger negative association between stress and positive affect, in comparison to the G allele.

C255

LONELINESS, NEGATIVE AFFECT, AND CORTISOL REACTIVITY TO A SOCIAL STRESS TASK David Busse¹, Belinda Campos¹, Adam Dayan¹, Ilona Yim¹; ¹UC Irvine – This study examined cortisol response to a moderate social-evaluate laboratory stressor, the Trier Social Stress Task (TSST), in 39 young adults. Loneliness, perceived stress, negative affect, and attachment anxiety made significant contributions to the model, accounting for 60% of the variance in cortisol area under the curve.

C256

THE COSTS OF DIRECT SPEECH Kyle Thomas¹, Wendy Mendes², Steven Pinker¹, Chris Nocera¹; ¹Harvard University, ²University of California, San Francisco – Indirect speech used for relationship negotiation is an optimal theoretical strategy that helps speakers evade the emotional and reputational costs of direct proposals. Psychophysiological evidence for emotional costs is presented along with evidence that indirect speech minimizes the spread of rumors and prevents common knowledge.

C257

SELF-REFERENTIAL PROCESSING AND DESIRABILITY JUDGEMENTS IN REPRESSIVE AND NON-REPRESSIVE INDIVIDUALS Esther Fujiwara¹, Brian Levine^{2,3}, Bridgette Gerson¹, Vanessa Au³, Adam, K. Anderson³; ¹University of Alberta, ²Rotman Research Institute, Baycrest, Toronto, ³University of Toronto – Repressive and non-repressive individuals were studied with fMRI while they processed desirable and undesirable information with and without involving oneself. Brain activity patterns indicated that although repressors may engage less in conscious self-reflection than non-repressors, they did not truncate but rather enhance their processing of undesirable information in this study.

C258

PEER VICTIMIZATION, NEUROTICISM, AND GENETIC POLYMORPHISMS' INFLUENCE ON HEALTH OUTCOMES Priya A. Iyer¹, Lauri A. Jensen-Campbell¹; ¹University of Texas at Arlington – Adolescents (N = 127) completed a series of surveys assessing peer victimization, loneliness, depression, internalizing and externalizing problems. DNA samples were taken to look at genetic polymorphisms in MAOA and 5HTT. Analysis to date indicates that both neuroticism and peer victimization are indicators of depression and internalizing problems.

Social Judgment/Decision-Making

C259

THE TROUBLE WITH THINKING: PEOPLE WANT QUICK REACTIONS TO PERSONAL TABOOS Anna Merritt¹, Benoît Monin¹; ¹Stanford University – If lay theories associate moral intuitions with deeply held values, people should feel uncomfortable relying on deliberative thinking when judging violations of personal taboos. In two studies, participants with opposite-sex siblings were particularly troubled when instructed or forced (via disfluent text) to evaluate a sibling incest scenario slowly and rationally.

Friday, January 28, 6:15 – 7:45 pm, Ballroom C

Groups/Intragroup Processes

- D1**
INDIVIDUAL DIFFERENCES IN SOCIAL DILEMMAS UNDER THE THREAT OF EXCLUSION Adam Stivers¹, Norbert Kerr²; ¹University of Delaware, ²Michigan State University – We examined how individuals with different levels of aggression, need for inclusion, and social value orientation responded in a social dilemma to a partner who gave approving and/or disapproving facial feedback. The feedback was independent of the partner's strategy and contribution level.
- D2**
WHEN OPPOSITES ATTRACT: HOW LEARNING STYLES INTERACT WITH DIVERSITY AND PROMOTE COHESIVENESS Colton Christian¹, Michael Naumes¹; ¹Southern Oregon University – This study's purpose was to determine whether diversity and learning style of the facilitator influence facilitators' ratings of group cohesiveness. Results demonstrated that diversity and the facilitators' learning style influenced different aspects of decision making, individual contribution to the group, and productivity. Limitations and future research are discussed herein.
- D3**
A DIARY INVESTIGATION OF COLLEGIATE NATURAL DRINKING GROUPS: INDIVIDUAL & GROUP FACTORS, AND SOCIAL STRUCTURE James E. Lange¹, Loraine Devos-Comby¹, Jason Daniel¹, Alison Conway¹, Roland Moore²; ¹San Diego State University, ²Pacific Institute for Research and Evaluation – Seventy-one undergraduate students participated in a diary investigation on group formation and group processes involved in college students' drinking groups. Gender, age, type of events, and percentage of drinkers in the groups predicted drinking. Social roles were stable across weeks and were associated with drinking circumstances.
- D4**
AGEISM AND THE CONTACT HYPOTHESIS: EFFECTS OF WORK-RELATED AND NON WORK-RELATED CONTACT ON AGE-RELATED STEREOTYPES Katherine Sullivan¹; ¹University of Texas at Arlington – The present study examined the effect of the contact hypothesis on ageism. It was expected that there would be a situation-specific relationship between the contact and ageism. The quality of the contact significantly predicted the variance in general ageism, while the quality of work-related contact predicted the workplace ageism.
- D5**
ABSTRACT THINKING AS A MECHANISM TO ENHANCE IDEA GENERATION Nicholas W. Kohn¹, Ajeeta Deuja¹, Lauren E. Arditti¹, Runa M. Korde¹, Paul B. Paulus¹; ¹University of Texas at Arlington – The effects of the prior generation of categories on brainstorming was examined. Individuals and groups first generated categories of ideas and then brainstormed specific ideas using these categories. Using the categories to brainstorm individually led to an increase in productivity for individuals but a decrease in productivity for group.
- D6**
THE COLOR OF SAFETY: INGROUP ASSOCIATED COLORS MAKE BEER SAFER Chris Loersch¹, Bruce D. Bartholow¹; ¹University of Missouri – Individuals display high levels of trust when interacting with others who belong to the same social groups. We provide evidence that presenting beer in colors representative of an important ingroup can cause participants to automatically associate this product with safety.
- D7**
AN EXAMINATION OF THE EFFECTS OF INTRA-GROUP STATUS ON EVALUATION OF UNDESIRABLE IN-GROUP MEMBER Ryo Oomura¹, Mitsuhiro Ura¹; ¹Hiroshima university – In this study, we focused on relationship between intra-group status and intra-group activity. The purpose of this study was to investigate how intra-group status influences evaluation of undesirable in-group member. Our results revealed that the effects of intra-group status is moderated by degree of competence of undesirable member.
- D8**
THE ORIGINS AND IMPLICATIONS OF NATIONAL INCLUSION David A. Butz¹; ¹Morehead State University – The present work examined sources of national inclusion and its role in shaping responses to national symbols. Study 1 demonstrated that Pledge of Allegiance recitations enhanced national inclusion. Study 2 demonstrated that participants high in national inclusion responded with increased activation of group-relevant concepts in the presence of national symbols.
- D9**
OUT OF THE LOOP IN GROUPS: EXCLUSION THROUGH KNOWLEDGE SPECIALIZATION Eric E. Jones¹, Janice R. Kelly²; ¹Southern Illinois University Carbondale, ²Purdue University – Although knowledge specialization improves group performance, this specialization may lead people to feel excluded. Group members with no information in common with fellow group members reported feeling out of the loop, experiencing reduced fulfillment of needs, and participating less, but usually only when they lacked important task information to contribute.
- D10**
SOCIAL ENERGY INCREASES INCLUSIVENESS AND EGALITARIANISM Samantha Reaves¹, Donnan Canavan¹; ¹Boston College – Twenty Black females were randomly assigned to High (common interest) vs Low (no common interest) Social Energy conditions. It was hypothesized and found that HSE liked more and included both more white and more Black members. Lack of bias and inclusiveness were attributed to common interest, not common background.
- D11**
ALL REJECTIONS AREN'T EQUAL: TYPE OF REJECTION MODERATES THE IMPACT ON BASIC NEEDS Michael Bernstein¹, Heather Claypool²; ¹Penn State Abington, ²Miami University – Though methods of social exclusion have largely been considered interchangeable among researchers, this work suggests otherwise. Individuals rejected via Cyberball experienced threats to basic needs, whereas those rejected via the Future-Life manipulation did not. Possible mechanisms responsible for these differences are discussed.
- D12**
THE AUTONOMOUS SIDE OF ACCOMMODATION: GROUP-LEVEL DISSONANCE AS ACCOMMODATION-MOTIVATED COGNITIVE EXPERIENCE Angela Ka Yee Leung¹, Evelyn W. M. Au¹, Chi-yue Chiu²; ¹Singapore Management University, ²Nanyang Technological University – We showed that motivation to accommodate moderates group-level dissonance. After validating a new Accommodation Motivation Scale, we found in a group experiment that accommodation motivation predicted more opinion shift and dissonance discomfort in exposure to disagreeing others in a discussion setting. The findings reconceptualize the relationship between accommodation and autonomy.

D13

ASSESSING THE RELATIONSHIP BETWEEN TRUST PERCEPTIONS AND COLLECTIVISM WITH THE SOCIAL RELATIONS MODEL Jared Ladbury¹, Verlin Hinsz¹; ¹NDSU – Collectivism is expected to provide individuals with a similar sense of trust regarding interaction partners. We demonstrate that collectivism is associated with a tendency to rate group members as equally trustable before interaction. Collectivists tend to trust others by default, but will quickly adjust this perception with behavioral evidence.

D14

DEFENSIVE AND GENUINE GROUP IDENTIFICATION IN THE FACE OF COLLECTIVE TRAUMA Aleksandra Cichocka¹, Agnieszka Golec de Zavala², Mateusz Olechowski¹; ¹University of Warsaw, ²Middlesex University – Two studies compared defensive, narcissistic versus genuine national identification before and after collective trauma: an airplane crash killing Polish politicians. Results indicated an increase in narcissistic (but not genuine) identification, especially among those who experienced loss of control. Third study showed that narcissistic identification predicted out-group negativity after the trauma.

D15

INTERGROUP BIAS AND PERCEIVED SIMILARITY: POLITICAL VICTORY OR FAILURE ON IN- AND OUTGROUP LEADER SUPPORT Alexis Alabastro¹, David E. Rast^{1,2}, Andrew Lac¹, Michael A. Hogg¹, William D. Crano¹; ¹Claremont Graduate University, ²Center for Army Leadership – We examined perceived attitudinal similarity toward in/outgroup leaders among liberals and conservatives before and after the 2008 Presidential election. People perceived their ingroup leader (Obama/McCain) as similar to themselves pre-election. However, conservatives significantly increased perceived similarity toward Obama following his victory, and significantly distanced themselves McCain following his loss.

D16

BUT THE NEXT DANCE IS MINE: RELATIONAL EXPECTATIONS TOWARDS INGROUP AND OUTGROUP MEMBERS Ana Louceiro¹, Sven Waldzus¹, Rodrigo Brito¹, Thomas Schubert¹, Cláudia Simão¹, Maciej Sekerdej²; ¹Instituto Superior de Ciências do Trabalho e da Empresa - Instituto Universitário de Lisboa, ²Institute of Psychology, Jagiellonian University – According to relational models theory, we hypothesised that synchrony movements constitute communal sharing (CS) with ingroup members whereas alternate movements constitute equality matching (EM) with outgroup members. We conclude that both relational expectations and embodiments of synchrony and turn taking are specific to ingroup and between group relations, respectively.

D17

WHEN THE NEWS UPSETS: ANALYZING RESPONSES TO INGROUP AND OUTGROUP TRANSGRESSIONS IN A NATURALISTIC SETTING Cara S. Eberhardt¹, Corey S. Brown¹, Paul K. Piff¹, Andres G. Martinez¹, Dacher Keltner¹; ¹University of California, Berkeley – This study compared New York Times readers' responses to two videos depicting either an ingroup transgression or an outgroup transgression. Although both videos depicted similarly horrendous acts, respondents were significantly more distressed when the perpetrators were members of their own group.

D18

SHAME ON US: DISCRETE EMOTIONS IN WRITTEN RESPONSES TO INGROUP MISDEEDS Corey S. Brown¹, Cara S. Eberhardt¹, Andres G. Martinez¹, Paul K. Piff¹, Dacher Keltner¹; ¹University of California, Berkeley – This study explores the written reactions of New York Times readers (N = 593) to a video depicting an ingroup (American) misdeed. Feelings of shame regarding the incident were expressed more frequently than guilt, and expressions of shame predicted the likelihood of placing blame for the wrongdoing on the ingroup.

D19

OVERPLAYING THE DIVERSITY CARD: GROUP IDENTIFICATION MODERATES HOW MINORITIES REACT TO OVERREPRESENTATION Jennifer R. Spoor¹, Jolanda Jetten², Matthew J. Hornsey²; ¹La Trobe University, ²The University of Queensland – Asian minority students viewed a university flyer featuring either accurate or overrepresentation of the proportion of Asian students. Consistent with predictions, representation condition and level of minority group identification affected evaluations of the flyer, perceived respect for Asians, and interest in majority-minority group interactions. Implications for promoting diversity are discussed.

D20

THE PARADOX OF DIVERSITY Justin Hackett¹, Michael Hogg²; ¹University of Houston-Downtown, ²Claremont Graduate University – Western societies value diversity. An anomaly exists here – a diversity paradox. Research has shown that groups accentuate and value intragroup similarity and intergroup difference. Two studies show community identification is higher when members value a diverse community and when it is important other community members all cherish similar values.

D21

THE BILINGUAL JURY: THE EFFECT OF NON-ENGLISH SPEAKING JURORS ON JURY DELIBERATION AND JURY VERDICTS Markus Kemmelmeier¹, H. Lyssette Chavez¹, Jose H. Vargas¹, James T. Richardson¹; ¹University of Nevada – A 2 (monolingual vs. bilingual jury) x 2 (majority Anglo vs. majority Latino jury) mock jury experiment investigated whether the inclusion of Non-English speaking (NES) jurors would (a) enhance or undermine the quality of jury deliberation, and (b) increase or decrease intergroup bias. Results mainly show benefits for jury deliberation.

D22

“POWER CORRUPTS, COMPETITION FOR POWER CORRUPTS MORE”: MANIPULATING THREATS TO PRESERVE ONE’S RANK WITHIN GROUPS Pat Barclay¹, Stephen Benard²; ¹University of Guelph, ²Indiana University – Groups cohere when facing external threats, but this leaves them vulnerable to manipulation by those who exaggerate such threats to enforce cohesion. We present two economic games showing that people pay to exaggerate group threats (especially when possessing high status positions) and that this manipulation is driven by status competition.

D23

TRUTH CAN WIN IN MANY WAYS: AN INVESTIGATION OF GROUP PROBLEM-SOLVING PROCESSES ON MATHEMATICAL PROBLEMS Nicholas Aramovich¹, James Larson Jr.²; ¹Harvard University, ²Loyola University Chicago – Two studies tested the prediction that group problem-solving processes depend on group members' initial answer preferences. Results showed that demonstration of correct answers is more likely when groups start discussion with a correct minority versus a correct majority. Group members' confidence and giving groups a learning goal moderate this effect.

D24

ASSESSING THE OBJECTIVES OF BRAINSTORMING: THE IMPORTANCE OF QUANTITY Runa M. Korde¹, Nicholas W. Kohn¹, Paul B. Paulus¹, Lauren E. Arditti¹, Ajeeta Deuja¹; ¹University of Texas at Arlington – The importance of Osborn's (1957) rule of generating as many ideas as possible in brainstorming was assessed. Four goals were compared for brainstorming. The goal of a high-quantity of ideas led to more ideas and more high-quality ideas than other goals.

D25**BUILDINGS AND BELONGING: UNDERSTANDING THE MOTIVATIONAL UNDERPINNINGS OF GROUP IDENTITY COMPLETION** Shannon

Callahan¹, Alison Ledgerwood¹; ¹University of California, Davis – Building on group identity completion research, we tested whether group identity goals are driven by an overarching affiliation motivation, so that only effective means to pursue identity goals are valued when this motivation is present. In two studies, affiliation motivation heightened defensiveness over group identity symbols but not group resources.

D26**SHARED REPRESENTATIONS PROMOTE FALSE RECOGNITION IN GROUP MEMORY** Kevin R. Betts¹, Verlin B. Hinsz¹; ¹North Dakota State University –

We examined the influence of shared representations on group recognition memory. In contrast to research identifying a dual positive and negative role of shared representations for recall memory, shared representations exclusively led to negative outcomes for recognition memory. Natural groups are advised to be conservative on recognition memory tasks.

D27**COMMUNICATION BREEDS INGROUP FAVORITISM** Marie Gustafsson¹, Sverker Sikström², Torun Lindholm¹; ¹Stockholm University, Sweden, ²Växjö University, Sweden –

A sentence generating task showed that communication breeds ingroup favoritism. Ingroup pronouns were associated with more positive adjectives than outgroup pronouns. Furthermore, participants who generated sentences in public emphasized the collective ingroup whereas participants who generated the sentences in privacy emphasized themselves rather than the collective ingroup.

D28**THE EFFECT OF ESTABLISHED AND NEW REPUTATION ON INFLUENCE IN AN ONLINE COMMUNITY, MATHOVERFLOW** Yla R. Tausczik¹, James W. Pennebaker¹; ¹University of Texas, Austin –

Influence was studied in an online community, MathOverflow. The results showed that both established offline and newly developed online reputation were consistently and independently related to the influence of an author's submissions. The pervasive effect of different kinds of reputation on influence even in egalitarian online groups is discussed.

D29**SHARED COGNITION IN BARGAINING: CONTENT MATTERS** Dong-Won

Choi¹; ¹California State University East Bay – Bargaining decisions may depend on the content of shared cognition among bargainers. Results from an ultimatum bargaining experiment were consistent with this prediction: participants who discussed about reaching a bargaining agreement later made more generous offers than those who discussed about maximizing self earnings (and those in a no-discussion condition).

D30**I THINK (YOU ARE), THEREFORE I AM: CONSIDERING SELF-EFFICACY, OTHER-EFFICACY, AND PERSONAL PERFORMANCE** William Dunlop¹, Mark Beauchamp¹; ¹The University of British Columbia –

In this study the effects that self-efficacy, other-efficacy, and the interaction between these constructs have on personal performance were explored. Participants' self-efficacy and other-efficacy were manipulated. They then completed a cooperative dance-task in pairs. A main effect for other-efficacy was found, although no main effect for self-efficacy and no interaction.

D31**SEVERITY OF EXCLUSION PREDICTS SEVERITY OF OUTCOMES FOR TARGETS AND SOURCES** Joan Poulsen¹; ¹Indiana University - Purdue University at Columbus –

This study examines how variation in severity of exclusion influences sources and targets. In groups of four; three excluded the fourth during a discussion. Participants reported emotions,

person perception, and liking. Then, judges coded these interactions for severity of exclusion, which predicted differences in some, but not all outcomes.

D32**INGROUP FAVORITISM IN THE MIND'S EYE: VISUAL REPRESENTATION OF FACES FOLLOWING MINIMAL GROUP ASSIGNMENT** Kyle G. Ratner¹,

Ron Dotsch², Daniel H. J. Wigboldus², Ad Van Knippenberg², David M. Amodio¹; ¹New York University, ²Radboud University Nijmegen – What does a typical ingroup vs. outgroup member look like? We assigned participants to a novel group. Then we used a reverse correlation technique to create participant-generated visual representations of ingroup and outgroup faces. Subsequently, independent raters evaluated ingroup face representations as more positive and sociable than outgroup face representations.

D33**APPLYING THE COMPETITIVE ELEMENTS MODEL TO UNDERSTAND HOW COMPETITIVE OUTCOMES AFFECT EVALUATIONS OF ONE'S COMPETITORS** Matthew Maxwell-Smith¹, Clive Seligman²; ¹University of Western Ontario –

The current research applied the Competitive Elements model—a new integrative framework for examining the social consequences of competition—to understand how competitive outcomes influence people's evaluations of their competitors. As suggested by the model, emotions elicited by a competitive event indirectly affected participants' evaluations of their competitors.

D34**IT ISN'T MY FAULT, SO IT ISN'T YOURS EITHER: SOCIAL PROJECTION AND BLAME-AVOIDANCE IN GROUPS** Paul Zarnoth¹, Angela Nguyen¹,

Lesley A. Hernandez¹, Whitney Wright¹, Carol V. Evans¹; ¹Saint Mary's College of California – People credit their group members for success but rarely blame them for failure. The current research tests a social projection explanation for this group-serving bias. Findings suggest that individuals first spontaneously judge their own level of responsibility for success or failure, then project those biased attributions onto their ingroup members.

D35**BIRDS OF AN (UNCONSCIOUS) FEATHER: THE SELF-ASSOCIATIONAL BASIS OF IMPLICIT PARTISANSHIP BIASES** Andrew Perkins¹, Mark Forehand²; ¹Jesse H. Jones Grad School of Business, ²University of Washington –

Two experiments demonstrate that implicit partisanship procedures influence the evaluation of objects associated with a newly created in-group despite the absence of any manipulated association between the participant's self-concept and the objects. These effects are fully mediated by self-object associations that are indirectly created by the implicit partisanship procedure.

D36**NOT ALL ETHNIC MINORITIES DISLIKE TOKENISM: THE EFFECT OF PRIVATE REGARD ON MINORITIES' GROUP PERCEPTIONS** Angélica S. Gutiérrez¹, Miguel M. Unzueta¹; ¹UCLA –

We examine whether racial private regard affects racial minorities' perceptions of a group in which they are tokens vs. a group in which their ethnic group is the majority. Findings suggest that aversion to token groups and attraction to numerical majority groups depends on participants' racial private regard.

D38**HOW FOLLOWER'S SELF-CONCEPT AND TYPE OF DISTRIBUTION INFLUENCES LEADERSHIP EFFECTIVENESS FOR DISTRIBUTIVE JUSTICE AND ALLOCATION** Hitomi Sugiyama¹, Kiriko Sakata¹; ¹Hiroshima University, ²Hiroshima University –

What type of the leader's distributive allocation is effective for followers which focus on each three self-concept? In this study, we examined this issue by scenario study manipulating leader's distributive allocation and three situations. Results are discussed in term of the social connection with other group members and personal benefit.

D39

GROUP EXTINCTION THREAT AND MEMBERS' SUPPORT FOR THE GROUP'S LEADERS Jason Lloyd¹, Stephen Reysen¹, Michael J. A. Wohl²; ¹Texas A&M University-Commerce, ²Carleton University – We examined the effect of an extinction threat on perceptions and support of the group's leaders. A threat to the future existence of the group was found to induce negative emotions and greater support for strengthening the ingroup. The type of threat influenced the perceptions and support for the leaders.

D40

GOVERNMENT APOLOGIES FOR HISTORICAL INJUSTICES Karina Schumann¹, Michael Ross¹; ¹University of Waterloo – Government apologies for past injustices include elements that serve the psychological needs of both the victimized and non-victimized groups. In Study 1, we analyzed real government apologies for the presence of various elements. In Study 2, participants endorsed elements benefiting their own group more than elements benefiting the other group.

D42

GROUP DYNAMICS: ASSIGNED ROLES AND PERCEIVED GROUP PRESENCE Catherine Kozlowski¹; ¹The Chicago School of Professional Psychology – Research on group dynamics suggest that when people's roles are defined, people generally conforms to those roles. Their personality is different while in their roles as outside of their roles. This study demonstrates that assigned roles affects one's perceived presence in the group.

D43

THE EFFECT OF GROUP ATTITUDE DIVERSITY AND ATTITUDE STRENGTH ON COOPERATION Ming-Hong Tsai¹, Margaret Shih¹; ¹UCLA – The paper examined the effects of group attitude diversity and one's attitude strength on cooperation. Three studies demonstrated that participants considering a controversial issue in groups with undecided members were more likely to cooperate than those in groups with no undecided members only when participants had strong attitudes.

D44

CLIMBING THE LADDER ONE RUNG AT A TIME: EFFECTS OF STATUS DISTANCE ON STATUS CHALLENGES Nicholas Hays¹; ¹UCLA – The present research examines the competing effects of status distance on status challenge behaviors, with group-level status distance positively related and dyadic-level status distance negatively related to status challenges where hierarchies are perceived to be illegitimate. In legitimate hierarchies, individuals only challenge others who are significantly lower in status.

D45

SOCIAL INFLUENCE AND GROUP DECISION ERRORS R. Scott Tindale¹, Rebecca Starkel¹, Elizabeth Jacobs¹; ¹Loyola University – Though groups typically outperform individuals, groups have been found to exacerbate errors for certain types of problems where incorrect minorities are influential. Using an online group task, we attempted to further understand how incorrect minorities influence correct majorities. Results indicate that both conformity and position similarity are involved.

D46

IMPRESSIONS OF INSTITUTIONAL VALUES: HOW KNOWLEDGE OF SAFE SPACES BENEFITS MINORITY STUDENTS Joshua A. Tabak¹, Sapna Cheryan¹; ¹University of Washington – In two experiments, ethnic minority participants who imagined that their university was about to create or renovate a safe space for minorities reported increased institutional belonging, a predictor of success outcomes. This suggests that safe spaces such as minority resource centers may benefit individuals who do not use the spaces.

D47

SOCIAL SUPPORT AND THE POSITIVE FEEDBACK BIAS TO MINORITIES Kent Harber¹, Jamie L. Gorman¹, Frank P. Gengaro¹, Samantha Butisingh², Rebecca Ouellette³, William Tsang²; ¹Rutgers University at Newark, ²Rutgers University at New Brunswick, ³Fairleigh Dickenson University – The current study examined how social experience and psychosocial resources influence perception of human movement. Participants were either included or excluded in an online game of catch prior to a person-detection task. Results indicated that psychosocial resources moderate the effects of social exclusion on human motion perception.

D48

CIVIL RIGHTS IDEOLOGIES AND THE CROSS RACE EFFECT Alexandria Intorcio¹, Kurt Hugenberg¹, Michael Bernstein²; ¹Miami University, ²Penn State Abington – This study examines how the civil rights ideologies of equality (i.e. Martin Luther King Jr.) and separatism (i.e. Malcolm X) differentially affect participants' ability to remember same-race and cross-race faces. Findings indicated a main effect of race in which cross-race faces were better remembered than same-race faces.

D49

THE RELATIONSHIP BETWEEN OUTGROUP CONTACT AND INTRAGROUP REJECTION CONCERNS FOR ETHNIC MINORITY GROUP MEMBERS Angel Gonzalez¹, Bonita London-Thompson¹, Allyson Regis²; ¹Stony Brook University, ²Fordham University – Ethnic minority group members may develop concerns about being rejected from their ethnic ingroup following contact with ethnic outgroup members. In a cross-sectional survey study, increased contact with European Americans and a lower frequency of discrimination were associated with increased levels of intragroup rejection concerns for Black and Latino participants.

D50

IS RACIAL BIAS A BY-PRODUCT OF THE CATEGORIZATION PROCESS? Arina Goyle¹, Joshua Correll¹; ¹The University of Chicago – The current research argues that when race does not indicate group membership, individuals should not display racial bias, but should evaluate the contextually relevant ingroup favorably. We further argue that this effect should not be attributable to differential attention to or memory of ingroup faces. The results support our prediction.

D51

WHEN WORLDVIEWS COLLIDE: THE ROLE OF EMOTION IN RESPONSES TO SYMBOLIC THREAT Corrie Hunt¹; ¹University of Minnesota – To test the hypothesis that emotions explain the relationship between cultural threat and authoritarian responses, participants completed an online survey about Muslim immigrants and American citizens. Analyses revealed that anger at Muslim immigrants and pride in Americans mediated the relationship between perceived threat and attitudes toward ingroups and outgroups.

D52

BETTER COMMUNITIES, BIGGER INGROUPS: PERCEPTIONS OF SOCIAL CAPITAL, CONTACT, CATEGORIZATION AND RACIAL ATTITUDES OVER TIME Emily Fisher¹; ¹University of Minnesota – A longitudinal study on perceptions of social capital (how much people see their community as trusting and expect that it will embrace them) and prejudice demonstrates that as students' perceived social capital within their university community changes, their racial attitudes also change via processes of intergroup contact and social recategorization.

D53

IS BIOLOGY OVERRATED? AN ASSESSMENT OF THREE SUBCOMPONENTS OF ESSENTIALISM AS PREDICTORS OF STEREOTYPING Jason Emory¹, Yarrow Dunham¹; ¹University of California, Merced – We assessed three subcomponents of psychological essentialism as predictors of stereotyping of 40 groups. Multilevel modeling indicated that the informativeness of group membership was by far the

strongest predictor, the influence of discreteness of group boundaries was a weak predictor, and the biological basis of group membership was non-significant.

D54

GREATER ENDURING BELIEF IN STANDARDIZED TEST BIAS MODERATES STRONGEST WHITE TESTGIVER PRODUCED STEREOTYPE THREAT EFFECTS Lloyd R. Sloan¹, Grady Wilburn¹, Debbie Van Camp¹, Jamie Barden¹, Daniel Martin²; ¹Howard University, ²California State University, East Bay – 172 African-American HBCU students took (SAT) tests presented as Diagnostic/nondiagnostic by Black or White experimenters. White tester's produced stereotype threat decrements but Black experimenters didn't. Enduring perceptions of SAT-type tests' bias moderated performance decrements; high bias believers showed strong stereotype threat impact while disbelievers showed none.

D55

DRAMATIC SOCIAL CHANGE IN KYRGYZSTAN: EFFECT OF TEMPORAL COLLECTIVE RELATIVE DEPRIVATION ON PERSONAL WELL-BEING Emilie Auger¹, Nazgul Sadykova², Donald M. Taylor³, Roxane de la Sablonniere¹; ¹Universite de Montreal, ²American University, ³McGill University – This research aims to understand people's reactions to dramatic social change. We theorise that multiple points of collective relative deprivation and the entire trajectory of collective relative deprivation should be considered when predicting personal well-being. This hypothesis was tested in Kyrgyzstan. Regressions, group-based trajectory modeling and MANOVA confirmed our hypothesis.

D56

DEVELOPING A MULTIDIMENSIONAL MEASURE OF OPTIONS FOR COPING WITH DISCRIMINATION Lisa S. Giamo¹, H. Robert Outten¹, Michael T. Schmitt¹; ¹Simon Fraser University – We examined responses to both individual and group-based coping options to discrimination to determine whether group-level coping strategies are distinct from the individual-level strategies. Analyses revealed three factors comprised exclusively of group items, emphasizing the importance of considering group coping options as a coping strategy independent of individual coping options.

D57

GROUP-BASED SOCIAL SUPPORT AS A MODERATOR OF THE RELATIONSHIP BETWEEN EXPERIENCING WEIGHT DISCRIMINATION AND ILL-HEALTH Mark Tarrant¹, Claire Farrow²; ¹University of Exeter, ²University of Loughborough – Extending a social identity model of health, we demonstrate that the relationship between experiencing weight-based discrimination and negative health outcomes is moderated by perceptions of support from an ingroup. Specifically, maladaptive responses to discrimination were least marked when victims (N=197) believed their ingroup held positive attitudes towards overweight people.

D58

POWER AS A MODERATOR OF RELIGION'S IMPACT ON POLITICAL IDEOLOGY AND SYSTEM JUSTIFICATION Joni Sasaki¹, Heejung Kim¹; ¹University of California at Santa Barbara – Does power moderate the effect of implicit religious priming on conservatism and system justifying beliefs? In Study 1, priming religion increased conservatism and status quo endorsement for participants in high, but not low power. In Study 2, priming religion increased expectations of changed outcomes only for participants in high power.

Intergroup Relations

D59

SUPPORT FOR TERRORISM: THE IMPACT OF GRIEVANCE AND RISK IN A 3-NATION ONLINE EXPERIMENT Anthony Lemieux^{1,3}, Victor Asal^{2,3}, Jonathan Wilkenfeld³; ¹Purchase College, ²University at Albany, ³START, University of Maryland – Using a 2 (high/low grievance) by 2 (high/low risk) experimental design, we conducted a series of 3 on-line studies in the U.S. (n=2,932), Turkey (n=413), and Malaysia (n=408). Level of grievance, SDO, and RWA are predictive of support for both non-violent and violent forms of political action.

D61

REVENGE OF THE POWERLESS: THE MODERATING ROLE OF LEGITIMACY OF ACTION AND RESPECT ON RETALIATION Oth Vilaythong T.¹, John Dovidio²; ¹York University, ²Yale University – Legitimacy of action matters in conflicts. After the powerful took their property, the powerless intended to retaliate when the perceived action was illegitimate rather than legitimate, particularly when they felt empowered. However, the powerful intended to retaliate regardless of whether the action of the powerless was legitimate.

D62

INDIVIDUAL- AND GROUP-BASED RELATIVE DEPRIVATION PREDICT PSYCHOLOGICAL WELL-BEING, SUPPORT FOR COMPENSATION REDUCTION, AND COLLECTIVE ACTION Danny Osborne¹, Heather J. Smith², Yuen J. Huo¹; ¹University of California, Los Angeles, ²Sonoma State University – A survey of university faculty members' (N = 1,212) response to an historic work furlough program demonstrated that both individual-based and group-based relative deprivation were: (a) negatively correlated with psychological well-being and (b) support for compensation reduction, but (c) positively correlated with willingness to protest. Anger (partially) mediated these effects.

D63

ENVIRONMENTAL INEQUALITY AND SOCIAL DOMINANCE ORIENTATION Lynne Jackson¹, Lisa Bitacola², Leslie Janes³, Victoria Esses²; ¹King's University College at the University of Western Ontario, ²The University of Western Ontario, ³Brescia University College at the University of Western Ontario – An experiment testing the attitudinal bases of environmental inequality showed that people higher versus lower in social dominance orientation were more supportive of an environmentally damaging industry, and they were less concerned about its negative environmental effects when the damages influenced members of another nation rather than their own country.

D64

EFFECTS OF INGROUP IDENTIFICATION AND ENTITATIVITY ON RETALIATION TOWARD THE OUTGROUP Marija Spanovic¹, Liz Trawick¹, Karen Hennigan¹; ¹University of Southern California – Gang-affiliated and non-gang affiliated participants responded to a hypothetical intergroup conflict wherein a rival outgroup member attacked a fellow ingroup. Ingroup cohesion mediated the relationship between ingroup identification and retribution towards the outgroup for gang-involved respondents. As expected, non-gang respondents with high ingroup identification favored only direct aggression.

D65

"DID WE WIN?" OR "ARE WE WINNERS?": THE LINGUISTIC INTERGROUP BIAS IN AMERICAN NEWSPAPER REPORTS Alexandra Hunt¹, Andrew Karpinski¹; ¹Temple University – The Linguistic Intergroup Bias (LIB) occurs when the actions of ingroup and outgroup members are described differently; this property is useful in identifying a speaker's intergroup biases. Published football reports exhibit the LIB, suggesting the LIB may be used to detect media bias in other fields.

D66

PERSPECTIVE-TAKING DOES NOT AFFECT THE CONSTRUAL LEVEL OF ARGUMENTS IN A POLITICAL CONTROVERSY Ivars Austers¹, Girts Dimdins¹; ¹University of Latvia – This study examined the effect of perspective-taking on the level of construal of arguments in a political controversy. Regardless of perspective-taking instructions, partisans agreed more on abstract arguments, and disagreed more on concrete arguments. Perspective-taking did not affect the level of construal when thinking about a controversial issue.

D67

THE IMPACT OF INTERPERSONAL CONTACT ON ATTITUDES TOWARDS THE OBESE Jennifer Harman¹, Holly Nicewicz¹; ¹Colorado State University – Contact with out-group members affects implicit and explicit attitudes. Our study found that higher levels of interpersonal contact were associated with lower negative explicit but not implicit attitudes towards the obese. Attitudes towards the obese may differ from other social attitude categories (e.g., race) that have been associated with contact.

D68

THE EFFECT OF INTERRACIAL FRIENDSHIPS ON METAPERCEPTIONS AND RESPONSES TO INTERRACIAL CONTEXTS Jan Marie Alegre¹, J. Nicole Shelton¹; ¹Princeton University – People expect to be perceived as stereotypical group members during intergroup interactions, leading to negative expectations and avoidance. Using an imagined intergroup contact paradigm (Study 1) and anticipated live interaction paradigm (Studies 2-3), we find that interracial friendship salience attenuates metastereotyping concerns, which improves Whites' responses to unfamiliar intergroup encounters.

D69

CULTURE AND CONFLICT CONTAGION: THE ROLE OF VERTICAL COLLECTIVISM IN THE SPREAD OF SOCIAL CONFLICT Michele J. Gelfand¹, Garry Shteynberg², Chris Bell³, Sarah Lyons¹, Tiane Lee¹; ¹University of Maryland, ²Northwestern University, ³York University – When does a conflict between two individuals spread to involve a multitude of others? In two studies, we found that when an in-group member was harmed by an out-group member, vertical collectivism predicted retaliatory intentions and behavior. We propose that vertical collectivism is a key driver of inter-group conflict expansion.

D70

GROUP EMOTIONS TOWARD HARM-DOING AND REPARATIVE ACTIONS: A META-ANALYSIS Alexander M. Schoemann¹, Nyla R. Branscombe¹; ¹University of Kansas – A meta-analysis investigated the relationship between experiencing collective guilt, shame, and anger for ingroup harm doing, and reparative actions. Emotions about harm were positively related to reparative actions. The type of emotion and if harm doing was ongoing or in the past moderated the relationship between emotions and reparative actions.

D71

PERCEIVED DISRESPECT INCREASES ANGER IN INTERGROUP INTERACTIONS Angela T. Maitner¹; ¹American University of Sharjah – We investigated how perceived disrespect influences conflict. In Study 1, students were discriminated against (or not) and in Study 2, students read about an offense to their group. Students reported appraisals, emotions, and behaviors. Group-based insults elicited perceptions of disrespect, which elicited intergroup anger. Anger predicted support for retributive behavior.

D72

THE EFFECTS OF SOCIAL CONNECTEDNESS ON SHARED EMOTIONS AMONG OUTGROUP MEMBERS David Cwir¹, Steven J. Spencer¹; ¹University of Waterloo – Participants viewed social-networking profiles. We manipulated the race of the target profile (European-Canadian or African-Canadian) and whether participants shared common interests with the target or not. Participants then read about an act of discrimination against an African-Canadian. As predicted, only participants who shared interests with an African-Canadian experienced negative emotions.

D73

EMOTIONAL RESPONSES TO INTERGROUP APOLOGY MEDIATE INTERGROUP FORGIVENESS AND RETRIBUTION Diana Leonard¹, Diane Mackie¹, Eliot Smith²; ¹University of California, Santa Barbara, ²University of Indiana, Bloomington – In two studies, we examined the effect of apology on intergroup relations. Students learned their faculty had insulted them (phase 1), and that an apology had or had not occurred (phase 2). Across phases, change in specific intergroup emotions mediated the effect of apology on changes in forgiveness and retribution.

D74

EMOTIONS UNDER SOCIAL THREAT: ANGER FROM INJUSTICE, FEAR FROM POWER Roger Giner-Sorolla¹, Angela Maitner²; ¹University of Kent at Canterbury, ²American University of Sharjah – A correlational study using five different groups, and an experimental study manipulating power and unjustness of a single group, showed that anger arises the more a threatening group is seen as acting unjustly, whereas fear arises the more it is seen as powerful relative to the ingroup.

D75

INTERGROUP RELATIONS AND COLLECTIVE EMOTIONS IN THREE COUNTRIES Stephen Reysen¹, Iva Katzarska-Miller², Shanmukh V. Kamble³, Nandini Vithoji³; ¹Texas A&M University-Commerce, ²Transylvania University, ³Karnatak University – We examined the relationship between characteristics of intergroup relations (e.g., permeability, legitimacy) with a salient outgroup and expressed collective emotions. The intergroup relation characteristics reported by participants in three countries (USA, Bulgaria, India) predicted specific collective emotions.

D76

OUTGROUP EMOTION PREDICTION AND PERCEIVED PREDICTIVE ACCURACY IN POLITICAL PARTY CONFLICT AND COOPERATION Yufang Sun¹, Charles Seger², Eliot Smith¹; ¹Indiana University, ²University of East Anglia – The study examined the prediction of situation-specific outgroup emotions in conflict and cooperation between Democrats and Republicans. Outgroup emotion predictions were significantly more accurate in a conflict than in cooperation. Members of both parties thought themselves as better predictors than other ingroup members, and their ingroup as better than outgroup.

D77

DYADIC INTERRACIAL INTERACTIONS: A META-ANALYSIS Laura G. Babbitt¹, Negin R. Toosi¹, Nalini Ambady¹, Samuel R. Sommers¹; ¹Tufts University – A meta-analysis of interracial interaction studies found that outcomes were moderated by a number of factors, including the nature of the interaction task, the gender composition of the dyads, the use of confederates versus naïve partners, field versus lab settings, the salience of race, and the duration of the interaction.

D78

IT'S ALL GREEK TO ME: HOMOGENEITY AND THE EXTREME EVALUATIONS OF HELPFUL VS. HARMFUL FRATERNITIES Charlene Christie¹, Alyssa Tufano¹, Jaclyn Kinash¹, Kristine Troescher¹; ¹SUNY Oneonta – Students not involved in fraternities were exposed to information regarding recent Greek activities, highlighting either the threatening or beneficial consequences of having Greek communities on campus and stressing the sim-

ilarities or diversity among individual groups. Threat messages were moderated by homogeneity, with perceived homogeneity strengthening the nature of the threat.

D79

COMPETITIVE VICTIMHOOD IN RESPONSE TO ACCUSATIONS OF INGROUP HARMDOING Daniel Sullivan¹, Mark J. Landau¹, Nyla R. Branscombe¹, Zachary K. Rothschild¹; ¹University of Kansas – Accusations of ingroup harmdoing can elicit competitive victimhood: claiming the ingroup has suffered compared to the outgroup. In Study 1, men engaged in competitive victimhood with women after being accused of harming women. In Study 2, undergraduates engaged in competitive victimhood with university staff after being accused of harming staff.

D80

EFFECTS OF PERCEIVED VICTIMHOOD ON INTERGROUP TRUST AND LOYALTY Katie N. Rotella¹, Jennifer A. Richeson¹, Joan Y. Chiao¹; ¹Northwestern University – Two studies investigate how salient ingroup victimization influences intergroup trust, using economic trust games. Although control participants trusted ingroup and outgroup “partners” equally, priming ingroup victimization significantly increased ingroup trust, producing ingroup favoritism but not outgroup derogation. Further, perceived group victimhood maintained ingroup trust following betrayal, reversing the black-sheep effect.

D81

ROLE OF GROUP STATUS IN PERCEPTIONS OF RESPECT AND ITS RELATION TO SOCIAL UNITY Ludwin Molina¹, Sahana Mukherjee¹; ¹University of Kansas – In a series of studies we show whites view procedural justice as interpersonal (i.e., how one is treated by others), while ethnic minorities view it as intergroup (i.e., how one’s group is treated by others). Procedural justice concerns appear to manifest in distinct ways as a function of status.

D82

EFFECT OF PERPETRATOR GROUP’S GUILT EXPRESSION AND INTRAGROUP SIMILARITY ON GUILT ASSIGNMENT FROM VICTIM GROUP Nobuhiko Goto¹, Minoru Karasawa¹; ¹Nagoya University – This study found that guilt assignment by current Japanese was lower after a guilt expression concerning atomic bombing was given by current Americans when the current and past Americans were perceived to be similar. We discuss a potentially negative effect of guilt expression on intergroup relations.

D83

TESTING THE MODERATING ROLE OF PATRIOTISM IN THE INTERGROUP SENSITIVITY EFFECT Roxanne Aubin¹, Catherine Bergeron¹, Catherine E. Amiot¹, Mathieu Mireault²; ¹University of Quebec in Montreal, ²University of Montreal – The intergroup sensitivity effect (ISE) is the tendency for a criticism to be received more defensively when coming from an outsider. Two studies tested patriotism as a moderator of ISE. Participants high on patriotism agreed more with the criticism, were less negative towards it, and appreciated the speaker more.

D84

THE PITFALLS OF EMPATHY AS A DEFAULT INTERGROUP INTERACTION STRATEGY Stacey J. Sasaki¹, Jacquie D. Vorauer¹; ¹University of Manitoba – This study demonstrated that empathy has positive effects on intergroup interaction behavior when an outgroup partner discloses hardships but backfires and has negative effects in the absence of such disclosures. Hardship disclosure increased individuals’ efforts to behave positively because it increased the perceived likelihood of negative evaluation by the partner.

D85

VIOLATION OF MINIMAL STANDARDS BY DOMINANT GROUPS AS PREDICTOR OF DESTRUCTIVE BEHAVIOUR OF DISADVANTAGED MINORITIES Sven Waldzus¹, Carla Esteves¹; ¹CIS-ISCTE – In two field studies and one experiment we hypothesised and found that responses of disadvantaged minorities to their disadvantage are the more destructive the more the dominating majority outgroup violates minimal standards, that is, standards that are not only considered as desirable but as absolutely necessary for the minority.

D86

I KNOW WHAT THEY THINK ABOUT ME: REDUCING EVALUATIVE UNCERTAINTY AND IMPROVING INTERGROUP INTERACTION EXPERIENCES Yumiko Sakamoto¹, Jacquie Vorauer¹; ¹University of Manitoba – The current study examined one of the predictors of evaluative concerns during intergroup interaction, evaluative uncertainty (the uncertainty that individuals attach to outgroup others’ evaluation of them). By providing participants with scripts we were able to lower their levels of evaluative uncertainty, which allowed them to enjoy the interaction more.

D87

SECONDARY TRANSFER EFFECTS: ROLE OF CONTACT, SOCIAL DOMINANCE ORIENTATION, INTERGROUP EMOTIONS OF ANXIETY AND EMPATHY Loris Vezzali¹, Dino Giovannini¹; ¹University of Modena and Reggio Emilia – Participants were 175 Italian high-school students. The instrument used was a questionnaire. Contact with immigrants reduced social distance toward them; this relationship was mediated by anxiety and empathy toward immigrants; social dominance orientation had opposite effects. Improved attitudes toward immigrants generalized to attitudes (social distance) toward disabled and homosexuals.

D88

BUMPER STICKERS AS LEGITIMIZING MYTHS: IMPLICATIONS FOR THE MEASUREMENT OF EXPLICIT INTERGROUP ATTITUDES Andrew Stewart¹, Felicia Pratto¹; ¹University of Connecticut – The measurement of explicit intergroup prejudice (e.g., sexism) is difficult because of various threats to validity. Bumper stickers express numerous sociopolitical attitudes, such as chauvinism, racism, and fundamentalism. Ratings of bumper stickers were found to be a valid way of measuring intergroup attitudes. The measurement of intergroup attitudes is discussed.

D89

THE IMPORTANCE OF QUESTION ORDER: HOW PRIMING DISCRIMINATORY EXPERIENCES INFLUENCES STUDENT PERCEPTIONS OF CAMPUS CLIMATE Dana Wagner¹, Robyn Mallett¹; ¹Loyola University Chicago – When assessing campus climate, we found differential effects of question order for racial-majority and racial-minority students. When discriminatory experiences were reported first, racial-minority students perceived the climate as less supportive and less positive than when they were reported second. White students’ perceptions of the climate were unaffected by question order.

D90

EQUALITY ON AUTOPILOT: SKIN TONE AND THE IMPLICIT ACTIVATION OF EGALITARIAN GOALS Keith B. Maddox¹, Thomas C. Mann¹; ¹Tufts University – The association between egalitarianism and skin tone variation in Blacks (assessed using a primed lexical decision task) was explored as a function of implicitly-measured chronic egalitarian goals. Results indicated that chronic goal strength predicted relative facilitation to egalitarian words following dark-skinned Black primes in women, but not men.

- D91**
AFFECTIVE REACTIONS OF AFRICAN-AMERICAN AND WHITE PARTICIPANTS TO DIFFERENT REPRESENTATIONS OF PAST INJUSTICE Ruth Dittmann¹, Ethan Kogan², Reginald Williams², Valerie Purdie-Vaughns², John Dovidio¹; ¹Yale University, ²Columbia University – The present research examines how different representations of past injustice (e.g. slavery) shape affective processes in intergroup relations today. When exposed to a documentary, film-clip or images about slavery African-Americans expressed more power motivation in essays and self-reported more power emotions, while White Americans self-reported more submission and affiliation emotions.
- D92**
HOW INGROUP SUPPORT AND OUTGROUP OPPOSITION AFFECT THE RELATIVE IMPORTANCE OF VALUES Hammad Sheikh¹, Jeremy Ginges¹; ¹New School for Social Research – We investigated the types of intergroup contexts that influence the relative importance of values in the Israeli-Palestinian dispute. Palestinians primed with ingroup support or outgroup opposition ranked the emerging value of sovereignty higher. However, right of return, a near universal sacred value, was not affected by the experimental manipulation.
- D93**
DELIVERING A SOCIAL NORMS MESSAGE INCREASES PERCEIVED VALUE OF DIVERSITY AMONG ENGINEERING STUDENTS Jill Bennett¹, Denise Sekaquaptewa¹; ¹University of Michigan – This research tests the effects of receiving an in-class egalitarian social norms message on the perceived value of diversity to engineering education among engineering undergraduates. Results suggest that compared to a no-message control group, the social norms message improved attitudes toward the presence of women and racial minorities in engineering.
- D94**
POSITIVE CONTACT, PERCEPTIONS OF DISCRIMINATION, AND COLLECTIVE ACTION AMONG ETHNIC MINORITY GROUPS Diala Hawi¹, Linda Tropp¹, Colette van Laar², Shana Levin³; ¹University of Massachusetts, Amherst, ²Universiteit Leiden, ³Claremont McKenna College – A longitudinal study of ethnic minority undergraduates found that those with more white friends perceived less ethnic discrimination. Conversely, as they perceived more discrimination, they established fewer white friendships, and endorsed ethnic activism more. Latinos particularly who had more white friends opposed affirmative action more, and endorsed ethnic activism less.
- D95**
CROSS-SPECIES COMPETENCE AND WARMTH: SOME CONSEQUENCES FOR HUMAN ATTITUDES TOWARD NON-HUMAN ANIMALS Margaret A. Thomas¹; ¹Alfred University – Why do we fear bears, admire dolphins, and detest rats? In addition, why do we protect chimpanzees while we systematically eradicate ants? Humans categorize non-human animals on the basis of competence and warmth, which leads to various emotional and behavioral responses toward non-human animals.
- D96**
UNIVERSITY STUDENTS' ATTACHMENT TO THEIR SOCIAL CLASS BACKGROUND SUPPORTS THEIR EXPECTATIONS OF LEAVING IT Nassim Tabri^{1,2}, Michael Conway^{1,2}; ¹Concordia University, ²Centre For Research in Human Development – Middle and Working class students who reported greater attachment to their social class also reported greater expectations of social class mobility and higher income opportunities following graduation. These findings emerged above and beyond their perceptions of parental support for their education and of their social class being valued in university.
- D97**
DEMOCRATIC CITIZENSHIP INCREASES PROBABILITY OF EXTRAORDINARY RENDITION Owen Cox¹, Chris Crandall¹; ¹University of Kansas – Testing a hypothesis from democratic peace theory and the perceptual theory of legitimacy – if the US government refuses due process to citizens of democracies, then their detention will be kept covert. We show that citizens of democracies were nearly four times more likely to be extraordinarily rendered than citizens of non-democracies.
- D98**
COLLECTIVE GUILT FOR INGROUP WRONGDOINGS MOTIVATES A MORE VICTIM-FRIENDLY IMMIGRATION POLICY Peter Kardos¹, Bernhard Leidner¹, Emanuele Castano¹; ¹New School for Social Research, New York – In this experiment, participants were more willing to grant visas to people from a country victimized by their ingroup (as opposed to an outgroup). The effect of ingroup vs. outgroup atrocity on visas was mediated by self-reported guilt in response to the atrocity.
- D99**
APOLOGIES AND TRUTH DISCLOSURE FOR HISTORICAL INJUSTICES: HELPING VICTIMS FEEL PERPETRATORS WILL UPHOLD JUSTICE NORMS Rachel Steele¹, Craig Blatz²; ¹University of Massachusetts Amherst, ²Grant MacEwan University – We examined whether a perpetrator group's apology and truth disclosure after a historical harm convinced victims that the perpetrator is sincere and adheres to justice norms. Apology increased sincerity but disclosure increased sincerity only when an apology was offered. Any redress effort convinced victims the perpetrator upheld justice norms.
- D100**
MAKE IT LEGITIMATE AND PEOPLE WILL REDUCE THEIR PREJUDICE: (I)LEGITIMACY AND PREJUDICE TOWARD IMMIGRANTS Rosa Rodríguez-Bailon¹, Lucía López-Rodríguez², Guillermo Byrd Willis¹, Marco Brambilla³; ¹Universidad de Granada, ²Universidad de Almería, ³University of Bologna – Two studies with a student and non students sample tested the effects of a legitimate (i.e. proportional) distribution of valued resources on prejudice and support for social policies toward immigrants. Results showed the legitimate vs. illegitimate condition reduces prejudice and enhanced the support for policies positive toward immigrants.
- D101**
EMPIRICAL TEST OF INTERSECTIONAL INVISIBILITY: PEOPLE UNDERUTILIZE INFORMATION ABOUT INTERSECTIONALS IN PERSON- PERCEPTION PARADIGMS Andrew Pearlmuter¹, Ruth Dittmann¹, Valerie Purdie-Vaughns², Richard Eibach³; ¹Yale University, ²Columbia University, ³University of Waterloo – This research tests the current model of intersectional invisibility using Miller et al.'s (1991) "who gets explained" research paradigm. Participants stated that a voter turnout gap between white lesbian women and two non-intersectional groups would be corrected when white lesbian women changed their behavior to that of either non-intersectional group.
- D102**
ATTENTION THEORY AND IN-GROUP BIAS: EFFECTS OF INTERGROUP DIFFERENTIATION ON CATEGORY LEARNING Dario Sacchi¹, Jeffrey Sherman¹; ¹University of California, Davis – The present research applied Kruschke's attention theory of category learning (1996, 2003) to the study of in-group bias. Our findings suggest that intergroup differentiation affects the category learning process, leading people to form a stronger impression of a minimal in-group vs. out-group. The valence of the descriptors moderates this effect.

D103

REDUCING GROUP DIFFERENCES IN PERCEPTIONS OF EVENTS AND PEOPLE THROUGH NARRATIVE VOICE Janet J. Rha¹, Lisa K. Libby¹; ¹The Ohio State University – We investigated whether a story's narrative voice affected perception. When the story was written in first-person narrative voice, participants rated the character more favorably when the character was an in-group member rather than an out-group member. Group membership did not affect judgments when the story was in third-person narrative voice.

D104

EFFECTS OF SOCIAL EXPECTATIONS ABOUT POWER ON COGNITIVE PERFORMANCE Thandiwe Gilder¹, Brendan Clarke¹, Camilla Parker¹, Robert Udale¹, Erin Heerey¹; ¹Bangor University – We examined how social expectations alter the effects of a high/low power-priming task on cognitive function. Experimenters had either a true or a false belief about participants' power conditions. Participants performed a 2-back task better when experimenters thought they were in the high power versus the low power condition.

D105

EPISTEMIC CAUSES OF OUTGROUP (DIS)LIKING AMONG LIBERALS AND CONSERVATIVES Adam Johnson¹; ¹CUNY Graduate Center & Brooklyn College – The degree of epistemic certainty needed by an individual and provided by a group interactively affect group favorability ratings. Two studies predicted political outgroup liking to vary similarly and found that Conservatives like Liberals less when perceiving them as heterogeneous, and Liberals like Conservatives less when perceiving them as homogeneous.

D106

THE EFFECT OF ETHNOCULTURAL EMPATHY ON STEREOTYPING TOWARDS COLLEGE ATHLETES Dina Karafantis¹; ¹New York Institute of Technology – Does ethnocultural empathy affect people's beliefs and expectations regarding athletes? We hypothesized that 1) high levels of ethnocultural empathy would be related to less stereotyping towards athletes 2) females would stereotype less than males and 3) athletes would stereotype less than non-athletes. Support was found for hypotheses 1 and 2.

D107

INDEX OF HIGHER EDUCATION AS DISCRIMINATION BUFFER Jens H. Hellmann^{1,2}, Anne Berthold³; ¹Jacobs University Bremen, ²Westfälische Wilhelms-Universität Münster, ³Friedrich-Schiller-Universität Jena – In our lost-letter study, we found differential effects whether the recipient was from the German ingroup or from a nonstigmatized (French) vs. stigmatized outgroup (Turks) – depending on an index of higher education: When the Turk held a doctor's degree, significantly more letters were returned than when he did not.

D108

REBELS WITH A CAUSE: THE IMPACT OF GROUP MEMBERSHIP ON EVALUATIONS OF MORAL REBELLION Jessica Mestre¹, Piercarlo Valdesolo¹; ¹Amherst College – This study tested the influence of group membership on evaluations of moral rebels (e.g. whistle-blowers). Results revealed an interaction whereby ingroup rebels received the most favorable ratings, and ingroup members who behaved neutrally received the least favorable ratings, while rebellion did not influence the evaluation of outgroup members.

D109

THE EFFECT OF INTERGROUP CONFLICT ON INGROUP COOPERATION AND CONFORMITY – SIMULATION AND EXPERIMENTAL DATA Kunihiro Yokota¹, Daisuke Nakanishi²; ¹Hiroshima Shudo University, ²Hiroshima Shudo University – Based on multilevel selection theory and cultural group selection theory, we hypothesize that conformity may contribute to the evolution of the ingroup favoritism strategy in intergroup conflict. The

results of an evolutionary simulation and a vignette study revealed that ingroup favoritism and conformity could evolve under severe intergroup conflict.

D110

THERE'S PROBABLY NO... HOSTILITY? COLLECTIVE SELF-ESTEEM PROMOTES POSITIVE RELIGIOUS OUTGROUP FEELINGS UNDER THREAT Renate Ysseldyk¹, Kimberly Matheson², S. Alexander Haslam¹, Hymie Anisman²; ¹University of Exeter, ²Carleton University – This study examined Atheists' and Christians' collective self-esteem and (ir)religious outgroup hostility under group-based threat vs. daily life. Paradoxically, private CSE promoted positive outgroup feelings under threat. Among Atheists, public CSE promoted positive feelings when threatened, but negative feelings in daily life. Implications for tolerance among (ir)religious groups are discussed.

D111

WHAT WHITE PRIVILEGE? WHITE IDENTITY AND IMPLICATIONS FOR EQUITABLE POLICY Amy Huntington¹, Judy Tan¹; ¹University of Connecticut – The current studies examine processes which allow whites to feel positively about their group, while also feeling persecuted by policy. Identifying the white group as "moral" predicts perceptions of white victimization via negative evaluation of affirmative action, thus predicting support of anti-minority policies, especially when under group threat.

D112

WHAT REALLY MATTERS: DIFFERENCES IN PRODUCT EVALUATION BY MINIMAL GROUPS Kristina Wesler¹, Kyle Short², Alexander Czopp¹; ¹Western Washington University, ²Wake Forest University – Product choice affects self-brand connection and self-concept. Favoring ingroup products may maintain the group's positive identity. Similar behaviors have been noted between arbitrary and socially meaningful groups. This research examines the effectiveness of the minimal groups' manipulation as it relates to consumer's product evaluations.

D113

CAN WE BE ONE GROUP? COMMON INGROUP IDENTITY AND INGROUP PROJECTION AMONG DIFFERENT STATUS CHILDREN Rita Guerra¹, Maria Popa-Roch¹, Samuel L. Gaertner², Sven Waldzus¹, Beatriz Lloret¹; ¹Centre for Psychological Research and Social Intervention - ISCTE, ²University of Delaware – Two studies explored if group status moderates the effects of one group and dual identity representations on ingroup projection. For lower status groups one group elicited ingroup projection. For higher status groups, dual identity triggered projection only for less relevant groups whereas, in highly relevant groups one group increased projection.

D114

EFFECT OF IMAGINED CONTACT AND GROUP IDENTIFICATION ON INTERCULTURAL COMMUNICATION IN HOME AND OUT-GROUP TERRITORY Tomohiro Kumagai¹, Crisp Richard J.²; ¹Otsuma Women's University, ²University of Kent – It was hypothesized that high identifiers would be more strongly motivated to communicate with out-group members when they imagined contact with out-groups than when they did not imagine contact, but only in home territory. Results support this hypothesis and a new possibility of imagined contact effect was discussed.

D115

CURING THE COSTS: BENEFITS OF MULTICULTURALISM FOR MINORITIES IN INTERRACIAL INTERACTIONS Deborah Son¹, J. Nicole Shelton¹; ¹Princeton University – Two studies evaluated the effectiveness of colorblindness and multiculturalism in buffering ethnic minorities from depletion following interracial interactions. Minorities were least depleted when they believed Whites endorsed multiculturalism and

when Whites were primed with multiculturalism relative to controls. These findings suggest that multiculturalism is beneficial for minorities' cognitive outcomes.

D116**RESPIRATORY SINUS ARRHYTHMIA (RSA) AND EMOTIONAL THREAT REGULATION IN THE FACE OF INGROUP TRANSGRESSIONS** Julie

Caouette¹, Donald M. Taylor¹; ¹McGill University – This study measured psychological threat in the context of collective guilt using RSA, a putative measure of parasympathetic cardiac control. When faced with ingroup transgressions, explicit collective guilt predicted RSA. When completing a self-report scale of collective guilt, an interaction between explicit and implicit collective guilt predicted RSA.

D117**EXAMINING HOT COGNITIONS IN COLLECTIVE ACTION** Daniel A. Miller¹;

¹Indiana University - Purdue University, Fort Wayne – Psychologists have amassed increasing evidence on the reciprocal influence of emotions and cognitions. Collective action theorists have ignored the influence of emotions on cognitions, instead focusing on how cognitions shape emotional responses. Experimental results indicate the cost and benefits associated with a given course of action are influenced by emotional reactions.

D118**DARING AND DESERVING: POWER INCREASES RISK-TAKING AT THE INTERGROUP LEVEL, AS DOES LEGITIMACY** Jennifer Sheehy-Skeffington¹, Jim Sidanius¹;

¹Harvard University – Replication in a real-world intergroup context of the finding that increased social power enhances risk-taking. Participants who were told that their group had high relative power displayed greater preference for the risky of two options; this effect was not mediated by individual-level optimism, with legitimacy instead playing a larger role.

D119**THE EFFECT OF THE SIMILARITY PERCEPTION ON THE INTERGROUP FORECASTING ERROR** Yoshika Tadooaka¹, Koji Murata¹;

¹Hitotsubashi University – People tend to overestimate the negativity of interactions with outgroup members when expecting to interact with outgroup members (Mallett, Wilson, & Gilbert, 2008). Present research indicated that people who had many similarities with their partner would reduce the intergroup forecasting error more than those who had few similarities.

D120**SOCIAL IDENTITY COMPLEXITY AND PREJUDICE: THE MODERATING ROLE OF MOTIVATION TO RESPOND WITHOUT PREJUDICE** Aaron

Kottke¹, Lisa Molix¹; ¹Tulane University – The present study investigated motivation to respond without prejudice as a moderator of the relationship between social identity complexity and prejudice towards outgroups (i.e., attitudes and affect). The results suggested that the desire to avoid being prejudiced can overcome the negative effects of being low in social identity complexity.

D121**THE INFLUENCE OF SELF-CONCEPTIONS OF A DOMINANT MAJORITY GROUP ON CONCEPTIONS OF DIFFERENCE** Adam Hahn¹, Bernadette

Park¹, Charles Judd¹; ¹University of Colorado at Boulder – We investigated how evaluations of immigrants and endorsement of different intergroup ideologies were affected by a), whether participants believed that differences between social groups are large and meaningful, or small and surmountable; and b), by the majority group's conception of the national identity as either value-based or culture-based.

D122**THE ROLE OF PRIOR EXPECTATIONS IN REACTIONS TO GROUP PRIDE DISPLAYS** Alex Krolikowski¹, Amanda Hoock¹, Danielle Gentile¹, Jennifer

Ratcliff¹; ¹The College at Brockport, State University of New York – The present research investigated how prior expectations about whether a group will express hubristic or authentic pride impact the amount of information selected from a pride display, and the consequences of this information. Results revealed that expecting authentic pride increased information acquisition, perceptions of deservingness, inclusiveness, and positive proactive behavior.

D123**THE EFFECT OF SCARCITY ON THE ALLOCATION OF RESOURCES TO RACIAL INGROUP VS. OUTGROUP MEMBERS** Amy R. Krosch¹, Tom R.

Tyler¹, David M. Amodio¹; ¹New York University – When distributing economic resources between ingroup and outgroup members, people typically allocate less to outgroup members. We found that resource scarcity exacerbated racial disparities in resource allocation, but only for decision makers who reported low motivation to respond without prejudice.

D124**EFFECTS OF CULTURAL VS. RELIGIOUS DIVERSITY ON OUT-GROUP PREJUDICE AMONG MAJORITY ETHNIC AND RELIGIOUS MEMBERS** Azenett A. Garza¹;

¹Weber State University – Two studies investigated the hypothesized differential impact that cultural vs. religious diversity would have on prejudice towards ethnic vs. religious out-groups. Results found that support for cultural and religious diversity can reduce ethnic and religious out-group prejudice but that that identity and context are important.

D125**EXAMINING THE EFFECTS OF INTERGROUP FRIENDSHIP BUILDING IN ONLINE SETTINGS** Carla Espana¹, James Telesford¹, Rodolfo Mendoza-

Denton¹; ¹UC Berkeley – Our research indicated that White participants who discovered their conversation partner was Black after already having bonded with them in an online, friendship building question-and-answer session showed reduced prejudice and anxiety in intergroup situations. This suggests online settings may be a beneficial tool to promote positive intergroup relations.

D126**IDENTIFYING AN INTERGROUP TIME BIAS IN RACIALIZED SOCIAL RELATIONS** Cicero Pereira¹, Jorge Vala¹, Marcus Eugenio Lima²;

¹Instituto de Ciencias Sociais da Universidade de Lisboa, ²Universidade Federal de Sergipe – In three experiments, White participants invested more time judging White than of Black people. This bias was predicted by implicit prejudice and by explicit racism, suggesting the existence of an Intergroup Time Bias in social judgment that may have dramatic consequences for racialised social relations.

D127**DISCRETE EMOTIONS MEDIATE AND ELUCIDATE THE EFFECTS OF CROSSED-CATEGORIZATION ON PREJUDICE** Devin Ray¹, Diane Mackie²,

Eliot Smith³; ¹Knowledge Media Research Center, Tuebingen Germany, ²University of California, Santa Barbara, ³Indiana University, Bloomington – Three studies integrated crossed categorization and discrete emotion approaches to prejudice and prejudice reduction. Two central results emerged: discrete emotions better predicted evaluations than did shared and unshared group membership alone, and evaluative measures of prejudice obscured important differences among emotional paths to prejudice and prejudice reduction.

D128

THE EFFECTS OF CONTACT ON INTERGROUP PERCEPTIONS OF HUMANITY Dora Capozza¹, Elena Trifiletti¹, Irene Favara¹, Rossella Falvo¹; ¹University of Padova – In two studies, we tested whether cooperative contact may improve the perceptions of outgroup humanity. Findings show that contact improves the humanity perceptions, since it favors the representation of a common ingroup identity (Gaertner & Dovidio, 2000), which, in turn, decreases anxiety or increases empathy toward the outgroup.

D129

PATIENTS' DEHUMANIZATION IN HEALTH CONTEXTS Gian Antonio Di Bernardo¹, Emilio Paolo Visintin¹, Carla Dazzi¹, Dora Capozza¹; ¹University of Padua – In two studies, in which hospital nurses were examined, we tested two main hypotheses: 1. humanization of patients leads to feeling stress; 2. patients' dehumanization is a strategy used by nurses to cope with stress. Findings fully supported the two hypotheses. A moderation effect of organizational commitment was also found.

D130

OUTGROUP HOMOGENEITY EFFECTS IN PERCEIVING INDIVIDUALS WITH DISABILITIES Jessica McManus¹, Alyson Herme¹, Rachel King¹, Emily Horrell¹, Donald Saucier¹; ¹Kansas State University – We examined the outgroup homogeneity effect with individuals with intellectual disabilities. Participants reported perceptions and reactions to individuals with intellectual, developmental, physical disabilities (Study 1), Down syndrome, Autism, Cerebral Palsy, Asperger syndrome, and ADHD (Study 2). Results demonstrated that individuals with intellectual disabilities are perceived to be a homogenous group.

D131

THE CONTENTS OF GETTING ACQUAINTED IN INTERRACIAL INTERACTIONS Joy E. Phillips¹, Michael A. Olson¹, Camille S. Johnson²; ¹University of Tennessee, ²San Jose State University – We found that Blacks and Whites view conversation topics differently with regard to several key dimensions (intimacy, controversy, race-relatedness, etc.). These results suggest group differences in the structure of interaction contents for Blacks and Whites; parsing out these differences is an important step toward effective research on interracial interactions.

D132

THE EFFECTS OF THREAT AND SOCIAL IDENTITY COMPLEXITY ON ANXIETY AND CONTROL IN INTERRACIAL INTERACTIONS Karen Gonsalkorale¹, Marilyn B. Brewer²; ¹University of Sydney, ²University of New South Wales – People sometimes engage in self-control to navigate interracial interactions. However, relatively little is known about who uses self-control and the conditions which trigger self-control efforts. The current study suggests that threat heightens anxiety and control during interracial interactions, and greater social identity complexity may reduce anxiety in threatening interracial interactions.

D133

EFFECTIVENESS OF DUAL IDENTITY TO INDUCE INTERGROUP HARMONY: A MATTER OF FRAMING AND GROUP STATUS? Maria Popa-Roch¹, Rita Guerra¹, Sven Waldzus¹, Samuel L. Gaertner², John F. Dovidio³, Eric Hehman², Eric W. Mania⁴, Andrew E. Carroll², Beatriz Lloret¹; ¹Centre for Research and Social Intervention, ²University of Delaware, ³Yale University, ⁴Quinsigamond Community College – This research explains dual identity inconsistent effects on intergroup bias through its interpretation as “two groups” or “one group” representation. Dual identity framing as “two groups within one group” versus “two groups in the same team” increased bias for higher status groups and decreased bias for lower status groups respectively.

D134

COALITION OR DEROGATION? HOW REMINDERS OF DISCRIMINATION INFLUENCE INTRAMINORITY INTERGROUP RELATIONS Maureen A. Craig¹, Jennifer A. Richeson¹; ¹Northwestern University – Across three experiments, Asian American (Studies 1 & 2) and Latino (Study 3) participants primed with discrimination against their respective ethnic group perceived greater similarity with, and expressed more positive automatic and self-report attitudes toward another racial minority group—Black Americans, compared with participants who were not primed with discrimination.

D135

ANIMALS, MACHINES OR HUMANS? MEASURING DEHUMANIZATION Miguel Moya¹, Rocío Martínez-Gutiérrez¹, Rosa Rodríguez-Bailón¹; ¹Universidad de Granada – To study two forms of dehumanization, animalistic and mechanistic, we used a paper and pencil design and found that human words were more linked with ingroup than outgroup names, and Gipsy surnames with animals related words whereas German ones with machine words. These findings were replicated using an IAT.

D136

BELONGINGNESS UNCERTAINTY AND PREFERENCE FOR STRUCTURE AMONG MEMBERS OF HISTORICALLY MARGINALIZED GROUPS Nicholas Camp¹, Allison Cantor², Richard Eibach³, Valerie Purdie-Vaughns¹; ¹Columbia University, ²Washington University in St. Louis, ³University of Waterloo – This research tests the hypothesis that marginalized groups seek structure in situations where they experience belonging uncertainty. In two studies, experimentally-induced belongingness uncertainty led to increased preference for structured classes (Study I) and higher personal need for structure (Study II) in historically marginalized groups.

D137

WHY ARE YOU BEING NICE TO ME? PERCEIVED MOTIVATION SHAPES ATTRIBUTIONS FOR POSITIVE FEEDBACK Pamela J. Sawyer¹, Sarah S. M. Townsend¹, Brenda Major¹, Wendy Mendes²; ¹University of California, Santa Barbara, ²Harvard University – Though prejudice is often thought to result in negative outcomes, at times it can manifest as itself as overly positive feedback. Two studies investigate how members of minority groups perceive and respond to positive intergroup feedback that may be attributed to prejudice. Cardiovascular, emotional, and cognitive consequences are examined.

D138

INGROUP IDENTIFICATION AND GROUP-LEVEL NARCISSISM AS PREDICTORS OF AMERICANS' ATTITUDES AND BEHAVIOR TOWARD ARAB IMMIGRANTS Patricia A. Lyons¹, Jared B. Kenworthy¹, Jason R. Popan¹; ¹University of Texas Arlington – Across four studies, we tested and validated group-level narcissism, a new psychological measure predicting attitudes and behavior toward outgroups. Mean and high levels of group narcissism interacted with national identity to predict more negative attitudes and behavior among Americans toward Arab immigrants compared to other immigrant groups (e.g., Latino).

D139

CHANGE IN ATTITUDES TOWARDS UNDOCUMENTED MEXICAN IMMIGRANTS IN ARIZONA AND ECONOMIC DYNAMICS Priscila Diaz¹, Delia Saenz¹, Virginia Kwan¹; ¹Arizona State University – The social psychological roots of why the Arizona's Senate 1070 bill was much needed for this U.S.-Mexican border state are important to consider particularly in the absence of federal immigration reform. The current study investigated how individuals in Arizona felt toward undocumented Mexican immigrants and economic factors.

D140

ARE MACHINES BETTER THAN ANIMALS? SOME EFFECTS OF DEHUMANIZATION Rocío Martínez Gutiérrez¹, Rosa Rodríguez-Bailón¹, Miguel Moya¹; ¹University of Granada – The consequences of animalistic and mechanistic dehumanization on the perception of groups were analyzed. Using the traditional measure of infrahumanization (attribution of primary and secondary emotions) we found that participants infrahumanized the animalistic but not the mechanized group. Also the mechanized was evaluated and perceived better than the animalized group.

D141

THE INFLUENCE OF PSYCHOLOGICAL ESSENTIALISM ON INFERENCES ABOUT GENDER CATEGORY: THE CASE FOR ‘CITIZEN-JUDGES’ Saori Tsukamoto¹, Sayaka Suga², Minoru Karasawa¹; ¹Nagoya University, ²Toyo University – The present study revealed a diagnostic characteristic of perceived ‘essence’ in gender categories, using the Japanese trial system as a scenario. The results indicated participants’ tendencies to highlight gender majority in the jury as a cause of verdict especially when they disagreed with the verdict and sympathized with the defendant.

D142

OUTGROUP IDENTIFICATION ESTIMATES AND ATTRIBUTIONS TO DISCRIMINATION Zoe Kinias¹; ¹INSEAD – Two studies investigated the hypothesis that outgroup identification estimates influence attributions to discrimination such that higher perceptions of the outgroup valuing their group membership causes greater attributions of the outgroup’s ambiguous behavior to discrimination. The hypothesis was supported correlationally among ethnic minorities (regarding Whites) and experimentally among women (regarding men).

D143

PERCEIVED DISCRIMINATION AND WELL-BEING OF TURKS IN BULGARIA: THE ROLE OF INDIVIDUAL AND GROUP RESOURCES Banu Cingoz-Ulu¹, Leman Korkmaz¹; ¹Middle East Technical University – Both individual-level (e.g., self-efficacy, optimism) and group-level (i.e., social identification, collective self-esteem) resources emerge as important predictors of subjective well-being (i.e., life satisfaction, negative affect) of the Turkish minority in Bulgaria (N = 292). Moreover, self-efficacy and collective self-esteem moderated the effect of perceived discrimination on subjective well-being.

Methods/Statistics

D144

METRIC CALIBRATION OF PSYCHOLOGICAL INSTRUMENTS IN SOCIAL PSYCHOLOGY Etienne P. LeBel¹, Bertram Gawronski¹; ¹University of Western Ontario – We empirically demonstrate the feasibility and utility of calibrating the metric of social psychological measures to meaningful behavioral referents for seven constructs (e.g., need for cognition, self-enhancement, extraversion). The scientific benefits of non-arbitrary metrics for social psychological research are discussed (e.g., interpretation of data, construct validity, quantitative theory testing).

D145

OPEN SOURCE, WEB-BASED IAT Winter Mason¹; ¹Yahoo! Research – I demonstrate an open-source web-based implementation of the Implicit Association Test (OW-IAT). In this poster I describe the OW-IAT, present two replications of classic IAT results, discuss details of speed and accuracy in collecting the data, and future directions for open-source tools in social psychology.

D146

ANONYMITY: A REDUCTION IN SOCIAL DESIRABILITY AT THE EXPENSE OF ACCURACY Yphtach Lelkes¹, Jon Krosnick¹, David Marx², Charles Judd³, Bernadette Park³; ¹Stanford University, ²San Diego State University, ³University of Colorado--Boulder – The study reported here demonstrate that making college student participants anonymous increased reports of socially undesirable attributes but also reduced reporting accuracy and increased survey satisficing. These studies suggest that pure anonymity may reduce social desirability pressures while also compromising measurement accuracy.

D147

QUANTIFYING SITUATIONS: USING THE RIVERSIDE SITUATIONAL Q-SORT TO DIFFERENTIATE WEEKENDS FROM WEEKDAYS Elysia Todd¹, Esther Guillaume¹, David Funder¹; ¹University of California Riverside – Using the Riverside Situational Q-Sort (RSQ: Wagerman & Funder, 2009) participants described two recent everyday situations; one weekend, one weekday. These data demonstrated several face and construct-valid RSQ situational properties as differentiating weekend from weekday situations. This indicates the RSQ is effective for the quantitative measurement of situations.

D148

ASSESSING THE ADEQUACY OF POST-EXPERIMENTAL INQUIRIES IN DECEPTION RESEARCH AND FACTORS THAT PROMOTE PARTICIPANT HONESTY Ginette C. Blackhart¹, Kelly E. Brown¹, Kelsye Shell¹, Donald L. Pierce¹; ¹East Tennessee State University – This study evaluated the adequacy of post-experimental inquiries used in deception research and examined whether mood state, reward, and delivery method affected participants’ willingness to divulge suspicion or knowledge about the study. Offering a reward and completing the post-experimental inquiry on a computer modestly improved awareness and admission rates.

D149

THE ROLE OF THE CONSENT FORM AND THE EXPERIMENTER IN PARTICIPANT ATTITUDES AND RESPONSES John Eric Edlund¹, Jessica Hartnett², Jeremy Heider³, Adam Williams³; ¹Rochester Institute of Technology, ²Gannon University, ³Stephen F. Austin State University – We investigated the effects of the grammatical perspective used in the consent form (1st, 2nd, 3rd person) and the greeting used by the experimenter. The results from this study suggest the manner in which we interact with our participants can affect participant perceptions and willingness to engage in an experiment.

D150

THE DYNAMIC ANALOG SCALE: USING A SINGLE ITEM TO MEASURE PERSONALITY Erika A. Brown¹, James W. Grice¹; ¹Oklahoma State University – Two-hundred and thirty-eight participants completed the DAS for each of the Big Five traits. Reliability coefficients of participants’ self ratings ranged from .74 to .87. Also, the DAS predicted participants’ self-reported volunteerism, religiosity, general affect, and drinking behaviors equally compared to results typically obtained using a standard Big Five questionnaire.

D151

COMBINING LONGITUDINAL DATA ON PERSONALITY AND HEALTH FROM THE TERMAN LIFE CYCLE AND HAWAIIAN COHORTS Margaret L. Kern¹, Sarah E. Hampson², Howard S. Friedman³, Lewis R. Goldberg²; ¹University of Pennsylvania, ²Oregon Research Institute, ³University of California, Riverside – Can existing longitudinal studies be directly integrated to test lifespan theories of personality, development, and health? We combined data from the Terman Life Cycle and Hawaii Health and Personality Cohort studies; child personality predicted midlife health. The studies were successfully integrated, but careful attention must be given to measurement issues.

D152

TESTING THE EQUIVALENCY BETWEEN ONLINE AND IN-PERSON MEASUREMENT OF RWA, SDO, MRS Matthew P. Winslow¹, Benjamin Lindsay¹, Bradlee Gamblin¹; ¹Eastern Kentucky University – There are potential benefits from collecting data electronically, especially when collecting pretest data online using subject pool management software. We randomly assigned participants to complete the MRS, RWA, and SDO either online or in-person. Results confirmed that online and in-person measurements of these attitudes are equivalent.

D153

THE CORE CONSERVATISM SCALE Erin Solomon¹, Richard Harvey¹; ¹Saint Louis University – A new scale measuring conservative political ideology was developed, the Core Conservatism Scale. The scale has a three factor structure and demonstrated adequate construct validity, criterion validity, and internal consistency. The scale should be used in future research involving conservative political ideology.

D154

AMAZON'S MECHANICAL TURK: A NEW SOURCE OF INEXPENSIVE, YET HIGH-QUALITY, DATA? Michael Buhrmester¹, Tracy Kwang¹, Sam Gosling¹; ¹University of Texas at Austin – We evaluated Amazon's Mechanical Turk (MTurk), a new website containing the major elements required to conduct research. Findings indicate that participation is affected by compensation rate and task length, but MTurk participants are more diverse than typical American college samples and high quality data can be gathered rapidly and inexpensively

D155

EXPLORING THE LIBERALISM-CONSERVATISM CONTINUUM IN THE CONTEXT OF AMERICAN AGGRESSION Daniel Stancato¹, Andres G. Martinez¹, Paul K. Piff¹, Dacher Keltner¹; ¹University of California-Berkeley – We tested differences between liberals and conservatives toward American aggression. Participants wrote about American violence against another nation before completing various attitudinal measures. Conservatives assigned a greater portion of the world's resources to America, ranked America's moral standing higher, and were less likely to engage in political protest against America.

D156

A SECOND LOOK: WHEN SURFACE TRANSFORMATION TRUMPS ORIGIN ESSENTIALISM IN RACIAL CATEGORIZATION Lynette Ward¹, Patrick Henry¹, Joseph Garcia¹, Carlise King¹, Chuck Tate¹, Avi Ben-Zeev¹ ¹San Francisco State University – Origin essentialism (OE) occurs when an exemplar's category of origin trumps its similarity to a novel category. Participants viewed a vignette of an Asian woman whose eyes changed to appear White, accidentally. Contrary to OE, she was categorized as more White. We discuss physical features and essentialism in social categorization.

D157

LONG-TERM EFFECTS OF IMPLEMENTATION INTENTIONS ON PREVENTION OF SMOKING UPTAKE AMONG ADOLESCENTS Mark Conner¹, Andrea Higgins¹; ¹University of Leeds – Cluster randomized controlled trial tested the efficacy of repeated implementation intentions (simple if-then plans) in reducing smoking in adolescents. Both self-reported and objectively assessed smoking at 48 months post baseline were lower in the implementation intention condition. The research demonstrates the power of implementation intentions to produce long-term behavior change.

D158

WHAT PEOPLE REALLY WANT: NEED FOR STRUCTURE AS THE COMMON DENOMINATOR IN SELF-THREAT EFFECTS Marret K. Noordewier¹, Diederik A. Stapel¹; ¹Tilburg University – The self can be threatened in many ways, each resulting in a specific mental state. We show that although each specific type of self-threat affects its related need, they all increase the need for structure. This suggests that structure striving is an efficient way to describe one's state after self-threat.

D159

APPROACH MOVEMENTS ENHANCE PERCEPTIONS OF FLUENCY Meghan K. Housley¹, Isaiah F. Jones², Heather M. Claypool²; ¹Colby College, ²Miami University – Previous research has shown that fluency facilitates approach behavior. The purpose of this work is to determine if the reverse is also true. Consistent with expectations, simulated approach movements made targets appear more fluent than did simulated avoidance movements. Implications for the fluency and embodied cognition literatures are discussed.

D160

EMBODIED SOCIAL CATEGORIZATION Michael Slepian¹, Max Weisbuch², Nicholas Rule³, Nalini Ambady¹; ¹Tufts University, ²University of Denver, ³University of Toronto – Cognition can be embodied within physical sensations and actions. We examine how social categorization might be grounded in bodily experiences. Across two studies, the proprioceptive experience of toughness (versus tenderness) predictably biased the categorization of faces toward "male" suggesting that social category knowledge is at least partially embodied.

D161

THE PAST, PRESENT, AND FUTURE OF DISPOSITIONAL OPTIMISM: A LIFESPAN APPROACH Michael Busseri¹; ¹Brock University – Using data from an American probability sample, we evaluated differences between dispositional optimists and pessimists in evaluations of past, present, and future life satisfaction (LS). Paradoxical inclining subjective LS trajectories among young dispositional pessimists and declining trajectories among older optimists were resolved after adjusting for normative beliefs about development.

D162

WATCHING IS FOR DOING: THE INFLUENCE OF OBSERVED BODY MOVEMENTS ON DRINKING BEHAVIOR Oliver Genschow¹, Arnd Florack², Michaela Wänke¹; ¹University of Basel, ²University of Vienna – Observing a movement is neurologically similar to performing it. In two studies, we demonstrated the influence of observed body movements on drinking behavior. Watching arm flexion, compared to arm extension, led to more drink intake especially for participants who adopted the performer's perspective.

D163

SOCIAL FACILITATION AND SITUATED COGNITION. Ricardo Fonseca¹, Teresa Garcia-Marques¹; ¹ISPA - University Institute – University Institute Using a situated cognition approach to social facilitation, we corroborated and extended Allport's "spreading-out-of-thought" effect in two experiments. Additionally, we provide preliminary evidence that the mere-presence of others increases inclusion of contextual features in cognitive processing. This effect seems to adapt us to work in wider network: our social environment.

Prosocial Behavior

D164

"THE MEEK SHALL INHERIT THE EARTH": CHRISTIAN CONSERVATIVES AND OPPOSITION TO EQUALITY Olga Antonenko¹, Matthew Feinberg¹, Robb Willer¹; ¹UC Berkeley – Three studies examine the religious beliefs of Christian conservatives as they affect attitudes towards egalitarianism. Study 1 reveals that Christian conservatives hold contradictory views of

God as both compassionate and wrathful. Studies 2 and 3 demonstrate that experimentally priming these views leads to divergent levels of support for egalitarianism.

D165

THE DIFFERENTIAL EFFECTS OF RESTITUTION AND APOLOGY ON BEHAVIORAL AND SELF-REPORTED FORGIVENESS Robert Carlisle¹, Jo-Ann Tsang¹, Nadia Ahmad²; ¹Baylor University, ²Medical College of Wisconsin, Center for Patient Care and Outcomes Research – This study employed a lab induced offense to study the effects of apology and restitution. Both behavioral and self-reported forgiveness was measured. Behavioral forgiveness was increased by restitution, but not apology or the interaction. Self-reported forgiveness was increased by apology, but not restitution or the interaction.

D166

KILLING THEM WITH KINDNESS- COMPASSION'S ASSOCIATION WITH AGGRESSIVE RESPONSES TO THOSE WHO THREATEN LOVED ONES Anneke Meyer-Berg¹, Michael Poulin²; ¹University at Buffalo – This study examined the associations between the emotion of compassion and prosocial aggression—intending to harm someone who threatens a loved one. When a close other was perceived as highly threatened, feelings of compassion were associated with greater aggression towards the person who harmed the close other.

D167

THE ROLE OF COMMUNITY ORIENTATION IN PROMOTING ONLINE PARTICIPATION Mark Snyder¹, John S. Kim¹, Patrick C. Dwyer¹, Jennifer Filson Moses¹, Paul T. Fuglestad¹, Clelia Anna Mannino¹, Rich Davies¹, Loren Terveen¹; ¹University of Minnesota – Building on previous theory and research on the role of sense of community in promoting social participation, we conducted a study on participation in online communities. We found that individuals were more likely to participate on a movie-recommendation website if they were already inclined towards feeling a sense of community.

D168

PAST VOLUNTEERISM PREDICTS AMOUNT OF CONTENT CONTRIBUTED IN AN ONLINE COMMUNITY Patrick C. Dwyer¹, Jennifer Filson Moses¹, Paul T. Fuglestad¹, John S. Kim¹, Clelia Anna Mannino¹, Rich Davies¹, Loren Terveen¹, Mark Snyder¹; ¹University of Minnesota – The success of online communities depends on user involvement but only a small percentage of users actually contribute content. We sought to identify who is more likely to do so. We found past volunteerism to be a useful predictor of who will contribute more content to MovieLens, a movie-recommendation website.

D169

WHO VOLUNTEERS? UNDERSTANDING THE PERSONALITY CHARACTERISTICS OF ADOLESCENT VOLUNTEERS Zeynep Cemalcilar¹; ¹Koc University – The present study investigates the underlying dynamics of adolescents' volunteerism. Using pre- and post-project participation data from Turkish primary school students, we examine (1) the personality characteristics of first-time volunteers compared to non-volunteers and (2) the effect of this participation on volunteers when pre-project characteristics are taken into consideration.

D170

YESTERDAY OR NEVER: DONATING AS TIME-BOUND COPYING BEHAVIOR Laura Straeter¹, Willem Jan Bertram¹, Jacob Jansen¹, Rob Nelissen¹, Diederik Stapel¹; ¹Tilburg University – We study the impact of temporal distance on persuasion and demonstrate that support for charities is higher when people communicate they supported a charity recently (yesterday) rather than long ago (last year). This effect reverses, however, when the communicator is a distant rather than a close other and is content-unspecific.

D171

THE SOCIALLY EXCLUDED: AGGRESSIVE, EMOTIONALLY NUMB, AND...COMPASSIONATE? Allison Smith¹, Michael J. Gill²; ¹Lehigh University – We challenge the notion that the socially excluded are numb and incapable of compassion (cf. Twenge et al., 2007). In three studies, we provide evidence that the socially excluded are especially compassionate in response to the social pain of others but not to other types of pain.

D172

HE WATCHES, HE KNOWS: PREDESTINATION BELIEF BELIES THE EFFECT OF FREWILL BELIEF ON PROSOCIAL BEHAVIOR Kevin Smith¹; ¹University of Texas - Austin – The importance of believing in freewill on prosocial tendencies has been demonstrated in previous research. However, Christian beliefs, particularly predestination, a form of spiritual determinism, may belie that relationship. This hypothesis gains support from the present study. The importance of superordinate beliefs, like faith, on philosophical beliefs is discussed.

D173

A DIRE CONSEQUENCE OF EMPATHY Adrianna C. Jenkins¹, Daniel M. Wegner¹; ¹Harvard University – Does empathy ever threaten the well-being of others? Results from three experiments suggest that greater empathy for a suffering person primarily increases the desire to promote the person's psychological welfare—even, paradoxically, at the cost of the person's life.

D174

NUMBING THE MORAL SENSE: HOW COMPASSION REGULATION INFLUENCES THE MORAL SELF-CONCEPT C. Daryl Cameron¹, B. Keith Payne¹; ¹University of North Carolina at Chapel Hill – Does avoiding compassion toward others carry unanticipated consequences? In two studies, we show that subjects who eliminated compassion later reported caring less about morality, and being less empathic in general. Compassion regulation does not appear to be cost free, as it risks compromising the moral self-concept.

D175

ALTRUISM, EMOTION AND THE VAGUS NERVE Gregg Sparkman¹, Chris Oveis², Dacher Keltner¹; ¹UC Berkeley- Institute of Personality and Social Psychology, ²Harvard University – The present replicates previous ones showing positive emotion's association with vagal tone (indexed by respiratory sinus arrhythmia) and altruism, but provides new evidence showing that vagal tone and altruistic behavior predict distinct portions of the variance in positive emotions. Unexpectedly, a negative relationship between vagal tone and altruism is found.

D176

WHEN COMPASSION COLLAPSES: HOW MORE VICTIMS CAN (SOMETIMES) LEAD TO LESS HELPING Kathleen Schmidt¹, Timothy Wilson¹; ¹University of Virginia – A series of studies was conducted to uncover the mechanisms and boundary conditions of the collapse of compassion effect, when individuals facing a greater number of people in need are less likely to engage in helping behaviors than those confronted with single victims.

D177

GENDER DIFFERENCES IN CHILDREN'S RESPONSES TO PERSON-FOCUSED, PROCESS-FOCUSED AND NO ATTRIBUTIONAL FEEDBACK ABOUT PROSOCIAL BEHAVIOR Julie C. Dunsmore¹, Conrad S. Baldner¹; ¹Virginia Tech – Forty-nine 9- to 10-year-old children participated in a study examining how process-focused, person-focused, and no attributional feedback influence children's prosocial behavior after facing the social challenge of another child behaving rudely towards them. Girls who received no feedback and boys who received process-focused feedback increased prosocial behavior.

D178

EXPLORING THE LIMITS OF SELFLESS CONCERN FOR OTHERS Nathan L. Arbuckle¹, William A. Cunningham¹, ¹The Ohio State University – Many assume that altruism is limited, in that it is really driven by self-interest and reserved for close others. The current studies demonstrate evidence of selfless concern for others using a new measure, the dual-spinner task, and find that shared identity and psychopathy interact to affect selfless concern for others.

D179

APPLYING A FUNCTIONAL APPROACH TO PARTICIPATION IN ONLINE GROUPS Paul T. Fuglestad¹, John S. Kim¹, Clelia Anna Mannino¹, Rich Davies¹, Patrick C. Dwyer¹, Jennifer Filson Moses¹, Loren Terveen¹, Mark Snyder¹; ¹University of Minnesota – Employing a functional perspective, we examined people's reasons for joining the movie recommendation website MovieLens. Consistent with functional theorizing, different reasons for joining predicted specific behaviors; utilitarian reasons predicted the basic behavior of rating movies, whereas community oriented reasons predicted social and community oriented behaviors.

D180

VOLUNTEER MOTIVATIONS: DOES INCREASING VOLUNTEERISM ENSURE FIGHTING SOCIAL INEQUITY? Sahana Mukherjee¹, Ludwin Molina¹, Matt Robinson²; ¹University of Kansas, ²Columbia University – The present study examines the correlates of volunteerism. Specifically, whether certain individual motivations to volunteer predict increased hours volunteering yet ironically maintain the status quo and prevent us from correcting the root of social problems (e.g., poverty) which lead certain individuals to seek help in the first place.

D181

SOCIAL MOTIVES AND PERSONALITY AS PREDICTORS OF ON-LINE PARTICIPATION Jennifer Filson Moses¹, Paul T. Fuglestad¹, John S. Kim¹, Patrick C. Dwyer¹, Clelia Anna Mannino¹, Rich Davies¹, Loren Terveen¹, Mark Snyder¹; ¹University of Minnesota – Using a functionalist perspective, measures of social motives and personality attributes were used to predict a number of actual on-line user behaviors on the movie recommendation website MovieLens. We found that understanding and humanitarian motives, empathy, and altruism predicted a number of pro-social and self-oriented on-line behaviors.

D182

HELPING IN A RANDOM WORLD: PROSOCIAL INTENTIONS AND BEHAVIOR CAN SATIATE COMPENSATORY CONTROL NEEDS Jillian Banfield¹, Daniel Nadolny¹, Aaron Kay²; ¹University of Waterloo, ²Duke University – Previous research has explained helping behavior as due to empathic concern for victims or a desire to relieve one's negative affective state. Leveraging compensatory control theory, three studies demonstrate that, when the belief in an orderly world is threatened, helping behavior serves as a means for restoring perceptions of control.

D183

MOTIVATIONAL CONFLICT PROVOKED BY PRESENTING THE VICTIM AS ONE AMONG OTHERS Luis Ocejja¹, Tamara Ambrona¹, Belén López-Pérez¹, Eric Stocks²; ¹Universidad Autónoma de Madrid, ²University of Texas at Tyler – Different motives have been proposed in order to explain prosocial behavior. But one unanswered question is how these different motives interact. In three studies, we tested whether presenting the person in need as “one-among-others” evokes a motivational pattern that involves the presence of at least two motives: altruism and justice.

D184

THE EFFECTS OF REGULATORY FOCUS AND SOCIAL ANXIETY ON GRATITUDE AND INDEBTEDNESS Maureen Mathews¹, Natalie Shook², Kristina Schiller¹, Kaitlin Hines¹, Lela Dantrassy¹; ¹St. Mary's College of Maryland, ²Virginia Commonwealth University – We investigated the roles of regulatory focus and social anxiety on gratitude and indebtedness. Participants primed with approach focus were more grateful than participants primed with avoidance focus. Socially anxious people reported less indebtedness when primed with approach focus than socially anxious people primed with avoidance focus.

D185

THE EFFECT OF POSITIVE SELF-WORTH ON PROSOCIAL BEHAVIOR Blythe Duell¹, Dave Harbin¹; ¹Southeastern Oklahoma State University – The aim of this study is to examine the relationship between in-group norms, self-worth, and prosocial behavior. These results suggest that when an individual sees himself in a positive light, there is a greater likelihood that he will engage in behavior that affirms his self-identification.

D186

ON BECOMING BATMAN: THE IMPACT OF THREAT INDUCED UNCERTAINTY ON THE LIKELIHOOD OF TAKING ACTION Curtis Phills¹, Kerry Kawakami¹, Kyle Nash¹, Nikki Mann¹, Ian McGregor¹; ¹York University – Two studies investigated the impact of threat induced uncertainty on taking action. In both studies threatened participants were more likely to take action either for personal gain (Study 1) or for the benefit of a charity (Study 2). In addition, Study 2 found that self-power associations mediate this effect.

D187

FORGIVING THOSE WHO TRESPASS AGAINST US: IS THE RELIGION-FORGIVENESS LINK REALLY A MATTER OF FAITH? Isabelle Pichon¹, Vasillis Saroglou²; ¹La Reunion, ²Université Catholique de Louvain – In the study, we examined if religiosity promote forgiving attitudes and vengeful behavior. These findings suggest that degree of religious faith might only predict self-reported forgiveness; when it comes to forgiving behavior, knowledge about religious teachings might play a more important role than specific religious beliefs or strength of religious commitment.

D188

NARROWING DOWN TO OPEN UP FOR OTHERS: EMPATHIC CONCERN IS ENHANCED BY INDUCING DETAILED PROCESSING Karl-Andrew Wolfin¹, Olivier Corneille¹, Vincent Yzerbyt¹, Jens Förster²; ¹Université Catholique de Louvain, ²University of Amsterdam – Empathy forms the basis of social functioning. Four experiments found that empathic concerns are enhanced in contexts promoting a detailed processing style (local perceptual scope, prevention motivation, low power) rather than a holistic processing style (global perceptual scope, promotion motivation, high power). Simple contextual changes influence empathy beyond individual differences.

D189

DIFFERENTIAL EFFECTS OF GOD-CONCEPTS ON PRO-SOCIAL BEHAVIOR Kathryn Johnson¹, Ashley N. Swail¹, Rachel B. Walters¹, Adam B. Cohen¹, Carissa Sharp²; ¹Arizona State University, ²University of Cambridge – Evolutionary psychologists have theorized that beliefs about a moralizing, punishing God promote cooperation. Through priming various God-concepts, we show that activating thoughts of an indwelling Spirit vs. religious role model (Jesus) differentially increases conformity and helping behaviors; however, priming a punishing God-concept was least likely to elicit pro-social behavior.

- D190**
THE EFFECTS OF SUFFERING, POST-TRAUMATIC GROWTH, AND EMPATHY ON A PROSOCIAL ORIENTATION Renee El-Gabalawy¹, Katherine B. Starzyk¹, Corey S. Mackenzie¹; ¹University of Manitoba – The current research aimed to identify whether a prosocial orientation results from trauma. Results indicated that traumatic suffering, but not psychological distress, predicted post-traumatic growth. Additionally, empathy mediated the relationship between post-traumatic growth and several prosocial outcomes. The current findings have important social and clinical implications.
- D191**
THE MODERATING ROLE OF TRANSGRESSION TYPE ON THE RELATION BETWEEN DEPENDENCY, SELF-CRITICISM, AND FORGIVENESS Rebecca Young¹, C. Ward Struthers², Careen Khoury³; ¹York University, ²York University, ³York University – This study explored the moderating role of transgression type on the relation between dependency, self-criticism, and forgiveness. The results showed that individuals high in self-criticism are less forgiving of self transgressions and individuals high in dependency are more vengeful of relationship transgressions.
- D192**
HELPING OTHERS AS A PROTECTIVE FACTOR THAT PROMOTES PHYSIOLOGICAL RESILIENCE TO STRESS Dylan Smith¹, Julia Seng², Stephanie Brown¹, William Lopez²; ¹Stony Brook University Medical Center, ²University of Michigan – In a study of older adults with chronic pain, helping behavior was related to diurnal changes in progesterone levels, which in turn was related to symptoms, and depression (p 's < .05). Further analyses revealed an interaction consistent with a stress regulatory role for progesterone.
- D193**
A PHENOMENOLOGICAL, BEHAVIORAL, AND GENETIC EXAMINATION OF SPIRITUALITY AND RELIGIOSITY: IMPLICATIONS FOR PROSOCIALITY Laura Saslow¹, Paul K. Piff¹, Esther Wong¹, Robb Willer¹, Aleksandr Kogan², Emily A. Impett³, Katharine Clark⁴, Matthew Feinberg¹, Christopher Oveis⁵, Christopher E. Mason⁶, Dacher Keltner¹, Sarina M. Rodrigues⁷; ¹University of California, Berkeley, ²Hong Kong University, ³University of Toronto, ⁴University of Colorado, Boulder, ⁵Harvard University, ⁶Cornell Medical College, ⁷Oregon State University – Some suggest that religious people are more prosocial, whereas others suggest that religiosity predicts antisocial tendencies. To tease apart this apparent contradiction we hypothesized and found evidence for the idea that spirituality uniquely predicts increased prosociality whereas religiosity does not.
- D194**
THE NEUROGENETICS OF NICE: OXYTOCIN AND VASOPRESSIN RECEPTOR GENES AND PROSOCIAL BEHAVIOR Michael Poulin¹, E. Alison Holman², Anneke Meyer-Berg¹; ¹University at Buffalo, ²University of California, Irvine – We assessed oxytocin and vasopressin receptor polymorphisms in a survey of a U.S. sample ($N = 348$). Genotypes previously found to predict laboratory generosity buffered the negative associations between threat (lifetime trauma and perceived malevolence of the world) and several types of prosocial behavior, including volunteering and civic engagement.
- D195**
LITTLE HELPERS: NOUNS MOTIVATE YOUNG CHILDREN'S HELPING BEHAVIOR MORE THAN VERBS Allison Master¹, Christopher J. Bryan¹; ¹Stanford University – Preschool children were assigned to a noun ("you could be a helper"), verb ("you could help"), or baseline control (no mention of helping) condition. Children in the noun condition were significantly more likely to help the experimenter in four subsequent situations.
- D196**
MORALITY GIVES US MEANING: PERCEIVED MORAL STANDING AFFECTS SUBJECTIVE MEANING IN LIFE Daryl R. Van Tongeren¹, Jeffrey D. Green¹; ¹Virginia Commonwealth University – We hypothesized that the perception of being moral confers greater meaning in life. After receiving experimentally manipulated feedback regarding their morality, the predicted significant crossover interaction between morality condition and participant agreement with the feedback revealed that individuals who perceived themselves as highly moral reported greater meaning in life.
- D197**
VOLUNTEERING ATTITUDES AS A FUNCTION OF AFFIRMING THE IDEAL-SELF Michael K. Coolson¹, Madoka Kumashiro², Keith A. Quesenberry³; ¹Shippensburg University, ²Goldsmiths, University of London, ³Temple University – We examined the role of the ideal self in volunteering attitudes using a quasi-experimental design. As expected, volunteering experiences which moved individuals away from their ideal selves yielded negative attitudes. In contrast, indirect experiences or movement toward the ideal self as a result of volunteering led to positive attitudes.
- D199**
THE EFFECT OF HANDSHAKE ON THE WIN-WIN NEGOTIATION Jinyoung Park¹, Eunok Suh¹; ¹Yonsei University – Touch is an effective way to communicate one's prosocial intention and to establish mutual trust. Focusing especially on such role or touch in establishing reciprocity, the present research aims to reveal one important real-life implication of touch: the role of handshake in facilitating win-win negotiation.
- D200**
THE IMPACT OF COGNITIVE PERSPECTIVE TAKING ON FAIRNESS AND RECIPROCITY IN PRESCHOOL CHILDREN Joanna Schug¹, Haruto Takagishi¹, Hiroyuki Okada², Michiko Miyazaki², Toshio Yamagishi¹; ¹Hokkaido University, ²Tamagawa University – An ultimatum game (UG) and dictator game (DG) were conducted with preschoolers to examine the impact of Theory of Mind (ToM) on fairness and reciprocity. ToM had a positive effect on fairness, but only impacted reciprocal behavior after fair offers, suggesting that ToM may impact positive but not negative reciprocity.
- D201**
THINKING GLOBALLY AND LOCALLY: INCREASING COOPERATION BY MATCHING CONSTRUAL TO ACTION LEVELS IN SOCIAL DILEMMAS Kristjen B. Lundberg¹, Lawrence J. Sanna^{1,2}, Craig D. Parks³, Edward C. Chang⁴; ¹University of North Carolina-Chapel Hill, ²Fuqua School of Business, Duke University, ³Washington State University, ⁴University of Michigan – Cooperation in social dilemmas depends on matching construal to action levels. Using a fishing analogue, we found participants were more cooperative when abstract pro-social motives ("be cooperative") were activated under high construal levels. Conversely, participants were more cooperative when concrete pro-social actions ("return fish") were activated under low construal levels.
- D202**
HOW CAN YOU EASE OTHERS' AGONY OF DEFEAT? COMPARING RELATIONSHIP-BUILDING, OTHER-ENHANCING, AND SELF-LOWERING APPEASEMENT STRATEGIES Anne Zell¹, Peter Schultz¹, Michelle Hubbling¹, Jenna Obler¹, Rachel Nelson¹, Jon Ask¹; ¹Augustana College – What is the best strategy for appeasing someone whom you have outperformed? Participants imagined themselves in scenarios in which someone outperformed them and then made a self-lowering, other-enhancing, or relationship-building remark. Participants indicated they would react more positively to relationship-building or other-enhancing comments from outperformers than to self-lowering comments.

D203**HOW CAN WE INCREASE HELPING BEHAVIOR TO DISABLED PEOPLE?**

Sangyeon Yoon¹, Seungah Ryu¹, Shinhwa Suh¹, Yonghun Kim¹; ¹Korea University – To find practical strategies to increase helping behaviors to disabled people, we measured participants' intentions to help other person in two scenarios. In the results, fairness as well as empathy had strong effects on helping behavior to disabled people. These findings make us realize that education of fairness is needed.

D204**THE NATURAL PATH TO FEELING CLOSE: THE EFFECTS OF NATURE ON CLOSENESS AND EMPATHY**

Cody DeHaan¹, Netta Weinstein², Richard Ryan¹; ¹University of Rochester, ²University of Hamburg – Two studies exposed participants to images of natural or non-natural environments. Results indicated that participants exposed to natural environments felt closer to others, and were empathic and giving to all impoverished individuals depicted in videos. On the other hand, those exposed to non-natural environments only cared for Americans in need.

Assessment**D205****THE ROLE OF “PERCEPTIONS OF OTHERS” IN PERSONALITY MEASUREMENT**

Fabian Elizondo¹, Patrick Wadlington¹; ¹Birkman International – Most personality instruments only assess self-report. The current study suggests taking into account both perceptions of self as well as perceptions of others to better assess personality. The findings revealed that differences in these perceptions do exist and provide valuable insight into personality measurement from a social psychology perspective.

D206**AN ITEM RESPONSE THEORY ANALYSIS OF THE NARCISSISTIC PERSONALITY INVENTORY**

Robert Ackerman¹, M. Brent Donnellan¹, Edward A. Witt¹; ¹Michigan State University – Item Response Theory was used to evaluate the Raskin and Terry (1988) scales from the Narcissistic Personality Inventory. Results revealed the most diagnostic NPI items and indicated that the adaptive scales (e.g., Authority) measured average trait levels most precisely whereas maladaptive scales (e.g., Entitlement) measured higher trait levels most precisely.

D207**A NEW MEASURE FOR IDENTIFYING RANDOM RESPONDERS IN QUESTIONNAIRE DATA**

Zdravko Marjanovic¹; ¹York University – Two experiments evaluated a new random responding scale called the Indiscriminate Responding Scale (IRS). Its items instruct respondents exactly how to answer each item; thus, instructions-compliant responses are considered conscientious and in-compliant responses random. Across studies, the IRS correctly classified random and conscientious responders about 98% of the time.

D208**PRIMING AND SOCIAL DESIRABILITY OF SELF-REPORTED RELIGIOSITY AND ALCOHOL CONSUMPTION**

Clayton Neighbors¹, Lindsey Rodriguez¹, Ruby Gonzales¹, Rosine Atidepe¹, Nicole Fossos¹, Judith Tidwell¹; ¹University of Houston – This research evaluated response biases of religiosity and alcohol consumption. Religiosity was assessed before or after questions regarding alcohol consumption. Participants who indicated religiosity first reported fewer drinks and drinking less frequently. Priming religion may result in underreporting drinking and these effects are not simply the result of socially desirability.

D209**MEASURING SELF/OTHER OVERLAP WITH GOD**

Carissa Sharp¹, Nicholas J. S. Gibson¹, Kathryn A. Johnson²; ¹University of Cambridge, ²Arizona State University – This research adapts the Inclusion of Other in the Self Scale (Aron, Aron, & Smolan, 1992) to the study of supernatural others. The new scale has been shown to measure two dimensions of Christian participants' relationships with God: self/God overlap and the relative size of the self and God.

D210**THE DEVELOPMENT OF SCALES OF PERSONALITY AND PSYCHOPATHOLOGY FROM CHINESE MEDICINE**

David Alexander¹, Ian Williamson¹, Clifton Oyamoto², Nicholas Cuccia¹; ¹New Mexico Highlands University, ²San Jose State University – Interpretations of five element theory in Chinese medicine posit that there are personality traits associated with “five elements”. Furthermore, excesses and deficiencies in these traits are deemed unhealthy responses to stress. This study develops and refines measures of the five traits and their excesses/deficiencies, and examines relationships between them.

D211**ABILITY OF THE COPING COMPETENCE QUESTIONNAIRE TO PREDICT RESILIENCE TOWARD LEARNED HELPLESSNESS**

Cindy Ollis², Kerstin E. E. Schroder^{1,2}; ¹Society of Behavioral Medicine, ²University of Alabama at Birmingham – The Coping Competence Questionnaire (CCQ), designed to assess a general stress resistance versus a propensity towards learned helplessness was found to be a successful predictor of performance on anagrams (when performance was measured before mood) among matched participants randomly exposed to success or failure on TetraVex puzzles before solving anagrams.

D212**D3-SHORT: A BRIEF MEASURE OF THE DARK TRIAD**

Delroy L. Paulhus¹, Daniel N. Jones¹; ¹University of British Columbia – The Dark Triad of personality comprises Machiavellianism, narcissism, and psychopathy. Unfortunately, the classic measures are too long for many research purposes. We present a new 40-item measure called D3-Short. Intercorrelations range from .20 - .41: Reliability and validity data support its potential as a replacement for the classic measures.

D213**GETTING TO KNOW HITLER THROUGH COMPUTERIZED TEXT ANALYSIS**

G. Taylor Lightfoot¹, Cindy K. Chung¹, James W. Pennebaker¹; ¹University of Texas – Speeches and proclamations (n = 203) by Adolf Hitler from 1932 to 1945 were analyzed using Linguistic Inquiry and Word Count (LIWC), a novel method to study influential yet inaccessible political leaders. The results showcase how computerized text analysis can detect personality and intent when self-reports are impossible to acquire.

D214**EVOLUTIONARY ATTITUDES AND LITERACY SURVEY: DEVELOPMENT AND VALIDATION OF A SHORT FORM**

Stephen Short¹, Patricia Hawley¹; ¹University of Kansas – The Evolutionary Attitudes and Literacy Survey (EALS) measures an array of constructs associated with one's endorsement and objection to evolutionary theory. The psychometric properties of the EALS were examined and multiple groups CFA verified the 62 item short form to be a valid alternative to the full scale for researchers.

Gender**D215****EFFECTS OF UNMITIGATED AGENCY AND MORAL DISENGAGEMENT ON RISKY DRIVING BEHAVIOR IN ADOLESCENTS DRIVERS**

Marnie Sutton¹, Debra McCallum¹; ¹University of Alabama, Tuscaloosa – T-tests indicated no significant differences between sexes in risky driving behavior. Using regression analysis, unmitigated agency was found to significantly pre-

dict risky driving. No other gender trait predicted risky driving. Moral disengagement was found to be a partial mediator of the relation between unmitigated agency and risky driving behavior.

D216

SCIENCE = ALONE: IMPLICIT ASSOCIATIONS AND WOMEN'S STEM INTEREST Emily K. Clark¹, Mia Steinberg¹, Amanda B. Diekman¹, Elizabeth R. Brown¹, Amanda M. Johnston¹; ¹Miami University – Past research suggests that self-reported beliefs that STEM careers are incompatible with communion may contribute to women's underrepresentation in those fields. We present evidence for an implicit dissociation between science and communion. These associations interact with gender and explicit communal goal endorsement to predict interest in STEM careers.

D217

"DON'T CHA" WANT TO?: PERCEPTIONS OF CASUAL SEX PROPOSERS AND ACCEPTERS Ali Ziegler¹, Terri D. Conley¹; ¹University of Michigan – In order to further explore sexual double standards (Reiss, 1967), this research investigates how gender and role (accepter or proposer) of someone who engages in casual sex interact to affect perceptions of that person. Inconsistent with sexual double standards, results support positive ratings of female proposers on several personality traits.

D218

IS THE EXPRESSION OF LOVE FEMINIZED? A TEST AND EXTENSION OF CANCIAN'S HYPOTHESIS Aleksandra Huic¹, Zeljka Kamenov¹, Ivana Jugovic², Carrie Bredow³, Elizabeth Schoenfeld³, Ted Huston³; ¹University of Zagreb, Faculty of Humanities and Social Psychology, ²Institute for Social Research, Centre for Educational Research and Development, Zagreb, ³University of Texas at Austin – We tested 302 married Croatian couples to explore Cancian's hypothesis about feminization of love. Newly constructed Ways of Showing Love Scale revealed individuals who love more to show love in more ways, with both genders being expressive and instrumental. Different types of expressivity and instrumentality proved to be gender-specific.

D219

DIFFERENTIAL EFFECTS OF GENDER GROUP COMPOSITION ON CREATIVE PROBLEM SOLVING Viktoria Tidikis¹, Ross May¹, Ivan K. Ash¹; ¹Old Dominion University – This study examines how gender and working alone versus in a dyad affects creative problem solving performance. All-women, all-men, and mixed-gender dyads were compared to individual performers. Men performed better when working in pairs as compared to working alone, while women did not benefit from working in groups.

D220

TO BE OR NOT TO BE SELFISH? NEGATIVE GENDER TRAITS AND WELL-BEING Camille E. Buckner¹, Stephanie K. Ellis¹; ¹Marymount University – We sought to clarify the relationship between gender traits and well-being. Participants self-rated on negative gender traits (e.g., selfishness/selflessness), positive gender traits, and measures of physical/psychological functioning. Negative gender traits uniquely predicted health/relationship problems, distinguishing them from their positive counterparts and indicating that these negative traits merit more attention.

D221

GENDER ROLES, SEXIST BELIEFS, AND ABORTION: TRADITIONAL BELIEFS ABOUT WOMEN AND GENDER PREDICT ABORTION ATTITUDES Heather Terrell¹, Julie Nagoshi², Gabrielle Filip-Crawford², Craig Nagoshi²; ¹University of North Dakota, ²Arizona State University – Participants answered questions abortion attitudes, sexism, and gender roles. Benevolent sexism was correlated with less support for abortion rights. Women with more masculine gender roles—such as assertiveness and competitiveness—also regarded abortion more favorably. These results suggest that abortion attitudes are associated with traditional views about women and gender.

D222

DETERMINANTS OF THE FEMININITY-PAIN RELATIONSHIP: EFFECTS OF GENDER PRIMING AND NEED FOR AFFECT ON PAIN Stephanie L. Fowler¹, Heather M. Rasinski¹, Andrew L. Geers¹, Suzanne G. Helfer²; ¹University of Toledo, ²Adrian College – We explored the femininity – pain relationship. Dispositional need for affect and femininity were pre-screened and gender roles were primed before a laboratory pain task. Need for affect and femininity predicted pain reports in the feminine prime condition. Need for affect statistically accounted for the association between femininity and pain.

D223

BODY IMAGE AT MIXED-SEX AND SINGLE-SEX COLLEGES Bettina Spencer¹, Caitilin Barrett¹, Gina Storti¹, Mara Cole¹; ¹Saint Mary's College – Students at women's and mixed-sex colleges completed measures of body satisfaction. Lower-level students at both schools chose similar ideals, but upper level students at the single-sex college showed an increase in ideal body size as compared to students at the mixed-sex college who showed a decrease in ideal body size.

D224

GENDER ROLE TRADITIONALISM: DIFFERENCES IN NORM FULFILLMENT AND REGULATORY FOCUS Clifford Evans¹; ¹Miami University – Gender-role traditionalism may affect fulfillment of gender roles through differential norm endorsement and regulatory focus. Endorsement of intensified and relaxed prescriptive and proscriptive norms differed by role traditionalism, and endorsement of intensified prescriptive norms was predicted by promotion focus for high traditionalism, but by prevention focus for low traditionalism.

D225

DO YOUNG WOMEN EXPECT DOMESTIC AND EMPLOYMENT INEQUALITY? AN ANSWER FROM A POSSIBLE SELVES EXPERIMENT Janell Fetterolf¹, Alice H. Eagly²; ¹Rutgers University, ²Northwestern University – In this possible selves study, undergraduate women imagined themselves as married mothers in situations that differed in their labor force participation and educational attainment. The participants expected more housework and childcare and lesser salary than their husbands even if they envisioned full-time employment and an advanced degree.

D226

MASCULINITY AS A MODERATOR OF AN EFFECTIVE UV PHOTOGRAPHY INTERVENTION AMONG COLLEGE-AGED MEN Laura A. Walsh¹, Michelle L. Stock¹; ¹George Washington University – College men had either their UV photograph taken, or a black-and-white photograph only. Controlling for baseline sun-protection cognitions and behavior, results indicated that the impact of the photograph was stronger for men higher in masculinity, suggesting that UV photography may encourage these men to acknowledge their skin cancer risk.

D227

GENDER DIFFERENCES IN PERCEPTIONS OF SEXISM: THE ROLE OF INSTITUTIONAL VERSUS INDIVIDUAL SEXISM Alison Blodorn¹, Laurie T. O'Brien¹, Justin Kordys¹; ¹Tulane University – The present research investigates how gender differences in perceptions of sexism are affected by the type of sexism under consideration. Two studies suggest a critical distinction between institutional and individual forms of sexism, which translates into important real-world consequences for targets of institutional and individual forms of sexism.

D228

THE HOSTILE GLASS CLIFF: EXAMINING THE ROLE OF AMBIVALENT SEXISM IN THE GLASS CLIFF EFFECT Megan K. McCarty¹, Janice R. Kelly¹; ¹Purdue University – We explored whether Ambivalent Sexism moderates the glass cliff effect. Participants ranked male and female candidates for a leadership position in a failing or thriving company. Males,

but not females, were ranked more favorably in the thriving company than in the failing company. Participants' hostile sexism moderated this interaction.

D229

WOMEN IMITATE LIFE, MEN EXAGGERATE IT: SEX DIFFERENCES IN SCRIPTWRITERS' PORTRAYAL OF LINGUISTIC SEX DIFFERENCES Molly E. Ireland¹, James W. Pennebaker¹; ¹University of Texas at Austin – Two studies compared the degree to which male and female scriptwriters replicated real-life linguistic sex differences in their fictional dialog. Study 1 found real-world sex differences in seven function word categories. Study 2 revealed that female writers accurately portrayed existing sex differences, while male authors significantly exaggerated these differences.

D230

PLEASURABLE OR PRACTICAL: PREDICTORS OF ACCEPTING CASUAL SEX OFFERS AMONGST BISEXUAL WOMEN Sara Burke¹, Ali Ziegler¹, Amy C. Moors¹, William J. Chopik¹, Terri D. Conley¹; ¹University of Michigan – This study explores sexual strategies theory and pleasure theory in relation to the likelihood of bisexual women accepting offers of casual sex from women versus men. Results indicate that perceived characteristics of the proposer related to pleasure theory but not sexual strategies theory predict differences in acceptance.

D231

SHOW ME THE MONEY: WOMEN AND EFFECTIVE NEGOTIATING STRATEGIES Amy M. Williams¹, Jenessa R. Shapiro¹; ¹University of California, Los Angeles – Can women negotiate in organizational settings without being penalized? The present research explores how gender normative, non-normative, and combined normative and non-normative negotiation strategies influence perceptions of female job candidates. Results reveal that a combined strategy may allow women to negotiate assertively without experiencing backlash.

D232

EFFECTS OF GENDERED BELIEFS AND MATH PERFORMANCE ON MEN'S ROMANTIC INTEREST IN WOMEN Ariana F. Young¹, Lora E. Park¹; ¹SUNY University at Buffalo – We proposed that men's gendered beliefs (belief that smart women are threatening to men) and women's performance in masculine domains (math) would influence men's romantic interest in women. Results demonstrated that when women underperformed men in math, men liked them more, especially if they endorsed gendered beliefs regarding women's intelligence.

D233

GENDER IDENTITY AND SEXUAL RISK-TAKING Ashley Billig¹, Pamela Brouillard¹; ¹Texas A&M University-Corpus Christi – This study examines the relationship between gender roles and sexual behaviors. Individuals categorized as masculine reported significantly greater levels of sexual risk-taking. Understanding how gendered characteristics contribute to risky sexual behaviors may provide important insights that can be utilized to increase awareness of health consequences.

D234

GENDER ROLES, NARCISSISM AND SEXUAL SATISFACTION Pamela Brouillard¹, Ashley Billig¹; ¹Texas A&M - Corpus Christi – This study examines the relationship between gender roles, narcissism and sexual satisfaction. Individuals with high levels of masculine behaviors also reported higher levels of grandiosity, which significantly predicted levels of ego-based sexual satisfaction. Understanding the role of these personality characteristics and how they contribute to sexual behaviors merits further consideration.

D235

GENDER AS A UNIFIED BUT MULTIFACTORED HUMAN CHARACTERISTIC Erin Strauts¹, Jennifer Daniels²; ¹University of Connecticut, ²Illinois Wesleyan University – Participants reported on a broad spectrum of behaviors and feelings associated with their own sex and gender. Evidence is presented to support that the participants' sex, gender identity, gender expression, and sexual orientation are differentiable concepts. Each of these are shown to be non-binary and display variability across individuals.

D236

HOW GENDER IDENTITY MODERATES THE IMPACT OF A NEGATIVE CLIMATE FOR WOMEN IN STEM Isis H. Settles¹, Stevie C. Y. Yap¹; ¹Michigan State University – The present study of 639 female undergraduate students in STEM found that three of the four aspects of the academic climate assessed (i.e., general negative climate, feeling excluded, feeling surveilled, but not diversity climate) were related to women's lower perceptions of their academic performance. Further, gender identity buffered these relationships.

D237

GENDER SELF-CATEGORIZATION: GENDER AND SELF OVERLAP PREDICTS CURRENT GENDER IDENTITY Jay Ledbetter¹, Chuck Tate¹; ¹San Francisco State University – Gender identity has been studied using societal stereotypes; however, all studies assume that self-categorization as female or male is independent of stereotypes. We show that gender self-categorization can be predicted by an adapted version of the Inclusion of Other in the Self Scale (Aron, Aron, & Smollan, 1992), not stereotypes.

D238

LOVERS, MOTHERS, AND WORKERS: IDENTITY SALIENCE, OBJECTIFICATION AND BREASTFEEDING INTENTIONS AMONG LOW SES WOMEN Lauren Hawthorne¹, Meghan Huttoon¹, Amber Ferris¹, Jessi L. Smith¹; ¹Montana State University – We tested if priming different social identities affected breastfeeding intentions. This study was a 2 (low vs. high SES) X 2 (higher vs. lower body consciousness) X 3 (mother vs. lover vs. employee self-prime). Results showed among lower SES women, thinking about the self in non-reproductive terms increased breastfeeding intentions.

D239

QUANTITATIVE AND QUALITATIVE ASSESSMENTS OF GENDER IDENTITY AND PERCEPTIONS OF SEXISM Nia L. Phillips¹, Glenn Adams¹; ¹The University of Kansas – We assessed quantitative and qualitative forms of gender identity and their relationship to perceptions of sexism. Over a semester, women's studies students showed greater change in level and content of gender identity than personality psychology students. In addition, only identity content (and not identification level) significantly predicted attributions to sexism.

D240

RESOLVING THE DOUBLE-BIND: GENDER-PROFESSION IDENTITY INTEGRATION & WOMEN'S NEGOTIATION OUTCOMES Shira Mor¹, Pranjal Mehta¹, Ilona Fridman², Michael W. Morris¹; ¹Columbia University, ²Brooklyn College - City University of New York – Gender and professional identity integration, the perceived compatibility between gender and professional identities, has been hypothesized to promote women's performance in a professional task - negotiations. Across two studies, we find evidence that gender-profession identity integration promotes women's negotiation performance in a stereotypically masculine domain such as competitive negotiations.

- D241**
EFFECTS OF SELF-ESTEEM THREATS ON FEMALES REPORTING THEIR WEIGHT Lisa Lipschitz¹, C. Peter Herman¹; ¹University of Toronto – In order to explore the reasons why females underreport their weight, females' self-esteem was threatened. An interaction between threat condition and dietary restraint was found such that restrained eaters in the intelligence-threat condition underreported their weight to a greater extent than did intelligence-threatened unrestrained eaters and body-threatened restrained eaters.
- D242**
SELF-REGULATION AND THE FAILURE OF SEXUAL CONTROL: DO THE SEXES DIFFER IN REGULATORY ABILITY? Natasha Tidwell¹, Paul Eastwick¹; ¹Texas A&M – Are sex differences in sexual self-control attributed to impulse or inhibitory processes? Results from a self-report measure demonstrated that both sexes report inhibiting sexual impulses when appropriate. Using an implicit measure, we found that males exhibited more undesirable sexual behavior due to sex differences in their impulses, not inhibitory abilities.
- D243**
LIFE GOALS AND OCCUPATION STEREOTYPES EFFECTS ON CAREER INTEREST: ARE STEREOTYPES JUST FOR MEN? Cassie A. Eno¹, Joan M. Barth², Rosanna E. Guadagno², Lindsay Rice²; ¹Waldorf College, ²University of Alabama – This study examined the effect of occupation stereotypes and life goals on college students' career interests. Overall, relative to women, men's interest in occupations was more influenced by the occupation's gender stereotype. Women were more interested in feminine occupations that were compatible with family goals relative to comparable masculine occupations.
- D244**
THE CONTRIBUTION OF TOY MARKETING TO THE SOCIAL CONSTRUCTION OF GENDER STEREOTYPES Michael Dudley¹; ¹Southern Illinois University Edwardsville – In this study, the marketing of children's toys towards gender stereotypes was investigated. Results indicated that toys marketed towards boys exhibited highly masculine gender stereotypes, whereas toys marketed towards girls exhibited highly feminine gender stereotypes. Implications of these findings for the possible development of a gender-neutral society are discussed.
- D245**
THE DOUBLE STANDARD: GENDER DIFFERENCES IN JUDGING RELATIONSHIP BEHAVIOR Amanda Fox¹, Kate Sweeney¹; ¹University of California, Riverside – This study examined participants' reactions to a hypothetical situation in which an androgynously named individual acted immorally in a relationship under several conditions. Participants, regardless of their own gender, more readily judged the individual as more likable and their action as more justifiable if they felt the individual was male.
- D246**
SHE IS HAPPY BEING A HOUSEWIFE: BENEVOLENT SEXISM AND WOMEN'S PERCEIVED HAPPINESS Alejandro Tapia¹, Guillermo Byrd Willis², Mario Toledo¹, María del Sol Aguirre¹, Claudia L. Gutierrez¹, Elba B. Gomez¹, Miguel Moya²; ¹University of Monterrey, ²University of Granada, Spain – In this research we examined whether differences in benevolent sexism lead to differences in the perceived wellbeing of women with different occupational roles. We found that high-BS participants perceived the same wellbeing in working women and housewives, whereas low-BS participants perceived that working women have a higher wellbeing.
- D247**
CAUSES AND CONSEQUENCES OF WOMEN'S OBJECTIFICATION: EFFECTS OF POWER AND STEREOTYPICALITY Amy Hillard¹, Sarah Gervais¹; ¹University of Nebraska-Lincoln – Two studies examined whether power and stereotypicality affected sexual objectification of women. Study 1 showed that hyper-stereotypic women were objectified more than counter-stereotypic women in powerful positions. Study 2 replicated this finding in the lab; however, counter-stereotypic women were objectified in low power positions. Theoretical and practical implications are discussed.
- D248**
EXPERIENCEING BENEVOLENT AND HOSTILE SEXISM: THE ROLE OF PERCEIVED WARMTH AND COMPETENCE Charlie Law¹; ¹Penn State-Schuylkill – We investigated the possibility that perceptions of warmth and competence may predict sexist behavior. Participants watched a video in which the female grant applicant was either communal or agentic. The communal applicant was more likely to receive benevolent sexism, while the agentic applicant was more likely to receive hostile sexism.
- D249**
DOES IN-GROUP STIGMATIZATION OF GAY EFFEMINANCY EXTEND TO SEXUAL BEHAVIOR? AN EXPLORATORY STUDY Ernest Strain¹, Justin Lehmler¹, Andrew Caswell², Jennifer Bosson²; ¹Colorado State University, ²University of South Florida – This experiment examined gay men's appraisals of an in-group target with a varying gender (masculine/feminine) and sexual roles (assertive/passive). Predictions were that participants would exhibit a preference for masculine, sexually assertive targets. Although masculine targets were indeed preferred, participants had more negative appraisals of sexually assertive targets.
- D251**
STATUS, SEX, AND STEREOTYPES: EXPECTATIONS FOR GENDERED EMOTION EXPRESSION Jacqueline S. Smith¹, Marianne LaFrance¹, Kevin H. Knol², Donald J. Tellinghuisen², Paul Moes²; ¹Yale University, ²Calvin College – The influence of status on stereotypes of gender and emotional expression was explored using a reaction time measure. Reaction times were slowest to angry female faces when presented as executives, but not as assistants. These results demonstrate that social status can influence gender-emotion expectations at an automatic level.
- D252**
FEMALE AND MALE ROLE MODELS WHO EMBODY COMPUTER SCIENCE STEREOTYPES LOWER WOMEN'S PERFORMANCE EXPECTATIONS John Oliver Siy¹, Sapna Cheryan¹; ¹University of Washington – This research examines how computer science role models who fit stereotypes of the field influence women's performance expectations. Women had lower performance expectations after interacting with female and male stereotypical role models. Women's lower performance expectations were mediated by feelings of dissimilarity. Implications for recruiting women into STEM are discussed.
- D253**
DO AGENTIC TRAITS = SUCCESS IN SCIENCE?: THE GENDERED PERCEPTIONS OF SUCCESSFUL SCIENTISTS Laura Ramsey¹, Denise Sekaquaptewa¹; ¹University of Michigan – Results from a questionnaire completed by 122 students and 115 faculty in science revealed that agentic traits are viewed as more important for success in science than communal traits. Also, perceiving agentic traits as important for science interacts with self-perceptions of agency to predict motivation to continue in science.

D254

PERCEPTION OR REALITY? FEMININE AND FEMINIST WOMEN'S REPORTS OF GENDER-BASED STIGMA Lauren Miller¹; ¹Syracuse University – Women's feminist vs. feminine ideology should impact reports of self and group stigma. A survey indicated that feminists were more likely than feminine women to report that women are stigmatized. The results imply differences either in perceptions of discrimination or in actual discrimination experienced by feminist vs. feminine women.

D255

MOMS & DADS OF THE PAST, PRESENT & FUTURE Sarah Banchevsky¹, Bernadette Park¹; ¹University of Colorado – Participants imagined a mom or a dad of the past (1950), present (2009) or future (2050). Moms and dads were both seen as becoming increasingly nontraditional in their behavior and counter-stereotypic in their characteristics. However, while projected to become more similar to each other, both remained bounded to traditional roles.

D256

ADOLESCENTS' ROMANTIC RELATIONSHIP EXPERIENCE PREDICTS GREATER BENEVOLENT SEXISM IN BOYS AND HOSTILE SEXISM IN GIRLS Soledad de Lemus Martin¹, Pilar Montanes¹, Miguel Moya¹, Peter Glick², Jesus L. Megias¹; ¹Universidad de Granada, ²Lawrence University – We analyze how romantic relationship experience and age predict ambivalent sexism in adolescents, and how attractive are different sexist profiles. Results suggest that the general decline in sexism with age masks a contrasting effect of romantic experience, which suggests that heterosexual adolescents' desire to attract romantic partners may foster sexism.

D257

WHY DO STANDARDIZED TESTS UNDERPREDICT WOMEN'S ACADEMIC PERFORMANCE?: THE ROLE OF BIG FIVE CONSCIENTIOUSNESS Erik E. Noftle¹, Kristen C. Kling², Richard W. Robins³; ¹Willamette University, ²University of Minnesota, ³University of California, Davis – Despite scoring lower on the SAT than men, women earn higher college grades, a pattern termed the “female underprediction effect”. In three college samples, this effect is demonstrated, and a meditational model is tested, providing a partial explanation of the effect through gender differences in Conscientiousness (i.e., women score higher).

D258

A REVIEW OF THE SELF-OBJECTIFICATION QUESTIONNAIRE: WHAT DOES IT REALLY TELL US? Rebecca Harris¹, Sarah Gervais¹; ¹University of Nebraska - Lincoln – The Self-Objectification Questionnaire (SOQ; Noll & Fredrickson, 1998) measures preference for physical attributes over competence attributes; positive numbers indicate more self-objectification. Our review found only 19.23% of the samples of women showed a positive mean SOQ score, indicating that women are often not self-objectifying. Implications and moderators will be discussed.

D259

WOMEN'S PARADOXICAL REPORTS OF PHYSICAL THREAT IN THE CONTEXT OF SEXUAL OBJECTIFICATION Rachel Calogero¹, Afroditi Pina²; ¹Virginia Wesleyan College, ²University of Kent – Extending the scope of objectification theory, we present two studies that highlight safety anxiety as a previously unexplored subjective experience which links women's encounters of interpersonal sexual objectification to their beliefs and behaviors around physical threats. These findings call attention to a troubling paradox among women who are sexually objectified.

Poster Session E

Saturday, January 29, 8:00 – 9:30 am, Ballroom C

Attitudes/Persuasion

E1

HONOR, AGGRESSION, AND MASCULINITY AS PREDICTORS OF MEN'S SPORT PERCEPTIONS AND EXPERIENCES Joshua Davis¹, Mason Burns¹, Jessica L. McManus¹, Donald A. Saucier¹; ¹Kansas State University – We assessed men's perceptions of and participation in athletics as related to the male gender role. Higher scores on measures of male gender role adherence were related to less tolerance of surrender behaviors in sports, and to playing a greater number of sports, particularly those typically played only by males.

E2

USING ADVERTISING TO IMPROVE ATTITUDES TOWARD IMMIGRANT SKILLS: IS EMOTION ENOUGH? Caroline Bennett-AbuAyyash¹, Victoria M. Esses¹; ¹University of Western Ontario – Based on Role Theory, we hypothesized that current advertisements emphasizing immigrant underemployment are ineffective in promoting foreign skills recognition. A new version highlighted the value of immigrant skills and their mismatch with the position of a taxi driver. Results showed the amended advertisement to be more effective.

E3

JUSTICE IN HARM-DOING: EXAMINING DESERVINGNESS AND EXCLUSION IN THE TREATMENT OF MINORITIES AND TERRORIST SUSPECTS Irene Cheung¹, Paul Conway¹, Joetta P. Fernando¹, Candace Kawiuk¹, Carolyn L. Hafer², James M. Olson¹; ¹University of Western Ontario, ²Brock University – Support for equal employment opportunities (EEO) for visible minorities and harsh treatment of terrorist suspects were examined. Two studies showed that perceptions of the target deserving unfavorable treatment, but not exclusion from fairness principles, predicted less support for the EEO policy and more support for harsh treatment.

E4

TEMPORAL DISTANCE, IMAGING SKILL, AND RISK PREVENTION BEHAVIOR Junko Toyosawa¹, Hiroki Takehashi²; ¹Osaka Kyoiku University, ²Nagoya University – This study examined whether temporal distance influences their intentions toward earthquake preparedness actions, from the view of Construal Level Theory. The result showed that manipulation of temporal distance showed no difference on intentions, but the vividness of images influenced on it. Influences of individual differences of imaging skill were discussed.

E5

GOING GREEN INCREASES IMPORTANCE OF ENVIRONMENT AMONG STUDENTS WITH LOW ENVIRONMENTAL CONCERN Katherine Lacasse¹; ¹Clark University – Will performing "green" behaviors increase concern toward the environment as self-perception theory would suggest? Experimental participants performed a small eco-friendly behavior for a month. Participants who began with low initial concern about the environment or climate change ranked them significantly higher in political importance after performing the behavior.

E6

WHAT MAKES A VIDEO GO VIRAL? SOCIAL INFLUENCE PROCESSES IN THE TRANSMISSION OF INTERNET MEMES Rosanna Guadagno¹, Shannon Murphy¹, Dan Rempala², Bradley Okdie¹; ¹University of Alabama, ²Keimyung University – Participants watched videos pre-tested to elicit an affective response and reported their likelihood of spreading them. Regardless of the source—ingroup or outgroup—funny videos were more likely to be spread. Additionally, videos sent by the outgroup that elicited anger were more likely to be spread.

E7

VICARY'S VICTORY: SUBLIMINAL ADVERTISING IN MOVIES CAN WORK Thijs Verwijmeren¹, Johan Karremans¹, Wolfgang Stroebe², Daniël Wigboldus¹; ¹Radboud University Nijmegen, ²Utrecht University – This research is the first to show that subliminal advertising can be effective in real-life settings (presented in a movie), if conditions are right: Subliminally advertising is effective when brands are goal-relevant, and when ads are presented in a positive context. Subliminally advertising in negative contexts will have aversive effects.

E8

THE INFLUENCE OF FRAMING EFFECTS ON ONE'S RELATIONSHIP WITH GOD Travis Crone¹; ¹University of Houston-Downtown – Participants were given a negative, positive, or no frame prior to evaluating their relationship with God. Participants given the positive frame reported experiencing God's love less than other participants and reported God more a judge than participants given the negative frame. This may occur as a result of counterfactual thought.

E9

INVESTIGATING THE RELATION BETWEEN EMPATHY AND AGEISM IN SINGAPOREAN YOUNG ADULTS Sujin Yang¹, Hwajin Yang², Gi-Ho Park³, Gracia JieHui Chen²; ¹Tyndale University College, ²Singapore Management University, ³Institute of High Performance and Computation – We tested the relation of empathy and ageism in Singaporean participants. A significant variance in ageism (39%) was accounted for by empathy subscales suggesting that empathy decreases stereotyped views toward the elderly. We discuss possible explanations for this phenomenon from a perspective of social-cognitive theories on empathy and prejudiced attitudes.

E10

THE ROLE OF DISGUST IN THOUGHT VALIDATION Benjamin Wagner¹, Richard Petty¹, Pablo Briñol²; ¹The Ohio State University, ²Universidad Autónoma de Madrid – Does disgust lead to more negative judgments, or does it lead to more extreme judgments, regardless of thought direction? By manipulating the valence of people's thoughts, we demonstrate that inducing disgust after thinking can lead to polarization in the direction of the thoughts that people have generated about a target.

E11

MORALIZED POLITICS: SUPERFICIAL OR THOUGHTFUL? Daniel Wisneski¹, Linda Skitka¹, G. Scott Morgan¹; ¹University of Illinois at Chicago – The current study sought to determine whether people use their moral attitudes as an alternative to information and logic or whether people's morals are associated with more conscious, deliberative thought. Results supported the conscious, deliberative thought hypothesis. Greater attitude moralization predicted increased attention to the news and political engagement.

E12

EVALUATIVE CONDITIONING WITHOUT CS-US CONTINGENCY Eva Walther¹, Rebecca Weil¹, Tina Langer²; ¹University Trier, ²University of Bielefeld – Over the past decades it was debated whether evaluative conditioning (EC) is dependent on the CS-US contingency and whether awareness of this contingency is necessary for EC to occur. In two studies contingency and awareness were experimentally manipulated. Results indicated that EC is less restricted than hitherto assumed.

E13

FEAR, ANGER, FRUITS, AND VEGGIES: EFFECTS OF EMOTION AND MESSAGE FRAMING ON HEALTH BEHAVIOR Mary A. Gerend¹, Jon K. Maner¹; ¹Florida State University – We investigated effects of emotion (fear versus anger) and message framing (emphasizing gains versus losses). After an emotion induction task, participants read a framed pamphlet promoting fruit and vegetable consumption. As predicted, fearful participants were more responsive to a loss frame; angry participants were more responsive to a gain frame.

E14

FEATURE-SPECIFIC ATTENTION ALLOCATION MODULATES AUTOMATIC ATTITUDE ACTIVATION Tom Everaert¹, Adriaan Spruyt¹, Jan De Houwer¹; ¹Ghent University – We investigated whether automatic attitude activation depends feature-specific attention allocation (FSAA). Using different manipulations of FSAA and different measures of automatic attitude activation we found convincing evidence for the hypothesis that automatic attitude activation depends on the extent to which participants assign attention to the affective stimulus dimension.

E15

SYSTEM JUSTIFYING BELIEFS MODERATE RESPONSES TO OPINIONS ABOUT GENDER EQUALITY Dina Eliezer¹, Brenda Major¹, Wendy Berry Mendes²; ¹University of California, Santa Barbara, ²Harvard University – The current research examines how people respond to an interaction partner whose opinions violate their beliefs about meritocracy. We found that participants who interacted with a confederate who violated (versus confirmed) their beliefs exhibited more maladaptive cardiovascular responses, reported less liking for and agreement with the confederate and more anger.

E16

ATTITUDES, PERCEPTIONS, AND GENDER: DIFFERENCES AMONG COLLEGE STUDENTS ATTITUDES TOWARD CONDOM USE Kristina Hood¹, Natalie J. Shook¹; ¹Virginia Commonwealth University – This study investigated how attitudes toward condoms and perceptions of others' attitudes influence condom use. Males reported significantly more negative attitudes than females. However, females believed males to have even more negative attitudes toward condoms than they reported. Notably, females' perceptions of males' attitudes significantly related to their condom use.

E17

USING PERSUASION TO PROMOTE A MORE HOSPITABLE STEM WORK CLIMATE Tamera R. Schneider¹, Emily Polander¹, Andrea Jarosz¹, David Goldstein¹; ¹Wright State University – The biobehavioral model of persuasion was used to investigate attitude and behavior change toward STEM women faculty. STEM students were assigned to a challenge, threat, or standard message. The challenge or standard message enhanced attitudes in women, whereas threat enhanced attitudes in men. Message effectiveness is influenced by issue involvement.

E18

A CROSS-CULTURAL INVESTIGATION OF IMPLICIT ATTITUDES TOWARDS BLACK AND WHITE TARGETS BY OTHER MINORITIES Amanda Williams¹, Jennifer Steele¹, Ratika Srivastava¹, Elaine Tay²; ¹York University, ²The University of Western Australia – South-Asians/Malay and East-Asians/Chinese completed a White-Black IAT. Study 1 (North America) revealed that South-Asians had less bias, reflecting preference due to perceptual similarities or contact with Blacks. Study 2 (Brunei) revealed a pro-White preference that did not differ by race suggesting that across cultural contexts, implicit attitudes reflect status hierarchies.

E19

SELF-GENERATED ATTITUDE CHANGE AND INTERGROUP RELATIONS: SOME EFFECTS OF THOUGHT AND CROSS-CATEGORIZATION Matthew Valente¹, Christopher Leone¹; ¹University of North Florida – Self-generated attitude change was explored in the context of intergroup discrimination. Consistent with previous research, increased thought resulted in stronger attitudes about all groups. However, thought-induced attitudinal changes resulted in reduced intergroup discrimination when out-groups were cross-categorized with in-groups.

E20

ATTITUDINAL AMBIVALENCE AND TIME PRESSURE ON THE INTERNET Ulf-Dietrich Reips^{1,2}, Jeannette Oostlander³; ¹University of Deusto, ²IKERBASQUE, Basque Foundation for Science, Spain, ³ETH Zürich – In two WEXTOR experiments (<http://wextor.org>), we manipulated attitudinal ambivalence, information accessibility and time pressure. Results confirmed the interaction between ambivalence of information and accessibility of information. Time pressure and attitudinal ambivalence decreased the correlation between attitude and intention ($r = .64$, versus $r = .96$ for consistent information).

E21

ATTITUDE ACCESSIBILITY AFFECTS CATEGORIZATION: IF HEALTHINESS IS MORE ATTITUDE-EVOKING, SPINACH IS MORE PALATABLE Alison Young¹, Russell Fazio¹; ¹The Ohio State University – Evaluation of a target may depend on the extent to which each of its potential categorizations is attitude-evoking. After rehearsing attitudes towards taste-related (e.g., sour) versus weight-related (e.g., fit) words, participants rated how likely they were to eat various foods. Those in the taste (weight) condition preferred tastier (healthier) foods.

E22

UNCERTAIN THREAT LEADS TO INCREASED SOCIAL AGGRESSION Ingrid Johnsen Haas¹, William A. Cunningham¹; ¹Ohio State University – Past research has shown that both threat and uncertainty can independently lead to increased confidence, defensiveness, and aggression. In the present research, we examine the interaction of threat and uncertainty. Results show that uncertain threat is more likely than certain threat to lead to an increase in social aggression.

E23

NOT DOING IS NOT THE OPPOSITE OF DOING: IMPLICATIONS FOR ATTITUDINAL MODELS OF BEHAVIORAL PREDICTION Juliette Richetin¹, Mark Conner², Marco Perugini¹; ¹University of Milan_Bicocca, ²University of Leeds, United Kingdom – With three studies on three different behaviors we test the assumption that cognitions concerning not doing are not the simple opposite of those concerning doing because they can be based on different goals, and investigate implications in the domain of attitudinal models of behavioral prediction.

E24

WANTING OTHER ATTITUDES: DISCREPANCIES BETWEEN ACTUAL AND DESIRED ATTITUDES PREDICT FEELINGS OF AMBIVALENCE Kenneth G. DeMarree¹, S. Christian Wheeler², Pablo Briñol³, Richard E. Petty⁴; ¹Texas Tech University, ²Stanford University, ³Universidad Autonoma de Madrid, ⁴Ohio State University – Feelings of ambivalence stem from multiple sources including mixed evaluative reactions and disagreement with close others. The current research explores a previously unexamined antecedent of felt ambivalence – discrepancies between participants' actual attitudes and the attitudes they would like to hold. Actual-desired attitude discrepancies predict subjective ambivalence over previously-documented predictors.

E25

SOURCE CREDIBILITY AND PERSUASION: THE ROLE OF MESSAGE DISCREPANCY IN SELF-VALIDATION Abigail T. Evans¹, Jason K. Clark¹; ¹University of Iowa – Previous research has shown that credible sources can elicit greater confidence in message-related thoughts compared to sources that lack credibility. The findings of the current research suggest that this effect is moderated by the proattitudinal versus counterattitudinal nature of a communication.

E26

WHY PEOPLE ATTEND TO SURVEY RESULTS AND WHAT HAPPENS IF THEY DO Deborah F. Thoben¹, Hans-Peter Erb¹; ¹Helmut-Schmidt-University – In three experiments on the reception of survey results, strong prior attitudes led to high interest in this type of consensus information. When recipients attended to survey results, they changed their attitudes toward the majority position. This effect was mediated by biased processing of self-generated issue-relevant information.

E28

THE EFFECT OF DYNAMICS OF STORY EPISODES ON MENTAL TRANSPORTATION AND ATTITUDE CHANGE Jerzy Trzebinski¹; ¹Warsaw School of Social Sciences and Humanities – Subjects read two versions of the same story. The episodes structure was more versus less dynamic in terms of their positive or negative impact on the character's situation. More dynamic episode structure resulted in higher uncertainty and mental transportation and stronger congruency between recipient's final attitudes and the story message.

E29

THE ROLES OF VOCAL CONFIDENCE IN PERSUASION: AN ELABORATION LIKELIHOOD MODEL PERSPECTIVE Laura A. Creighton¹, Maia S. Kredenster², Leandre R. Fabrigar²; ¹University of Western Ontario, ²Queen's University – Past research demonstrates that speaker confidence influences persuasion. However, the exact mechanisms underlying this attitude change remains unexplained. Using the Elaboration Likelihood Model as a framework (Petty & Cacioppo, 1986a), the present study finds evidence that electronically manipulated vocal confidence acts as a biasing factor under conditions of high elaboration.

E30

THE EFFECTS OF GRAMMATICAL STRUCTURE AND FEELINGS OF POWER ON RISK BEHAVIOR PREVENTION Melanie Tannenbaum¹, Dolores Albarracín¹; ¹University of Illinois at Urbana-Champaign – In two studies, participants were primed with power or powerlessness and instructed to ask questions or make statements in an interaction addressing drinking and dieting behavior change. Participants intend to drink less and diet more when they are powerful and ask questions, or when they are powerless and make statements.

E31

GRATITUDE EXPRESSIONS AGAINST NORM-BREAKING BEHAVIOR: THE EFFECT OF CLARITY OF SENDER'S IDENTITY Satoko Yuo^{1,2}, Toshikazu Yoshida¹; ¹Nagoya University, ²Japan Society for the Promotion of Science – This study explored whether clarity of sender's identity can increase the effect of gratitude expressions against norm-breaking behavior by facilitating reciprocation. As predicted, only when the sender's identity was clear, participants (N = 191) who received gratitude expressions were more inclined to refrain from engaging in norm-breaking behavior.

E32

EVALUATIVE CONDITIONING EFFECTS CAN BE BASED ON INFERRED PAIRINGS Anne Gast¹, Jan De Houwer¹; ¹University of Ghent – Evaluative conditioning is a valence change of a neutral stimulus due to pairings with a valent stimulus. It is often assumed to be based on associations formed while experiencing the pairings. In two experiments, however, evaluative conditioning (measured explicitly and implicitly) occurred when pairings were not experienced but only inferred.

E33

EYE'M LOVIN'IT! ROLE OF AWARENESS IN MIMETIC DESIRE Clementine Bry¹, Evelyne Treinen¹, Olivier Corneille¹, Vincent Yzerbyt¹; ¹Universite Catholique de Louvain – Two studies addressed whether mimetic desire stems from an automatic form of learning. Participants performed a joint attention exposure task, an object evaluation task and an item-based memory task. Participants preferred objects that were gazed-at by another, but only when they were aware of the object-gaze association.

E34

HARNESSING IMPLICIT EGOTISM AND VALUE SYSTEMS TO MOTIVATE PROSOCIAL BEHAVIOR Fade Eadeh¹, David T. Neal²; ¹Duke University, ²University of Southern California – We show that implicit egotism, triggered though the name-letter effect, influences people differently depending upon their underlying values. People high on ego-enhancing values (i.e., power) donated more to a charity when the accompanying slogan matched their initials. People high on ego-transcending values (i.e., universalism, benevolence) donated less.

E35

THE ROLE OF SELF-DISCREPANCIES IN THE COGNITIVE DISSONANCE PROCESS Jennifer Bauer¹, Sandra Marques¹, Leandre Fabrigar¹; ¹Queen's University – This study explored the potential roles of specific self-concept structures on the cognitive dissonance process. Results suggest that the default self-construct implicated in the dissonance process is the ought-standard. When the ideal-standard is also salient, participants engage in greater restructuring of their cognitions to reduce dissonance.

E36

PRIMING THROUGH EMBODIMENT: EXTERNAL OBJECTS INFLUENCE INFORMATION PROCESSING AND ATTITUDES Jennifer Belding¹, Richard E. Petty¹, Pablo Briñol²; ¹Ohio State University, ²Universidad Autónoma de Madrid – We examined how (embodied) external objects affect information processing. Participants wore reading glasses or a baseball cap prior to receiving a persuasive message about senior comprehensive exams that included either strong or weak arguments. Attitudes were more affected by argument quality in the glasses than in the hat condition.

E37

WHEN PERSUASION BACKFIRES: ATTITUDE STRENGTH, POLITICAL IDEOLOGY, AND ATTITUDE POLARIZATION Jessica Barber¹, Natalie Shook¹; ¹Virginia Commonwealth University – The association between political ideology and attitude polarization was assessed. Participants with relatively extreme pre-existing attitudes toward abortion rights resisted change following a mixed evidence message, whereas those

with more moderate initial attitudes shifted in the direction of their political ideology. Implications for individuals' susceptibility to persuasion are discussed.

E38

WHEN DO FLEXION AND EXTENSION ARM ACTIONS CREATE ATTITUDES? Nicole E. Noll¹, Andrew Karpinski¹; ¹Temple University – We tested the robustness of the influence of flexion and extension arm actions on attitude creation and change by replicating the procedure of Cacioppo, Priester, and Bertson (1993). We did not observe an effect of arm action, despite having sufficient power. We discuss factors relevant to embodiment of attitudes.

E39

AUTOMATIC FALSIFICATION OF AFFECTIVE INFORMATION Rebecca Weil¹, Eva Walther¹; ¹University of Trier, Germany – The present studies investigated the automaticity of falsification. It was assumed that labeling positive and negative information as false would change the encoding strategy for that information in a way that incongruent associations to the given information are automatically activated. The results provide evidence for automatic falsification of valenced information.

E40

WHEN TWO NO'S MAKE A YES: INFLUENCE OF INFERENCES ON AUTOMATIC AFFECTIVE REACTIONS Riccardo Zanon¹, Jan De Houwer¹, Anne Gast¹; ¹Ghent University – Are automatic affective reactions merely due to associations in mind formed in a slow, gradual manner by direct experience of many stimulus pairings? In three new studies we tested whether not only simple co-occurrences of stimuli but also propositional knowledge (i.e. inferences) can influence the formation of automatic affective reactions.

E41

AWARENESS IN EVALUATIVE CONDITIONING: MULTIPLE ROLES FOR MULTIPLE PROCESSES Richard V. Kendrick¹, Michael A. Olson¹; ¹University of Tennessee – In the present research we provide evidence that contingency awareness has different implications for evaluative conditioning depending on the underlying process. We show that contingency awareness is not necessary for EC effects produced by an implicit misattribution process where the affect from the US is mistakenly attributed to the CS.

E42

LIBERTARIAN, CONSERVATIVE, OR SOMETHING IN BETWEEN? THE PSYCHOLOGY OF SUPPORT FOR THE TEA PARTY Sean P. Wojcik¹, Peter H. Ditto¹, Spassena Koleva¹, Ravi Iyer², Jesse Graham³, Jonathan Haidt³; ¹UC Irvine, ²University of Southern California, ³University of Virginia – Psychological differences between the Tea Party movement's supporters and non-supporters were examined. Compared to non-supporters, both libertarian and conservative Tea Party supporters were less sensitive to harm and more likely to equate fairness with equity and retribution than equality. The role of moral intuitions in shaping political beliefs is discussed.

E43

EVIDENCE OF COGNITIVE DISSONANCE WHILE INDUCING A SELF-FULFILLING PROPHECY Steven A. Lehr¹, Michael LaTour²; ¹Harvard University, ²University of Nevada, Las Vegas – Using print advertisements, we demonstrate that subjects asked to predict normatively desirable future behavior self-report arousal patterns consistent with personal dissonance. This experiment suggests that pressure towards cognitive consistency might partially mediate self-fulfilling prophecy effects, and validates a comparatively simple technique for experimentally inducing cognitive dissonance.

E44

OPEN-MINDED OR IGNORANT?: LIBERALS' AND CONSERVATIVES' RESPONSES TO PERSUASIVE POLITICAL MESSAGES Thomas Dirth¹, Helen Harton¹; ¹University of Northern Iowa – Being uninformed on political issues can be an issue across all political ideologies. This study examined how liberals and conservatives differ in susceptibility to ideological arguments about a partisan issue they know little about. Liberals were more affected by a persuasive essay, but overall, ignorance predicted agreement with the essay.

E45

UNDERSTANDING AND USING THE SINGLE CATEGORY IAT: RELIABILITY AND VALIDITY Andrew Karpinski¹, Nicole Noll¹, Kellianne Elker¹, Sandy Philipos¹, Whitney Starks¹; ¹Temple University – In a series of three laboratory studies, we experimentally manipulated methodological factors of the Single Category IAT to examine their effects on the reliability and validity of the measure. Overall, we found that the methodological factors we manipulated had relatively small effects on the psychometric properties of the SC-IAT.

E46

YOUR TORSO CAN TALK: VISUAL CUES TO SIMILARITY DETECTION Angela Bahns¹, Omri Gillath¹, Christian Crandall¹; ¹University of Kansas – People rely on visual cues in the torso area to detect similarity and to translate similarity into attraction. In an experiment, dyads wearing a black garbage bag over their body (head, arms, legs exposed) were less similar (and existing similarity did not lead to attraction) compared to normal, bagless dyads.

E47

EXPLORING THE MODERATING ROLE OF LEVEL OF REPRESENTATION WHEN CHANGING PERCEPTIONS ABOUT INDIVIDUAL INSTANCES J. Shelly Paik¹, Leandre R. Fabrigar¹, Christina Nestor¹, Bonnie L. MacDougall¹; ¹Queen's University – Experiments explored whether level of information (individual vs. category) underlying initial beliefs and disconfirming information influences degree of belief change about individual instances of a category. We found main effects of type of formation and type of disconfirmation and a two-way interaction between level of information at formation and disconfirmation.

E48

DOES PHYSICAL WARMTH PROMOTE MESSAGE PERSUASIVENESS? Kunio Ishii¹, Ai Onodera¹, Makoto Numazaki¹; ¹Tokyo Metropolitan University – We examined the effect of physical warmth on a message persuasiveness. Result showed high self-esteem participants who held hot pads significantly rated the article with the photograph of the author more persuasive. These results suggested attachment plays a critical role in the physical warm effect.

E49

ARE WE PUPPETS ON A STRING? THE ORIGIN OF DISSOCIATIONS BETWEEN IMPLICIT AND EXPLICIT EVALUATIONS Kurt Peters¹, Bertram Gawronski¹; ¹University of Western Ontario – Research has demonstrated that implicit and explicit evaluations of the same object can diverge. Challenging standard dual-process accounts of such dissociations, which appeal to the simultaneous operation of two parallel learning mechanisms, three studies showed that the validity of object-valence contingencies influenced both implicit and explicit evaluations of social targets.

E50

THE META-COGNITIVE TIES THAT BIND: THE ROLE OF ATTITUDE IMPORTANCE IN SIMILARITY EFFECTS ON ATTRACTION Vanessa Sawicki¹, Duane T. Wegener², Ramadhar Singh³; ¹Purdue University, ²The Ohio State University, ³Indian Institute of Management Bangalore – Past research suggests that attitude similarity breeds attraction regardless of attitude importance. The current study found that attitude importance moderates

similarity effects on attraction for people relatively high but not low in Need for Cognition. Ignoring Need for Cognition, no Similarity X Importance interaction on attraction emerged, replicating past research.

E51**UNDERSTANDING THE IMPACT OF MESSAGE FRAMING ON PREVENTION BEHAVIORS AMONG HIGH-RISK INDIVIDUALS: A SIMULATION STUDY**

Jennifer M. Taber¹, Lisa G. Aspinwall¹; ¹University of Utah – A genetic testing simulation tested whether elevated disease risk moderated the effectiveness of framed messages about melanoma prevention. Among high-risk participants, loss frames created greater sunscreen response efficacy and favorable attitudes than gain frames; patterns were reversed for low-risk participants. Loss-framed messages recommending prevention behaviors may maximally motivate high-risk individuals.

E52**PERCEPTIONS AND REPORTED USE OF MARIJUANA AND TOBACCO IN 1998 AND 2009**

Kathleen Cook¹; ¹Seattle University – Anti-drug messages have changed as have medical marijuana laws. Results of surveys administered in 1998 and 2009 show that undergraduates' perceptions and use of marijuana and tobacco reflect these changes. Perceptions of marijuana's harmfulness declined while marijuana use held steady. As perceptions of tobacco's harmfulness increased, tobacco use decreased.

E53**THE ROLE OF SUBJECTIVE PSYCHOLOGICAL DISTANCE TOWARD AN EVENT IN INFORMATION FLOW PROCESSES**

Koji Tsuchiya¹, Tadahiro Motoyoshi¹, Toshikazu Yoshida¹; ¹Nagoya University – We aimed to explore the role of psychological distance toward an event in a distant place regarding information flow processes. The results of our experiment indicated that psychological distance would be a critical factor in deciding to take action to events in distant places, and empathy affects how information flows.

E54**THE TARGETED CONSUMER: A PSYCHOBIOLOGICAL INVESTIGATION**

Emma Wyatt¹, Howard Nusbaum²; ¹University of Chicago, ²University of Chicago, Center for Cognitive and Social Neuroscience – Aimed at identifying the physiological underpinnings of feeling targeted by speech, a repeated measures experiment incorporated visual attention and pupilometry. Progressive pupil dilation and fewer fixations on the nose and mouth of the speaker are reliable markers of felt-targetedness. Targeted receivers are aroused and more socially connected to the source.

E55**IMPACT OF MANIPULATED PERCEIVED EFFICACY AND SELF-AFFIRMATION ON MEASURES OF RISK, EFFICACY, AND INTENTION**

Megan A. Davidson¹, Leandre R. Fabrigar¹, Kelsey Smart¹; ¹Queen's University – The effect of self-affirmation and manipulated perceived efficacy on perceptions of efficacy, risk perception, and risk-reducing behavioural intentions was examined in a series of 3 studies. Structural equation modeling and meta-analysis suggested a suppression effect for risk perception, and showed that the 3 categories of behavioural intentions had distinct antecedents.

E56**IS CHOCOLATE BETTER THAN SEX? PREDICTING SELF ESTEEM FROM ATTITUDES TOWARDS CHOCOLATE AND SEX**

Jose J. Valadez¹, Monica E. Munoz¹; ¹Texas A&M International University – The current study compared attitudes to chocolate (Benton, Greenfield, & Morgan, 1998) and sexual attitudes (Hendrick, & Hendrick, 1987) as predictors of self-esteem (Rosenberg, 1965). Hierarchical regression showed attitudes towards chocolate as better predictors of self-esteem. Specifically, there was a significant negative relationship between self esteem and guilt-related attitudes.

E57**THE BIGGER THEY ARE, THE HARDER THEY FALL: VULNERABILITY OF CERTAIN ATTITUDES UNDER REGULATORY DEPLETION**

Sally A. Williams¹, John V. Petrocelli¹; ¹Wake Forest University – Two experiments explored the effects of self-regulatory resources and attitude certainty on attitude change. Depleted, highly certain participants, presented with strong arguments demonstrated less resistance to persuasion than their depleted, low-certainty counterparts and non-depleted participants. Perceived counterarguing performance, but not counterargument frequency, was related to the level of attitude change.

E58**DYNAMICAL FORMATION OF ATTITUDES: THE ORDER-EFFECT ON SMOKING INTENTION AFTER POSSIBLE TAX INCREASE IN JAPAN**

Hiroaki Morio¹; ¹Kansai University – Dynamical process of attitude formation was examined using a large scale online survey of 2,000 participants. Five different levels of possible tax increase were presented in either ascending or descending order. The order effect was significant and systematic, supporting our claim that history of attitude change plays a vital role.

E59**DECONSTRUCTING ATTITUDE STRENGTH: UNDERSTANDING THE SUBJECTIVE BELIEFS RELATED TO ATTITUDES**

Jay K. Wood¹, Leandre R. Fabrigar¹, Steven M. Smith², Duane T. Wegener³; ¹Queen's University, ²Saint Mary's University, ³Ohio State University – The effects of motivational and ability antecedents to cognitive elaboration on strength-related subjective beliefs were examined in 2 experiments. Analyses revealed that participants' ability and motivation to attend to the central merits of arguments affected different subsets of strength-related beliefs.

E60**IF YOU ONLY KNEW: HOW NAÏVE REALISM CONTRIBUTES TO OVERCONFIDENCE IN PERSUASIVE ABILITIES**

Joanna Goplen¹, Joyce Ehrlinger¹; ¹Florida State University – Participants offered overconfident assessments of their persuasive ability and evaluated adversaries as comparatively uninformed on the issues. Participants' confidence in their persuasive ability was directly predicted by their perception of others as relatively uninformed, suggesting an overly simplistic belief that conflict resolution stems from a simple one-sided offering of information.

E61**CLARITY OR CONFUSION? THE EFFECT OF MULTIPLE NARRATIVES ON SUBSEQUENT DECISIONS.**

Joseph Simons¹, Melanie Green¹; ¹University of North Carolina at Chapel Hill – This experiment examined the effects of multiple narratives on a subsequent decision. When confronted with a case that was similar to two previous narratives, participants were able to successfully discount irrelevant points of similarity in favor of relevant ones. This process led to a marginally significant increase in decision confidence.

E62**MAPPING THE WAY TO ATTITUDE-BEHAVIOR CONSISTENCY: THE EFFECTS OF THINKING MORE**

Keith Welker¹, Rusty McIntyre¹, David Oberleitner¹, Phoebe Lin¹, Eric Fuller¹; ¹Wayne State University – In two experiments, we investigated how drawing concept-maps for social categories affected the impact attitudes have on behaviors toward social category members. Attitude relevant thinking was found to increase attitude-behavior consistency. A model of mental representations, associated concept valence, complexity, attitudes, and behaviors was developed from experiment 2.

E63

IMPLICIT RATIONALIZATION, EXPLICIT REACTANCE: A DUAL PROCESS MODEL OF RESPONSES TO RESTRICTED FREEDOMS Kristin Laurin¹, Aaron Kay²; ¹University of Waterloo, ²Duke University – How do people respond to having their freedoms restricted? We show that the implicit response is to rationalize the restriction, and downplay the restricted freedom's importance. In contrast, the explicit response is reactance: finding the restricted freedom all the more desirable. Findings are consistent with a dual process model.

E64

WAS JUSTICE SERVED IN THE 2008 CANADIAN FEDERAL ELECTION? IT DEPENDS WHO YOU VOTED FOR Paul Conway¹, Irene Cheung¹, Matthew Maxwell-Smith¹, Clive Seligman¹; ¹University of Western Ontario – Contrary to previous work (Skitka & Bauman, 2008), liberals held stronger moral mandates than conservatives. Yet, successful conservatives revised their perceptions of procedural fairness post-election, whereas unsuccessful liberals did not. Correlations suggest that liberals blamed the opposition leader for failing to win instead of downgrading overall election fairness.

E65

INFLUENCE OF MISPERCEPTIONS ABOUT GAY AFFLUENCE ON SUPPORT FOR PRO-GAY LEGAL REFORM Vanessa Hettlinger¹, Joseph Vandello¹; ¹University of South Florida – Gay Americans lack multiple legal rights, yet many people do not see gays as genuinely disadvantaged. It was predicted that people endorsing the conception of gay affluence would be less supportive of pro-gay legal reform. Controlling for homophobia and religiosity, perceiving gays as wealthy negatively predicted support for gay rights.

E66

POLITICAL CONSERVATISM AND UNCERTAINTY-BIAS IN PATIENTS WITH GENERALIZED ANXIETY DISORDER: AN EVENT RELATED POTENTIALS STUDY Shona M. Tritt^{1,2,3}, Helena Rutherford^{2,3}, Douglas S. Mennin², Linda C. Mayes^{2,3}; ¹University of Toronto, ²Yale University, ³University College London – Using ERPs, we examined the relationship between political ideology and neural processing of neutral stimuli in participants with (N=7) and without (N=12) Generalized Anxiety Disorder (GAD). Conservative political orientation predicted reduced LPP responses to neutral stimuli in the GAD group ($F(1,6)=27.79$, $p=.003$). Results support Jost and colleagues' (2003) uncertainty-threat model.

E67

THE IMPACT OF SOCIAL STATUS AND SOCIAL SUPPORT ON ATTITUDE CORRECTNESS: A COMPENSATORY EFFECT Emily Shaffer¹, Marisa Crowder², Radmila Prisin³; ¹San Diego State University – This study examines the effects of social status and social support on attitude correctness, as an aspect of attitude strength. Results yielded a significant interaction of status and support that suggests a compensatory effect in which a favorable comparison on one dimension counteracts an unfavorable comparison on the other.

E68

THE INFLUENCE OF MEDIA PRESENTATION AND CULTURE ON IMPLICIT NORMATIVE EVALUATIONS Crystal Tse¹, Steven J. Spencer¹, Mark P. Zanna¹; ¹University of Waterloo – This study examines the impact of media depictions on people's implicit normative evaluations – culturally shared beliefs about how social groups are treated in society. Results showed that people's implicit normative evaluations of Black people changed depending on people's approval or disapproval of racist jokes.

E69

"I DON'T LIKE FAT PEOPLE": PREDICTORS OF ANTI-FAT ATTITUDES Deborah A. Danzis¹; ¹High Point University – Anti-fat attitudes influence outcomes such as being socially rejected or hired for a job. This study (n=231) tested possible predictors of anti-fat attitudes, including body

image, personality, sexism, sex role orientation, and demographics. Results showed that anti-fat attitudes were predicted by body shame, sexist beliefs, agreeableness, and gender.

E70

INFORMATION PROCESSING AND RACIAL IMPLICIT AND EXPLICIT EVALUATIVE DISCREPANCIES India Johnson¹, Richard Petty¹, Pablo Briñol²; ¹The Ohio State University, ²Universidad Autónoma de Madrid – Previous research suggests discrepancies between implicit and explicit attitudes leads to greater information processing of messages relevant to the discrepancy. Examining racial attitudes, we found the greater the discrepancy between participants' implicit and explicit attitudes, the greater the impact of argument quality on attitudes, but only for a Black source.

E71

THREAT FOSTERS INCREASED EPISTEMIC CONSERVATISM AND IDEOLOGICAL POLARIZATION ON ISSUE-BASED CONSERVATISM Matthew Motyl¹, Brian Nosek¹, Jarret Crawford²; ¹University of Virginia, ²The College of New Jersey – This poster presents data from two studies suggesting that threat-primes evoke a conservative epistemic shift, but an ideologically-linked polarization on specific political attitudes.

E72

CAN WE REALLY UNDERSTAND IMPLICIT SOCIAL COGNITION FROM A RELATIONAL (PROPOSITIONAL) PERSPECTIVE? Sean Hughes¹, Dermot Barnes-Holmes¹; ¹National University of Ireland Maynooth – We examined whether training in the negation of stereotypes could influence implicit racial responding using the Implicit Relational Assessment Procedure. Results confirmed an anti-black/pro-white implicit bias for the control condition. Negation training eliminated this anti-black bias and produced evidence of pro-black implicit evaluations when training and testing contexts were similar.

E73

ASSESSING WOMEN'S ENDORSEMENT OF CONFLICTING MESSAGES ABOUT SEXUALITY: DEVELOPMENT OF THE SEXUAL AMBIVALENCE QUESTIONNAIRE (SAQ) Cinnamon L. Danube¹, Karen Gasper¹; ¹The Pennsylvania State University – We examined the hypothesis that women receive conflicting messages that they should avoid versus perform sexual expression, which can create ambivalence. In three studies we developed and validated the Sexual Ambivalence Questionnaire and found support for our hypothesis. Future research will examine the adverse consequences of endorsing these conflicting messages.

E74

OBLIGATION BUT NOT PERCEIVED EFFICACY MEDIATES THE ASSOCIATION OF MORAL CONVICTION AND INTENTIONS TO ACT G. Scott Morgan¹, Linda Skitka¹; ¹University of Illinois at Chicago – The current research tested mediators of the association between moral conviction and attitudinally relevant behavior in the context of a strike. Moral conviction was associated with greater perceived obligation to act but not greater perceptions of efficacy. Moreover, obligation mediated the relation between moral conviction and action for strike supporters.

Stereotyping/Prejudice

E75

THE NEGATIVE CONSEQUENCES OF NEGATIVE SELF-STEREOTYPING Angela Andrade¹, Melissa Burkley¹; ¹Oklahoma State University – This study examines a potential consequence of endorsing negative stereotypes: Negative perceptions from others. We examined how men and women perceive a female who blames math failure on the gender math stereotype. Results revealed men showed increased gender stereotype endorsement, and men and women experienced negative emotions toward the target.

E76

MENTAL SIMULATION AND SEXUAL PREJUDICE REDUCTION: THE DEBIASING ROLE OF COUNTERFACTUAL THINKING FOLLOWING DISCRIMINATION Audrey K. Miller¹, Keith D. Markman², Maverick M. Wagner¹, Amy N. Hunt¹; ¹Sam Houston State University, ²Ohio University – An experimental group demonstrated significant reduction in sexually prejudicial attitudes, relative to a control group, following counterfactual mental simulations of how an incident of discrimination against a homosexual man might not have occurred. Counterfactual thought generation fully mediated the effect of the experimental prime on prejudice reduction.

E77

REDUCING THREAT: CONSEQUENCES OF ALTERING SELF-RELEVANCE THROUGH ITEM DIFFICULTY ON STEREOTYPE RELEVANT TASKS Rachel Kallen¹; ¹University of Cincinnati – Two experiments demonstrate how varying difficulty of test items, by introducing a short sequence of ‘easy’ items, may improve performance for individuals under stereotype threat. Performance of African-American and female participants significantly improved after the mid-task manipulation as compared to participants who did not receive the mid-task manipulation.

E78

ATHLETES AND SEXUALITY: ARE COACHES BIASED AGAINST RECRUITING HOMOSEXUAL ATHLETES? Wind Goodfriend¹, Trevor Ulrich¹; ¹Buena Vista University – We investigated whether coaches, athletes, and non-athlete students have a bias against recruiting gay athletes for college sports teams. Participants completed items regarding their perceptions of either a gay or straight prospective athlete; surprisingly, there was no difference in perceptions across conditions (main effect $p = .76$).

E79

WEIGHING OUR WORDS: THE IMPACT OF TERMINOLOGY ON PERCEPTION OF BODY SIZE AND EXPRESSED PREJUDICE Leslie A. Crimin¹, Elizabeth C. Pinel¹; ¹The University of Vermont – Research on weight stigma uses the terms fat, overweight, obese, and heavyweight interchangeably. This study tests the assumption that perceivers treat the terms fat, overweight, obese, and heavyweight as equivalent. Findings suggest that the terminology are perceptually interchangeable but are not evaluatively so. Implications for prejudice research are discussed.

E80

THE IRONIC IMPACT OF COUNTERSTEREOTYPE AFFIRMATION ON STEREOTYPE THREAT Anna Woodcock¹, Margo Monteith¹; ¹Purdue University – Extensive affirmation of counterstereotypes can be effective in the reduction of implicit negative outgroup biases. We test the efficacy of counterstereotype affirmation on the reduction of implicit ingroup bias. Repeated conditioning of gender counterstereotypical careers actually increased the male-math/science implicit bias in women and hindered their performance under stereotype threat.

E81

EMBODIED CONDITIONING: HEAD NODDING REDUCES IMPLICIT PREJUDICE Annemarie Wennekers¹, Rob Holland¹, Daniël Wigboldus¹, Ad van Knippenberg¹; ¹Behavioral Science Institute, Radboud University Nijmegen – In the present study, we find that head nodding can reduce implicit prejudice, using a relatively short training procedure in which participants nodded the head after seeing ethnic outgroup names. The findings extend recent work showing lower prejudice after extensive approach arm movements training (Kawakami et al., 2007).

E82

AWARENESS OF ONE’S OWN IMPLICIT BIAS MAY HAVE NEGATIVE EFFECT ON ATTITUDES TOWARD DIVERSITY Charlotte Koot^{1,2}, David M. Amodio³; ¹Leiden University, ²VU University Amsterdam, ³New York University – We tested whether feedback about one’s own degree of implicit prejudice affects attitudes toward diversity. Results indicated that although feedback indicating one’s implicit prejudice increased participants’ immediate efforts to reduce their bias, compared with a control group, it led to more negative attitudes toward diversity issues, suggesting a backlash effect.

E83

INSECURE RELIGIOSITY: WHEN EXPLICIT FAITH MEETS IMPLICIT DOUBT Christina Pedram¹, Eric D. Knowles¹; ¹University of California, Irvine – The present studies explored whether certain high religiosity individuals are particularly defensive due to less conscious doubts about their beliefs, as indicated by low implicit religiosity. These participants showed the highest levels of conviction that their faith was the only true faith, rejection to anti-religious arguments, and religious outgroup prejudice.

E84

RETHINKING PEOPLE’S BELIEFS ABOUT CAUSES OF SEXUAL ORIENTATION Daria Bakina¹, Leonard Newman¹; ¹Syracuse University – Causal beliefs regarding sexual orientation strongly predict anti-gay attitudes. After establishing distinctions between different causal beliefs in Study 1, in Study 2 onset beliefs (biological and childhood socialization) were found to be moderators of the relationship between anti-gay attitudes and social policies specific to gay people in the United States.

E85

IMPLICIT EVALUATION OF MULTIPLE CATEGORIES Holen E. Katz¹, Irene V. Blair¹, Jessica L. Wilson¹; ¹University of Colorado at Boulder – Two studies used the Implicit Association Test and Go/No-go Association Task to examine the multiple-categories problem in implicit attitudes. These studies showed that focus of attention largely determines which category (age, race or gender) will dominate attitudes. However, a non-focal category may also influence implicit attitudes under some conditions.

E86

REDUCING RACIAL AMBIVALENCE WITH FACEBOOK: THE EFFECTIVENESS OF VICTIM-BASED MESSAGES Shannon Rauch¹, Kassandra Galuska¹, Amanda Leonard¹, Andrea Miller¹, Mallory Creter¹; ¹Providence College – White participants completed measures of racial ambivalence and viewed Facebook Notes pages with a pride-based racial message, a victim-based message, or an egalitarian message. Overall, results indicate that victim-based messages on social networking sites are highly accepted, reduce positive attitudes toward outgroups, and reduce ambivalence among conflicted targets.

E87

SPANNING THE POLITICAL DIVIDE: WHY ARE LIBERALS AND CONSERVATIVES PREJUDICED TOWARD DIFFERENT GROUPS? Stuart S. Miller¹, Russell J. Webster¹, Donald A. Saucier¹; ¹Kansas State University – The current study demonstrated that perceived worldview violations explained conservatives’ prejudice toward “progressive” groups perceived as supporting social equality and social change (e.g., scientists, environmentalists). Likewise, perceived worldview violations explained liberals’ prejudice toward traditional groups perceived as opposing social equality and social change (e.g., NRA members, Christian fundamentalists).

E88

THE INFLUENCE OF PERCEPTIONS OF FRIENDS' BELIEFS ON RACIAL ATTITUDES Gretchen Sechrist¹, Lisa Milford-Szafran²; ¹Mansfield University, ²Syracuse University – Two studies demonstrated that individuals changed their racial attitudes when they received disagreement feedback from a friend or close other, but did not change their racial attitudes when the information came from a non-friend or stranger. The importance of the role of friendships in prejudice reduction is discussed.

E89

THE INTERPLAY BETWEEN ENTITY BELIEFS AND CLASS-BASED REJECTION SENSITIVITY ON ACADEMIC PERFORMANCE Michelle L. Rheinschmidt¹, Rodolfo Mendoza-Denton¹, Michael W. Kraus¹; ¹University of California, Berkeley – We proposed that status-based rejection sensitivity stemming from social class membership would be especially damaging to undergraduates' achievement for those who endorse entity theories about personal qualities. Across two studies, entity theorists with high levels of RS-class showed the lowest GPAs and reported the least institutional identification of all students.

E90

NATIVE AMERICAN SPORTS MASCOTS ACTIVATE NEGATIVE STEREOTYPES ABOUT CONTEMPORARY NATIVE AMERICANS Elizabeth Focella¹, Jessica Whitehead¹, Jeff Stone¹, Stephanie Fryberg¹, Rebecca Covarrubias¹; ¹University of Arizona – This research examined if exposure to Native American sports mascots activates negative stereotypes about contemporary Native Americans. Responses on a lexical decision task showed that participants exposed to Native American sports mascots were faster to identify words like "alcohol", "obese" and "lazy" than participants exposed to non-Native sports mascots.

E91

REVENGE IS "SWEET": BLACK AND ASIAN WOMEN'S INDIRECT CONFRONTING OF INTERPERSONAL DISCRIMINATION Elizabeth A. Lee¹, Janet K. Swim¹, José A. Soto¹; ¹The Pennsylvania State University – Consistent with cultural norms, we have shown that Black women are more likely to confront discrimination than Asian women via direct verbal confrontation. The present study demonstrates that this difference is attenuated when examining indirect confrontation more consistent with Asian cultural norms for addressing conflict.

E92

CULTURAL DIFFERENCES IN PREJUDICE: DOES COMPETITION PREDICT PREJUDICE UNIVERSALLY? Hyeyoung Shin¹, John Dovidio², Jaime Napier²; ¹University of Maryland - College Park, ²Yale University – Cultural differences in prejudice were investigated using public data collected in U.S., Canada, Britain, Sweden, Finland, South Korea, China, Taiwan, and Vietnam. A previously known predictor of prejudice, competition more consistently predicted prejudice towards various out-groups in the Northern European countries, but not in the East Asian countries and Vietnam.

E93

DIFFERENCES IN ATTITUDES TOWARDS OUTGROUPS IN RELIGIOUS AND NON-RELIGIOUS CONTEXTS IN EUROPE: SITUATIONAL CONTEXT PRIMING Jordan LaBouff¹, Wade Rowatt¹, Megan Johnson¹; ¹Baylor University – Contexts prime. In a diverse multinational sample in northern Europe that did not differ on belief in God across conditions, the presence of a religious context compared to non-religious context was associated with increases in self-reported religiousness, conservative political attitudes, and more negative attitudes towards a variety of social groups.

E94

CULTURAL GROUNDING OF PERCEPTIONS OF MALE HOMOSEXUALITY S. Gokce Gungor^{1,2}, Monica Biernat¹; ¹University of Kansas, ²Allegheny College – Sixty eight participants at KU were primed with Christian and genetic world-views and rated gay men on stereotypes, emotions and controllability. Genetic priming relative to Christian led to higher perceptions of warmth and reduced perceived controllability of homosexuality which in turn predicted reduced anger demonstrating the situated nature of attitudes.

E95

REBOUND EFFECT OF SUPPRESSING POSITIVE VS. NEGATIVE STEREOTYPE Amane Kawano¹, Takashi Oka²; ¹Sophia University, ²Nihon University – The present research indicates that participants who consciously attempted to suppress negatively-valenced traits of elderly persons tended to judge based on the traits in the subsequent task (i.e. the rebound effect), but participants who suppressed positively-valenced traits didn't, which means that the rebound effect didn't occur in suppressing positively-valenced traits.

E96

SEXUAL PREJUDICES DRIVEN BY PERCEPTIONS OF UNWANTED SEXUAL INTEREST AND SOCIALIZATION THREATS Angela Pirtott¹, Steven Neuberg¹; ¹Arizona State University – Our research demonstrated sexual prejudices are best explained by a combination of two models: a strong negativity toward those perceived to threaten unwanted sexual interest, consistent with the importance of controlling one's reproductive activities; and a general heterosexism characterized by disgust and the general perception that non-heterosexuals threaten socialization.

E97

THE EFFECTS OF STEREOTYPE THREAT AND ANGER ON WOMEN PERFORMANCE TO A DRIVING-RELATED TASK Cindy Chateignier¹, Peggy Chekroun¹, Armelle Nugier²; ¹Universite Paris Ouest Nanterre La Defense, ²Clermont Universite, CNRS – Based on theories of emotions and appraisal theories (Oatley & Johnson-Laird, 1987; Scherer, 1997), the aim of this study is to examine the role of emotions, specifically anger, in the deleterious effect of the stereotype threat situation on performance. The results highlight the implication of anger in this decreased performance.

E98

THE ROLE OF STEREOTYPE ASSOCIATIONS IN RECOGNIZING EMOTIONAL FACES Gijsbert Bijlstra¹, Rob Holland¹, Ron Dotsch¹, Daniël Wigboldus¹; ¹Behavioural Science Institute, Radboud University, Nijmegen – With the present study we demonstrated that associations between social categories and specific emotions underlie stereotype effects in emotion categorization, above and beyond the influence of emotional intensity and facial features differences. A newly developed 'emotional IAT' successfully predicted the extent to which participants showed stereotype effects in emotion categorization.

E99

MASCULINE ROLE NORMS AND MORAL DISGUST TO GAY MEN Kevin Dooley¹, Matthew Callahan²; ¹Sonoma State University – In this study we examined if men feel moral disgust to gay male affection. Participants completed a masculinity inventory and viewed two film clips: neutral and gay male affection. Results show that men felt moral disgust (disgust and anger) to the gay clip, especially for those high in masculinity.

E100

PISSED OFF OR GROSSED OUT? DISTINCT ELICITORS OF MORAL ANGER VS. DISGUST BY HOMOSEXUAL BEHAVIOR T. Andrew Caswell¹, Jennifer Bosson¹, Roger Giner-Sorolla², Vanessa Hettinger¹; ¹University of South Florida, ²University of Kent – Antigay disgust and anger are assumed to arise from distinct moral violations, but much of the extant research focuses on disgust. We conducted two studies to examine antigay anger, distinct from disgust. Our findings suggest antigay anger might arise from appraisals of indirect harm, such as threats to societal values.

E101

A THREAT-BASED APPROACH TO REDUCING PREJUDICE: BREAKING THE LINK BETWEEN CUE AND PERCEPTION OF THREAT Tatiana Orozco Schember¹, Gregory D. Webster¹; ¹University of Florida – A sociofunctional approach to prejudice was used to develop and examine an intervention aimed at reducing health-threat-based prejudice. As predicted, an experiment indicated that the effectiveness of the intervention – which weakened the link between cue and perception of threat – depended on threat cue diagnosticity.

E102

THE EFFECT OF MATH-ANXIOUS ROLE MODELS ON MATH PERFORMANCE UNDER THREAT Allyce Monroe¹, Christopher Cole¹, David Marx¹; ¹San Diego State University – This work investigated how math anxiety expressed by ingroup and outgroup role models' affected the math performance of college students. Non-anxious ingroup role models helped women's, but hurt men's performance. Interestingly, the opposite was found for anxious ingroup role models. Outgroup role models' anxiety had no differential effect on performance.

E103

THE ROLE OF PERSONALITY AND STEREOTYPE THREAT ON LEADERSHIP ASPIRATIONS Ashley Amador¹, Victor X. Luévano²; ¹Pennsylvania State University, ²California State University, Stanislaus – Participants filled out a personality questionnaire and were either given explicit, implicit, or no stereotype activation. Leadership aspirations were positively correlated with extraversion and negatively correlated with neuroticism. There were no effects of stereotype threat or sex differences in leadership aspiration, but women reported greater educational aspirations than men.

E104

STEREOTYPE THREAT AFFECTS SIXTH GRADE ADOLESCENTS' MATH PERFORMANCE Bettina J. Casad¹, Faye Wachs¹, Patricia Hale¹, Marissa Salazar¹, Kayla Wells¹, Sara Chapman¹, Erika Estrada¹, Carolina Nuno¹, Tanya Chavez¹, Abdiel J. Flores¹, Bren M. Chasse¹, Jessica Didway¹; ¹California State Polytechnic University, Pomona – This study found effects of stereotype threat on adolescents' math performance and attitudes. Implicit intelligence theories moderated effects such that girls with an entity view of intelligence had a larger difference between performance in the experimental versus control group compared to girls with an incremental view of intelligence.

E105

MY FAIR PHYSICIST? FEMININE MATH AND SCIENCE ROLE MODELS DEMOTIVATE YOUNG GIRLS Diana E. Betz¹, Denise Sekaquaptewa¹; ¹University of Michigan - Ann Arbor – Countering the belief that girls would like science and math better if they seemed "girlier," "feminine" STEM role models reduced middle-school girls' math interest, ability, success expectations, and plans for future study compared to gender-neutral STEM role models or feminine school role models (not explicitly excelling in STEM).

E106

GENDER PREJUDICE AMONG MOTHERS, FATHERS AND YOUNG ADULTS: SIMILARITIES OR DIFFERENCES? Elena Marta¹, Sara Alfieri¹, Daniela Bami¹, Semira Tagliabue¹, Clelia Anna Mannino²; ¹Catholic University of Sacred Heart, Milan, ²University of Minnesota – Despite the large number of studies investigating prejudice, little work has examined prejudice within the context of family relations. The present research will investigate the similarities and differences between parents and children in their gender prejudice, in relation to the type of measurement strategy chosen.

E107

EXPOSING A CYCLE OF SILENCE: DISSONANCE DUE TO NOT CONFRONTING PREJUDICE INCREASES FUTURE INACTION Heather M. Rasinski¹, Andrew L. Geers¹, Stephanie L. Fowler¹, Jennifer Knisley¹; ¹University of Toledo – Individuals valuing activism experience cognitive dissonance when they do not confront an act of bias. In this study, we find that, in addition to feeling dissonance, individuals valuing activism who miss an opportunity to confront prejudice become increasingly less likely to confront in the future.

E108

ATTEMPTS TO MODERATE IMPLICIT GENDER STEREOTYPING CAN BACKFIRE Jaihyun Park¹, Klaudia Gladysz¹; ¹Baruch College-CUNY – This study examined effects of stereotype-inconsistent information on implicit gender stereotyping. Male and female participants (undergraduates and managers) were asked to read a one-page story about successful female leaders, to complete the IAT, and to fill out a questionnaire. Male participants showed greater stereotypic responses after exposure to female exemplars.

E109

JUST A LITTLE RESPECT: SEXIST BEHAVIOR AND PROCEDURAL JUSTICE Jennifer K. Brooke¹, Tom R. Tyler¹; ¹New York University – We hypothesized that interpersonal respect minimizes the harmful impact of sexism. We asked pairs of men and women to negotiate, and asked half to conduct their negotiation respectfully. In the control condition, the man's sexism harmed the woman's performance. However, in the respect condition, this impact of sexism was eliminated.

E110

WHY CONFRONT? EXPLICIT MOTIVATIONS FOR CONFRONTING SEXISM ON BEHALF OF THE SELF AND OTHER Jessica J. Good¹, Corinne A. Moss-Racusin¹, Diana T. Sanchez¹; ¹Rutgers University – A sample of 166 undergraduate women was surveyed about experiences confronting sexism for themselves; these women, along with 100 men, also reported their experiences confronting sexism for others. Results indicated that the strongest predictor of women's confronting for themselves was believing the confrontation would stop the perpetrator from acting sexist.

E111

CUES OF BELONGINGNESS ON WEBSITES OF SCIENCE, TECHNOLOGY, ENGINEERING, AND MATH (STEM) DEPARTMENTS Jessica L. Cundiff¹, Jessica L. Matsick², Theresa K. Vescio¹; ¹Penn State University, ²University of Michigan – University STEM department websites provide situational cues of who belongs and does not belong in the domain. To examine these cues, we conducted a content analysis of departmental website photographs. Relationships between website content, gender composition of department, and graduation rates of women for each department will be discussed.

E112

DISRUPTIVE EFFECTS OF MONEY REMINDERS AND FEMININE STEREOTYPES FOR WOMEN Jill Allen¹, Sarah J. Gervais¹; ¹University of Nebraska-Lincoln – Women's responses to money and stereotypically feminine stimuli were experimentally investigated. Results revealed decrements in executive control and low money empowerment for women

primed with a money (vs. control) reminder and feminine (vs. gender neutral) stimuli. Implications for money, role congruity, stereotype threat, and power theories are discussed.

E113

IMPLICIT SCIENCE STEREOTYPES MEDIATE THE RELATIONSHIP BETWEEN GENDER AND SCIENCE PARTICIPATION Jin X. Goh¹, Kristin A. Lane¹; ¹Bard College – We replicated findings that men were more likely than women to pursue science. Implicit, but not explicit, stereotypes that science is a male domain predicted students' plans. Moreover, implicit science stereotypes fully mediated gender's effects on planned science participation. These data highlight implicit stereotypes' importance in the scientific gender gap.

E114

"WHY DID THE FEMINIST CROSS THE ROAD...?" PREDICTING WOMEN'S AMUSEMENT WITH SEXIST JOKES Julie A. Woodzicka¹, Thomas E. Ford², Mary Hipp¹, Alison Love¹; ¹Washington & Lee University, ²Western Carolina University – Women high in hostile sexism disidentified more with feminists than women in general. They also were more amused by jokes that disparaged feminists than jokes that disparaged women. These findings support the hypothesis that in order for women to enjoy sexist humor, they must disidentify with the specific humor target.

E115

TASK, PRIMING PROCEDURES, AND VARIABILITY OF THE STEREOTYPE PRIMING EFFECT Katherine White¹, Jennifer Taylor¹, David Herring¹, Linsa Jabeen¹, Stephen Crites¹; ¹University of Texas at El Paso – The present study demonstrated that stereotype priming displays significant variability depending upon participant task and priming procedures. A linear trend was predicted with the stereotype priming effect strongest in a gender categorization condition, absent in a LDT condition, and intermediate in a pre-primed LDT condition. Results supported these expectations.

E116

ONLY STRONGLY GENDER IDENTIFIED FEMALE MENTORS PREFERENTIALLY EVALUATE FEMALE STUDENTS Kerry Spalding¹, Cheryl Kaiser¹; ¹University of Washington – Female mentors in STEM with strong gender identification evaluated an essay from an aspiring STEM student more favorably when the author was female rather than male; whereas, female mentors with weak gender identification trended in the direction of favoring the male student. Not all female mentors favor the ingroup.

E117

ACADEMIC CONSEQUENCES OF A SUGGESTION OF SEXISM FOR WOMEN'S PERFORMANCE AND SCIENCE IDENTITY Laurie O'Brien¹, J. Guillermo Villalobos², Glenn Adams³, Donna Garcia², Patricia N. Gilbert¹, Elliott Hammer⁴, Nia Phillips³; ¹Tulane University, ²California State University San Bernardino, ³University of Kansas, ⁴Xavier University – In the present study, women exposed to the suggestion from a female confederate that a male tutor was sexist performed better on a logic test than women in a control condition. However the suggestion decreased women's identification with science and increased their relative preference for humanities courses over science courses.

E118

GENDER BY RACE STEREOTYPE CONGRUENT AND INCONGRUENT CONTENT Libier Isas¹, Karina Pedroza¹, Cynthia Willis-Esqueda¹; ¹University of Nebraska-Lincoln – The study examined stereotype congruent and incongruent content about European (EAW) and Mexican American women (MAW). The qualitative data indicates that MAW are perceived as more traditional, and less likely to occupy roles characterized by intelligence and leadership than EAW. Implications of the findings are discussed in relation to discrimination.

E119

THE GENDERED NATURE OF DISGUST REACTIONS TO SEXUAL MINORITIES Matthew Paolucci Callahan¹, Theresa Vescio²; ¹Sonoma State University, ²Pennsylvania State University – Two studies show that men but not women experience moral disgust toward gay men. Although both men and women rated homosexual affection as immoral, women felt mild disgust toward both gay and lesbian affection. Men however felt strong disgust and anger to gay men but negative affect to lesbians.

E120

THE ROLE OF GENDER IN RACIAL ESSENTIALISM AND MOTIVATION TO CONTROL PREJUDICE Negin R. Toosi¹, Laura G. Babbitt¹, Nalini Ambady¹, Samuel R. Sommers¹; ¹Tufts Psychology – We examined data from 300 participants and found gender differences in racial essentialism and internal motivation to control prejudice. Using structural equation modeling, we explored whether greater endorsement of essentialist beliefs leads to decreased motivation to control prejudice or vice versa, and whether the relationship is driven by gender identification.

E121

DOUBLE STANDARDS IN PERCEPTIONS OF SEXUAL MORALITY FOR BLACK AND WHITE WOMEN Nicole M. Overstreet¹, Felicia Pratto¹, Colin Leach¹; ¹University of Connecticut – Sexual morality is socially desirable for women (Prentice & Carranza, 2002). However, asymmetries in disempowerment may exist as a function of race when sexual standards are violated. Thus, the present study examined whether sexual violations result in double standards in evaluations of competence and legitimacy for Black and White women.

E122

THE STEREOTYPIC EXPLANATORY BIAS AND IMPLICIT GENDER BIASES FOR AGGRESSIVE ACTIONS Phoebe Lin¹, Rusty McIntyre¹; ¹Wayne State University – The project examined perceptions of gender stereotypic and counter-stereotypic forms of aggression. The analyses indicated that women made more explanations for male actors aggressing counter-stereotypically and for female actors aggressing stereotypically. The results are interpreted as increasing our understanding of how individuals hold implicit gender biases.

E123

THE EFFECT OF WOMEN'S SOCIAL STATUS ON THE ATTITUDE TOWARD BENEVOLENT SEXISM Takehiro Yamamoto¹, Ken-ichi Ohbuchi¹; ¹Tohoku University, Graduate School of Arts and Letters – In present study, we attempted to examine if women's employment and marital status influences the acceptance of benevolent sexism. The results showed that married women in fulltime employment showed more negative attitudes toward benevolent sexism than those in part-time employment. But the difference was not significant for single women.

E124

THE INTERGENERATIONAL TRANSMISSION OF IMPLICIT MATH-GENDER STEREOTYPES FROM MOTHER TO CHILD IN JAPAN Yusuke Karouji¹, Yuri Miyamoto², Tokika Kurita¹, Janet S. Hyde², Takashi Kusumi¹; ¹Kyoto University, ²University of Wisconsin-Madison – This study examined the process of intergenerational transmission of implicit math-gender stereotypes among fifth-graders and their mothers in Japan. The results suggested that girls (but not boys) acquire implicit stereotypes and negative self-perceptions of math abilities via mothers' perceptions of children's math abilities which corresponded with mothers' implicit stereotypes.

E125

POLITICAL IDEOLOGY AND PROSOCIAL BEHAVIOR: UNDERSTANDING THE ROLE OF PRO-AMERICA ATTITUDES AND BLATANT PREJUDICE Aleah Goldin¹, Crystal Hoyt²; ¹University of Richmond – Political ideology has been shown to predict prosocial behavior patterns. Conservatives engage in more pro-social behavior toward their ingroups than liberals.

This research tests and supports the prediction that both positive ingroup attitudes and prejudicial attitudes toward the outgroups mediate the relationship between political ideology and prosocial behaviors.

E126

HEARSAY OR EXPERIENCE? A PILOT INVESTIGATION OF IMPLICIT AND EXPLICIT STEREOTYPE LEARNING Anthony Pascoe¹, Elizabeth Pascoe²; ¹Duke University, ²University of Northern Colorado – Participants learned to stereotype a target person's personality based on their clothing through an explicit or implicit learning paradigm. Results indicated that participants were able to form stereotypes through both types of learning; however they demonstrated no change in affect towards the target.

E127

GETTING AWAY WITH PREJUDICE: ATTRIBUTIONAL AMBIGUITY AND INGROUP SEXISM Blair Sanning¹, Leslie Zorwick¹; ¹Hendrix College – The current studies were designed to determine if attributional ambiguity would occur if females received feedback from a sexist female. Our results suggest that sexism seems to be received more favorably when it comes from a woman, as long as this sexist woman offers positive feedback.

E128

IMPLICIT THEORIES OF STABILITY AND MALLEABILITY OF MENTAL ILLNESS: RELATIONSHIP WITH MENTAL ILLNESS STIGMA Bobby Cheon¹, Galen V. Bodenhausen¹, Joan Y. Chiao¹; ¹Northwestern University – This study examined how implicit theories regarding the stability of mental illness relates to mental illness stigma. Entity theorists displayed greater implicit biases against mental illness relative to incremental theorists. Furthermore, beliefs about the stability of mental illness predicted lower stigma for entity theorists, but greater stigma for incremental theorists.

E129

REDUCING PREJUDICE TOWARDS SCHIZOPHRENIA: A TEST OF THREE STRATEGIES Brett Buttlere¹, Suzanne Hardesty¹, Stephenie Chaudoir¹; ¹Bradley University – We compared the effectiveness of three strategies designed to reduce prejudice towards schizophrenia by changing affect, behavioral norms about prejudice, or cognitive stereotypes. Results demonstrate that prejudice was lower in the cognitive condition compared to a control, but there were no differences in the affect and behavioral norm conditions.

E130

I DON'T WANT TO SIT NEXT TO HIM: SUBTLE DISCRIMINATION IN GROUP WORK Cory R. Scherer¹, Charlie L. Law¹, Kristina Kreiser¹, Nicole Mechin¹, Melissa Prosper¹; ¹Penn State - Schuylkill – We investigated the possibility that participants will display subtle prejudice toward a gay partner. Participants were instructed to choose a chair that was either closer or farther from where the target will be seated. Those in the gay condition were more likely to choose the chair further from the confederate.

E131

PERFECT STRANGERS – STEREOTYPIC PERSONS ARE LIKED MORE AND FEEL FAMILIAR Elisabeth Koenigstein¹, Lisa Schubert², Elisabeth Schwille¹, Sascha Topolinski¹; ¹Uni Wuerzburg, ²Friedrich-Schiller-Universität Jena Institut für Psychologie – Arguing that stereotypic information is processed more fluently than non-stereotypic information, which triggers preference and familiarity, we found that both familiar and novel stereotypic target persons were liked more and experienced as more familiar than non-stereotypic targets.

E132

MISSED CONNECTIONS: VULNERABILITY TO STEREOTYPE THREAT INHIBITS WOMEN'S SPEECH ACCOMMODATION AND PERFORMANCE IN NEGOTIATIONS Lauren Aguilar¹, Geraldine Downey¹, Robert Krauss¹, Niall Bolger¹; ¹Columbia University – Stereotype threat undercuts performance; however, little is known about how it affects subtle social behavior. For women high in anxious expectations of gender-based rejection, explicit stereotype threat was found to inhibit speech mimicry, and undercut relational and instrumental outcomes during distributive negotiations, whereas those low showed social and performance resilience.

E133

SAYING “NO THANKS” TO HEALTH INFORMATION: WHEN PERCEIVED DISCRIMINATION AND MEDICAL MISTRUST IMPACT INFORMATION ACCEPTANCE Lindsay Kraynak¹, Collette Eccelston¹; ¹Syracuse University – While overweight and obesity are problems for many adults, there are significant racial disparities, such that Blacks suffer higher rates than Whites. We used SEM to examine the direct and indirect effects of race on willingness to accept diet and exercise information after imagining being told one should lose weight.

E134

RACIAL PREJUDICE PREDICTS AN OWN-RACE BIAS IN PAIN PERCEPTION Vani Mathur¹, Judith Paice¹, Joan Chiao¹; ¹Northwestern University – The current study found that racial ingroup bias in pain perceived in others was positively and significantly correlated with both explicit and implicit measures of racial bias. These results suggest that ingroup perceptual biases due to prejudice are an important contributing factor to racial disparities in pain.

E135

STEREOTYPE THREAT HEIGHTENS SOCIAL SKILLS IN WOMEN NEGOTIATORS WHILE EXPECTATIONS OF GENDER-BASED REJECTION DIMINISH THEM Anita Kalaj¹, Lauren Aguilar¹, Geraldine Downey¹, Robert Krauss¹; ¹Columbia University – Stereotype threat disrupts performance; however, its effects on interpersonal skills remain relatively unknown. In this study, women negotiators under threat were perceived to be more likable, warm and socially skilled, by outside observers. Those highly sensitive to gender-based rejection were seen as lacking in such skills during the negotiation.

E136

THE EFFECTS OF INDIVIDUAL DIFFERENCES IN WORKING MEMORY CAPACITY ON PERSPECTIVE-TAKING Ayano Yoshida¹; ¹Tohoku Fukushi University – In the present study, we investigated the influence of individual differences in working memory capacity on the conscious and unconscious effects of perspective taking. The results suggest that perspective takers' unconscious effects such as personal distress may arise from a lack of working memory capacity.

E137

COMPASSIONATE LOVE FOR STRANGERS AND PREJUDICE TOWARDS IMMIGRANTS Lisa Sinclair¹, Wan Wang¹, Beverley Fehr¹; ¹University of Winnipeg – We examined the relationship between prejudice towards immigrants and compassionate love. As predicted, as compassionate love increased, prejudice decreased. This relationship was mediated by inclusion of immigrants into the self and quality, but not quantity, of contact. Implications for compassionate love and prejudice reduction are discussed.

E138

THE IMPACT OF STEREOTYPE ON THE STUDENT THREAT ON THE STUDENT-ATHLETE IDENTITY Vincent Diforte¹, Catherine Sanderson¹; ¹Amherst College – The current study explored the role of the student-athlete identity on academic performance. The results provided no evidence that priming the negative “dumb-jock” stereotype through read-

ing comprehension passages creates stereotype threat in athletes. However, athletes in a role model condition with high athletic self-esteem answered fewer math problems correctly.

E139

THE EFFECT OF A GROUP AFFIRMATION ON PREJUDICE Adrian Villicana¹, Luis M. Rivera², Nilanjana Dasgupta³; ¹California State University, San Bernardino, ²Rutgers, State University of New Jersey, Newark, ³University of Massachusetts, Amherst – Since one's group is a source of positive self-image, a group-affirmation can lead to an array of psychological benefits. However, virtually nothing is known about the effect of a group-affirmation on intergroup judgments. Our results demonstrate that, relative to control and self-affirmation conditions, group-affirmed individuals express less prejudice.

E140

THE SEXIST SOUND OF SILENCE: THE INTERPERSONAL CONSEQUENCES OF FAILING TO CONFRONT BIAS Alexander M. Czopp¹; ¹Western Washington University – Perceivers often look to targets' reactions in order to evaluate potential bias. Participants watched a sexist male actor and a male or female non-confronting actor. Participants the sexist male actor more favorably when the woman didn't confront than what the non-confronter was a man.

E141

PREJUDICED EVALUATIONS OF MINORITY STUDENT WORK: THE FEEDBACK WITHHOLDING BIAS Alyssa Croft¹, Toni Schmader¹; ¹University of British Columbia – How can we learn from our mistakes if we're unaware they exist? Our research shows that White evaluators who are cognitively fatigued or motivated to appear non-biased withhold valuable criticism from minority students. We believe early exposure to this feedback withholding bias might contribute to later underperformance of minority students.

E142

SOCIAL ROLES AND INTERGROUP RELATIONS AS THE SOURCE OF STEREOTYPE CONTENT Anne M. Koenig¹, Alice H. Eagly²; ¹University of San Diego, ²Northwestern University – We investigated the determinants of stereotype content by orthogonally manipulating the social roles and intergroup relations of fictional tribal groups. Participants rated each groups' communion, competence, and agency. When the intergroup and role information were inconsistent, roles were more influential than status but interdependence was more influential than roles.

E143

THE MOTIVATIONAL BASIS OF STATISTICAL DISCRIMINATION Arnold K. Ho¹, Heather M. Caruso², Mahzarin R. Banaji¹; ¹Harvard University, ²University of Chicago – In two studies, we demonstrate that statistical discrimination – appealing to statistics to justify racial discrimination – reflects social dominance motives and racial prejudice rather than rational Bayesian processing. Study 2 also demonstrates that people are less likely to use statistics to justify discrimination when the ingroup is negatively affected.

E144

CLAIMANT GROUP IDENTITY AFFECTS PERCEIVED LEGITIMACY AND ACCURACY OF PREJUDICE CLAIMS Benjamin Drury¹, Cheryl R. Kaiser¹; ¹University of Washington – Claims of prejudice are rated more legitimate and accused perpetrators' actions more discriminatory when claims are made by outgroup observers rather than observers from a target's ingroup. We demonstrate this effect with White versus Black racism claimants and male versus female sexism claimants and explore possible mechanisms for the finding.

E145

EXPERIENCING ETHNIC DISCRIMINATION: ETHNIC IDENTIFICATION PROTECTS IMPLICIT AND EXPLICIT MENTAL HEALTH AMONG ASIAN AMERICAN STUDENTS Cheyenne Dunbar¹, Que-Lam Huynh¹, Thierry Devos¹; ¹San Diego State University – The potential consequences of recurring personal experiences of ethnic discrimination on mental health appeared to be alleviated among Asian American students who strongly identified with their ethnic group. This pattern held both for measures of depression assuming introspective access and for a measure reflecting responses that are not consciously controllable.

E146

THE ROLE OF STEREOTYPES AND ATTRIBUTIONS IN DRIVING IMMIGRATION ATTITUDES TOWARDS MEXICANS AND ARABS Christine Reyna¹, Ovidiu Dobria¹, Lydia Dobria¹; ¹DePaul University – Immigration is a contentious issue in America. The current research investigates the role of stereotypes and their attributional meaning in driving immigration attitudes. Stereotypes pertaining to Mexicans and Arabs were examined using item response theory. Items most associated with these groups significantly predicted affect and a variety of immigration policies.

E147

THE HIDDEN COSTS OF MULTICULTURALISM: CAN CELEBRATING OUR DIFFERENCES LEAD TO GREATER DISCRIMINATION? Courtney K. Soderberg¹, Jeffery W. Sherman¹; ¹University of California, Davis – Evaluative and Stereotypic IATs were used to look at the effects of multicultural versus colorblind ideology on implicit stereotyping and prejudice. Results showed that multiculturalism decreased implicit bias only for students who had taken social psychology, but lead to higher levels of implicit stereotyping than colorblindness for all subjects.

E148

A LESSON IN BIAS: THE EFFECTS OF IMPLICIT BIAS IN PEDAGOGICAL CONTEXTS Drew Jacoby-Senghor¹, Stacey Sinclair¹, Nicole Shelton¹; ¹Princeton University – Participant pairs engaged in a learning interaction. White "instructors" gave history lessons to either a White or Black "learner". Black, but not White, learners performed worse on a related test when the instructor was high in implicit prejudice. Instructors' evaluations of learners' test scores were predicted by their implicit stereotyping.

E149

THE BLACK SHEEP EFFECT: DISCRIMINATION AGAINST ARABS AND MUSLIMS Elizabeth R. Salib¹, Lee Jussim¹, David Wilder¹; ¹Rutgers University – Discrimination against Arabs and Muslims was investigated in a mock airport security setting. Participants were asked to review 36 passengers and recommend suspicious passengers for further questioning. A black sheep effect was found for white Muslims as well as an ingroup bias effect.

E150

TOO TIRED TO CARE? COGNITIVE DEPLETION AFFECTS SUBSEQUENT PERCEPTIONS OF DISCRIMINATION Evelyn Carter¹, Destiny Peery², Jennifer A. Richeson²; ¹University of Illinois at Chicago, ²Northwestern University – The present research examines the question of how cognitive depletion affects initial perceptions and responses to discrimination. Black participants were exposed to either blatant or subtle discrimination after completing an easy (control) or difficult (depleting) ANT. Results reveal that experiencing cognitive depletion may lead to decreased perceptions of discrimination.

E151

TITLE: DO DIVERSITY POLICIES MAKE IT DIFFICULT FOR WHITES TO DETECT INJUSTICE? Ines Jurcevic¹, Cheryl Kaiser², Brenda Major³; ¹University of California, Los Angeles, ²University of Washington, ³University of California, Santa Barbara – Participants read a company policy addressing the benefits of either diversity/inclusion or general inclusion. Participants learned that the company faced a discrimination lawsuit. When a diversity policy was present, Whites perceived the claimant as more of a complainer and as experiencing less discrimination relative to the control condition.

E152

WHY BARACK OBAMA IS BLACK: A COGNITIVE ACCOUNT OF HYPODESCENT Jamin Halberstadt¹, Jim Sherman², Jeffrey Sherman³; ¹University of Otago, ²Indiana University, Bloomington, ³University of California, Davis – Two experiments illustrate that “hypodescent” -- the assignment of mixed-race individuals to a minority group -- can be explained as an emergent feature of category learning, whereby perceivers attend to and consequently overweight the distinguishing features of minority groups in order to learn them efficiently.

E153

RACE IN SCHOOL SETTINGS: SUBTLE CUES & DISCIPLINARY ACTIVITY Jason Okonofua¹, Jennifer Eberhardt¹; ¹Stanford University – This study investigates how race can shape perceptions in school settings. In this experiment, participants show different expectations from and assignments of discipline to students by perceptions according to a combination of race and existence of prior unrelated infraction.

E154

THE ROLE OF STEREOTYPE CONTENT DURING PERSPECTIVE TAKING Jeanine Skorinko¹, Stacey Sinclair²; ¹Worcester Polytechnic Institute, ²Princeton University – Research suggests that taking the perspective of the target may be a beneficial (Galinsky & Moskowitz, 2000; Vescio, Sechrist, & Paolucci, 2003). Three experiments examined the role that stereotype content plays during perspective taking. The results from these experiments show that perspective taking is beneficial unless stereotype-confirming information is available.

E155

WHAT DID YOU JUST SAY? REACTIONS TO CLAIMING RACIAL DISCRIMINATION Jennifer Schultz¹, Keith Maddox¹; ¹Tufts University – This experiment examined whether the claimer’s race, strength of the claim, and perceivers’ ideologies jointly shape perceivers’ reactions to someone claiming discrimination. As predicted, claimers’ race (Black, Ambiguous, White) interacted with the strength of the claim. Furthermore, meritocracy endorses more negatively evaluated minority targets who claimed discrimination.

E156

IS IT BECAUSE OF MY RACE? RACIAL MICROAGGRESSIONS AND NEGATIVE EMOTIONS Jennifer Wang¹, Janxin Leu¹, Yuichi Shoda¹; ¹University of Washington – Racial microaggressions or ambiguous racial slights are thought to be emotionally hurtful for racial minorities (Sue et al., 2007). While these experiences may be perceived as racial prejudice, they may also be relatively innocuous in some contexts. Does the source of these experiences matter in determining negative impact?

E157

REDUCING STEREOTYPE THREAT WITH CROSS-GROUP FRIENDSHIP Jennifer Khoury¹, Elizabeth Page-Gould¹; ¹University of Toronto at Scarborough – Stereotype threat continues to detrimentally impact females in math and science domains. By completing a math test with a close cross-sex friend, and identifying with the male outgroup, stereotype threat can be reduced for females. This study provides an innovative and convenient prevention tactic for females to avoid stereotype threat.

E158

THE IMPACT OF FEELINGS OF PERSONAL CONTAGION ON INTERACTIONS WITH SEXUAL MINORITIES Jennifer Ratcliff¹, E. Ashby Plant², Patrick Boerner¹, Claire Gravelin³, David Buck²; ¹The College at Brockport, SUNY, ²Florida State University, ³University of Kansas – Past research has demonstrated that fear of social contagion—or the concern that others may incorrectly assume one is gay or lesbian by association—shapes attitudes toward sexual minorities (Buck et al., 2009). The current study extends this work by demonstrating how perceptions of contagion influence interactions with sexual minorities.

E159

A DIAGNOSTIC RATIO MEASURE OF STEREOTYPES ABOUT INDIVIDUALS WITH DWARFISM Jeremy D. Heider¹; ¹Stephen F. Austin State University – Participants made trait probability estimates to differentiate between individuals with dwarfism and other groups. A diagnostic ratio was calculated for each trait. Ratios for 4 traits (weird, incapable, ambitious, witty) exceeded 1.0, suggesting participants believed these traits were more common within the dwarf population than the general population.

E160

IS A PRACTICED SINGLE OUTGROUP LINK TO THE SELF SUFFICIENT TO REDUCE INTERGROUP BIAS? Jill Lybarger¹, Margo Monteith¹; ¹Purdue University – Previous research suggests that creating a common ingroup with multiple outgroup members is an effective way of reducing explicit prejudice. We investigated the effects of establishing and reinforcing a potent link with a single outgroup member and showed that it reduced explicit but not implicit prejudice.

E161

SUBTLE AND BLATANT PREJUDICE: UNDERSTANDING INDIVIDUALS’ RESPONSES TO MODERN AND OLD-FASHIONED RACISM Karen R. Dickson¹, Victoria M. Esses¹; ¹University of Western Ontario – This study examines attitudes toward individuals expressing subtle versus blatant racism. Participants reported more negative affective reactions to old-fashioned than modern racism, and a greater expectation of disliking and attempting to change the opinions of individuals who endorsed old-fashioned racism. This corresponded to beliefs regarding societal views of racism.

E162

HETEROSEXUALS’ FEAR OF SOCIAL CONTAGION: IMPLICATIONS FOR THE AVOIDANCE OF LESBIANS AND GAY MEN Kate Zielaskowski¹, David Buck¹, E. Ashby Plant¹; ¹Florida State University – Because sexual orientation is not readily apparent, we argue that some straight individuals become concerned that associating with homosexual people will result in their being misidentified as homosexual. We demonstrate that these concerns are associated with heightened anxiety about and the avoidance of contact with homosexual individuals.

E163

COMPLIMENTS WILL GET ME NOWHERE: THE COSTS FOR TARGETS ATTRIBUTING SUCCESS TO DISCRIMINATION Kate J. Diebels¹, Alexander M. Czopp¹; ¹Western Washington University – 140 participants evaluated an Asian or White male job applicant who attributed a positive outcome (being hired for a job as a statistician) to positive stereotypes about their group. Participants rated the Asian applicant less favorably and this effect was mediated by perceptions of immodesty.

E164

PERSONAL CONVICTIONS TO CONFRONT PREJUDICE Laura Spice¹, Brittany Sullivan¹, Marie Danh¹, Peg Zizzo¹, Kathryn A. Morris¹; ¹Butler University – To determine whether people have personal convictions to confront prejudice, participants reported how compelled they feel to fight 20 inappropriate behaviors including various forms of prejudice.

Results: participants reported stronger convictions to fight bullying and teasing than prejudice; and stronger convictions to fight classism and heterosexism than racism and sexism.

E165

TOO MUCH COST WHEN IT'S MY BOSS: THE ROLE OF PERPETRATOR POWER IN PREJUDICE CONFRONTATION Leslie Ashburn-Nardo¹, John Blanchar¹, Jessica Petersson¹, Kathryn Morris², Stephanie Goodwin³; ¹Indiana University - Purdue University Indianapolis, ²Butler University, ³Wright State University – Two experiments examined the role of perpetrator power in the decision to confront prejudice. In both imagined scenarios and a realistic lab setting, Ps were significantly less likely to confront high-power (vs. equal- or low-power) perpetrators directly, suggesting that the perceived costs of confronting people in power outweigh the benefits.

E166

A CALL FOR ATTENTION TO LANGUAGE-BASED DISCRIMINATION: POSITIVE EFFECTS OF AN EARLY HERITAGE LANGUAGE PROGRAM Lisa Droogendyk¹, Stephen C. Wright¹, Evelyne Bougie²; ¹Simon Fraser University, ²Statistics Canada – We call for a redress of social psychology's inattention to language-based discrimination. Our research with Inuit children shows the clear positive effects of heritage language education. Education solely in a societally dominant language not only causes psychological harm but appears to reduce proficiency in both the heritage and dominant language.

E167

THE EFFECTS OF REJECTING FALSE FEEDBACK ON MOOD AND PREJUDICE TOWARD OUTGROUP AND INGROUP MEMBERS Mason Burns¹, Russell Webster¹, Don Saucier¹; ¹Kansas State – We found that individuals who rejected threatening social feedback evaluated ingroup members more positively because of increased positive mood. Additionally, individuals with more a positive self-image (e.g., those scoring higher on narcissism) more readily denied negative and accepted positive feedback.

E168

BREAKING BOUNDARIES: ANTICIPATION OF CROSS-RACE INTERACTION AND THE CROSS-RACE EFFECT Matt Baldwin¹, Monica Biernat¹; ¹University of Kansas – The cross-race effect (CRE) is the phenomenon whereby people recognize same-race faces better than cross-race faces. We report that, after being informed that a cross-race interaction would occur later in the experiment, participants show a reduced CRE. This study provides further evidence for a social-cognitive model of the CRE.

E169

EFFECTS OF EXPOSURE TO ANTI-GAY HUMOR ON INDIVIDUALS' TOLERANCE OF DISCRIMINATION Megan Strain¹, Donald Saucier¹; ¹Kansas State University – We examined exposure to anti-gay humor and individuals' discrimination tolerance (DT) toward gays. Results showed that participants who read anti-gay or neutral jokes were higher on DT than those who read anti-gay or neutral statements, indicating that humor may increase DT toward stigmatized individuals when it does not target them.

E170

MODERATORS OF IMAGINED INTERGROUP CONTACT Michele D. Birtel¹, Richard J. Crisp¹; ¹University of Kent – Imagined contact (IC) has shown to reduce prejudice. This research revealed three moderators. IC eliminated the detrimental effects of low prior outgroup contact and high intergroup anxiety. Its effect was enhanced by a high ability to generate mental images. IC not only enhanced attitudes and intentions but also positive behaviour.

E171

WHEN STEREOTYPES TRANSFORM INTO DRAWN IMAGES Muniba Saleem¹, Craig Anderson¹; ¹Iowa State University – This study tested the effects of videogame stereotypes on drawings representing 'typical' members from four ethnic groups. Prior to the drawing task, participants were randomly assigned to play an Arab-terrorist, Russian-terrorist, or nonviolent golf game for 30 minutes. Drawings revealed the negative effects of videogame stereotypes and overall intergroup bias.

E172

THE EFFECTS OF SKIN TONE AND AFROCENTRIC FACIAL FEATURES ON WHITES' ATTITUDES TOWARD BLACKS Nao Hagiwara¹, Deborah A. Kashy², Joseph Cesario²; ¹Karmanos Cancer Institute/Wayne State University, ²Michigan State University – Blacks do not uniformly experience prejudice. Their experiences with prejudice can be affected by their physical characteristics. The present study found independent effects of Blacks' facial features (lip thickness and nose width) and skin tone (darker vs. lighter) on Whites' implicit and explicit attitudes toward Black men.

E173

KEEPING AN EYE ON THEM WHILE REMEMBERING US: A DISJOINT BETWEEN ATTENTION AND MEMORY Nate Way¹, David Hamilton¹; ¹UCSB – We examined how race affects attention and memory for faces. We observed an attentional bias in favor of the outgroup, whereas we observed a recognition bias in favor of the ingroup. These results suggest that attention and memory are two processes that may respond differently to interracial face perception.

E174

THE JOINT IMPACT OF GENDER AND ETHNICITY ON THE NATURE OF STEREOTYPES Negin Ghavami¹, Letitia Anne Peplau¹; ¹UCLA – Using a free-response procedure, we asked respondents about their stereotypes of men and women who are White, Asian, Latino, Black and Middle Eastern. We found significant differences in stereotypes based on gender, ethnicity, and both. Furthermore, these gender-by-ethnic stereotypes included not only personality traits but also behaviors and physical characteristics.

E175

IMPACT OF ESSENTIALIST BELIEFS ON CONSENSUS ESTIMATION Nobuko Asai¹, Minoru Karasawa²; ¹Tohoku University, ²Nagoya University – The present study investigated the impact of essentialist beliefs about groups on consensus estimation. The results showed that essentialist participants tended to underestimate the commonness of one's own personality and opinion among out-group members. Essentialist beliefs lead people to contrast out-groups away from the self.

E176

REDUCING IDENTITY THREAT THROUGH CREATION OF A COMMON IN-GROUP: IMPLICATIONS FOR WOMEN IN SCIENCE Orion Mowbray¹, Denise Sekaquaptewa¹; ¹University of Michigan – The underrepresentation of women in science can be a threatening experience. However, the creation of a common in-group reduced stereotype threat concern for women viewing a predominantly male conference advertisement. Yet unexpectedly, female science majors showed a higher interest in attending a predominantly male conference over a gender-balanced conference.

E177

DISCRIMINATION IS NOT DEAD: SYSTEMATIC DISCRIMINATION IN FORCED CHOICE EMPLOYMENT DECISIONS Paula Brochu¹, Victoria Esses¹, Greg Maio²; ¹University of Western Ontario, ²Cardiff University – This research examined forced choice employment decisions in which participants chose between two qualified candidates differing only in ethnicity, gender, religion, age, height, weight, nationality, or sexual orientation.

Across three studies, results revealed a consistent pattern of systematic discrimination regardless of job status, concern over appearing biased, and social norms.

E178

UNDERUTILIZING INFORMATION ABOUT BLACK WOMEN WHEN FORMING IMPRESSIONS OF BLACK PEOPLE AND WOMEN Peggy J. Liu¹, Ezgi N. Akcinar², Ruth Dittmann¹, Richard P. Eibach³, Valerie Purdie-Vaughns⁴; ¹Yale University, ²Stanford University, ³University of Waterloo, ⁴Columbia University – In an experimental study we found that people utilize information about Black men and White women more than information about Black women when forming impressions of Black people and women respectively. These results suggest that Black women may be considered less representative members of their racial and gender groups.

E179

PERSPECTIVE-TAKING AND INTERGROUP CONTACT S. Cynthia Wang¹, Kenneth Tai¹, Gillian Ku², Adam Galinsky³; ¹National University of Singapore, ²London Business School, ³Northwestern University – We explored whether perspective-takers display a greater willingness for contact with stereotyped targets. Perspective-takers were more willing to have contact with and sit closer to stereotyped targets, with the effects of perspective-taking on contact being group-specific. These findings provide insight into how perspective-taking can increase contact and improve social relations.

E180

ATTRIBUTIONS TO DISCRIMINATION: THE CASE OF INGROUP REJECTION Stefanie Simon¹, Laurie T. O'Brien¹, Brenda Major²; ¹Tulane University, ²University of California Santa Barbara – In a study of reactions to ingroup rejection, Latinos perceived more discrimination when a Latino manager rejected a Latino applicant as compared to when a White manager rejected a White applicant. Whites, however, did not differentiate between the types of ingroup rejection and overall perceived low levels of discrimination.

E181

BLACK-AMERICAN OR JUST AMERICAN?: SUPERORDINATE CATEGORY POSITIVITY SPILLS OVER WHEN DUAL IDENTITY IS SALIENT W. Anthony Scroggins¹, Thomas J. Allen², Jeffrey W. Sherman²; ¹University of California, Santa Barbara, ²University of California, Davis – The present research demonstrates that activating both superordinate and subordinate identities simultaneously reduces outgroup negativity more than emphasizing superordinate categories alone. Furthermore, we found that this occurs partially because superordinate category positivity spills over to the subordinate category. Implications for intergroup relations are also discussed.

E182

EFFECT OF CAUSAL EXPLANATIONS FOR DEPRESSION ON PUBLIC STIGMA AND SELF-STIGMA Francois Botha¹, David J.A. Dozois¹; ¹University of Western Ontario – Attribution theory predicts that causal explanations for depression influence public-stigma and self-stigma. Undergraduate participants were presented with contrived articles positing biological, contextual, and cognitive explanations. Contextual and cognitive explanations were associated with lower public-stigma and contextual explanations with lower self-stigma. Anti-stigma efforts should consider the influence of causal explanations.

E183

GUESSING AS A KEY DETERMINANT OF RESPONDING IN STUDIES OF IMPLICIT PREJUDICE Christopher T. Burke¹, Patrick E. Shrout²; ¹Lehigh University, ²New York University – To date, studies of implicit prejudice have not emphasized the potential importance of guessing as a basis for responding in the absence of other information. We show that guessing is common in such studies, biases estimates of automatic stereotype activation if unaccounted for, and can be manipulated by the context.

E184

DOUBT AS A TEACHER'S TOOL: TOWARD MANAGEMENT OF STEREOTYPING IN THE CLASSROOM. Aneta Mechi¹; ¹University of Geneva – Fluctuations of pupil's attitude are often imperceptible because of the strength of categories established at the beginning (impression formation process is over). The purpose of current research is to examine effects of doubt induction on the teacher's interpretation of problematic situations (causal attribution, social curiosity, auto-affirmation) articulated with cultural issues.

E185

UNWELCOMING ENVIRONMENTS: BIASED TREATMENT AND FEMALE UNDER-REPRESENTATION AFFECTS PERFORMANCE-RELATED OUTCOMES FOR WOMEN IN STEM Isabel Gonzalez¹, Jennifer LaCrosse², Denise Sekaquaptewa²; ¹University of Texas at El Paso, ²University of Michigan – 71 female STEM field majors experienced two features of “unwelcoming environments”: biased treatment of women, and female under-representation. The participants' feelings of fitting in with the group and their perception of their group's expectations of their performance on a STEM test were lowest when both of these features were present.

E186

LEARNING TO COPE: ACHIEVEMENT GOALS CHANGE WOMEN'S REACTIONS TO SEXISM Jane Stout¹, Nilanjana Dasgupta¹; ¹University of Massachusetts, Amherst – This study showed that achievement goals change women's responses to sexism in a professional context such that holding a learning versus performance goal led women to feel more challenged. Further, feeling more challenged predicted greater intentions to be assertive when confronted with sexism among women who held a learning goal.

E187

BELIEFS THAT SEXUALITY IS A CHOICE MODERATES INFECTION TYPE AND SEXUALITY EFFECTS ON DISCRIMINATION Jenna J. Barry¹, Renee A. Murray², Kevin L. Blankenship²; ¹Humboldt State University, ²Iowa State University – We examined reactions to HIV/AIDS patients based on sexual orientation, controllability of disease transmission, beliefs regarding sexual orientation as a choice, and motivation to control prejudice (MCP). When transmission was uncontrollable, participants low in MCP and believe that orientation is a choice responded more negatively to gay than heterosexual targets.

E188

EPISTEMIC MOTIVATIONS THAT DRIVE STEREOTYPE THREAT AND LIFT EFFECTS Justin Cheng¹, Erika Price¹; ¹Loyola University Chicago – This study explores how individual differences in social dominance orientation moderate the expression of stereotype consistency effects for positively and negatively stereotyped groups. Results suggest that a need to affirm epistemic values concerning social hierarchy motivates individuals to produce either hierarchy-attenuating or hierarchy-preserving outcomes in the domain of academics.

E189

THE EFFECTS OF TARGET CONSTRUAL ON THE ACTIVATION OF MOTIVATION TO CONTROL PREJUDICED REACTIONS Michael Olson¹, Kevin Zabel¹; ¹University of Tennessee – Different prejudice-related motivational orientations appear to have different prejudice-correcting effects depending on how the target of prejudice is construed. In an impression formation task, when the target was construed as an individual, conflict avoidance motives were activated; when construed as a category-member, motives involving positive group treatment were activated.

E190

WHEN IDENTIFYING WITH BLACK PUTS YOU IN THE RED: RACIAL IDENTIFICATION AND VICARIOUS CONSPICUOUS CONSUMPTION Philip Mazzocco¹, Derek Rucker², Adam Galinsky², Eric Anderson²; ¹Ohio State University at Mansfield, ²Northwestern University – We propose that identification with a low-status racial group increases the desire to acquire status-signaling objects (i.e. conspicuous consumption). Experiment 1 demonstrated increased conspicuous consumption among Blacks more highly identified with their racial group. Two additional studies showed that even Whites led to temporarily identify with Blacks exhibit conspicuous consumption.

E191

PRIMING MERITOCRACY INCREASES IMPLICIT PREJUDICE Rui Costa Lopes^{1,2}, Daniël Wigboldus², Jorge Vala¹; ¹ICS-University of Lisbon, ²Radboud University Nijmegen – Recent research has shown the malleability of implicit prejudice (Blair, 2002). Extending on this research, we sought to analyze how a socially valued norm (meritocracy) may promote the expression of implicit prejudice. In two experiments, we indeed show how priming meritocracy leads to higher levels of implicit racial prejudice.

E192

THE FUNCTION OF ANIMAL ASSOCIATIONS: LATINOS AS RATS AND ANTI-IMMIGRANT SENTIMENT Shantal Renee Marshall¹, Jennifer L. Eberhardt¹; ¹Stanford University – We present evidence that White Americans associate Latinos with rats, which leads to anti-immigrant sentiment and a belief that the U.S. needs protection via military means at the Mexican border. Possible representations of Latinos as rats in the U.S. discourse on immigration are discussed.

E193

ANTICIPATING STIGMA: THE DOUBLE BURDEN OF HOMELESSNESS AND RACE Carolyn Weisz¹, Diane Quinn², Renee Houston¹; ¹University of Puget Sound, ²University of Connecticut – This study examined effects of anticipated and experienced stigma in a sample of homeless women. After controlling for mental illness and race, anticipated stigma related to homelessness and race independently accounted for variance in depression. Findings suggest there may be cumulative negative effects of having multiple stigmatized identities.

E194

KEEPING STEREOTYPES AT BAY: HOW EXPERIMENTER RACE MINIMIZES THE REBOUND EFFECT Jennifer Zimmerman¹, Meredith Wong¹; ¹DePaul University – This study investigated whether experimenter race would minimize the rebound effect. Participants instructed to suppress their Asian American stereotypes later showed an increase in stereotyping of Asians in the presence of a Caucasian experimenter. However, suppressors stereotyped significantly less when the second task was administered by an Asian American experimenter.

E195

INDIFFERENCE TO RACE- IAT FEEDBACK AMONG IMPLICIT RACISTS Jessica Nolan¹, Jerrod Handy¹, Christine Bennett¹, Michael Guenther¹; ¹University of Scranton – The present study documented participant's reactions to the race-IAT. Content-analysis of open-ended questions showed that most participants were accepting of their results. Surprisingly, those told they had a slight or moderate preference for white people were more upset by their results than those told they had a strong preference.

E196

THE INTERACTION OF POWER AND STEREOTYPE THREAT ON WOMEN'S MATH PERFORMANCE Katie Van Loo¹, Robert Rydell¹; ¹Indiana University – Being powerless impairs the basic cognitive functions needed for high-level performance. In two experiments, we investigated how perceptions of power modulate the effect of stereotype threat on women's math performance. Low power women showed impaired performance when they experienced threat, whereas high power women's performance was immune to threat effects.

E197

BETTER UNDERSTANDING THE RELIGIOSITY-PREJUDICE LINK: RIGID, CLOSED-MINDED IDEOLOGIES FULLY MEDIATE THE RELIGIOSITY-PREJUDICE RELATIONSHIP Megan Johnson¹, Jordan LaBouff¹, Megan Haggard¹, Wade C. Rowatt¹; ¹Baylor University – Using mediation path analysis and SEM, this study found that rigid ideological beliefs associated with religion, right-wing authoritarianism (RWA) and religious fundamentalism (RF), fully mediated the relationship between religiosity and racial and homosexual prejudice. RF was the strongest mediator of value-violating prejudice while solely RWA aggression mediated racial prejudice.

E198

DIFFERENTIAL EFFECTS OF COLORBLINDNESS AND MULTICULTURALISM ON RACIAL CATEGORIZATION AND STEREOTYPING Melissa McManus¹, Nilanjana Dasgupta¹; ¹University of Massachusetts, Amherst – Two studies explored the effects of colorblindness and multiculturalism on perceivers' automatic categorization of race and automatic racial stereotyping. Findings showed that colorblindness did not help White perceivers ignore race, nor did it reduce stereotyping compared to a control. Multiculturalism did not affect racial categorization, but increased positivity toward Blacks.

E199

A PRESCRIPTIVE, INTERGENERATIONAL SCALE OF AGEISM: SUCCESSION, IDENTITY, AND CONSUMPTION Michael S. North¹, Susan T. Fiske¹; ¹Princeton University – A novel ageism framework emphasizes intergenerational status tensions and resultant prescriptive stereotypes. The current research constructs a theory-based ageism scale, comprising three distinct prescriptive dimensions: Succession of wealth/power, age-appropriate Identity, and shared resource Consumption (SIC). The scale is a promising tool for future research in the under-studied realm of ageism.

E200

RELATIONSHIPS AMONG SEVERAL IMPLICIT AND EXPLICIT MEASURES OF AGE-RELATED ATTITUDES Nicole M. Lindner¹, Brian A. Nosek¹; ¹University of Virginia – We assessed young adults' (N=229) implicit (with an IAT, Brief-IAT, SPF, and AMP) and explicit age preferences (self-reporting old and young people's warmth and competence; negative and positive stereotypes of old age, and personal fears of aging), finding that the Brief-IAT, but not the AMP, related to explicit age attitudes.

E201**IF A GETS BETTER, B MUST GET WORSE: MUTUAL CHANGE OF INTERDEPENDENT STEREOTYPES** Stefanie Maris^{1,2}, Vera Hoorens¹;

¹Katholieke Universiteit Leuven, ²FWO Flanders – When a population consists of two groups about which complementary stereotypes exist these stereotypes are interdependent. After artificially creating interdependent stereotypes we confronted participants with stereotype-incongruent information about one group. We found that the resulting change in their stereotypes about the target also changed their stereotype about the alternative group.

E202**COLLECTIVE THREAT IN EAST ASIAN AND AFRICAN AMERICAN CULTURAL CONTEXTS** Xiao Zhang¹, Tiffany Brannon¹, Gregory Walton¹;

¹Stanford University – This research examines collective threat—the fear that an ingroup member might confirm a negative stereotype about one’s group—in Asian and African Americans. Besides demonstrating the effect of this threat in Asian Americans, we proposed and found that Asian and African Americans used different coping strategies to contend with this threat.

E203**THE IMPACT OF VOCAL AND VISUAL CUE CORRESPONDENCE ON PERCEIVED COMPETENCE AND WARMTH** Adam Beavers¹, Carly Hennessy¹, Sei Jin Ko¹, Melody Sadler¹;

¹San Diego State University – This study examined the extent to which vocal and visual cue correspondence impacts perceptions of competence and warmth. Results showed that when cues mismatched, perceived competence relied on the voice, such that targets’ with high vocal competence were perceived to be more competent than those high in visual competence.

E204**INVISIBILITY OF BLACK WOMEN: MEASUREMENT AND REDUCTION TECHNIQUES** Amanda K. Sesko¹, Monica Biernat¹;

¹University of Kansas – The invisibility of Black women was demonstrated in memory and judgment paradigms. Compared to Black men and White women/men, Black women’s statements (Study 1) and photos (Study 2) were less likely to be remembered correctly. Highlighting Black women’s uniqueness/distinctiveness increased photo recognition, thus reducing invisibility (Study 3).

E205**MOVING WHILE BLACK: RACE, ATTITUDES, AND JUDGMENTS OF SPEED** Andreana C. Kenrick¹, Stacey Sinclair¹, Sara C. Verosky¹;

¹Princeton University – Two experiments showed that perceptions of human movement are affected by intergroup attitudes. Participants with greater explicit intergroup anxiety (Experiments 1 & 2) and implicit anti-Black prejudice (Experiment 2) rated approaching Black faces as moving more slowly than approaching White faces, controlling for actual speed.

E206**HETEROSEXISM AND RELATIONSHIP STATUS: ARE COUPLED VS. SINGLE GAYS AND LESBIANS VIEWED DIFFERENTLY?** Catherine A. Cottrell¹,

Corey L. Cook¹; ¹University of Florida – We investigated reactions to gay/lesbian individuals who varied in relationship status. Although relationship status did not moderate heterosexism toward gay men, relationship status did moderate heterosexism toward lesbians. Of particular note, the “single but interested in dating” lesbian evoked prejudice from female participants, but no prejudice from male participants.

E207**THE EFFECTS OF STEREOTYPICAL PRIMES AND RACIAL PREJUDICE ON THE CATEGORIZATION OF AMBIGUOUS-RACE FACES** Cheryl Dickter¹,

Virginia Newton², Kyle Gagnon³, Ivo Gyurovski¹; ¹College of William and Mary, ²New York University, ³University of Utah – A categorization task depicting ambiguous-race targets preceded by racially stereotypic words demonstrated that categorization was affected by stereotype priming. Specifi-

cally, results indicated that ambiguous-race faces were categorized in accordance with the stereotypic prime. Additionally, individuals high in Social Dominance and explicit prejudice were more affected by the primes.

E208**DO PERCEPTIONS OF PROMISCUITY PREDICT PREJUDICE?** Corey L. Cook¹, Catherine A. Cottrell¹;

¹University of Florida – Heterosexual men and women rated their impressions of a randomly assigned subgroup (politically active, feminine, masculine, or promiscuous) of gay or straight men. The results suggest that perceived promiscuity significantly predicted prejudice responses (e.g., social distancing, perceptions of threats to health and values, and negative emotional reactions) toward gay men.

E209**RACIAL STEREOTYPES AND INTERRACIAL ATTRACTION: PHENOTYPIC PROTOTYPICALITY AND PERCEIVED ATTRACTIVENESS OF ASIANS** Joy F.

Chan¹, Clara L. Wilkins¹, Cheryl R. Kaiser¹;

E210**KEEP AN OPEN MIND: EFFECT OF MINDSET ON STEREOTYPIC JUDGMENTS** Kathryn Boucher¹, Robert Rydell¹;

¹Indiana University – In two experiments, participants primed with inclusive mindsets rated stereotype inconsistent individuals as more similar to the stereotyped group and showed less stereotypic judgments of the group than participants primed with exclusive mindsets. These findings suggest that an open mind may decrease the tendency to subtype stereotype inconsistent individuals.

E211**BLACK WOMEN = INVISIBLE WOMEN? ELUCIDATING STEREOTYPES AND SUBTYPES OF BLACK WOMEN** Kristin N. Dukes¹, Nicole Overstreet²;

¹Tufts University, ²University of Connecticut – Research on stereotypes of Blacks has implicitly or explicitly focused on Black men, neglecting perceptions of Black women. Two studies aimed to fill this void by explicitly investigating stereotypes and subtypes of Black women. Findings suggest that “traditional” Black racial group stereotypes and subtypes may be specific to Black men.

E212**STUDS VS. SELF-HATING SINNERS: THE SEXUAL DOUBLE STANDARD FOR GAY AND STRAIGHT MEN** Leonard S. Newman¹, William Stewart¹;

¹Syracuse University – Participants read about straight/gay males who reported one or many recent sexual partners, then completed a self-esteem measure from the target person’s perspective. In two studies, straight males with many partners were assumed to have higher self-esteem than those with one partner. The opposite was true for gay males.

E213**SEX STEREOTYPES AND CHILD SEXUAL ABUSE: PERCEIVED POWER AND VICTIMIZATION** LouAnne Birch Hawkins¹, Iqra Javed¹, Christopher Leone¹;

¹University of North Florida – We assessed sex stereotypes in child sexual abuse. Consistent with these stereotypes, adults are seen as more powerful than children, but boys are seen as least powerful when victimized by a male adult and most powerful when victimized by a female adult when compared to other dyads.

E214

SYSTEM-JUSTIFYING FUNCTIONS OF THE COMPLEMENTARY STEREOTYPE OF ELITE BUREAUCRATS IN JAPAN Makoto Numazaki¹, Ryoko Nakashima², Kumiko Takabayashi³, Kunio Ishii¹, Yoichi Amano¹; ¹Tokyo Metropolitan University, ²Hosei University, ³Hitotsubashi University – Elite bureaucrats are consensually perceived as competent but cold in Japan. We tried to demonstrate the system-justifying functions of this complementary stereotype in Japan. Results showed that only those high in news exposure rated elite bureaucrats more competent and less warm when they were primed with a threatening out-group.

E215

THE ROLE OF SUBTYPE ACTIVATION IN STEREOTYPE SUPPRESSION Mana Yamamoto¹, Takashi Oka²; ¹Nihon University Graduate School of Literature and Social Sciences, ²Nihon University College of Humanities and Sciences – The present study explored whether utilizing subtypes as replacement thoughts in stereotype suppression leads to paradoxical effects. The results indicated that participants showed larger paradoxical effects in the subtype activation condition than in the control condition. The association between subtype activation and stereotype activation was discussed.

E216

INITIAL RESPONSIVENESS OF SALESPeOPLE AS AFFECTED BY CUSTOMERS' PERSONAL APPEARANCE Michael D. Roach¹, Karen Huxtable-Jester¹; ¹University of Texas at Dallas – A salesperson must rely on stereotypes when making judgments about consumers. Timing a salesperson's responsiveness to a consumer's physical appearance with the added element of an automobile could influence the hierarchy of the elements of physical appearance. As hypothesized, the luxury car elicited the quickest response times from the salespeople.

E217

FEATURE-BASED STEREOTYPES OF AFRICAN AMERICAN, ASIAN AMERICAN, AND EUROPEAN AMERICAN FACES: DOES RACE MATTER? Randall A. Gordon¹, Michael S. Butchko², James J. Kunz¹; ¹University of Minnesota - Duluth, ²Ball State University – African, Asian, and European American faces were rated on the extent to which facial characteristics were perceived as representative of various races (e.g., the extent to which an African-American face had Asian-American features). Relationships between these ratings and perceptions of intelligence, conscientiousness, and athleticism were found regardless of stimulus race.

E218

PROTESTANT ETHIC ENDORSEMENT MODERATES THE EFFECT OF APPLICANT RACE AND RESUME QUALITY ON IMPRESSIONS Renee Murray¹, Kevin Blankenship¹; ¹Iowa State University – We examined the effect of Protestant Ethic endorsement, applicant race, and resume quality on impressions in a hiring paradigm. Participants who scored high on Protestant Ethic endorsement reported more negative thoughts and overall impressions about a Black applicant with a low-quality resume than a White applicant with the same resume.

E219

AMBIGUOUS RACE CATEGORIZATION IS PREDICTED BY IMPLICIT BIAS Sarah Gaither¹, Michael Slepian¹, Kristin Pauker², Samuel R. Sommers¹; ¹Tufts University, ²Stanford University – Beyond the features of the face, what shapes categorization of racially ambiguous faces? In two studies we found that White perceivers' implicit bias and facial feedback predicted categorization of racially ambiguous faces. Greater bias against Blacks and induced frowning led to White participants perceiving ambiguous faces more often as Black.

E220

TRACKING RACIAL BIAS: THE DYNAMICS OF FACIAL PHENOTYPICALITY Thomas C. Mann¹, Michael L. Slepian¹, Jonathan B. Freeman¹, Keith B. Maddox¹; ¹Tufts University – Across two studies, the facilitating effects of skin tone variation among Blacks for racial categorization and stereotyping were explored using real-time mouse trajectories. Results showed that within-category feature variation moderates category activation, which dynamically cascades onto stereotype activation as a function of the strength of the category – stereotype association.

E221

DIFFERENCES IN STEREOTYPES ABOUT DISABLED PEOPLE: MENTAL ILLNESS, MENTAL RETARDATION, AND PHYSICAL DISABILITY Tokika Kurita¹, Yusuke Karouji¹, Takashi Kusumi¹; ¹Kyoto University – This study used cluster analysis to investigate differences in stereotypes, emotional reactions to, and behavioral tendencies towards different disabilities. The results show that these responses differ both quantitatively and qualitatively by different disabilities. In general, attitudes towards mental illness were harshest and those towards physical disability were the most tolerant.

E222

TO FRIEND OR NOT TO FRIEND: PERCEPTIONS OF RACIALLY AMBIGUOUS PROFILES ON SOCIAL NETWORKING SITES Virginia Newton¹, Cheryl Dickter², Ivo Gyurovski²; ¹New York University, ²College of William and Mary – Stereotypic cues presented with a racially ambiguous target face on a fictitious social networking website altered the racial categorization of the target. Judgments about the target's traits differed as a function of the stereotypic information presented, as well as personality traits of the participants such as social dominance and authoritarianism.

E223

MAKING AND UNMAKING PREJUDICE: RELIGIOUS AFFILIATION REDUCES THE IMPACT OF MORTALITY SALIENCE ON INTERGROUP ATTITUDES Anna Newheiser¹, Alberto Voci², Miles Hewstone³; ¹Yale University, ²University of Padova, ³University of Oxford – Reminders of mortality have been shown to increase prejudice. We propose that religion may be an effective buffer against this consequence of mortality salience. Two studies showed that mortality salience increased prejudice only for participants not affiliated with any religion, except (as predicted) when prejudice was justified by religious authorities.

E224

HANDS CLEAN OF PREJUDICE: BEHAVIORAL RESPONSES TO H1N1 PREDICT DISLIKE OF FOREIGNERS Anna Berlin¹, Yexin Jessica Li¹, Rebecca Neel¹, Steven L. Neuberger¹; ¹Arizona State University – How might behavioral responses to the H1N1 virus affect prejudices towards foreigners and groups stereotypically associated with disease? Controlling for disease threat, behaviors oriented toward avoiding exposure predicted greater dislike for foreigners, whereas behaviors oriented towards maintaining health predicted less dislike for foreigners. Neither strategy altered dislike of non-foreign outgroups.

E225

DOES PERCEIVED WEIGHT PREJUDICE INFLUENCE UNHEALTHY FOOD CONSUMPTION? Joseph D. Wellman¹, Shannon K. McCoy¹, Ellen E. Newell¹, Brandon J. Cosley¹, Ryan Pickering¹, Laura Saslow², Elissa S. Epel³; ¹University of Maine, ²University of California- Berkley, ³University of California- San Francisco – The experience of weight prejudice may lead to seeking comfort in food. In a community sample of overweight women, using SEM, perceived weight prejudice was found to significantly increase consumption of unhealthy foods via increases in negative affect and uncontrolled eating. The health risks of weight prejudice are discussed.

E226

DOES THE EXPERIENCE OF DISCRIMINATION ACTIVATE THOUGHTS ABOUT ALCOHOL? Katarzyna Banas¹, Laura Smart Richman²; ¹University of Edinburgh, ²Duke University – 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.

E227

PREJUDICE AGAINST OBESE HEALTH CARE PROVIDERS: IMPLICATIONS FOR LEGITIMACY OF AND ADHERENCE TO MEDICAL ADVICE Kimberly J. McClure¹, Eileen V. Pitpitan¹, Diane M. Quinn¹; ¹University of Connecticut – This study tested whether prejudice against obese physicians could affect health care. Participants viewed the profile of a physician who varied in weight and specialty between-subjects. The obese nutritional physician was seen as less legitimate and his advice less likely to be followed, indicating prejudice as a patient adherence risk.

E228

PERCEIVED DISCRIMINATION AMONG IMMIGRANT MOTHERS IS ASSOCIATED WITH THEIR CHILD'S HEALTH May Ling Halim¹, Hirokazu Yoshikawa², David M. Amodio¹; ¹New York University, ²Harvard University – Can a mother's perception of ethnic discrimination affect the health of her 14-month-old child? In a sample of immigrant mothers, greater perceived discrimination predicted more frequent doctor visits for their child's illness. However, this effect was not observed among recent immigrants who were highly identified with their ethnic group.

E229

TITLE: THE LINK BETWEEN IMPLICIT CLASS BIASES AND HEALTH Neha John-Henderson¹, Emily Jacobs², Rodolfo Mendoza-Denton¹, Darlene Francis^{1,3}; ¹UC Berkeley, ²Helen Wills Neuroscience Institute, ³UC Berkeley School of Public Health – We examined the role of implicit class biases in the relationship between SES and health. While degree of bias varied, all participants harbored implicit bias against "lower class" while denying this. Implicit class biases were more predictive of health measures than both objective and subjective measures of SES.

E230

GRAVE EXPECTATIONS: THE IMPACT OF ANTICIPATED STIGMA ON PEOPLE LIVING WITH CHRONIC ILLNESSES Valerie Earnshaw¹, Diane Quinn¹; ¹University of Connecticut – People living with chronic illnesses may anticipate stigma from friends and family, employers and coworkers, and healthcare workers. This study demonstrates that anticipated stigma from these three sources is related to decreased quality of life, in part due to decreased social support, increased stress, and decreased patient satisfaction.

E231

FACIAL ATTRACTIVENESS AND HELPING BEHAVIOR ATTRIBUTIONS: ATTRACTIVE AND UNATTRACTIVE PERSONS ARE PERCEIVED OF AS UNHELPFUL Donald Sacco¹, Kurt Hugenberg¹; ¹Miami University – In two studies, attractive and unattractive targets (faces) were believed to engage in less helping behavior than targets of average attractiveness. Study 3 found that perceptions of capability and willingness to help mediated the effects of attractiveness on perceptions of how much targets actually help and should help.

E232

EXAMINING THE RELATIONSHIPS BETWEEN RELIGIOSITY AND SEXUAL PREJUDICE IN HELPING SCENARIOS Lea A. Folsom¹, Danielle C. Zanotti¹, Cathleen D. Klausing¹, Stuart S. Miller¹, Eduardo Alvarado¹, Sara J. Smith¹, Donald A. Saucier¹; ¹Kansas State University – This study examined the relationships between different forms of religiosity (e.g., intrinsic, extrinsic, quest, fundamentalism) and sexual prejudice, and how these pre-

dicted helping intentions toward target individuals whose religiosity and sexual orientation were manipulated. Results showed that religiosity and sexual prejudice interacted to predict helping intentions for the various targets.

E233

SOCIAL EXPLANATIONS MODERATE THE RELATIONSHIP BETWEEN IMPLICIT NEGATIVITY AND ATTITUDES TOWARD AFRICAN AMERICANS Michael R. Andreychik¹; ¹Fairfield University – Synthesizing work on the IAT with work on social explanation, 2 studies suggest that among those who reject external explanations for African American social status, associations between "Black" and "negative" on the IAT indicate prejudice, whereas among those who endorse external explanations, such associations indicate more positive orientations (e.g., concern).

E234

ACADEMIC (UNDER)ACHIEVEMENT: HOW STEREOTYPE THREAT IMPAIRS FIRST GENERATION COLLEGE STUDENTS' TEST PERFORMANCE Abdiel J. Flores¹, Veronica A. Macina¹, Hannah Krebs¹, Manuel Marquez¹, Tiffany Ascha¹, Tiffany McGinn¹, Julia Gimeno¹, Natasha Choudri¹, Bettina J. Casad¹; ¹California State Polytechnic University, Pomona – This study examined the mediating role of physiological arousal of stereotype threat effects among first generation college students. Results revealed that participants who experienced a physiological threat response had significantly lower test scores than those who experienced a challenge response. Implications and future directions are discussed.

E235

BLACK IDENTITY UNDER THREAT Carlise King¹, Avi Ben-Zeev¹; ¹San Francisco State University – This study was designed to remedy the gap in stereotype threat research regarding implications for Black identity. Data indicated that perceptions of and feelings about being Black (private regard) became significantly more negative under threat. We discuss affective variables regarding Black identity, risks for identity bifurcation, and potential interventions.

E236

ASIAN IS WHO I AM: HOW INDIVIDUALS WITH MULTIPLE SOCIAL IDENTITIES EXPERIENCE PREJUDICE Jessica Remedios¹, Alison L. Chasteen¹, Jeffrey D. Paek¹; ¹University of Toronto – Examining the experiences of multiply stigmatized people may clarify when people make internal attributions to explain prejudice. We show that Asian women value race more than gender and attribute racism (not sexism) to internal causes. Furthermore, Asian women experience more negative affect in response to racism than sexism.

E237

DISABILITY AND AUTONOMY: PRIMING ALTERNATIVE IDENTITIES Katie Wang¹, John F. Dovidio¹; ¹Yale University – The present study showed that, when primed with their identity as a person with a disability rather than as a college student, college students with disabilities had less access to autonomy-related thoughts. The priming manipulation had a greater impact on those high in stigma consciousness (more sensitive to stigmatization).

E238

ASSIMILATION TO PERSONAL VERSUS SOCIETAL-VIEWS OF THE PROTOTYPICAL WOMAN Kelly Ann Danaher¹, Iva Katzarska-Miller², Monica Biernat¹; ¹University of Kansas, ²Transylvania University – Women's self-ratings were predicted by societal-views (not self-views) of the prototypical woman, which was amplified by an identity threat (Study 1). Women assimilated to manipulated societal-views (not self-views) of the prototypical woman (Study 2). These studies suggest that self-stereotyping involves assimilation to societal-views of group attributes.

E239

“I NEVER LIKED THE SCIENCES ANYWAYS”: EFFECT OF CHRONIC STEREOTYPE THREAT ON DISENGAGEMENT THROUGH DISIDENTIFICATION Paul Hernandez¹, Anna Woodcock², Mica Estrada-Hollenbeck³, P. Wesley Schultz²; ¹University of Connecticut, ²Purdue University, ³California State University, San Marcos – We test Steele’s (1997) meditational hypothesis: that chronic stereotype threat leads to disidentification and eventual to disengagement from the stereotyped domain. Longitudinal mediation analysis confirmed a significant mediated effect among the Latino group, but not among African American group. We discuss the differential impact of chronic stereotype threat on persistence.

E240

THE LEVEL OF SELF-REPRESENTATION DETERMINES THE TARGET OF DEFENSE-BASED PREJUDICE Thomas Allen¹, Jeffrey Sherman¹, Gregroy Herek¹; ¹UC Davis – Increased outgroup negativity typically results following an ego threat. However, how a group is selected for negative evaluation has not been addressed. Whether the collective or personal level of self-representation was threatened was found to be an important determinant of the group selected for negative evaluation.

E241

STEREOTYPE THREAT AND THE ROLE FRAGILE SELF-ESTEEM PLAYS IN SELF-HANDICAPPING Amanda Carvalho¹, Edward Cascio¹, Victoria Plaut²; ¹University of Georgia, ²University of California, Berkeley – We investigated effects of stereotype threat on self-handicapping during an athletic task. We hypothesized that White participants with fragile self-esteem would self-handicap in the threat condition, framed as a test of “natural athletic ability.” A significant three-way interaction was found implying the use of behavioral self-handicapping as a defensive mechanism.

E242

COULD COMING OUT OF THE CLOSET NEGATIVELY AFFECT GAY MEN'S SELF-ESTEEM? Ryan Pickering¹, Shannon McCoy¹, Brandon J. Cosley¹, Ellen E. Newell¹, Joseph D. Wellman¹; ¹University of Maine – We found that Gay men who were open about disclosing their sexual orientation (Out) had significantly lower self-esteem than men who were not (In). This negative effect of being Out was moderated by group identification. Being Out was negatively associated with self-esteem only among gay men low in ingroup identification.

E243

THE IMPACT OF MEDIA DEPICTIONS OF WEIGHT-STIGMATIZATION ON WEIGHT BIAS AND SELF-EVALUATION Sarah Savoy¹, Shaan Shahabuddin¹, James Walker¹; ¹Stephen F. Austin State University – The influence of media depiction of weight-stigmatization was examined. For non-overweight participants, stigmatization exposure predicted more positive self-attitude, and media character identification was associated with prosocial behavior toward overweight others. For the overweight, disidentification was associated with prosocial behavior toward overweight others, which could indicate an attempt to boost self-image.

E244

THE WEIGHT OF RUMINATION AND ANTICIPATED STIGMA AMONG WOMEN WITH WEIGHT AND APPEARANCE CONCERNS Stephanie Andel¹, Stephenie Chaudoir¹, Diane Quinn²; ¹Bradley University, ²University of Connecticut – We examine how anticipated stigma affects self-esteem among women with weight and appearance concerns (N = 36) and women with other concealable stigmatized identities (N = 138). We find that rumination fully mediates the effect of anticipated stigma on self-esteem for women with WAC, but not for other women.

E245

THE RELATIONSHIP BETWEEN RACIAL BIAS AND THE COMPONENTS OF EXECUTIVE FUNCTIONING Geoffrey Kerr¹, Tiffany Ito¹, Akira Miyake¹; ¹University of Colorado- Boulder – This study investigates how concern over racial bias depletes executive functioning. Completing an implicit racial bias task decreased performance on a subsequent measure of shifting from one task set to another, suggesting that this aspect of executive function is involved with and can be depleted by concern over racial bias.

E246

EXPECTANCY MODERATES THE EXPRESSION OF AUTOMATIC RACIAL BIAS Jillian K. Swencionis¹, David M. Amodio¹; ¹New York University – We tested whether expectancies moderate the influence of automatic racial associations on behavior on implicit measures of racial attitudes, stereotyping, and weapons identification. When expectancies conflicted with automatic racial associations, the typical race-bias response pattern was reduced to non-significance, suggesting that expectancies can override effects of implicit bias on behavior.

E247

THINKING ALOUD DURING RAVEN'S MATRICES (RM) COMPLETION ELICITS STEREOTYPE THREAT Kevin R. Harris¹, Jonathan E. Buck¹, Abigale M. Peszek¹, Shauna L. Snyder¹; ¹Austin Peay State University – Performance monitoring and subsequent efforts to suppress negative thoughts may underlie stereotype threat via consumption of executive resources. We hypothesized that having stereotyped participants think-aloud during task performance would redirect resources back to the required task. Unexpectedly, ST appeared only under think-aloud conditions when minority- versus majority-group RM-performance differences increased.

E248

IMPLICIT COMPENSATION VS. EXPLICIT DEFENSE: HIRING DECISIONS AND ANTI-PREJUDICIAL ATTITUDES Corinne A. Moss-Racusin¹, Laurie A. Rudman¹, Julie E. Phelan¹, John F. Dovidio²; ¹Rutgers University, ²Yale University – The implicit compensation/explicit defense (ICED) model illuminates egalitarians’ anti-prejudicial attitudes after hiring one of two qualified minority applicants. Consistent with ICED, participants implicitly compensated by condemning prejudice against the unselected candidate’s group, reinstating their egalitarian credentials. In contrast, participants condemned prejudice against the selected candidate’s group, explicitly defending their choice.

E249

WILL YOU VALUE ME? THE EFFECT OF PHENOTYPIC RACIAL STEREOTYPICALITY ON ORGANIZATION EVALUATIONS Kimberly Barsamian Kahn¹, Miguel M. Unzueta², Paul G. Davies³; ¹ISCTE-- CIS, ²UCLA, ³University of British Columbia – We investigate whether within-group differences in phenotypic racial stereotypicality of minority employees affect minority and majority group members’ perceptions of an organization. Results find that the phenotypic stereotypicality of minority employees serves as an important social identity cue for minority applicants regarding identity acceptance, diversity values, and company principles.

E250

ATTRIBUTIONS AND BLAME FOR TEEN PREGNANCY: EFFECTS OF TARGET RACE, GENDER, AGE, AND JUSTIFICATION Kristy L. Cahoon¹, Daniel J. Weigel¹; ¹University of Nevada, Reno – Attribution and blame theories (Weiner, 1986; Alicke, 2000) were used to explain different causal dimension and blame ratings of university students (n=157) who were presented with target adolescents experiencing an unplanned pregnancy. Targets varied in race, gender, age, and justification for the pregnancy. Racial attitudes, and religiosity were also investigated.

E251

YOU'RE HIRED: THE IMPACT OF APPLICANT RACE, FACIAL FEATURES, AND JOB LEVEL ON HIRING RECOMMENDATIONS Michael S. Butchko¹, Randall A. Gordon², Jon C. Pedersen², Matthew C. Daly²; ¹Ball State University, ²The University of Minnesota Duluth – Evidence for category-based and feature-based stereotyping was found in a study that manipulated the race and facial features of applicants being considered for low and high-level jobs. Feature-based stereotypes did not directly impact hiring recommendations, but did affect both attributional judgments and salary recommendations for the applicants.

E252

JUDGMENTS OF WARMTH AND COMPETENCE RELATED ABILITIES ARE BIASED ACCORDING TO MIXED STEREOTYPES Rickard Carlsson¹; ¹Lund University – 136 students judged the empathic and cognitive ability of individuals who had identical merits, but differed in whether they belonged to a group stereotyped as warm but incompetent or to a group stereotyped as cold but competent. Their judgments were biased in a mixed pattern consistent with the stereotype content.

E253

IT'S NOT WHAT YOU SAY, BUT WHO YOU ARE: POLITICAL ORIENTATION, TARGET RACE, AND EDITORIALS Sara Richardson¹, Kodi Nordahl¹, Robert Murphy¹, Helen C. Harton¹; ¹University of Northern Iowa – Participants read an editorial for or against universal health care supposedly written by an African American or European American man. Liberals rated the editorial as more convincing when it was written by the African American author than the European American author, regardless of stance, whereas conservatives did the reverse.

E254

THE ROLE OF PERSONALITY DURING STEREOTYPE EXPECTANCY VIOLATION: A PSYCHOPHYSIOLOGICAL APPROACH Ivo Gyurovski¹, Cheryl Dickter¹; ¹College of William and Mary – Participants completed an impression formation task where stereotypical information was followed by a picture. Results showed that the P300 amplitude of the ERP is largest when Black targets follow the presentation of stereotypically White behaviors. Need-for-closure and authoritarianism predicted the amplitudes of this and other ERP components during expectancy-violating trials.

E255

SEX DIFFERENCES IN VALUES DETERMINES RELIGIOUS RACISM David Matz¹, Deborah Hall², Wendy Wood³; ¹Augsburg College, ²Arizona State University, ³University of Southern California – To the extent that religious racism stems in part from the values that underlie religious devotion and that these values are endorsed differently by women and men we expected that the religiosity-racism relationship would diminish as the percentage of women in a sample increases. Our results support the hypothesis.

E256

CATEGORY MEMBERSHIP SHAPES PERCEPTIONS OF BEAUTY AND VALUE FOR WORKS OF ART Margaret Sanders¹, Tyler Davis¹, Bradley C. Love¹; ¹The University of Texas at Austin – Subjects learned to classify abstract paintings as art student or museum pieces. While central (i.e., typical) category members of the museum category were viewed as more beautiful and valuable, the opposite pattern held for art student pieces. We evaluate these findings in light of fluency and beauty-in-averageness effects.

E257

FLIRTING WITH THREAT: WOMEN'S VERBAL BEHAVIORS CONFLICT WITH NON-VERBAL CUES Rachel Sackman¹, Avi Ben-Zeev¹; ¹San Francisco State University – Women under stereotype threat may use flirtation as a coping mechanism unconsciously, despite disavowing the use of flirtation explicitly. Women under threat were perceived as displaying significantly higher frequencies of non-verbal facial and bodily flirtation behaviors but not verbal flirtation behaviors.

E258

GROUP INVOLVEMENT AND THE REJECTION IDENTIFICATION MODEL Amy M. Garczynski¹, Richard D. Harvey¹, Rachel E. Tennial¹; ¹Saint Louis University – The Rejection-Identification model examines how people cope with discrimination through identifying with their groups, which bolsters well-being. However, it is uncertain how identification leads to well-being. This study determined that group involvement mediates the identification and well-being relationship suggesting that the benefits of identification are contingent upon group involvement.

E259

ACADEMIC CONSEQUENCES OF SJBS FOR FIRST-YEAR LATINO UNDERGRADUATES: DECREASED GRADES, BUT INCREASED SENSE OF BELONGING. Dustin E. Mars¹, Laurie O'Brien¹, Collette P. Eccleston²; ¹Tulane University, ²Syracuse University – In a longitudinal study design we explored the role of system-justifying beliefs (SJBs) in the academic experiences of first year undergraduate Latino students. The endorsement of SJBs at time 1 led to decreased GPAs at time 2, but a higher sense of belonging at the university at time 2.

E260

FELT AGE INTERACTS WITH NEGATIVE AGING ATTITUDES TO PREDICT PSYCHOLOGICAL WELL-BEING Steven Mock¹, Richard Eibach¹, Elizabeth Courtney²; ¹University of Waterloo, ²Hofstra University – We tested whether natural variation and experimentally induced variation in a person's felt age interacted with aging attitudes to predict psychological well-being. As predicted participants who felt older and who had negative aging attitudes (Study 1) or were primed with negative aging stereotypes (Study 2) felt significantly worse about themselves.

Gender

E261

PARENTHOOD AND GENDER AS POTENTIAL SOURCES OF BIAS IN EMPLOYMENT DECISIONS IN SWEDEN Hanna Li Kusterer¹, Marie Gustafsson¹; ¹Stockholm University – This study examined the effects of gender and parental status in a fictional recruitment situation in Sweden. Parenthood did not influence the ratings. Despite similar agency and communality ratings, the female applicant received higher competence and hireability ratings, higher salary, and were seen as more qualified than the male applicant.

Individual Differences

E262

MINDFULNESS AND SOCIAL PERCEPTION Jessica Tipsord¹; ¹University of Oregon, Child and Family Center – The current study examined the relationship between mindfulness and empathy, felt connection to others, and performance on social perception tasks (e.g., inferences of others' mental states). Results indicated that mindfulness is positively associated with empathic concern, perspective taking, felt connection to others, and greater ease in making emotion inferences.

Self/Identity

- F1**
A HOPPING SUCCESS: VALIDATION OF AN IAT GAME Coral M. Bruni¹, Randie C. Chance¹, P. Wesley Schultz¹; ¹California State University, San Marcos – This study examined the validity of a game version of the IAT, known as FlexiTwins. One hundred and eighty-eight students completed two versions of IAT: FlexiTwins and the traditional IAT. A significant correlation between these two versions was found. The implications for this finding are discussed.
- F2**
SELF-AFFIRMATION ENHANCES COPING WITH PHYSICAL DISABILITY Arielle Silverman¹, Geoffrey Cohen²; ¹University of Colorado at Boulder, ²Stanford University – The impact of self-affirmation was tested in a group of blind students attending a blindness skills training program. Students completed an affirmation or control exercise and their training performance was assessed. Affirmation led to improved grades and adjustment. Implications of self-affirmation theory for people with disabilities are discussed.
- F3**
THE ROLE OF ALCOHOL IDENTITY IN COLLEGE STUDENTS' RISKY DRINKING PRACTICES Brittany Bannon¹, Heather M. Gray², Debi A. LaPlante², Nalini Ambady¹; ¹Tufts University, ²Cambridge Health Alliance, Harvard Medical School – We developed and validated an easily-administered implicit measure of alcohol-related self-identity, the Alcohol Identity Implicit Association Test (AI-IAT). College students completed the AI-IAT and measures of risky drinking behaviors at three phases across seven months. The AI-IAT reliably measured implicit alcohol identity and predicted future engagement in risky drinking practices.
- F4**
THE IMPACT OF SELF-RELEVANT REPRESENTATIONS ON SCHOOL BELONGING FOR UNDERREPRESENTED NATIVE AMERICAN STUDENTS Rebecca Covarrubias¹, Stephanie A. Fryberg¹; ¹The University of Arizona – Two studies examined the impact of role models on school belonging for underrepresented Native American (NA) middle-school students. Analyses revealed that identifying increasing numbers of self-relevant role models (Study 1) and exposure to self-relevant role models (Study 2) increases school belonging for NA students, but not for European American students.
- F5**
MOTIVATED INDEPENDENCE: IMPLICIT PARTISANSHIP PREDICTS POLITICAL JUDGMENTS AMONG SELF-PROCLAIMED INDEPENDENTS Carlee Beth Hawkins¹, Brian A. Nosek²; ¹University of Virginia – People may identify as politically independent to appear objective, even when they are not. We administered a political party identification IAT to predict implicit and explicit attitudes formed toward new public policy proposals. Independents' implicit partisanship predicted political judgment, and more strongly for implicit than explicit policy preferences.
- F6**
THE IMPACT OF IMPLICIT EGOTISM ON THE BEAUTIFUL-IS-GOOD PHENOMENON Chris Bartak¹, Mauricio Carvallo¹, Matthew Findley¹; ¹University of Oklahoma – This study explores whether sharing trivial self-attributes with another individual influences personality trait ratings of the individual, and the extent to which self-threat and self-affirmation influences those ratings. Higher implicit self-esteem individuals rated those with names resembling their name more positively. The effect was stronger in the self-threat condition.
- F7**
SKIN TONE PREFERENCES AND SELF-REPRESENTATION IN HISPANIC CHILDREN Erin Kaufman¹; ¹University of Washington – Fifty-two 5-7 year old Hispanic children's skin tone preferences and self-representations were investigated through an updated replication of Clark and Clark's seminal coloring task. Effects of assessor race on subject responses were examined. Results show a preference for lighter skin tones; examiner race had a significant impact on subject responses.
- F8**
SOLVING THE UNSOLVABLE: THE EFFECTS OF SELF-EXPANSION ON GENERATING SOLUTIONS TO IMPOSSIBLE PROBLEMS Brent A. Mattingly¹, Gary W. Lewandowski, Jr.², Rachel E. A. Carson¹; ¹Ashland University, ²Monmouth University – Participants engaged in a high or low self-expansion activity and then completed a set of anagrams (3 solvable, 3 impossible). Results indicated that individuals in the high (vs. low) expansion condition generated solutions for more impossible anagrams, whereas there was no difference in the number of solvable anagrams correctly solved.
- F9**
A META-ANALYTIC REVIEW OF THE RELATIONSHIP BETWEEN INTERNALIZED HOMOPHOBIA AND RELATIONSHIP SATISFACTION IN SAME-SEX COUPLES David Matthew Doyle¹; ¹Tulane University – This review synthesized research examining the relationship between internalized homophobia and romantic relationship satisfaction among sexual minorities. Meta-analytic procedures tested fixed and random-effects models across 18 studies (total N = 4,480). An inverse relationship between the two key variables was identified, $r = -.21$, $p < .001$, moderated by sample type.
- F10**
SELF-COMPASSION, INTERPERSONAL CONFLICT RESOLUTIONS, AND WELL-BEING Lisa M. Yarnell¹, Kristin D. Neff¹; ¹The University of Texas at Austin – We investigated self-compassion's influence on the balance of self and other. Undergraduate participants described conflicts with mothers, fathers, and romantic partners; choice of self-prioritization/compromise/self-subordination; authenticity of this choice; and turmoil and well-being experienced. Self-compassion led to compromise and authenticity. Compromise partially mediated a positive association between self-compassion and well-being.
- F11**
EFFECTS OF ATTACHMENT PRIMES ON SELF-STRUCTURE Sara Bozeman¹, Carolin J. Showers¹; ¹University of Oklahoma – This study explores the effect of attachment primes on self-structure. After experiencing an attachment prime (secure, insecure or neutral), participants completed a self-descriptive card-sorting task to assess self-structure. Both secure and insecure attachment primes led to greater self-compartmentalization, suggesting that people who think about important relationships simplify their self-structure.
- F12**
THE AUTOMATIC ACTIVATION OF SELF-EVALUATIVE GOALS IN RELATIONSHIP CONTEXTS Serena Chen¹, Michael W. Kraus¹; ¹University of California – Four experiments tested the hypothesis that self-evaluative goals pursued in significant-other relationships are automatically elicited when a significant-other representation is activated. Together,

the results show that significant-other priming activates self-verification goals, resulting in the pursuit and receipt of self-verifying appraisals from others, as well as more global appraisals of authenticity.

F13

AGE DIFFERENCES IN BICULTURAL IDENTITY INTEGRATION: QUANTITATIVE AND QUALITATIVE PERSPECTIVES IN A NATIONAL SAMPLE Katharine Gilson¹, Jennifer Pals Lilgendahl², Margaret Bishop², Veronica Benet-Martinez³; ¹University of Minnesota, ²Haverford College, ³Pompeu Fabra University, University of California at Riverside – This study examined age differences in Bicultural Identity Integration (BII) among 2nd generation bicultural Americans. A national bicultural sample aged 18-65 completed an on-line survey. Results showed that age was positively correlated with the Harmony component of BII, demonstrating that older adults experience less bicultural identity conflict than younger adults.

F14

CULTURE AND THE DISTINCTIVENESS MOTIVE: CONSTRUCTING IDENTITY IN INDIVIDUALIST AND COLLECTIVIST CONTEXTS M. Becker¹, V. L. Vignoles¹, and 38 members of the Culture and Identity Research Network; ¹University of Sussex – Some portray the identity motive for distinctiveness as specific to individualist cultures. Across 21 cultural groups, this motive was no weaker in collectivist than in individualist cultures. However, members of collectivist cultures tended to base their distinctiveness more on social position, and less on difference and separateness.

F15

BICULTURAL IDENTITY AND HEALTH BEHAVIORS: EFFECTS OF IDENTITY INTEGRATION AND CULTURAL CONGRUENCE Priya Kamat¹, Wendi L. Gardner¹; ¹Northwestern University – Asian American participants read a health message regarding a behavior that is either stigmatized by Asian culture or not stigmatized by Asian or American cultures. Results indicate that message effectiveness depends on the experience of cultural identities, as integrated or distinct, and perceptions of each in-group's view toward the behavior.

F16

BICULTURAL TERROR MANAGEMENT: THE ROLE OF PERSONAL NEED FOR STRUCTURE AND BICULTURAL EXPERIENCE Rui Zhang¹, Erik H. Faucher¹, Jeff Schimmel¹, Kim A. Noels¹; ¹University of Alberta – Two studies were conducted to examine terror management processes among biculturals. In study 1, need for structure and bicultural identity were found to influence each other when mortality was salient. Study 2 found recalling bicultural conflict was most threatening to integrated biculturals. Implications for TMT and biculturalism will be discussed.

Self/Identity

F17

BETTER AND MORE HUMAN THAN OTHERS: SELF-BIASES ACROSS CULTURES Steve Loughnan¹; ¹University of Kent – Westerners see themselves as better (self-enhancement) and more human (self-humanizing) than average. We measured both biases in fifteen nations: Australia, Belgium, China, Estonia, Germany, Hungary, Italy, Japan, Peru, Singapore, South Africa, South Korea, Spain, USA, & Venezuela. We found both biases in all nations, although their intensity varied across nations.

F18

THE BEST AND WORST TIMES: IDENTITY AND EMOTIONAL APPROACH MATTER Keith Cox¹, Joshua Swenson¹, Dan McAdams¹; ¹Northwestern University – Recent research suggests analytical processing of intensely negative life events and savoring of intensely positive life events yields greater well-being. Such research, though, neglects identity in investigating emotionally intense life events. The current study shows that identity processes, and not just emotional approach, are important for well-being.

F19

KNOWING A GOOD THING WHEN YOU SEE IT: FEMALE-ENGINEER IDENTITY INTEGRATION AND CREATIVE IDEA SELECTION Cathleen Clerkin¹; ¹University of Michigan – This study examines the relationship between identity integration and creative idea selection among female engineers. We found that female engineers who perceived more compatibility between their gender and career identities (high integrators) performed better on a creative idea selection task--i.e. correctly selecting successful video games for girls.

F20

WEIGHT AND APPEARANCE CONCERNS IN A NEW TECHNOLOGICAL ERA Eileen V. Pitpitan¹, Kimberly McClure¹, Valerie A. Earnshaw¹, Nicole Overstreet¹, Amy Huntington¹, Diane M. Quinn¹; ¹University of Connecticut – We studied the psychological consequences of body image concerns on a widely popular social networking site (Facebook). Over 250 adults completed an online survey. Results showed that gender, self-perceived weight, trait self-objectification, and body image concerns significantly predicted psychological distress levels in response to photos being posted of them online.

F21

MERITOCRACY DECREASES WOMEN'S INGROUP COMMITMENT IN THE FACE OF SEXISM Ellen E. Newell¹, Shannon K. McCoy¹; ¹University of Maine – Does the belief in meritocracy moderate women's ingroup-commitment in the face of sexism? When sexism was salient, the more women endorsed meritocracy the lower their ingroup-commitment (e.g. less feminine language, increased blaming of women for their disadvantage, and less feminine self-ratings). No relationships were observed in the non-sexist condition.

F22

PREDICTORS OF ATTITUDES TOWARD FEMINISM IN WOMEN OF COLOR: A PATHWAY MODEL OF FEMINIST IDENTITY L. E. Hunter¹, Rachael D. Robnett², Kristin J. Anderson³; ¹University of Michigan, ²University of California, Santa Cruz, ³University of Houston – This research investigated whether predictors of attitudes about feminism differ depending on participant ethnicity. Structural equation modeling revealed that sexism, women of color feminist ideology, and stereotypes about feminists differentially predicted attitudes toward feminism in Black, Latina and White participants. These findings support a pathway model of feminist identity development.

F23

INVESTIGATIONS OF GROUP AFFIRMATION: TYPE OF THREAT, LEVEL OF THREAT AND POTENTIAL MECHANISMS Debra Bunyan¹, Jim Blascovich¹; ¹University of California, Santa Barbara – Can a group-affirmation overcome threats to the self, and if so, how? Preliminary results suggest that a group-affirmation can increase the acceptance of negative health information by making group membership salient, thereby increasing an individual's tendency to rate themselves highly on positive traits that have been associated with the group.

F24

GAINING INSIGHT INTO IDENTITY FUSION: MEASURING IDENTITY FUSION USING A NEW VERBAL MEASURE Matthew Brooks¹, Michael Buhrmester¹, Ángel Gómez², William B. Swann Jr.¹; ¹University of Texas, ²UNED, Madrid, Spain – The existing pictorial measure of identity fusion has been successful, but is potentially problematic. To address this, and increase our understanding of fusion, we introduce a verbal measure of fusion. Previous fusion findings are replicated, with verbal fusion outperforming the pictorial fusion measure as well as traditional group identification measures.

F25**SOCIAL IDENTITY COMPLEXITY UNDER A SINGLE SOCIAL DIMENSION**

Brandon Nakawaki¹; ¹Claremont Graduate University – Two studies explore whether patterns of social identity complexity (SIC) emerge using only two ingroups, and whether those ingroups can be subgroups of the same social dimension (e.g., race or ethnicity). Prior patterns of SIC are partially replicated with some notable differences. Theoretical and practical implications and limitations are discussed.

F26**HOMEOSTASIS BELIEFS INCREASE THE ACCURACY OF POSITIVE AFFECTIVE FORECASTS**

Caitlin Burton¹, Helena Kim¹, Jason E. Plaks¹; ¹University of Toronto – Homeostasis beliefs (HBs) reflect the extent to which individuals believe that positive and negative life events “even out” in the long term. Students primed with high rather than low HBs made significantly smaller affective forecasting errors when predicting how happy they would be after succeeding on an upcoming midterm test.

F27**NARCISSISTS ARE LESS TOLERANT OF NARCISSISTIC BEHAVIOR**

Harry Wallace¹, Benjamin Scheiner¹; ¹Trinity University – Participants reported their willingness to engage in specific opportunistic and antagonistic behaviors. Then they reported how bothered they would feel in response to experiencing the same opportunistic behaviors, perpetrated by someone else. Narcissists held a double standard by expressing more willingness to antagonize and less tolerance for being antagonized.

F28**ROLES, RELATIONSHIPS, AND THE GOOD/BAD ME: SELF-ASPECT DESCRIPTIONS AND EVALUATIVE ORGANIZATION OF SELF-KNOWLEDGE**

Jeni C. Presley¹, Alicia Limke¹, Patrick B. Mayfield¹; ¹University of Central Oklahoma – Little is known about the link between evaluative organization and the self-aspect categories generated by participants to describe themselves. For this study, independent coders sorted the labels participants generated into the categories noted by McConnell (in press). Relationship- and role-based descriptions were more integrative than were affectively- and goal-based descriptions.

F29**SELF-AWARENESS, INTERDEPENDENCE, COMPASSION, & GROWTH: DEVELOPMENT OF A QUIET EGO SCALE**

Kateryna Boyce¹, Heidi Wayment¹, Jack Bauer²; ¹Northern Arizona University, ²University of Dayton – Exploratory and confirmatory factor analyses (N = 1158) revealed a reliable measure of “quiet ego” characteristics that showed strong positive correlations with self-compassion, and mindfulness; moderate positive correlations with self-determination; and moderately negative correlations with anxious/ambivalent attachment styles. Discussion focuses on the potential importance of a multi-dimensional quiet ego scale.

F30**APPEARANCE AND HUMAN ESSENCE: TWO BINDS MORE WHEN A THIRD-PERSON PERSPECTIVE IS TAKEN**

Nangyeon Lim¹, Kimin Eom¹, Eunkook M. Suh¹; ¹Yonsei University, Seoul, Korea – This study finds that viewing the self with a third-person perspective increases the belief that a person’s essence is reflected in more visible aspects. Third-person perspective taking increased the belief that a person’s essence changes with appearance, and also increased the estimated ripple effect caused by change in appearance.

F31**ACTIVATION AND SUPPRESSION OF SUPERORDINATE SOCIAL CATEGORIES DEPENDS ON RELEVANCE FOR SUBGROUP COMPARISONS**

Beatriz Lloret¹, Maria Popa Roch¹, Sven Waldzus¹; ¹CIS-ISCTE IUJ – One particular type of multiple identities is dual identification defined as individual’s simultaneous identification with a subordinate category and with a superordinate category (SC). Results suggest

that when an SC is relevant for intergroup comparisons the salience of subgroup categorization inhibits the salience of identity on the superordinate level.

F32**CLUSTERING IDENTITY: AN EXAMINATION OF CLUSTER PROFILES ON THE CROSS RACIAL IDENTITY SCALE**

James Telesford¹, Rodolfo Mendoza-Denton¹, Frank Worrell¹; ¹UC Berkeley – Cluster analysis revealed 6-different racial identity attitude profiles on the Cross Racial Identity Scale: Multiculturalist, Miseducated Variant, Immersion, Assimilationist, Assimilationist-Humanistic, and Afrocentric. These profiles differed significantly on various measures of psychological well-being, academic achievement, and rejection sensitivity. These findings are discussed in terms of education policies and racial socialization strategies.

F33**SOCIAL IDENTITY AND IDENTITY THREAT ALTER PERCEPTION OF PHYSICAL DISTANCE**

Y. Jenny Xiao¹, Rimma Rovinskaya¹, Liat Segal¹, Abigail Mengers¹, Christina Roylance¹, Jay J. Van Bavel¹; ¹New York University – We hypothesized that social identity and identity threat would interact to alter representations of physical reality (distance). Yankees (vs. non-Yankees) fans perceived a threatening out-group stadium (Fenway Park) as closer. Under identity threat, NYU affiliates perceived Columbia University to be closer than non-affiliates; this effect was reversed under identity affirmation.

F34**SECURITY IN UNCERTAIN TIMES: THE EFFECT OF SELF-CONSTRUAL ABSTRACTNESS ON ANXIETY OVER UNCERTAINTY**

Arezou Cavanaugh¹, Kate Sweeny¹; ¹University of California, Riverside – People inevitably face moments of uncertainty regarding life outcomes, and react to this uncertainty with varying amounts of anxiety. We examined self-construal abstractness as a key predictor of anxiety over uncertainty in three studies. We find that anxiety over uncertainty is mitigated by both primed and “trait” self-construal abstractness.

F35**PSYCHOLOGICAL COST OF AVOIDING REALITY IS THE LOSS OF SELF-ESTEEM AND SENSE OF AUTHENTICITY**

Naoki Kawasaki¹, Takaki Fukumori²; ¹Hokusho University, ²University of Tokushima – Ignoring true information may protect our self-esteem (SE), but only at a cost to the sense of authenticity (SOA). Reality Avoidance Scale was developed and using the scale suggested that reality avoidance was related to decreased SE and SOA, however the lowered SE was offset by the loss of the SOA.

F36**CHOOSE YOUR WORDS WISELY: METHODOLOGICAL CHALLENGES IN MEASURING PATIENT DECEPTION IN MEDICAL APPOINTMENTS**

Jodi Grace¹, Tiffany Smith¹, Chip Timmons¹, Giselle Inoa¹, Kathryn Drumheller¹; ¹St. Thomas University – Patients may lie to medical practitioners to protect desired identities and may underreport instances of such deception on surveys, creating methodological challenges. Using synonyms and antonyms for deception, the current study demonstrated that researchers’ word choice to assess deception affected participants’ rates of self-reported deception to medical practitioners.

F37**THE OLD ME: HOW IMPLICIT/LAY THEORIES OF DEVELOPMENT ALTER PERCEPTIONS OF PAST SELVES AND EVENTS**

Cindy Ward¹, Anne E. Wilson¹; ¹Wilfrid Laurier University – Temporal self-appraisal theory suggests that to maintain a favorable current self-image, people often derogate distant past selves and subjectively distance negative events; however, in two studies we demonstrate that lay theories moderate these effects. Only incremental theorists (and not entity theorists) derogated past selves and distanced negative events.

F38

ATTEMPTING CHALLENGES AND THEORIES OF CHANGE Daniel A. Nadolny¹, Grainne M. Fitzsimons¹, Steven J. Spencer¹; ¹University of Waterloo – This research tests the hypothesis that incremental theories of change lead people to attempt more challenging tasks. Participants' theories of change were manipulated, followed by a challenging math test. Participants with incremental theories attempted to answer more questions and spent longer on the test than those with entity theories.

F39

ACHIEVEMENT MOTIVATION AS A FUNCTION OF ASSIMILATION AND DIFFERENTIATION NEEDS DeLeon Gray¹, Kimberly Rios Morrison²; ¹The Ohio State University, ²University of Chicago – We tested whether construing success as a means of satisfying assimilation or differentiation needs would increase motivation to achieve. Participants demonstrated increased self-regulatory performance on a word task (Boggle) when they perceived success as a means of regaining an optimal personal identity.

F40

DOES SELF-ENHANCEMENT PROMOTE GOAL PERFORMANCE AND SELF-PROTECTION? AN EXPERIMENTAL ANALYSIS Erin M. O'Mara¹, Lowell Gaertner¹; ¹University of Tennessee – We manipulated self-enhancement to assess its causal effect on goal-performance and self-protection. Participants (via random assignment) (a) self-enhanced, self-deprecated, or neither (control) regarding creativity, (b) completed a creativity test, and (c) received success or failure feedback. Self-enhancers generated more test solutions and, following failure, most vehemently derogated the test's validity.

F41

ACTING OBAMA: CUEING ACADEMIC ENGAGEMENT IN COLLEGE STUDENTS George Smith¹, Daphna Oyserman¹; ¹University of Michigan – The present research examines Obama as a cue of school effort. College students are exposed to an Obama prime or a control condition and complete several measures of academic effort. Results show that Obama cues more school-focused behaviors and effort on a difficult task in both White and Black students.

F42

PREDICTING THE DESIRE TO SEEK OUT ONE'S GRADES WHEN GRADE KNOWLEDGE IS OPTIONAL Hannah Moshontz de la Rocha¹, Aaron Call¹, Amelia Harati¹, Erin Westgate¹, Stephanie Wormington¹, Kathryn Oleson¹; ¹Reed College – We examined individual differences in self-related concerns, fears, and theories to predict students' projected likelihood of asking for their grades in a challenging mastery-oriented college environment. Anticipated grade-checking was positively predicted by higher concern with performance and fear of failure, and negatively predicted by entity theories of intelligence.

F43

TAKING A BROADER VIEW UNDER THREAT: THE EFFECT OF SELF-AFFIRMATION ON CONSTRUAL LEVELS Kim Hartson¹, David Sherman¹; ¹University of California, Santa Barbara – Researchers examined the effect of self-affirmation on construal level, a measure of broader perspective taking, amongst middle school students potentially experiencing stereotype threat. Results indicate that for Latino students, self-affirmation led to higher levels of construal compared to those who weren't affirmed, suggesting that self-affirmation induces broader thinking under threat.

F44

EXPLORING ACHIEVEMENT GOALS, SELF-HANDICAPPING, AND LIFE SATISFACTION IN A CHALLENGING MASTERY-ORIENTED ENVIRONMENT Mariah Federow¹, Kathryn C. Oleson¹; ¹Reed College – We explored achievement goals (mastery-avoidance, mastery-approach, performance-avoidance, performance-approach), self-handicapping, and life satisfaction in a challenging mastery-oriented environment. Students

reported high levels of both types of mastery goals and lower levels of performance-goals; self-handicapping was related positively to higher mastery- and performance-avoidance, and negatively to mastery-approach and life satisfaction.

F45

HOW A BALL MOVES ON SCREEN AFFECTS LOCUS OF CONTROL RATINGS Mark Aveyard¹; ¹American University of Sharjah – A ball on screen moved among obstacles in a deterministic motion (bouncing around) or an internally-generated motion, affecting subsequent locus of control ratings. The results provide support for theories of embodiment that emphasize the importance of motor representations in higher social-cognitive processes.

F46

AN EXPERIMENTAL APPROACH TO EXPLORING HETEROSEXUAL SAME-SEX SEXUALITY: THE INFLUENCE OF CONTEXTUAL STIGMA AND SUPPORT Mariana Preciado¹, Kerri Johnson¹, Anne Peplau¹; ¹University of California, Los Angeles – The present study is the first to experimentally examine the effect of contextual cues of stigma and support on the self-perception of same-sex sexuality among heterosexual men and women. Results indicate that contextual stigma/support significantly influences both implicit and explicit self-perceptions, moderated by level of pre-manipulation self-reported same-sex sexuality.

F47

UNCONSCIOUS CUEING OF SELF VERSUS SOCIAL STANDARDS Matthew Sanders¹, Leonard Martin¹, Chris Burgin¹, Steven Shirk¹; ¹University of Georgia – Numerous factors can influence people's reliance on self versus social standards. We associated the color of a computer screen with using or not using one's self standards. Participants were more likely to use the self standards in subsequent unrelated evaluations made in the presence of the "use feelings" cue.

F48

THE ROLE OF COMPATIBILITY AND IDENTITY IN PREDICTING HELP-SEEKING BEHAVIOR AMONG FIRST YEAR UNIVERSITY STUDENTS Miki Talebi¹, Kimberly Matheson¹, Hymie Anisman¹; ¹Carleton University – Online studies demonstrated that among university students, there is a fear of stigmatization (by self and others) for seeking help for academic related issues. Depending on cultural factors (first generation students and those from abroad) these relations were tied to a mismatch between home and school life compatibility.

F49

SELF-BELIEF CHANGE AND SELF-CONCEPT CLARITY Andrew Hertel¹; ¹St. Olaf College – I tested the role of self-concept clarity in self-belief change across two experiments in which participants received self-relevant feedback. The first demonstrated that self-concept clarity is bolstered by self-verifying feedback. The second demonstrated that self-beliefs are more likely to change when self-concept clarity is maintained.

F50

THE IMPLICIT ASSOCIATION TEST AND ETHNIC IDENTITY CENTRALITY Brandon Carlisle¹, Joshua Meadors¹, Carolyn Murray¹; ¹University of California, Riverside – This study examined the centrality of ethnic identity in African Americans and its effect on potential biases as these are revealed in responses to the Implicit Association Test (IAT). Individuals displaying high ethnic identity centrality reported higher levels of in-group preference. Results are discussed with regard to internalizing implicit biases.

F51

I APPROACH, THEREFORE I AM. I AVOID, THEREFORE I AM NOT: MOTOR RESPONSES AND SELF-INFERENCE Cynthia Gangi¹; ¹University of California, Santa Barbara – By examining first-person epistemology from an embodied cognition perspective, I propose that our self-concept incorporates our bodily experiences. I conducted two studies examining

the impact of approach and avoidance movements on self-related perceptions and trait judgments. The results suggest that we use the body to understand who we are.

F52

SEX AND MUSCLE CARS: THE ROLE OF CARS IN BUFFERING THREAT TO SEXUAL VIRILITY David de Jong¹, Geoff MacDonald²; ¹University of Rochester, ²University of Toronto – In two studies we assess the hypothesis that fast or powerful cars play an important role in the maintenance of masculine sexual virility. Our findings indicate that identification with fast or powerful cars buffer the threat of sexual failure among older masculine men.

F53

DO UPWARD COMPARISONS ALWAYS DECREASE ATTENTIONAL RESOURCES? Dominique Muller¹, Marie-Pierre Fayant^{1,2}; ¹University of Grenoble, ²University Institute of France – Upward comparisons are distracting because they are threatening (Muller & Butera, 2007). Hence, being inspired by an upward target should decrease distraction. We manipulated the way upward target information is processed (comparison vs. inspiration) and assessed distraction. We find that how we process upward information influences its distracting impact.

F54

CAN'T TAKE THE SOUTH OUTTA THE GIRL (OR BOY): AMERICAN SOUTH V. NORTH REGIONAL IDENTITY L. Taylor Phillips¹, Aneeta Rattan¹, Hazel Markus¹; ¹Stanford University – We examine perceptions of regional identity in the face of regional context change. Although Northerners and Southerners viewed their regional identity as important, implications of regional identity vary by region. Southerners perceived their identity as significantly more portable (i.e., stable even when removed from Southern regional contexts) than did Northerners.

F55

SELF-PRESENTATIONAL PERSONAS: PREDICTING THE NUMBER AND ACCURACY OF PEOPLE'S BASIC SOCIAL IMAGES Ashley Allen¹, Mark R. Leary¹; ¹Duke University – This study investigated factors that predict the number of basic self-presentational personas that people use and whether their personas reflect their self-views. Participants described themselves to eight targets, rated themselves, and completed personality measures. Most participants used a small number of personas that were reasonably congruent with their self-views.

F56

FACEBOOK: A REVIEW OF PAST RESEARCH Robert E. Wilson¹, Lindsay T. Graham¹, Samuel D. Gosling¹; ¹University of Texas at Austin – The recent rapid growth in Facebook has been accompanied by a corresponding growth in Facebook research. To identify what has been learned, a thorough literature review was conducted, revealing four broad interrelated topics: Motivations for using Facebook, how Facebook is used in social interactions, identity presentation, and privacy/information disclosure.

F57

DON'T TELL ANYONE YOUR POSTER IS BETTER THAN AVERAGE (LEST THEY THINK YOU DISLIKE THEIRS) Vera Hoorens¹, Constantine Sedikides²; ¹Katholieke Universiteit Leuven, ²University of Southampton – We examined why people dislike self-superiority claims. Participants responded to a self-superiority claim and to various other comparative person descriptions. Participants responded unfavorably to self-superiority claims only. Ironically, their responses were mostly predicted by the views of others and particularly of them (but not the claimant's self-view) that they inferred.

F58

EFFECT OF INTROSPECTION ON SELF-JUDGMENTS OF PERSONALITY Jordan Livingston¹, Erika N. Carlson¹, Simine Vazire¹; ¹Washington University in St. Louis – Common wisdom suggests that introspection is the path to self-knowledge. Recent work alternately suggests that trusting intuition results in accurate self-perceptions. Our study compared both approaches and found that the correct path depends on which aspects of the self one desires to learn about.

F59

TRIUNE ETHICS MORAL IDENTITIES ARE SHAPED BY ATTACHMENT, PERSONALITY FACTORS AND INFLUENCE MORAL BEHAVIOR Darcia Narvaez¹, Jeff Brooks¹, Bradley Mattan¹; ¹University of Notre Dame – Three studies examined triune ethics theory (Narvaez, 2008), finding that the three moral identities--Security, Engagement, Imagination--are distinctively predicted by attachment, affective orientation, worldview and big-five personality. Each moral identity differentially predicted integrity, moral motives (self-restraint, self-reliance, social justice, social order) and action for the less fortunate.

F60

INTERSECTING IDENTITIES: IMPACTS ON WORKPLACE BEHAVIORS Eden-Renee Pruitt¹, Monika Hudson²; ¹Bard College at Simons Rock, ²University of San Francisco School of Business and Professional Studies – Participants were male and female Black, Asian, Hispanic and White professionals (N=1,129). Participants evaluated their ethnic and gendered workplace experiences, identity conflict and their resulting workplace behaviors. Overall, the findings demonstrate how identity can be mutually constitutive and how identity intersectionality may lead to differences in workplace behaviors.

F61

SELF-PRESENTATION AND ENVIRONMENTAL BEHAVIOR Kaitlin Toner¹, Mark R. Leary¹; ¹Duke University – This study examined effects of projecting environmentally friendly or unfriendly images on public and private donations to environmental causes. When donations were public, participants who conveyed eco-unfriendly images donated most, whereas those who presented eco-friendly images donated if they endorsed environmentalism. Private donations reflected environmental attitudes regardless of image condition.

F62

SELF-COMPASSION AND BODY DISSATISFACTION Anna L. MacKinnon¹, Louise Wasykiw¹; ¹Mount Allison University – Among 189 female undergraduates, self-compassion negatively correlated with body dissatisfaction even when controlling for self-esteem. Additionally, both self-compassion and self-esteem were shown to partially mediate the relationship between body dissatisfaction and negative affect. Therefore, self-compassion may protect women from being dissatisfied with their physiques and the associated negative consequences.

F63

THROWING STONES FROM A GLASS HOUSE: SELF-PROTECTION MOTIVES AND THE CONSTRUAL OF PAST NEGATIVE BEHAVIORS Gregory Scott Preuss¹, Mark D. Alicke¹; ¹Ohio University – The role of self-protection in the construal of negative behaviors was examined. Identical behaviors committed by self and others were judged. Participants felt the negative behaviors were more representative of other people than themselves and predicted they would be less likely than others to repeat these behaviors in the future.

F64

THE ROLE OF UNCERTAINTY AND THREAT IN SELF-HANDICAPPING AND OVERACHIEVEMENT Matthew Braslow¹, Robert Arkin¹; ¹The Ohio State University – Uncertainty and threat motivate self-handicapping and overachievement (two strategies that share self-doubt as the essential ingredient). Self-doubtful individuals primed with a success-based identity

showed both strategies; those primed with a failure-based identity did not. This finding underscores that threat to the competence image compels uncertain individuals to self-handicap and overachieve.

F65**SELF-CONCEPT CLARITY AND SELF-ESTEEM: A META-ANALYSIS**

Natalie Nardone¹, Arthur Aron¹; ¹State University of New York at Stony Brook – This meta-analysis examines self-concept clarity's association with self-esteem and the influence of moderators of culture, age and gender. Including 31 independent samples of data, results show the aggregate effect size is significant, $r = .60$, $p < .001$, and the moderator of gender $Q(22) = 10.78$, $p < .001$.

F66**WHO AM I? EASE OF RETRIEVAL AND THE SELF-CONCEPT**

Robert M. Arkin¹, Jean G. Hancock¹; ¹Ohio State University – Only high self-concept clarity individuals experienced a loss in self-esteem when challenged to defend important self-attributes. Replicating the ease of retrieval effect, these losses were provoked by feelings of difficulty producing supporting evidence for one's self-attributes. Unclear individuals were unaffected, seemingly because their sense of self is chronically unsettled.

F67**A SOCIAL ADVANTAGE TO UNSTABLE SELF-ESTEEM: INCREASED BEHAVIORAL FLEXIBILITY UNDER STRESS**

Susan Wiese¹, Robin Vallacher¹; ¹Florida Atlantic University – Although research purports clear advantages to having stable self-esteem, this study presents a possible advantage to instability by showing that those with unstable self-esteem show higher levels of behavioral flexibility in a stressful social situation than those with stable self-esteem. Results suggest a possible benefit in having unstable self-esteem.

F68**ENHANCED FEELINGS OF SELF-COMPETENCE AS AN AMPLIFIER OF GROUP MEMBERSHIP AND GROUP ENTITATIVITY**

Takuya Tabata¹, Tomoko Ikegami¹; ¹Osaka City University – From the perspectives of the broaden-and-build theory of positive emotions and self-expansion theory, the present study examines whether an enhanced feeling of self-competence amplifies group membership and perceived group entitativity. The results from a laboratory study supported our predictions but only for individuals with high trait self-esteem.

F69**DISTRACTING PEOPLE FROM UNCERTAINTY INCREASES SELF-ENHANCING PREFERENCES**

Aaron Wichman¹; ¹Western Kentucky University – An experiment was conducted to test the role of distraction as a determinant of self-esteem related uncertainty responses. Results indicated that after uncertainty induction, people prefer self-improvement programs which are framed in terms of their most important self-esteem contingencies, but only if they additionally have been distracted from their uncertainty.

F70**WORKING MEMORY CAPACITY IS INCREASED, FOLLOWING MEANING THREATS**

Daniel Randles¹, Martens Jason¹, Heine Steven¹; ¹University of British Columbia – Results from the study ($N=105$) suggest that working memory is increased, following exposure to a subliminally presented meaning threat. This increased ability may explain why participants are better able to implicitly learn patterns, even without being told to, following meaning threats.

F71**SOCIAL COMPARISON TRANSITIVITY AND SECOND ROUND EFFECTS ON SELF-JUDGMENTS**

Dorian Bloom¹, Mark Alicke¹; ¹Ohio University – The present study tested whether learning about a current competitor's future undertakings has a predictable influence on self- and other-evalu-

ations. Results demonstrate social comparison transitivity by suggesting that self-evaluation is indeed influenced by how one's competitor does in other competitions.

F72**MINORITY-GROUP MEMBERS FEEL MORE RESPONSIBLE FOR THEIR OWN ACTIONS AND DECISIONS**

Laura Dannenberg¹, Nils Jostmann¹, Jens Förster¹; ¹University of Amsterdam – Three studies investigated whether people primed with minority-group membership feel higher responsibility for their behavior than those primed with majority-group membership. In line with predictions, minority group members displayed higher responsibility for successful and failed own actions. However, they did not claim responsibility for actions they had not performed.

F73**THE ROLE OF SELF-COMPASSION IN THE SELF-REGULATION OF HEALTH-RELATED BEHAVIOR**

Meredith Terry¹, Mark Leary¹, Sneha Mehta¹; ¹Duke University – Two studies investigated the role of self-compassion in the self-regulation of health-related behaviors. People higher in self-compassion—who treat themselves with kindness in difficult situations—took better care of themselves when ill, sought medical treatment sooner, and experienced less negative affect when they were ill or injured.

F74**MODES OF SELF-DIRECTED ATTENTION: DYNAMIC MODEL OF SELF-CONCEPT FORMATION AND EXPRESSION**

Urszula Strawinska^{1,2}, Andrzej Nowak^{1,2}; ¹Florida Atlantic University, ²University of Warsaw – The dynamic model of self-regulation empirically verified in a research project consisting of four studies explains how humans manage to arrive at, maintain, and successfully act upon a coherent understanding of who they are and what their are like despite the abundance and constant influx of self-relevant, often contradictory, information.

F75**WHAT WE EXPECT BEFORE WE FAIL: OVERLY PESSIMISTIC EXPECTATION ABOUT HOW OTHERS JUDGE US**

Eriko Kudo¹; ¹Tokyo Woman's Christian University – This study investigated whether people expect them to be judged harshly by others before their actual performances, when the outcomes are unknown. Although actors' expectations were more pessimistic compared to observers' actual evaluations both before and after the task, their expectations were even more pessimistic before the task.

F76**DESCRIPTIVE AND PRESCRIPTIVE NORM COMPARISONS AND THEIR IMPACT ON WORRY**

Jason Paul Rose¹; ¹University of Toledo – When evaluating ourselves or making decisions, we can compare our own standing on a dimension to descriptive or prescriptive normative standards. The current research showed that descriptive norm comparisons (e.g., exercising more/less than peers) and prescriptive norm comparisons (e.g., exercising at/below recommendations) interact to shape worry about important health behaviors.

F77**ROLE MODEL IDENTIFICATION FOR MINORITY AND MAJORITY INDIVIDUALS: REASONS FOR SUCCESS MATTER**

Rusty McIntyre¹, Eric Fuller¹; ¹Wayne State University, ²Wayne State University – Examined the types of role models that minority and majority groups identify with, and reasons why those types of individuals are held as role models. Results indicated differences between Caucasian, African-American, and Arab-American students for the type of and reasons for identifying with particular role models.

F78

NEGOTIATING THREATENED IDENTITIES: THE RELATIONSHIP BETWEEN ATTITUDES TOWARDS ONESELF AND ONE'S GROUP DEPENDS ON CONTEXT Kavita Reddy¹, Rainer Romero-Canyas¹, Geraldine Downey¹; ¹Columbia University – Personal experiences of discrimination threaten the group and the individual. Reconciling needs to belong to groups and to protect self-worth, we hypothesize that in neutral situations, people will see themselves as similar to other group members, but will individuate themselves after experiencing discrimination. Findings support the hypothesis.

F79

BUFFERING WOMEN AGAINST IDENTITY THREAT IN COLLEGE PHYSICS: REDUCING THE GENDER GAP WITH SELF-AFFIRMATION Tiffany Ito¹, Natalie Golaszewski¹, Lindsey Newnes¹, Akira Miyake¹, Geoffrey Cohen², Lauren Kost-Smith¹, Noah Finkelstein¹, Steve Pollock¹; ¹University of Colorado, ²Stanford University – A study of gender differences in a college physics class finds that men earn significantly better exam and course grades than women, and that this difference increases as a function of stereotype threat. Self-affirmation, however, buffers women against identity threat, substantially reducing the gender performance gap.

F80

THE ROLE OF PARENTS IN PREDICTING DISCREPANCY BETWEEN IMPLICIT AND EXPLICIT SEXUAL ORIENTATION William Ryan¹, Cody DeHaan², Netta Weinstein¹; ¹University of Essex, ²University of Rochester – Two studies examined the role of parental control and homophobia on discrepancies between explicit and implicit sexual orientation. Results from both German and U.S. samples indicated that parental control and homophobia are associated with greater discrepancies and interact such that when both were high discrepancies were especially pronounced.

F81

THE RELATIONSHIP BETWEEN RELIGIOUS AND PARANORMAL BELIEFS Tiffany Sandberg¹, Bonnie Bowers¹; ¹Hollins University – This correlational study examined relationships among paranormal and religious beliefs and the personality factor neuroticism in forty-six female students. Significant correlations were found between religious and paranormal beliefs, but no correlations were found with neuroticism. There were significant differences among faith groups in belief in pre-cognition and spiritualism.

F82

THE ROAD NOT TAKEN: DO PEOPLE ENGAGE IN THE CONSTRUCTION OF PARALLEL SELVES? Danay Novoa¹, Anne Wilson¹; ¹Wilfrid Laurier University – We examined the concept of parallel selves (who one would be had a given event not occurred). First, we examine and describe people's reports of self-generated parallel selves and their catalysts, then examined in more detail the parallel selves people construct in response to specific positive, negative, or neutral events.

F83

EXAMINING THE COMPONENTS OF SELF-COMPASSION AND PSYCHOLOGICAL FUNCTIONING Kristin Neff¹; ¹University of Texas at Austin – Self-compassion entails self-kindness versus self-judgment, common humanity versus isolation, and mindfulness versus over-identification. Three studies examine the relative impact of each factor on various negative, positive, and self-related outcomes. While self-judgment, isolation, and over-identification tended to be the strongest predictors, total self-compassion scores are still most strongly predictive of well-being.

F84

IN THE "I" OF THE BEHOLDER: FAMILY ENMESHMENT EFFECTS ON EMOTIONAL GAZE CUEING Raluca Petrican¹, Christopher Burris², Morris Moscovitch¹; ¹University of Toronto, ²St. Jerome's University – Very high family cohesion (enmeshment) predicts self-other attentional differentiation failures to diverse social-emotional stimuli, which mediate the negative effects of enmeshment on well-being. The damaging effect of enmeshment on wellbeing may thus stem from an acquired inability to modulate self-other identification processes based on contextual factors such as socio-emotional cues.

F85

DOING WHAT YOU THINK YOU ARE: A STUDY OF IDENTITY CONGRUENCE, STRESS AND WELL-BEING Randie C. Chance¹, Mica Estrada-Hollenbeck², P. Wesley Schultz²; ¹Southern Illinois University Carbondale, ²California State University San Marcos – We report on studies that associate identity congruence with overall well-being. Study one found that individuals with high congruence between personal identity and social reality reported higher well-being than those out of congruence. Study two found that stress mediated the relationship between identity congruence and well-being and health.

F86

EXPLORING THE RELATIONSHIP BETWEEN ASIAN IDENTITY, AMERICAN IDENTITY AND LIFE SATISFACTION Stevie C. Y. Yap¹, Isis H. Settles¹; ¹Michigan State University – Data from a college sample indicated that Asian and American identity were positively associated with life satisfaction. Further, involvement with American culture mediated the relationship between American identity and life satisfaction but involvement with Asian culture did not mediate the relationship between Asian identity and life satisfaction.

F87

SELF-DETERMINATION IN A NOT-SO-SELF-DETERMINED CONTEXT: QUANTITATIVE AND QUALITATIVE EVIDENCE FROM COLLEGE EDUCATION IN CHINA Yiwen Zhang¹, Yiqun Gan²; ¹University of Florida, ²Peking University – Self-determination theory was tested quantitatively and qualitatively in college education in China. Autonomy-oriented individuals experienced higher levels of challenge stress, but also exhibited enhanced academic engagement and better performance through active coping. This achievement-related self/identity development was, however, hindered by collective psychological mechanisms due to social comparisons and institutional constraints.

Self-Esteem

F88

SELF-ESTEEM AND PERCEIVED ESTEEM MODERATE THE CORRELATION BETWEEN NARCISSISM AND AGGRESSION Anthony Hermann¹, Hayley Skulborstad¹; ¹Bradley University – This study re-examined the controversial link between self-esteem, narcissism, and aggression and explored the perceived esteem (PE)'s role. Results replicated Donnellan et al. (2005)'s negative association between self-esteem and aggression, but only for low narcissist's. This interaction was unique to self-esteem for hostility, but to PE for physical aggression.

F89

FORM AND FUNCTION: INVESTIGATING CONTRASTING DEFINITIONS OF DEFENSIVE SELF-ESTEEM AND AGGRESSION Mark Oakes¹, Stephanie Anglin², Jean Burr¹; ¹Hamilton College, ²Rutgers University – We clarified the relationship between defensive self-esteem and aggression by examining the two functions of aggression: reactive and proactive aggression. We found that defensive SE was related to the reactive, but not the proactive, function. Moreover, the relationship varied by gender and the form of aggression (i.e., relational or physical).

F90

ACCOMMODATION VS. DEROGATION IN RESPONSE TO WORLDVIEW THREAT: THE MODERATING ROLE OF SELF-ESTEEM Joseph Hayes¹, Jeff Schimel¹, Erik H. Faucher¹, David Webber¹; ¹University of Alberta – This research investigates the role of self-esteem in determining how people respond to worldview threatening information. In two studies, results indicate that when mortality is salient, people with low self-esteem respond to threat by accommodating the information, while people with high self-esteem respond by derogation the source of the information.

F91

GIVING SUPPORT INCREASES SELF-COMPASSION Juliana Breines¹, Serena Chen¹; ¹University of California, Berkeley – This experiment examined the hypothesis that caring for others facilitates caring for the self. Participants who wrote about giving support to a friend reported greater self-compassion about a personal failure than those who wrote about having fun with a friend.

F92

CULTURAL BASES OF SELF-ESTEEM: SEEING ONESELF POSITIVELY IN DIFFERENT CULTURAL CONTEXTS V. L. Vignoles¹, M. Becker¹, and 38 members of the Culture and Identity Research Network; ¹University of Sussex, UK – We investigated bases of self-esteem (autonomy, fulfilling duties, benefitting others, social status) and value priorities in 19 nations. Participants derived self-esteem from identity aspects most consistent with values of their surrounding culture, irrespective of individual values. Bases of self-esteem are defined collectively, reflecting normative cultural values, not personal, internalized values.

F93

WHY ARE LOW SELF-ESTEEM PEOPLE SO NEGATIVE? REASONS UNDERLYING SELF-ESTEEM DIFFERENCES IN NEGATIVE EXPRESSIVITY Amanda L. Forest¹, Mark W. Hallink¹, Joanne V. Wood¹; ¹University of Waterloo – Do low self-esteem individuals (LSEs) express more negativity than high self-esteem individuals (HSEs) when describing the same objective events? Participants completed pleasant and unpleasant tasks and then described their experiences. Despite being exposed to the same events as HSEs, LSEs expressed more negativity and experienced the events as less pleasant.

F94

GENDER DIFFERENCES IN SELF-ESTEEM FOLLOWING A ROMANTIC PARTNER'S SUCCESS OR FAILURE Kate Ratliff¹, Shigehiro Oishi²; ¹Tilburg University, ²University of Virginia – The present research examined the influence of one's romantic partner's success on one's own self-esteem. Men had more positive implicit self-esteem when they believed that their partner had failed at a task than when they believed that their partner had succeeded; however, women's implicit self-esteem was unaffected by partner performance.

F95

EXPLORING THE ACCURACY OF HIGHLY POSITIVE SELF-EVALUATIONS Erin M. Myers¹, Virgil Zeigler-Hill²; ¹Western Carolina University, ²University of Southern Mississippi – The present study utilized the bogus-pipeline technique to examine whether individuals with fragile forms of high self-esteem or narcissism inflate their self-evaluations as a self-presentational strategy. This prediction was partially supported such that individuals with discrepant high self-esteem and narcissism reported lower levels of self-esteem under bogus pipeline conditions.

F96

PORTRAIT OF CHINESE NARCISSISTS Huajian Cai¹, Virginia Kwan², Constantine Sedikides³; ¹Chinese Academy of Sciences, ²Arizona State University, ³University of Southampton – We examined the characteristics of narcissists in China. Using two large internet samples (Ns=10,655 and 15,525), we found that Chinese narcissists are more likely to originate in one-child families, be rich, and be younger and male. Moreover, vertical individualism contributed the most to narcissism.

F97

LEVEL AND CONTINGENCY OF SELF-ESTEEM PREDICT THOUGHT SUPPRESSION, RUMINATION, AND SELF-REFLECTION Jennifer L. S. Borton¹; ¹Hamilton College – In the current study, individuals with contingent self-esteem were more prone to experiencing, suppressing, and ruminating about intrusive thoughts than were individuals with less contingent self-esteem. Those with high, less contingent self-esteem were most likely to engage in self-reflection. Those with contingent self-esteem may be particularly vulnerable to depression.

F98

IMPLICIT REPRESENTATIONS OF THE FUTURE SELF Johanna Peetz¹, Anne Wilson², Christian Jordan²; ¹University of Cologne, ²Wilfrid Laurier University – Two studies examined both explicit and implicit appraisals of the self over time (the current self and the self in 10 years' time). Results suggest that implicit attitudes are not constrained to the present, and that implicit representations of the future can uniquely predict future-oriented motivations and plans.

F99

THE COMMONS DILEMMA: A DENIAL OF DEATH Kael Nisson¹, Tyler Hunt¹, Britton Mace¹, Darci Dixon¹, Cami Sorenson¹; ¹Southern Utah University – The current study investigates mortality salience and its effects on consumption of resources in a simulated commons dilemma. Groups of six introductory psychology students were reminded of death before being placed in a commons dilemma activity. It is hypothesized that mortality salience slows the collapse of a common resource pool.

F100

POSITIVE SELF-STATEMENTS AND MOTIVATION Shannon Moore¹, Michael Roy¹; ¹Elizabethtown College – The goal of this study was to determine the effectiveness of self-affirmations on motivation for those with low self-esteem. While previous research showed that positive self-statements depress the mood of those with lower self-esteem, these results show that they also motivate people with low self-esteem to increase social ties.

F101

UNSTABLE HIGH SELF-ESTEEM: UNDERLYING MOTIVATIONS AND SELF-DOUBT Shannon P. Lupien¹, Jessica L. Almonte¹, Timothy J. Baer¹, Mark D. Seery¹; ¹State University of New York at Buffalo – Cardiovascular responses were assessed to examine underlying self-doubt among individuals with unstable versus stable high self-esteem (HSE). Unstable HSE predicted greater self-doubt than stable HSE during failure, but only when a test was diagnostic of exceptionally high ability, suggesting unstable HSE is associated with fear of failing to be exceptional.

F102

IS THE FACTOR STRUCTURE OF THE BODY ESTEEM SCALE STILL VALID? Katherine Frost¹, Stephen Franzoi¹, Debra Oswald¹; ¹Marquette University – After a quarter century, the factor structure of the Body Esteem Scale (BES) needed reevaluation. Principal components analysis revealed strikingly similar female factors to the original subscales. The male analysis revealed similar factors to the original subscales but also evidence of possible changes in male body evaluations.

F103

CONTINGENCIES OF SELF-WORTH APPEARANCE SUBSCALE AS A PREDICTOR OF BODY SHAME Shiho Ushijima¹, Emily Chan¹; ¹Colorado College – Our goal was to investigate factors that influence body shame in young adult women. Participants were recruited using Amazon mechanical turk. When BMI, CSW appearance subscale, and internalization of cultural ideals were used as predictors of body shame in a regression analysis, CSW appearance subscale was the largest predictor.

F104

NEUROPHYSIOLOGICAL IMPLEMENTATION OF MORTALITY SALIENCE-INDUCED SELF-ESTEEM STRIVING Spee Kosloff¹, Jeff Greenberg², John J. B. Allen²; ¹Michigan State University, ²University of Arizona – This study explored neurophysiological foundations of terror management. During a self-esteem-relevant task, mortality salience heightened neural reactivity to errors as indexed by larger amplitude of the Error-Related Negativity (ERN). Larger ERN due to MS predicted intensified behavioral efforts to improve performance, which correlated with attenuation in death thought accessibility.

F105

DEFENSIVE HIGH SELF-ESTEEM AND PSYCHOLOGICAL MALADJUSTMENT Ashton Southard¹, Virgil Zeigler-Hill¹; ¹University of Southern Mississippi – To examine whether individuals with defensive high self-esteem report fewer difficulties than those with genuine high self-esteem, 234 participants completed measures of self-esteem, socially desirable responding, and psychological maladjustment. Results showed that individuals with defensive high self-esteem reported lower levels of psychological maladjustment than those with genuine high self-esteem.

F106

UNDERSTANDING RACE DIFFERENCES IN SELF-ESTEEM LEVEL: THE ROLE OF CONTINGENT SELF-ESTEEM AND AUTHENTICITY Brian Goldman¹, Samuel Maddox¹; ¹Clayton State University – We examined new potential reasons for race differences in self-esteem. The higher self-esteem experienced by African-Americans compared to Caucasians participants was partly attributable to the higher dispositional authenticity and lower general contingent self-esteem that African-Americans typically experienced, in addition to being less prone to base their self-worth on others approval.

F107

SELF-ENHANCEMENT IN WAKE OF THE 2008 U.S. PRESIDENTIAL ELECTION Christopher B. Miller¹; ¹Graduate Student – In two studies, the self-enhancing tendencies of individuals vis-à-vis their groups or associated others was examined in the context of the 2008 U.S. Presidential Election. Both studies involved the examination of internet supporters of major Presidential candidates. As predicted, self-enhancement was found in supporters of both candidates.

F108

THE EFFECT OF ETHNIC-IDENTITY SALIENCE AND NEGATIVE PERFORMANCE FEEDBACK ON AFRICAN AMERICANS' IMPLICIT SELF-ESTEEM Delisa N. Young¹, Luis M. Rivera²; ¹California State University, San Bernardino, ²Rutgers, the State University of New Jersey, Newark – African Americans use protective mechanisms to combat self-threats, resulting in no detrimental effect on their explicit self-esteem. We tested the self-protection effect on implicit self-esteem and found that negative performance feedback tied to African Americans' ethnicity resulted in lower implicit self-esteem, but it left their explicit self-esteem unharmed.

F109

SELF-RESPECT AND DISRESPECT: A FACTOR-ANALYTIC STUDY OF HIGH SCHOOL AND COLLEGE STUDENTS Tyler Hunt¹, David Shwalb¹, Cameron Brown¹, Alayna Purdy¹, Jenna Flynn¹, Kaitlin Sevry¹, Jeremy Sun¹; ¹Southern Utah University – This study investigated the meaning of self-respect and disrespect through a factor analysis of self-report measures based on a previous content analysis of free-response examples. A total of 1187 participants completed one of the three surveys: high self-respect, low self-respect, and disrespect. The factor analysis results will be further discussed.

F110

"I FEEL SO GOOD, IT MUST BE MINE!" INADVERTENT PLAGIARISM AND SELF-ESTEEM Aukje Sjoerdsma¹, Nils Jostmann², Rick van Baaren¹, Ap Dijksterhuis¹; ¹Radboud University Nijmegen, ²University of Amsterdam – Inadvertent 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 implicit self-esteem is related to plagiarizing others' responses.

F111

SELF-POSITIVITY BIAS: FURTHER NEURO-EVIDENCE FROM ERP Lili Wu¹, Hujian Cai¹, Aishi Jiang¹, Xitong Yue¹, Yi Feng¹; ¹Institute of Psychology, Chinese Academy of Sciences – Human being possesses a positive self. By using ERP and self-reference paradigm, recent research has identified an evoked frontal-central distributed N400 underlying self-positivity bias. In this research, using similar paradigm, we further identified that the evoked centro-parietal P300 also underlied the self-positive judgment in comparison with non self-positive judgment.

F112

YOU CAN'T ALWAYS GIVE WHAT YOU WANT: THE CHALLENGE OF SUPPORTING LOW SELF-ESTEEM INDIVIDUALS Denise Marigold¹, Justin Cavallo², John Holmes³, Joanne Wood³; ¹University of Waterloo at Renison, ²Columbia University, ³University of Waterloo – Participants received either negative validation or positive reframing support from a confederate after sharing a recent failure. The confederate perceived support interactions as less successful for LSEs when she offered them positive reframing support. According to coders, those LSEs were less engaged in the interaction than were any other participants.

F113

GROUP MATTERS: DEGREE OF IDENTIFICATION HELPS DETERMINE SELF-ESTEEM IN THE CONTEXT OF NEGATIVE STEREOTYPES Meredith Hartzell¹, Charlene Christie¹, Theanna Quartter¹, Nwakaego Okonu¹; ¹State University of New York, College at Oneonta – The impact of individual task performance on self-esteem is moderated by ingroup stereotypes and strength of ingroup identification. Positively stereotyped individuals with stronger affiliation who successfully completed the task had higher self-esteem. Ps who failed after being exposed to a negative stereotype exhibited lowest self-esteem when unaffiliated with the ingroup.

F114

BACK ON MY FEET AGAIN: SELF-ESTEEM PREDICTS RECOVERY FROM SOCIAL THREAT Christine Hole¹, Jessica J. Cameron¹, Danu Stinson²; ¹University of Manitoba, ²University of Victoria – The present study examined the ability of lower and higher self-esteem individuals to recover from social threat. In contrast to those in the control, only higher self-esteem individuals exhibited a boost in their perceived regard and responsiveness, relationship satisfaction, and trait self-esteem scores two weeks after experiencing social threat.

F115

COGNITIVELY ACCESSIBLE NON-APPEARANCE-RELATED ROUTES TO SOCIAL ACCEPTANCE INCREASES WOMEN'S BODY SATISFACTION AFTER VIEWING THIN-IDEAL IMAGES Connie S.K. Poon¹, Gloria H.K. Chan¹, Grace W.M. Ip²; ¹University of Hong Kong, ²Hong Kong Shue Yan University – Enhanced cognitive accessibility of non-appearance-related routes to social acceptance is hypothesized to increase women's body satisfaction after viewing thin-ideal images. As hypothesized, body satisfaction after image viewing was greater among women who completed (vs. who did not complete) a task designed to enhance such cognitive accessibility just before image viewing.

F116

ADJUSTING TO DEATH: THE EFFECTS OF MORTALITY SALIENCE AND SELF-ESTEEM ON PSYCHOLOGICAL WELL-BEING Jacob Juhl¹, Clay Routledge¹, Constantine Sedikides²; ¹University of North Dakota, ²University of Southampton – Terror management theory asserts that mortality awareness can undermine psychological well-being for those not protected with high self-esteem. Three studies supported this claim showing that mortality salience inductions distally decreased satisfaction with life and meaning in life, and increased state anxiety for those with low (but not high) self-esteem.

Self-Regulation

F117

I CAN DO THAT: IMPLICIT THEORIES OF LEADERSHIP ABILITY AND ROLE MODEL INSPIRATION Audrey Innella¹, Eric VanEpps², Crystal Hoyt³, Jeni Burnette³; ¹University of Central Florida, ²Carnegie Mellon University, ³University of Richmond – We tested if individuals with incremental ('leaders are made') compared to entity ('leaders are born') theories respond more positively to being presented with a role model before engaging in a leadership task. After a role model prime, incremental theorists reported greater confidence and less depressed affect than entity theorists.

F118

STOLEN GLANCES: A STUDY OF SEXUAL SELF-REGULATION Sarai Blincoe¹, David J. Y. Combs¹; ¹University of Kentucky – Formal policies and societal norms require self-regulation of sexual desires in the workplace. During a 15 minute interaction with a professionally but provocatively dressed female confederate, male participants who regulated their eye movements spent less time on a subsequent puzzle task. Implications of sexual self-regulation on workplace performance are discussed.

F119

WHAT YOU PERCEIVE IS WHAT YOU GET: A PROCESS OF SELF-CONTROL RESTORATION Patrick Egan¹, Joshua J. Clarkson², Ed R. Hirt¹; ¹Indiana University, ²University of Florida, Warrington College of Business – Two studies explored the process of self-control restoration. By varying one's lay theory about a mood manipulation, we found that both positive and negative mood can have restorative or non-restorative effects on self-control, and that this restoration process is mediated by both self-perceptions of depletion and state working memory capacity.

F120

SELF-REGULATION AS A FUNCTION OF MORTALITY SALIENCE AND PERCEIVED RELATIONSHIP TO GOD Eric Jones¹; ¹Regent University – Terror Management Theory argues mortality salience terror is partially buffered by activating individuals' worldviews, which affect social judgments and interactions. This study investigates how worldview strength moderates the effect of mortality salience in determining one's ability to self-regulate. Results support the worldview strength/self-regulation predictions.

F121

THE INFLUENCE OF EGO DEPLETION ON THE RECEPTIVITY TO RELATIONSHIP INITIATION STRATEGIES Gary W. Lewandowski Jr.¹, Natalie Ciarocco¹, Michelle Pettenato¹, Jessica Stephan¹; ¹Monmouth University – The present research examines whether ego-depletion can influence receptivity to relationship initiation by randomly assigning 99 participants to depletion or non-depletion conditions. Afterward participants indicated receptivity to three gambit types. As predicted, ego-depleted participants were more receptive to innocuous gambits and less receptive to cute gambits compared to non-depleted participants.

F122

IMPLICIT DELEGATION OF RESPONSIBILITY: JOINT SELF-CONTROL IN CLOSE RELATIONSHIPS Nicole Schaeffer¹, Michelle vanDellen¹, Evander Baker²; ¹University of Georgia, ²Washington University, St. Louis – We tested whether couples use past behaviors to determine who should exert more effort on joint self-control tasks. Results indicated that participants who initially exerted self-control for the benefit of the couple continued to exert self-control on a second task if that task also benefited the couple.

F123

PSYCHOLOGICAL DISTANCE AS A DOUBLE-EDGED SWORD: THE MODERATING EFFECT OF ATTACHMENT ORIENTATIONS Ya-Ling Wang¹, Yi-Cheng Lin¹, Chin-Lan Huang²; ¹National Taiwan University, ²National Taiwan University of Science and Technology – This study proposes attachment orientations as a possible moderator of psychological distance effect on emotion regulation. People with different attachment orientations might react differently to the self-discrepancy as resulted from the psychological distancedistance, such that securely attached individuals would benefit from psychological distance; however, insecurely attached individuals would not benefit.

F124

CAFFEINE THWARTS THE ABILITY TO REGULATE EMOTIONS Babette M. Peruche¹, Dianne Tice¹; ¹Florida State University – A single study tested the hypothesis that caffeine would negatively influence emotion regulation. The results suggest that people that ingested a moderate amount of caffeine and were provoked by an imaginary partner were more likely to give loud noise blasts to their imaginary partner on a competitive reaction time task.

F125

WHAT YOU DON'T KNOW CAN HURT YOU: UNCERTAINTY DEPLETES SELF-CONTROL RESOURCES Jessica Alquist¹, Dianne Tice¹, Roy Baumeister¹; ¹Florida State University – Three studies showed that feeling uncertain impairs subsequent self-control. Participants were randomly assigned to either uncertain or control conditions. Uncertainty caused poor performance on measures of self-control and impaired self-control even more than certainty of negative outcome. Findings suggest that coping with uncertainty depletes mental energy.

F126

THE EFFECTS OF EXPRESSIVE WRITING ON SELF-DISTANCING Jiyoun Park¹, Ethan Kross¹, Ozlem Ayduk²; ¹University of Michigan, ²University of California, Berkeley – Previous work suggests that processing a negative event through writing improves well-being. Little is known, however, about the psychological mechanisms underlying this effect. Here, we examined the role of self-distancing and found that writing about a negative event functions to distance people from their emotions, which in turn, improves well-being.

F127

TRAIT REAPPRAISAL IMPAIRS ATTENTIONAL DISENGAGEMENT FROM NEGATIVE EMOTIONAL INFORMATION Jody Arndt¹, Esther Fujiwara²; ¹University of Calgary, ²University of Alberta – We directly compared selective attention to angry faces in groups of high trait-suppressors and high trait-reappraisers. Trait-reappraisers showed a pronounced vigilance for

angry faces that was related not to faster orientation, but rather to slower disengagement from angry faces. We suggest that reappraisal may require sustained attention to emotional information.

F128

RESISTING A SMILE: IMPULSIVENESS AND EMOTIONAL GO/NO-GO Martin Ryan¹, Nicole Wilson¹, Yuichi Shoda¹; ¹University of Washington – How does impulsiveness relate to executive function? In a go/no-go task with emotive faces, self-report UPPSP impulsiveness predicted error rates, and was especially predictive when subjects were required to ignore positive expressions and react to negative expressions. This suggests impulsiveness interferes with executive function when affective responses must be managed.

F129

THE EMOTIONAL PENDULUM: MOOD SWINGS, EMOTIONAL EXPRESSION, STABILITY, AND SELF-CONTROL Rebekah Layton¹, Mark Muraven¹; ¹University at Albany, SUNY – The control of emotions should be dependent upon the ability of individuals to exert self-control. Therefore, a lack of self-control may contribute to the tendency to experience widely varying emotional extremes as well as vulnerability to unintentionally express emotions. Conversely, emotional stability could be fostered by self-control.

F130

THE INFLUENCE OF EXPECTED GRATIFICATION, AFFILIATION AND EXCLUSION ON BEHAVIORAL REGULATION Benjamin Giguere¹, Caroline Camateros¹, Donald M. Taylor¹; ¹McGill University – Two studies examined expectations of affiliation, exclusion and gratification. In S1 expecting physical activity would lead to affiliation and that failing to exercise would lead to exclusion uniquely predicted exercise over two weeks above gratification and were moderated by group attachment style. S2 extended the findings with drinking.

F131

REGULATORY FOCUS AND ALTRUISTIC PUNISHMENT: THE ROLE OF VIGILANT SELF-REGULATION IN SOCIAL DILEMMA SITUATIONS Johannes Keller¹, Anne Landhaeusser¹, Stefan Pfattheicher¹; ¹Ulm University, Germany – The hypothesis that vigilant, prevention-focused self-regulation fosters individuals' tendency to invest private resources to punish non-cooperative interaction partners in resource dilemmas (altruistic punishment) was put to the test. A series of studies consistently revealed a positive relation between prevention-focused self-regulation and the tendency to engage in altruistic punishment.

F132

ATTENTIONAL CONTROL ABILITY MODERATES SPEECH ANXIETY'S EFFECT ON PERFORMANCE Christopher Jones¹, Russell Fazio¹; ¹Ohio State University – Participants first completed measures of speech anxiety and attentional control. In a second session, they prepared and delivered a short speech. Fear of public speaking negatively impacted performance, but only for those low in attentional control. Thus, attentional control appears to facilitate successful self-regulation during the experience of performance anxiety.

F133

STRATEGIC OPTIMISTS EXPERIENCE HEIGHTENED DEATH-THOUGHT ACCESSIBILITY USING DEFENSIVE PESSIMIST PREPARATION FOLLOWING SELF-ESTEEM THREAT Erik Faucher¹, Joseph Hayes¹, David Webber¹, Jeff Schimel¹; ¹University of Alberta – Social defensive pessimists (DP) and strategic optimists (SO) were told to give an impromptu speech and were given congruent DP or SO instructions to prepare. Death thought accessibility (DTA) was assessed thereafter. DTA was high among DPs in both conditions, but SOs had high DTA in only the DP condition.

F134

LEAVING OUR REGRETS IN THE PAST TENSE: LINGUISTIC ANALYSIS OF REGRET-REGULATORY STRATEGIES Jamie C. Farquhar^{1,2}, Carsten Wrosch^{1,2}, Natalie Stratton¹, Ewa Kacwicz³; ¹Concordia University, ²Centre for Research in Human Development, ³University of Texas at Austin – We examined the writing of 117 participants assigned to one of two different regret-regulatory strategies. We found that participants assigned to disengage from, but not undo, their regrets were more likely to let go if they used a high proportion of both negative emotion words and past tense verbs.

F135

SUPPRESSION OF DECEPTION THROUGH NONEFFORTFUL ATTENTION TO COMPELLING ENVIRONMENTAL STIMULI Kimberly E. Culley¹, Carl R. Persing¹; ¹Marywood University – We examined whether noneffortful attention to compelling environmental stimuli attenuates deception. Sensitive questions were asked pre-/during exposure, and differences between pre/post-test responses were measured. Passive exposure to compelling stimuli was found to disrupt participants' ability to engage in deception, and individual differences affect how compelling environmental stimuli affect deception suppression.

F136

ATTENTION, SELF-CONTROL, AND DEPLETION: USING SEMANTIC PRIMING TO CLARIFY THE PICTURE Michael J. Cahill¹, Ronald T. Kellogg¹, Chris Newberry¹, Stephanie Parker¹, Thomas L. Scott¹; ¹Saint Louis University – Depleted and non-depleted participants completed a semantic priming procedure and self-control measure. Strategic priming effects strongly predicted self-control and were disrupted by depletion when prime-target separation was 250ms but not 2s. Results indicate that attentional efficiency is a crucial component of self-control and depletion reduces this efficiency.

F137

THE PARADOXICAL POSITIVE RELATION BETWEEN SYMPATHETIC COMPASSION AND MISANTHROPIC TENDENCIES: THE ROLE OF PREVENTION-FOCUSED SELF-REGULATION Stefan Pfattheicher¹, Johannes Keller¹, Anne Landhäußer¹; ¹Ulm University – The present research addressed the notion that vigilant, prevention-focused self-regulation is involved in two critical interpersonal attitudes - compassion and misanthropy - and builds a basis for the positive association between the two constructs that we consistently observed in several studies.

F138

PATHWAYS TO SUICIDAL THINKING: HOPE AS A PREDICTOR OF INCREASED SUICIDAL IDEATION IN COLLEGE STUDENTS Amanda M. Shea¹, Kevin L. Rand¹; ¹Indiana University-Purdue University Indianapolis – Positive psychological traits (e.g., hope & optimism) may buffer against suicidal ideation. In a longitudinal study of 339 college students, we measured various positive and negative constructs related to suicidal ideation. Using hierarchical regressions, we found greater hope, particularly greater pathways thinking, predicted increases suicidal ideation over time.

F139

MINDFUL AND AWARE: MEDITATION PRACTICE INCREASES NEUROPHYSIOLOGICAL RESPONSE TO ERRORS Rimma Teper¹, Michael Inzlicht¹; ¹University of Toronto – Meditators and non-meditators were recruited to participate in an EEG study. Meditators exhibited greater neurophysiological response to errors on a colour-naming Stroop task and actually made fewer errors than controls. Results suggest that meditators are better able to attend to their errors, resulting in improved performance on tasks of self-control.

F140

GAMBLING REPLENISHES SELF-CONTROL STRENGTH IN PROBLEM GAMBLERS Anne Bergen¹, Ian Newby-Clark¹; ¹University of Guelph – Does gambling replenish depleted self-control in problem gamblers? After self-control depletion, problem gamblers who did not gamble had less self-control than non-problem gamblers. This deficit was removed by playing slot machines for 15 minutes. These findings suggest problem gamblers may use gambling as a maladaptive strategy to restore self-control strength.

F141

WHY AND HOW OF GOAL PURSUITS: INTERACTIVE EFFECTS OF MOTIVATION AND CONTROL ON SUBJECTIVE WELL-BEING E. Gaelle Hortop¹, Carsten Wrosch¹, Marylène Gagné¹, Tal Aviram¹; ¹Concordia University – A six-month longitudinal study of 127 Montréal university students responding to self-report measures of perceived control, intrinsic motivation, and subjective well-being showed that baseline levels of perceived control were associated with increases in indicators of subjective well-being over time, but only among participants who were intrinsically motivated towards their goals.

F142

FINDING A PLACE FOR SELF-CONTROL: PHYSICAL LOCATIONS FACILITATE SELF-CONTROL Emily Craddock¹, Michelle R. vanDellen¹, Erin K. Davison², Rick H. Hoyle²; ¹The University of Georgia, ²Duke University – The salience of physical locations may facilitate the exertion of self-control. We tested the hypothesis that because certain locations, such as the gym and library, are cognitively associated with self-control, merely considering these locations acts as a prime and increases a person's likelihood of exerting self-control.

F143

KEEPING IT COOL: EMOTION REGULATION AMONG THE ACHIEVEMENT ORIENTED Hannah Krebs¹; ¹California State Polytechnic University, Pomona – In professional settings, it is generally accepted in western society that individuals should keep their demeanor as neutral as possible. This study examined whether achievement oriented individuals endorse and utilize emotional regulation techniques in order to display neutrality. Results revealed significant relationships between achievement orientation and emotion regulation.

F144

THE FUNDAMENTAL ASYMMETRY OF REGULATING ACTION AND INACTION GOALS IN TASKS INVOLVING MULTIPLE TARGETS Ibrahim Senay¹, Wei Wang², Kathleen McCulloch³, Dolores Albarracín²; ¹Zirve University, ²University of Illinois at Urbana-Champaign, ³Idaho State University – In four experiments it was shown that people naturally pay more attention to the regulation of actions than inactions. As a result, setting a higher proportion of action goals yields more performance errors of commission and omission than setting a higher proportion of inaction goals.

F145

METAPERCEPTIONS AND ACTUAL CAUSES OF EVERYDAY HABITS Jennifer S. Labrecque¹, David T. Neal¹, Wendy Wood¹; ¹University of Southern California – As Bem (1972) recognized, people lack insight into the causes of their situationally driven behavior. Three experiments demonstrate that this is especially true for habits, which are activated automatically by contexts. Given simple performance frequency, people misperceive the causes for their habits and strongly attribute them to goals.

F146

OPTIMISM SPECIFICITY, AFFECTIVE INCONGRUITY, AND TASK PERFORMANCE Justin A. Wellman¹, Andrew L. Geers², Nicole D. Fairless², Sara R. Cicchinelli², Heather J. Pase², Jacob M. Horn²; ¹Hartwick College, ²University of Toledo – Dispositional and unrealistic optimism differ in important ways. Participants expected either positive or negative mood during a difficult or easy performance task. A significant four-way interaction was found between dispositional optimism, unrealistic optimism, expectation, and task difficulty on task performance. Dispositional optimists/unrealistic pessimists performed best under conditions of incongruous affect.

F147

THE USE OF THE CONSCIOUS VERSUS SUBCONSCIOUS SYSTEMS OF SELF-CONTROL DEPENDS ON EGO DEPLETION Lile Jia¹, Edward R. Hirt¹; ¹Indiana University Bloomington – The current study provides direct evidence that with sufficient self-regulatory resources, one's self-control success relies primarily on a self-conscious monitoring system. When people have depleted self-regulatory resources, however, this conscious system fails and their self-control success is largely dictated by the subconscious activation of the goal to rest, or inactivity.

F148

PRAISING SELF-CONTROL: HOW THE FOCUS OF PRAISE AFFECTS SUBSEQUENT SELF-CONTROL PERSISTENCE Lindsay C. Morton¹, Mark Muraven¹, Carolyn M. Pugliese¹, Sarah T. Deane¹; ¹University at Albany, SUNY – Seventy participants completed an initial self-control task and were randomly assigned to receive praise for ability, praise for effort, or no praise. Compared to those who received praise for their effort on the first task, participants who received praise for their ability demonstrated greater persistence on a second self-control task.

F149

FRIENDSHIP BELIEFS, BODY AND MUSCLE DISSATISFACTION, AND BODY-CHANGE STRATEGIES IN YOUNG ADULTS Mary L. Inman¹; ¹Hope College – Two friendship beliefs predicted body dissatisfaction and related behaviors, beyond the effects of depression and body mass in two survey studies. Believing that having the ideal body would increase friends and believing friends were concerned with the ideal body predicted body dissatisfaction and behaviors in American college women and men.

F150

THE EFFECTS OF SOCIAL EVALUATION ON THE SUSTAINABILITY OF SELF-REGULATORY RESOURCES Kelly E. Brown¹, John Maxwell¹, Ginette C. Blackhart¹; ¹East Tennessee State University – The aim of this research was to determine whether social evaluation during completion of a self-control task would improve self-control. Participants were assigned to three groups (social evaluation/self-control, non-social evaluation/self-control, non-social evaluation/non-self-control) and later completed an anagram task. Results indicated that social evaluation did not significantly impact self-control resources.

F151

MINDLESS RESISTANCE TO PERSUASION: WHEN LOW SELF-CONTROL DECREASES YIELDING TO SOCIAL INFLUENCE Loes Janssen¹, Bob Fennis²; ¹Tilburg University, ²University of Groningen – Low self-control decreases resistance to social influence attempts, increasing people's reliance on decisional heuristics that promote compliance. However, the present research demonstrates that resistance to persuasion is not necessarily an active and effortful process: when resistance-promoting cues are salient in the influence context, low self-control facilitates behavioral and attitudinal resistance.

F152

LASTING IMPRESSIONS: MIMICRY FACILITATES THE CONTAGION OF THE MIMICKER'S TRAITS, STATES, AND GOALS Nils Pontus Leander¹, Tanya L. Chartrand¹; ¹Duke University – We test the hypothesis that mimicry encourages mutual imitation. In four studies a confederate either mimicked participants' nonverbal behaviors or not over the course of an interaction. Participants who were mimicked were found in later testing to have adopted the confederate's readily perceptible (and experimentally manipulated) states, traits, and goals.

F153

PERSPECTIVE TAKING CAN DEplete YOUR RESOURCES: THE IMPACT OF VICARIOUS RUMINATION ON SELF-CONTROL A. Hahm¹, W. C. Pedersen¹, T. F. Denson², W. Herrera¹, J. Lopez¹, M. Romero¹, C. Shibata¹; ¹California State University, Long Beach, ²University of New South Wales – The current study was the first to assess the impact of vicarious rumination on the subsequent depletion of self-control resources. Participants engaging in vicarious rumination exhibited significantly less self-control resources. Vicarious rumination also resulted in higher levels of angry affect which mediated the effect of vicarious rumination on self-control resources.

F154

DOES A "DEPLETING ENVIRONMENT" FOSTER MONEY VALUES THAT LEAD TO IMPULSIVE BUYING? Paulina Pchelin¹, Ryan T. Howell¹; ¹San Francisco State University – This study extends research on self-regulation and impulsive buying. Results demonstrate that SES, financial insecurity, and psychological distress create a "depleting environment" that fosters specific money values, which contribute to impulsive buying. Thus, chronic life stress might lead to regulatory failure and impulsive buying behavior.

F155

DOES RELIGIOSITY ENHANCE ABILITY TO SELF-REGULATE? R. Brian Giesler¹, Kaylyn Watterson¹, Katie Wainwright¹, Katherine Adams¹, Lindsey Joo¹; ¹Butler University – Participants underwent either a self-regulatory resource depleting task or not, after which all participants worked on a difficult task requiring self-control. Participants' religiosity was then assessed. Highly religious individuals persisted longer on the difficult task if resources had first been depleted, suggesting that being religious may build self-regulatory ability.

F156

THE COGNITIVE COSTS OF REGULATING IMPLICIT IMPULSES Sarah Flores¹, Heather C. Lench¹; ¹Texas A&M University – This study examined the cognitive and behavioral costs of regulating implicit impulses. Regulation of salient implicit same-sex attraction in self-identified heterosexual participants resulted in worse performance on a standard measure of willpower. The findings suggest that group threats may exert their effects through the cost of regulation of individual impulses.

F157

SITUATED SELF-REGULATION: USING THE ENVIRONMENT TO INFLUENCE ONE'S IMPLICIT MOTIVATIONS Sean Griffith¹, James Y. Shah¹, N. Pontus Leander¹; ¹Duke University – The ability of the conscious mind to directly influence implicit motivation is quite limited. However, we can often indirectly manipulate our implicit motivations. Three studies tested the effect of explicit goals on participants' reaction to goal-concordant primes in various contexts, including prompting participants to self-prime.

F158

THE EFFECTS OF EGO DEPLETION ON PERSPECTIVE TAKING Lauren Peterson¹, Carrie Wyland¹; ¹Tulane University – This study explored the relationship between self-regulation and emotional perspective taking. Ego depletion, manipulated via a task requiring self-regulation, did not significantly affect performance on the perspective-taking task. However

individual scores on a measure of self-control were positively correlated with performance, suggesting a link between self-control and understanding others.

F159

THINKING ABOUT NOT THINKING: IRONIC EFFECTS OF DEMAND ON THE EXPERIENCE OF MIND-BLANKING Adrian F. Ward¹, Daniel M. Wegner¹; ¹Harvard University – The present research indicates that the experience of "mind-blanking" – that is, of thinking about nothing – is subject to ironic effects. When engaged in a free thought task, participants who attempted to avoid going blank displayed higher frequencies of blanking over time relative to a control group.

F160

SELF-CONTROL AND RELIGIOUSNESS: DOES HIGH RELIGIOUSNESS PROTECT AGAINST DEPLETION EFFECTS? Heather Scherschel¹, Traci Mann¹; ¹University of Minnesota – The goal of this study was to investigate the depletion patterns of people low versus high in religiousness. After an initial self-control task, participants' depletion was measured as persistence on unsolvable anagrams. Results showed that individuals high in religiousness persisted longer on the unsolvable anagrams than individuals low in religiousness.

F161

EGO DEPLETION INCREASES SELFISHNESS IN ECONOMIC DECISION MAKING Sarah E. Ainsworth¹, Roy F. Baumeister¹, Dan Ariely², Kathleen D. Vohs³, Stuart Lloyd¹; ¹Florida State University, ²Duke University, ³University of Minnesota – Acts of self-control deplete self (ego) resources and thereby impair subsequent self-control. Our experiment used a dictator game based on conflict between social and selfish motives. Ego depletion caused more selfish, less generous allocation of rewards.

F162

SELF-CONTROL AND TASK SWITCHING Stuart J. Daman¹, Mark Muraven¹; ¹University at Albany, SUNY – Participants who retyped a paragraph with restrictions requiring self-control did not perform differently on a subsequent executive control task. A task with greater switch cost could elucidate the relationship between task switching and self-control. Additionally, errors were correlated with task perceptions, suggesting that performance may be interpreted as task difficulty.

F163

MOVING FORWARD ISN'T ONLY A METAPHOR: APPROACH AND AVOIDANCE LEAD TO SELF-EVALUATIVE ASSIMILATION AND CONTRAST Marie-Pierre Fayant^{1,2}, Dominique Muller¹, Cécile Nurra¹, Theodore Alexopoulos³, Richard Palluel-Germain¹; ¹University of Grenoble, ²University Institute of France, ³University Paris-Descartes – We argue that experiencing approach vs. avoidance while processing information about other people moderates its impact on self-evaluation. Experiencing approach should induce assimilation with the target, while experiencing avoidance should induce contrast. Three studies relying on two approach/avoidance inductions and two kinds of self-evaluation measure confirm our prediction.

F164

THE RELATIONSHIP BETWEEN SELF-COMPASSION, SELF-CONTROL, AND HEALTH Travis Clark¹, Ginette Blackhart¹; ¹East Tennessee State University – The present study examined the relationships between self-compassion, self-control, and health-related factors. A survey assessing these variables found strong positive correlations between self-compassion and self-control and between self-compassion and mental / physical health. These correlations were, however, weakened when controlling for self-esteem. The implications are discussed.

F165

THE EFFECTS OF REGULATORY FOCUS ON THE JUDGMENTS OF PRODUCT QUALITY Ema Kuwayama¹, Koji Murata¹; ¹Hitotsubashi University – This current study aimed to replicate Werth & Foerster (2007) study 3 in Japan, and indicated that advertisements that correspond to the regulatory focus of the consumer lead to more positive evaluations of the product than advertisements that are incompatible with the regulatory focus of the consumer.

F166

PREVENTION FOCUS MOTIVATES MAINTENANCE OF CONSISTENCY WITH PAST DECISIONS Shu Zhang¹, Edward Tory Higgins¹; ¹Columbia Business School – Previous research found prevention focus predicts preference for stability (Liberman et al., 1999). The present research shows this is true even when the original alternative is dissatisfactory. Across two studies, individuals with a stronger prevention focus were more likely to maintain their original decision regardless of its success or failure.

F167

THE MORAL CLEANSING AND MORAL LICENSING BEHAVIORS OF THE JAPANESE Yumi Endo¹; ¹Kansai University – This study examined the moral cleansing and moral licensing behaviors of the Japanese. Undergraduates participated in a guessing game on gender stereotypes. Those prejudiced against women demonstrated moral cleansing by donating more than the participants in the control condition. However, those with no prejudices showed no moral licensing behavior.

F168

SUBJECTIVE AND AGENCY-RELATED EFFECTS OF CONTROLLED VERSUS AUTOMATIC PROCESSING: A QUANTITATIVE REVIEW. Ezequiel Morsella^{1,2}, Tiffany Jantz¹, Jessica J. Tomory¹; ¹San Francisco State University; ²UC San Francisco – The notion of ‘controlled’ versus ‘automatic’ processing is central to both social psychology (as in stereotyping research) and personality psychology (as in research on self-control). We present a quantitative review of the subjective effects (including ‘sense of agency’ effects) arising from the interplay between these two kinds of processing.

F169

OH HECK, POUR ANOTHER!: ALCOHOL IMPAIRS POST-ERROR ADJUSTMENT OF COGNITIVE CONTROL Sarah A. Lust¹, Bruce D. Bartholow¹; ¹University of Missouri – This research tested the hypothesis that alcohol interferes with self-regulation, which is reflected in the negative slow wave (NSW) component of the event-related potential (ERP) following control failures in a flanker task. Sequential trial analysis showed that alcohol impaired post-error adjustment in RT, which was also apparent in neural responses.

F170

IMPROVING CHILDREN'S WORKING MEMORY CAPACITY BY A 10 MINUTES PSYCHOSOCIAL INDUCTION Frederique Autin¹, Jean-Claude Croizet¹; ¹University of Poitiers – We investigated whether working memory capacity could be improved in situation where the self-image is less at stake. We observed that 6th graders who took a working memory task while thinking their performance is the byproduct of the situation achieved better than children in two control conditions.

F171

PREDICTIVE VALIDITY OF SELF-REPORTED VERSUS BEHAVIORALLY-MEASURED SELF-CONTROL Chloe Nicksic¹, Kevin Rand¹; ¹Indiana University-Purdue University Indianapolis – This study examined the predictive validity of two self-control assessments. Behaviorally-measured self-control predicted academic goal attainment; self-reported self-control did not. The two measures were unrelated, but the latter was strongly related to neuroticism. Behavioral tasks may represent better indices of trait self-control, and self-report measures may actually be tapping neuroticism.

F172

SELF-REFERENCING CAN PREVENT SELF-CONTROL FAILURE Steven Shirk¹, Chris Burgin², Leonard L. Martin²; ¹Bedford VA, Massachusetts General Hospital, ²University of Georgia – When individuals self-control, they show performance decrements on subsequent self-control tasks. However, this failure can be prevented by inducing self-referencing. We examine whether different forms of self-referencing differ in their effectiveness in preventing self-control failure. The results suggest that referencing immediate, self-descriptive information prevents self-control failure. Implications are discussed.

F173

THE IMPACT OF INDUCED SELF-COMPASSION ON SELF-CONTROL ABILITY Cassie Watkins¹, Jessica Williamson², Ginette C. Blackhart²; ¹Morehead State University, ²East Tennessee State University – The current study examined the effect of self-compassion on self-control. We hypothesized that inducing self-compassion would reduce the ego-depletion effect. Analyses showed that the self-control group spent significantly less time on an unsolvable puzzle task than the non-self-control group. However, self-compassion did not affect time spent on the puzzle task.

F174

SELF-REGULATING RECALL AND RECOGNITION OF AUTOBIOGRAPHICAL BEHAVIORS ENACTED BY THE SELF AND OTHERS Timothy Ritchie¹, Constantine Sedikides²; ¹University of Limerick, ²University of Southampton – Three studies examined differential recall of autobiographical memories about the self and other persons. Results suggest that recall of memories about the self and liked others evince a positivity bias, recall about acquaintances and disliked others evince a negativity bias, and that such biases are moderated by dispositional self-enhancement.

F175

STRESS—WHAT STRESS? THE EFFECTS OF PRIMING MINDFULNESS ON THE APPRAISALS OF STRESSFUL SITUATIONS Valerie Repta¹, Kelly-Lyn Christie¹, Hymie Anisman¹, Kimberly Matheson¹; ¹Carleton University – Self-reported trait mindfulness was associated with more positive appraisals of personal stressors. State mindfulness, primed via a writing exercise, improved control and outcome expectation appraisals, and marginally reduced threat appraisals, but did not impact distress appraisals. These findings support the efficacy of priming mindfulness to improve stress appraisals.

F176

IF I CONTROL YOU, DO I CONTROL MYSELF?: POWER AND AFFECT REGULATION Guillermo Byrd Willis¹, Katerina Petkanopoulou¹, Rosa Rodríguez-Bailón¹; ¹Universidad de Granada – In the present research we examined how power influences affect regulation. In one study, powerful/powerless participants were instructed to either control their affective state or to let themselves go after a positive /negative affect induction. Powerful participants showed a better affect regulation, but only after the negative affect induction.

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F177

WHO SAYS THE MOVIES DON'T HURT? MEDIA VIOLENCE AND ITS IMPACT ON PHYSIOLOGICAL PAIN SENSITIVITY Ashley Gowguel¹, William McIntosh¹; ¹Georgia Southern University – This study tested the hypothesis that early exposure to a rated-R movie (EER-R) and exposure to a violent video would increase pain tolerance. Participants self-reported their lifetime media consumption and watched a violent/non-violent video. Results revealed that EER-R and exposure to a violent video significantly increased pain tolerance. Implications discussed.

F178

PAPER BUT NOT PLASTIC: CONSISTENCY OF RECYCLING AND CONSERVATION BEHAVIORS ACROSS SETTINGS Alexander Maki¹, Alexander J. Rothman¹; ¹University of Minnesota – Little is known about how environmentally friendly behaviors vary across settings. Survey results suggest that the type of recycling or conservation activity and the setting interact to determine actual behavior. Furthermore, across settings different psychosocial variables predict behavioral intentions to engage in recycling and conservation behaviors.

F179

THE INFLUENCE OF DIVERSITY CLIMATE ON PERCEIVED ADVANCEMENT OPPORTUNITIES: THE MEDIATING ROLE OF JOB SECURITY Benjamin Liberman¹; ¹Columbia University – This study investigated the influence of diversity climate on perceived advancement opportunities. Findings revealed a minority group membership by diversity climate interaction on advancement opportunities, with mediation by job security perceptions. Although effects were stronger for minority employees, all employees had higher perceived advancement opportunities when in a pro-diversity climate.

F180

LIKE FATHER, LIKE SON: PATERNAL RISK CREDIBILITY PREDICTS INTERNALIZATION OF PATERNAL MODELING OF SUBSTANCE USE Dimitri Putilin¹, Philip Costanzo¹; ¹Duke University – A study of 246 college students living away from home found continuing influence of high risk credibility fathers on substance use and selection of substance using peers, while low risk credibility fathers exerted limited influence. Risk credibility was predicted by overall credibility, authoritative parenting, relationship quality, and risk communication.

F181

REGIONAL DIFFERENCES IN JURORS' ATTITUDES AND KNOWLEDGE Heather Caspers¹, Helen Harton¹; ¹University of Northern Iowa – This study examined national datasets concerning attitudes toward crime and found evidence of regional differences in these attitudes in the United States, supporting dynamic social impact theory (Latané, 1996). We discussed implications of these findings for changes of venue in the criminal justice system.

F182

THE EFFECT OF MORTALITY SALIENCE ON POLITICAL ATTITUDES Jacqueline M. Anson¹, Ista Zahn¹; ¹University of Rochester – Conflicting evidence exists for clinging to existing political attitudes versus becoming more conservative under threat. This study indicates that both self-reported conservatives and liberals report more liberal attitudes when reminded of death, providing evidence that people justify the existing system regardless of its conservative or liberal nature.

F183

THE BROADER IMPACTS OF HIV AWARENESS APPEALS: IMPLICATIONS FOR CONDOM USE ATTITUDES Kristen E. Konkel¹, Justin J. Lehmill¹; ¹Colorado State University – This experiment examined how HIV awareness appeals impact populations other than their target audience. Heterosexual participants received information suggesting that HIV/AIDS primarily affects gay men, HIV/AIDS affects everyone, or no HIV/AIDS information. Participants in the gay men condition reported feeling less vulnerable to HIV/AIDS and more negative attitudes toward condoms.

F184

THE ANIMAL HOUSE ERA: HOW UNIVERSITY-THEMED COMEDY FILMS AFFECT STUDENTS' ATTITUDES Louise Wasylkiw¹, Michael Currie¹; ¹Mount Allison University – University-themed comedy films (Study 1; N=34) under-represented women and minorities and over-represented risk-taking by men. In Study 2 (N=124), undergraduates who viewed a

segment of *Animal House* held more positive attitudes towards substance use and more negative attitudes towards academics compared to those who viewed a neutral film.

F185

THE SPECTER OF COMMUNISM IN U.S. CHINA POLICY: BIPARTISANSHIP IN THE AMERICAN SUBCONSCIOUS Peter Gries¹, H. Michael Crowson¹, Huajian Cai²; ¹Institute for US-China issues, University of Oklahoma, ²Institute for Psychology, Chinese Academy of Sciences, Beijing – This paper uncovers a subconscious association between communism and China that contributes to negative attitudes towards the Chinese government among both Republicans and Democrats. When brought to the explicit level, however, the negative impact of this implicit association on China attitudes only operates on Republicans, not on Democrats.

F186

MESSAGE CONTENT AND SOURCE CREDIBILITY IN PARENT-TEEN COMMUNICATION ABOUT ANABOLIC STEROIDS Tonya Dodge¹, Margaux Hoagland¹; ¹Skidmore College – This study examined whether the content of parent-teen communication about anabolic steroids affected willingness to use anabolic steroids. Discussions with fathers about protective factors and with mothers about performance outcomes were statistically significant predictors of willingness. Source credibility failed to moderate the communication-willingness to use relationship.

F187

ASIAN-LATINO DIFFERENCES IN PARENTAL ACADEMIC EXPECTATIONS: CONSEQUENCES FOR STUDENTS' SATISFACTION WITH GPA AND PARENTAL SUPPORT Laura P. Naumann¹, David Funder²; ¹Sonoma State University, ²University of California, Riverside – What are the implications of high academic expectations among Asian parents and do they function similarly among Latinos? We assessed parental expectations, satisfaction with GPA, and parents' support with choice of major. High parental expectations imposed critical evaluation of performance among Asians while they fostered more parental support among Latinos.

F188

EXISTENTIAL CONCERNS IN CVD POINT-OF-CARE TESTING: AGE AS A MODERATING EFFECT Simon Dunne¹, Pamela Gallagher¹, Anne Matthews¹; ¹Dublin City University – This study investigated if unconscious existential concerns in participants aged over 55 would act as a barrier to their uptake of a novel diagnostic device for indicating Cardiovascular Disease risk, using a Terror Management Theory framework. Results support recent emerging literature that existential anxiety may be moderated by advancing age.

F189

WHAT KINDS OF TASKS ARE MENTALLY TIRING?: PERSONAL PERCEPTIONS OF MENTAL EFFORT Liqing Zhang¹, George Loewenstein²; ¹Peking University, ²Carnegie Mellon University – Two studies explore subjective perceptions of mental effort. The results of both studies suggested that maintaining attention, learning, planning, making choice, creativity, emotion regulation, and dealing with social situations are mentally tiring. Furthermore, the findings of Study 2 suggest that maintaining concentration has the largest independent effect on mental effort.

F190

THE STIGMA OF FLEXIBLE WORK SCHEDULES: RISKY BUSINESS FOR WOMEN Kathryn A. Morris¹, Margaret Y. Padgett¹; ¹Butler University – We hypothesized that organizational support for family friendly workplace policies protects women who adopt flexible work schedules from stigma. Results partially supported the hypothesis. When organizational support was present, participants evaluated women on flexible schedules similarly to women on traditional schedules on some, but not all, measures.

F191**THE INFLUENCE OF GENDER COMPOSITION ON THE GENDER-TYPING OF ORGANIZATIONS**

Sandy Uyekubo¹, Benjamin Liberman¹, Elissa Perry¹; ¹Columbia University – This study investigated whether organizations that are predominantly composed of one gender can be perceived as gender-typed. Participants reviewed an organization description that varied the gender composition of its employees. The results provide support that organizations can be perceived as gender-typed and are seen as stereotypically masculine or feminine.

F192**LABELS & LEADERSHIP: THE INFLUENCE OF STEREOTYPICAL FRAMING ON LEADERSHIP BEHAVIORS**

Geoffrey Ho¹, Margaret Shih¹; ¹UCLA – Leaders may emerge as a function of the stereotypic framing of tasks. It was found in one study that males (females) were significantly more likely to emerge as leaders when tasks were framed as stereotypically male (female) in mixed gender dyads.

F193**THE EFFECT OF CARBON FEEDBACK ON PERSONAL AND COLLECTIVE GUILT**

Mark A. Ferguson¹, Nyla R. Branscombe²; ¹University of Calgary, ²University of Kansas – Participants received false feedback about their personal and group's carbon emissions, and completed measures of personal and collective guilt. The results revealed that high-personal and high-collective emissions increased personal and collective guilt, respectively. Furthermore, those in the low-personal and low-group emissions condition reported the lowest personal and collective guilt.

F194**DISCRIMINATION, RELIGIOUS PRACTICE, AND COLLECTIVE SELF-ESTEEM MODERATE THE RELATIONSHIP BETWEEN RELIGIOUS DISIDENTIFICATION AND NATIONAL IDENTIFICATION**

Sadia Zafar¹, Ori Talor¹, Michaela Hynie¹; ¹York University – We examined the relationship between national identification and religious disidentification among Canadian students of Catholic, Jewish, and Muslim faiths (N=117). National identification increased with religious disidentification when perceived religious discrimination was low but decreased when discrimination was high. National identification decreased as collective self-esteem increased only with high religious practice.

F195**GETTING TO THE TABLE: ISSUE ORDER AND THE WILLINGNESS TO NEGOTIATE IN ASYMMETRIC INTERGROUP CONFLICTS**

Nour Kteily¹; ¹Harvard University – The current research examines the willingness of members of groups in conflict (Israelis and Palestinians) to enter negotiations. Members of low and high power groups showed opposite preferences for proposals prioritizing vs. delaying the most difficult issues. Confirming expectations, these effects were moderated by perceptions of relative power and legitimacy.

F196**THE EFFECT OF SOCIAL EXCLUSION AND SIMILARITY ON GROUP RELATIONS: THE ROLE OF HORMONES**

Robert Hitlan¹, Derrick McAdams¹, Catherine DeSoto¹, Rory Deol¹; ¹University of Northern Iowa – Being excluded or ostracized has been found to influence subsequent attitudes and behaviors of targets. Yet, there is limited research examining the potential role of hormones. The current research investigated the effect of similarity and exclusion on hormonal fluctuations (testosterone and cortisol) and the role of hormones on out-group attitudes.

F197**A NATIONAL LONGITUDINAL STUDY OF DIRECT AND INDIRECT EXPOSURE TO THE 2008 ECONOMIC MELTDOWN**

Dana Garfin¹, Scott Blum¹, Kristen Gamble¹, Roxane Cohen Silver¹; ¹University of California, Irvine – The psychological impact of the 2008 US economic meltdown on global distress was examined in a longitudinal study of a nationally representative sample (N=975). Direct exposure (job loss, economic hard-

ship), indirect exposure (media consumption), and demographics were assessed. Economic hardship and media exposure were both independently associated with meltdown-related distress.

F198**ENHANCING THE LIVES OF HOMELESS MEN USING A RESEARCH ORIENTED COMPUTER LITERACY COURSE**

Erin Dupuis¹, Corey Phillips¹; ¹Loyola University, New Orleans – Researchers have reported a link between unemployment and poor psychological functioning. The purpose of this study was to determine the effect a computer literacy course would have on homeless men. Measures of self-esteem, non-clinical depression, perceived social support, control, and aspects of identity were administered before and after the program.

F199**CLINICIANS' PERCEPTIONS OF SELF-EFFICACY IN TREATING SURVIVORS OF FAMILY VIOLENCE**

Stephanie M. Wright¹, Karyn Hall²; ¹Peace College, ²Dialectical Behavior Therapy Center – Mental health providers were surveyed regarding the challenges of treating family violence survivors. Clinicians reported varying degrees of perceived self-efficacy in treating child abuse, child sex abuse, and intimate partner violence survivors. Predictors of treatment self-efficacy differed by abuse type, with familiarity with relevant theoretical literature being paramount.

F200**THE SPORTS ILLUSTRATED JINX IN GOLF: A CONTROL-GROUP STUDY**

Alan Reifman¹, Darko Cohadarevic¹; ¹Texas Tech University – To help exclude regression-to-the-mean explanations of the Sports Illustrated cover jinx, studies should include a control group of similarly successful athletes who did not grace the cover. Our golf study compared pictured and non-pictured winners of major championships on their immediate five post-title performances. Little difference was observed.

F201**CAREER OUTLOOK METHODOLOGY: PREDICTING OCCUPATIONAL SATISFACTION USING PERSONALITY AND SOCIAL PERCEPTIONS**

Patrick Wadlington¹, Fabian Elizondo¹; ¹Birkman International – Work satisfaction contributes to the well-being/mental health of working adults. This paper illustrates the development and validation of a Measurement Decision Theory (MDT) methodology for matching the extent to which individuals would be satisfied within particular occupational positions based on several individual difference factors (i.e., personality, social perceptions, interests).

F202**IS MONEY A NECESSARY EVIL? EXPERIMENTAL MANIPULATION TO REDUCE THE NEGATIVE EFFECTS OF MONEY**

Kai Chi Yam¹; ¹Washington State University – I conducted two experimental studies with the goal of reducing the negative effects of money. Results indicated that when money was framed as a social incentive, its negative effect was attenuated and people exerted more helping behavior in both hypothetical and real-life scenarios.

F203**THE DOUBLE-EDGED SWORD: MORTALITY SALIENCE DECREASES ECO-GUILT WHEN VALUES AND BEHAVIOR ALIGN**

Patrick R. Harrison¹, Robyn K. Mallett¹; ¹Loyola University Chicago – Recognizing a value-behavior discrepancy produces guilt, which promotes reparative behavior. Mortality salience amplifies the importance of cognitive consistency. Thus when participants experience value-behavior congruence under its influence, eco-guilt is reduced; when they experience value-incongruence, eco-guilt slightly increases. Therefore attempts to increase eco-guilt can backfire if individuals inadvertently experience cognitive consistency.

F204

ARE ‘THINKERS’ ‘CHOKERS’? EXAMINING THE ROLE OF COGNITION IN SPORTS PERFORMANCE OUTCOMES Sindhuja Sankaran¹, Ulrich von Hecker; ¹Cardiff University – ‘Choking’ (Baumeister, 1984) is a well studied phenomenon in sport psychological research. But do some athletes ‘choke’ more than others? In the current studies so far, differences were found between Training and Competition champions as a function of the kind of prime, rumination, maladaptive perfectionism and need for cognition.

F205

THE PATH OF LEAST RESISTANCE Brad J. Sagarin¹, Kevin D. Mitnick²; ¹Northern Illinois University, ²Mitnick Security Consulting, LLC – We analyze the influence principles used in a social engineering attack against a communications company and present a model of resistance based on: (a) a sense of invulnerability, (b) a failure to distinguish innocuous and sensitive information, and (c) a conflict between social norms (particularly politeness norms) and security roles.

F206

AN EXAMINATION OF PSYCHOSOCIAL BELIEFS AS PREDICTORS OF INTENTIONS TO USE SUNSCREEN AND SUNSCREEN-RELATED BEHAVIOR Abby B. Harvey¹, Andrew Karpinski¹; ¹Temple University – This research examined which psychosocial beliefs predict sunscreen-related behavior. A regression analysis revealed that drawbacks to using sunscreen, knowledge about photoaging effects, and perceived effectiveness of sunscreen significantly predicted future sunscreen intentions. Only knowledge about photoaging effects predicted whether participants took a sunscreen sample.

F207

CONVERGING EVIDENCE OF A MODEL FOR PROCEDURAL JUSTICE AS A DETERMINANT FOR JOINING GROUPS Dennis Poepel¹, Dana Leighton¹, Dave Schroeder¹, Ana Bridges¹, Zach Cogburn¹, Whitney Ginn¹, Kristin Hilliard¹; ¹University of Arkansas – The current research examined the relationship among procedural justice, interactional justice (i.e., trust, respect), and group joining intentions (e.g., interest in, likelihood of joining). Two studies provide converging evidence for a general model in which perceptions of interactional justice fully mediate the relationship between procedural justice and group joining intentions.

F208

WHO SERVES WHOM?: DIFFERENCES IN LIBERALS AND CONSERVATIVES PRIORITIZATION OF GROUP VERSUS INDIVIDUAL NEEDS Rebecca Frazier¹, Brian Nosek¹, Jonathan Haidt¹; ¹The University of Virginia – Participants indicated which of two statements they agreed with the most: (1) “The group should serve the individual” or (2) “The individual should serve the group.” Overall, results indicated that conservatives were consistently more likely than liberals to support the group-serving statement-- even across a variety of different group types.

F209

COMMUNITY CRIME PREVENTION ACTIVITIES AND ATTITUDE REGARDING SUCH ACTIVITIES IN TOKYO Seiji Shibata¹, Kazunori Hanyu², Tatsuto Asakawa³, Takahito Shimada⁴, Kenji Omata⁵; ¹Sagami Women’s University, ²Nihon University, ³Meiji Gakuin University, ⁴National Research Institute of Police Science, ⁵Surugadai University – Current status of local crime prevention activities were explored and relations among the evaluation of local crime prevention activities, attitudes regarding such activities, anxiety about crime, attachment to the neighborhood, the status of local social networks, and sociodemographic variables were investigated.

F210

AUDITORY WEAPON FOCUS EFFECT: EXAMINATION OF HIGH AND LOW PITCH VOICE IN A CRIME SCENARIO Steven Stern¹, John Mullenix¹, Benjamin Grounds², Robert Kalas³, Lyndsay Reilly¹; ¹University of Pittsburgh at Johnstown, ²Penn State College of Medicine, ³University of Pittsburgh – Eyewitness memory is poorer when a weapon is present. We examined if eyewitness memory was subject to the same effect. Participants listened to simulated crimes with or without guns and then selected perpetrators from voice lineups. The eyewitness effect runs opposite of the eyewitness effect; guns enhanced accuracy of identification.

F211

AMPLIFICATION OF BIASED ADVICE TO THE UNIDENTIFIED AND MANY Sunita Sah¹; ¹Carnegie Mellon University – When advice affects a larger number of people, greater care should be taken to ensure its accuracy. Yet, contrary to this logic, we demonstrate, in two experimental studies, that advisors give more biased advice to multiple than single recipients and decrease their bias if a single recipient is identified.

F212

HUMAN-LIKE OR NOT HUMAN-LIKE?: A VIRTUAL AGENT’S GESTURING BEHAVIOR INCREASES PERCEIVED INTERACTION QUALITY AND ANTHROPOMORPHISM Friederike A. Eysel¹, Kirsten Bergmann¹, Stefan Kopp¹; ¹Universität Bielefeld – We investigated the effect of a virtual agent’s humanlike interaction behavior on perceived anthropomorphism and information comprehension. The virtual agent used either gaze and gesturing (or none) while describing a landscape. In the experimental condition, participants rated the interaction as more vivid and pleasant, reported better memory and more anthropomorphism.

F213

EXAMINING THE RELATIONSHIP BETWEEN CHRONIC AND TEMPORARY MOOD ON EYEWITNESS IDENTIFICATION Kevin Rounding¹, Jill A. Jacobson¹, R. C. L. Lindsay¹, Kristen Blackler¹; ¹Queen’s University – No research has examined the effects of depressed symptomatology on eyewitness identification accuracy, despite the prevalence of depression in the victim-witness experience. This study found that greater levels of dysphoria were related to greater identification accuracy. Recalling extremely sad, but not happy, memories instilled a similar accuracy advantage.

F214

EFFECTS OF SUBORDINATES’ CORE SELF-EVALUATIONS ON TRANSFORMATIONAL LEADERSHIP: EVIDENCE OF A MEDIATED MEDIATING MECHANISM Tobias Heilmann¹, Luis M. Rivera², Klaus Jonas¹; ¹University of Zurich, ²Rutgers, the State University of New Jersey – The present experiments show that the influence of subordinates’ core self-evaluations (CSE) on transformational leadership is mediated by leader-member exchange (LMX), and that this CSE-LMX-relationship is mediated by similarity between leader and subordinate. Our data provide novel evidence that transformational leaders might adjust their behavior according to their subordinates’ CSE.

F215

SOCIAL SYNCHRONY IN HUMAN-COMPUTER INTERACTION Yuanyuan Gu^{1,2}, John Cacioppo¹; ¹University of Chicago, ²Beijing Normal University – The current research applied findings of synchrony in social psychology into an investigation of factors affecting human-computer interaction (HCI). A minimalistic paradigm was developed to examine social synchrony in HCI interface. Our two studies found an interplay between offset, frequency and range of variation plus the mediation of anthropomorphism.

F216**ATTACHMENT STYLE AND LEADERSHIP STRATEGIES** Melanie

Henderson¹, William Chopik¹, Michael Erwin¹, Fiona Lee¹; ¹The University of Michigan – The current study employed both categorical and continuous measures of attachment style—one's working model for close relationships—and explored the association between attachment orientation and leadership style. The results showed that the three primary attachment styles—secure, avoidant, and anxious—are related to different leadership strategies.

F217**PERCEIVED CAUSES OF HEALTHY WEIGHT AND OBESITY** Kristi Lemm¹,

Jessica Silks¹; ¹Western Washington University – We investigated whether people believe that obesity has different causes than healthy weight. Factor analysis revealed clear factor structure for perceived causes of obesity but ambiguous structure for healthy weight. People tend to think that obesity is due to behavioral choice but healthy weight is more biological.

F218**EFFECTS OF PERCEIVED RELATIVE DEPRIVATION ON COMMUNITY COMMITMENT AND WILLINGNESS TO PARTICIPATE IN COMMUNITY ACTIVITIES** Hiroyuki Hikichi¹, Ken-ichi Ohbuchi², Toshiaki Aoki³; ¹Graduate School of Arts and Letters, Tohoku University, ²Graduate School of Arts and Letters, Tohoku University, ³Department of Management and Communication, Tohoku Institute of Technology – This study revealed that residents in lower social classes perceived relative poverty within community; they had weak community commitment because they feel dissimilarity with other residents in higher social classes with regard to lifestyle or property; and, therefore, they shaped low willingness to participate in community activities.

– This study revealed that residents in lower social classes perceived relative poverty within community; they had weak community commitment because they feel dissimilarity with other residents in higher social classes with regard to lifestyle or property; and, therefore, they shaped low willingness to participate in community activities.

F219**EXPOSURE TO RAP MUSIC IMPROVES READING COMPREHENSION PERFORMANCE OF HIP-HOP FANS** Joshua Haag¹, Isabelle Plante¹,

Mathieu Roy², Joshua Aronson¹; ¹New York University, ²Columbia University – This experimental study demonstrated that listening to rap before an exam improved reading comprehension performance of students who listen to a lot of hip-hop music and had no effect on other students. These findings suggest that environmental interventions increasing individuals' sense of belonging might enhance their performance on related tasks.

F220**A DIARY STUDY OF SOCIAL ANXIETY, INTERPERSONAL INTERACTIONS AND HEALTH RISK BEHAVIOR IN COLLEGE STUDENTS** Kristina Wilson¹;

¹University of Illinois Urbana-Champaign – This study examined the association between social anxiety and engagement in health risk behaviors among college students using a daily diary methodology. Findings indicated that daily positive interpersonal events appear to be particularly important for those with high social anxiety in increasing their likelihood of engaging in health risk behaviors.

F221**SELF-ENHANCING EFFECTS OF EXPOSURE TO MALE AND FEMALE BODIES IN ETHNICALLY DIVERSE MEN: A FANTASY-EFFECT?** Malgorzata Skorek¹, Yarrow Dunham¹; ¹University of California Merced –

Exposure to TV advertisements portraying thin women, but not muscular men, had self-enhancing effects on implicit, but not explicit, self-esteem in ethnically diverse men. Racial/ethnic differences in media effects were also reported. TV advertisements have subtle effects on self-esteem that may not always be revealed using self-reports.

F222**IMPLEMENTATION INTENTIONS HAVE DURABLE EFFECTS ON CONTRACEPTIVE OUTCOMES: REDUCED PREGNANCY RATES AT TWO YEARS** Paschal Sheeran¹, Jilly Martin², Pauline Slade¹, Alison Wright²,

Tracey Dibble³; ¹University of Sheffield, ²Oxford Brookes University, ³Sheffield Contraception and Sexual Health Service – The long-term impact of implementation intentions in reducing pregnancy risk was tested among teenagers visiting a family planning clinic (N = 265). Clinic records at 2-year follow-up indicated that consultations for emergency contraception and pregnancy testing were 19% and 33% lower, respectively, compared to controls. Pregnancy rates were 43% lower.

F223**FAMILY FUNCTIONING AND ADOLESCENT SOCIAL WELL-BEING AMONG SECONDARY SCHOOL STUDENTS IN BARBADOS** Nicora Stubbs¹;

¹University of the West Indies – The study examined differences between family functioning and social well-being among Barbadian adolescents (N=171). Participants' academic scores were used as well as instruments measuring family functioning, self-esteem and delinquency. Results indicated a family adaptability difference in adolescent self-esteem. Perceived family functioning had no significant effect on academic performance and delinquency.

F224**EMPATHY, JUST WORLD BELIEFS, AND PERCEPTIONS OF A CHILD TARGET ACROSS ILLNESS SEVERITY** Alexandra Telk¹, Doris Bazzini¹, Rose

Mary Webb¹; ¹Appalachian State University – Derogation of a child victim was examined across three levels of increasing severity of illness (healthy, acid reflux, and stomach cancer). Results showed that a child suffering from cancer was rated more favorably when controlling for empathic perspective taking, but not belief in a just world.

F225**THE INFLUENCE OF EYEWITNESS IDENTIFICATION FACTORS ON ATTORNEYS' PLEA BARGAINING DECISIONS** Caroline Crocker¹, Steven

Penrod¹; ¹Graduate Center, CUNY – The influence of eyewitness evidence quality on attorneys' plea bargaining decisions was investigated. Factors related to eyewitness accuracy were manipulated in a trial. Attorneys judged whether to offer/recommend a plea bargain to the defendant. Attorneys' plea judgments were sensitive to lineup bias but insensitive to other factors related to accuracy.

F226**FIRST-PERSON VERSUS THIRD-PERSON VISUAL PERSPECTIVES IN VIDEOGAME PLAY: CARRYOVER EFFECTS ON BEHAVIOR OUTSIDE THE GAME** Courtney Plante¹, Richard P. Eibach¹, Lisa K. Libby²; ¹University of

Waterloo, ²The Ohio State University – Participants played a racing videogame from either the first- or third-person visual perspective and then completed measures of impulsivity in unrelated domains. Those who had played the game from the third-person perspective were higher in impulsivity than those in the first-person condition.

F227**FAILURE TO REJECT A COERCED CONFESSION: A VISUAL DOMINANCE EFFECT IN VIDEO-RECORDED INTERROGATIONS** G. Daniel Lassiter¹,

Heather C. Schmidt¹; ¹Ohio University – Prior work suggests that in certain instances visual information may dominate verbal information in video-recorded interrogations. Consistent with this visual dominance effect, observers' ability to discount a confession that was preceded by a verbal threat eroded as visual access to the suspect's facial expressions increased.

F228

INFLUENCE OF DEMOGRAPHIC FACTORS ON VULNERABILITY TO FRAUD Jasmine Ahmad¹, Jessica Choplin¹, Debra Pogrund Stark²; ¹DePaul University, ²The John Marshall Law School – Many contracts contain "no representation" clauses which state that the contract signer read the contract and agree to the terms despite any contradictory verbal claims. The current study finds that many participants accepted contradictory verbal assurances and senseless explanations for discrepancy, with race and age having an effect on acceptance.

F229

IMPACTS OF CRIMINAL TELEVISION PROGRAMMING ON PERCEPTIONS OF THE LEGAL SYSTEM Jennifer Ma¹; ¹Scripps College – The current study examined the potential impacts of watching Law and Order and CSI on perceptions of the legal system. Results from a questionnaire study suggest that these programs are not interchangeable and they have differential effects on people's views of the legal system and its players.

F230

DEATH PENALTY VERDICTS: A CLOSER LOOK AT JUROR VARIABLES Kristen Capuozzo¹; ¹University of Houston – This research investigated three juror variables, gender, education level, and occupation type, and their relationship with death penalty verdicts. Logistical regression analyses revealed a significant relationship between occupation type and verdict. Marginally significant relationships were found between education level and verdict, and the interaction between gender and occupation and verdict.

F231

INTENT VERSUS ACTUAL REPORTING OF CRIME: A PROCEDURAL JUSTICE ANALYSIS Rakesh P. Larson¹, Steven E. Clark¹; ¹University of California, Riverside – The present study assessed the relationship between procedural justice, intent, and crime reporting behavior. Results from a survey completed by witnesses and victims of crimes suggested that measures of procedural justice predicted intent to report crime, intent predicted reporting behavior, but procedural justice was not directly associated with reporting behavior.

F232

ATTACHMENT PERSPECTIVE ON SUPPORTIVE LEADERSHIP: PROVIDING A SECURE BASE AND SAFE HAVEN AT WORK Daniel McAllister¹, Kelvin Pang¹; ¹National University of Singapore – From an adult attachment perspective, supportive leaders engendered felt security in followers by demonstrating they can be a safe haven during times of threat and a secure base from which to explore and grow. We develop new measures of supportive leadership and examine the implications for follower behavior at work.

F233

SOCIAL SUPPORT, OPTIMISM AND THE TRAJECTORY OF QUALITY OF LIFE IN RENAL CELL CANCER PATIENTS Kathrin Milbury¹, Nizar M. Tannir¹, Lorenzo Cohen¹; ¹The University of Texas M. D. Anderson Cancer Center – The goal of the study was to capture the trajectory of quality of life in renal cell cancer patients. Growth curve analyses of 118 participants revealed that treatment-specific optimism and possibly social support may protect against the psychological and physical sequelae associated with a life-threatening disease and cancer treatment.

F234

IMPLICIT OBESITY BIAS PREDICTS REAL HIRING DISCRIMINATION IN THE LABOR MARKET Jens Agerstrom¹, Dan-Olof Rooth²; ¹Lund University, ²Linnaeus University – To examine whether implicit bias predicts labor market discrimination, résumés from obese or normal-weight applicants were first sent to 985 job vacancies. Next, the managers in charge of the

hiring completed an obesity version of the Implicit Association Test. Stronger implicit anti-obesity bias predicted lower callback rates for obese applicants.

F235

THE INFLUENCE OF DIVERSITY CLIMATE PERCEPTIONS ON PERCEIVED ORGANIZATIONAL PERFORMANCE Sandra Alexander¹, Benjamin Liberman²; ¹U.S. Office of Personnel Management, ²Columbia University – This study investigated the influence of diversity climate on perceived organizational performance. Findings revealed a marginally significant minority group membership by diversity climate interaction on perceived organizational performance. Although effects were stronger for minority employees, all employees perceived higher levels of organizational performance when in a pro-diversity climate.

F236

GENERATIONAL DIFFERENCES IN PERCEIVED CAREER DEVELOPMENT, MENTORING, AND ADVANCEMENT OPPORTUNITIES AND LINKS TO ORGANIZATIONAL OUTCOMES Sarah Johnson¹, Benjamin E. Liberman¹; ¹U.S. Office of Personnel Management – This study examined the differences in perceived career development opportunities, mentoring opportunities, and advancement opportunities between employees of 4 different generational groups (Millennials, Generation X, Baby Boomers, and Traditionalists). Findings revealed that employees from older generations experienced less favorable perceptions of career development, mentoring, and advancement opportunities than younger generations.

F237

THE COGNITIVE AND AFFECTIVE CONSEQUENCES OF STEREOTYPES IN JAMIE OLIVER'S FOOD REVOLUTION Wendy R. Williams¹, Paige A. Muellerleile¹; ¹Marshall University – Three studies (an experimental study with college students, a correlational study with a community sample, and a content analysis of national press coverage) examined how Jamie Oliver's Food Revolution depicted issues of obesity and poverty in Appalachia, and how these depictions affected participants' affective and cognitive responses.

F238

THE INFLUENCE OF BASIC NEED SATISFACTION ON HIV RISK BEHAVIOR Neetu Abad¹, Kennon Sheldon¹; ¹University of Missouri-Columbia – Recent reports suggest that new HIV infections are on the rise in the United States. This study uses Self-Determination Theory to investigate sexual risk taking among university and community students via a longitudinal survey. Results indicated that deficits in basic need satisfaction are associated with engagement in risk behavior.

F239

WHEN DOES IDEOLOGY MATTER? EXPLORING RELATIONSHIPS AMONG BELIEFS ABOUT CLIMATE CHANGE Ezra Markowitz¹, Sara Hodges¹; ¹University of Oregon – Past findings indicate that political ideology moderates the relation between climate change knowledge and concern. The present research extends this picture by showing that the moderating effect of ideology in this domain appears to hold only when considering knowledge, but not other constructs (e.g., perceived efficacy, responsibility, risk perceptions, intentions).

F240

PLURALISTIC IGNORANCE AND PUNITIVENESS TOWARDS ILLICIT DRUG USERS Matthew Kugler¹, John Darley²; ¹Lehigh University, ²Princeton University – Adult participants assign trivial punishments to drug users who have no prior criminal record and aggravate sentences only slightly when faced with users who do. Participants report believing that others in their state would be more supportive of harsh drug laws, but this disparity holds true across the political spectrum.

F241

WHAT MAKES US FEEL TRANSPARENT?: CUES TO THE SENSE OF UNWANTED TRANSPARENCY Naoya Tabata¹; ¹Tokiwa University – This study investigated cues to the sense of unwanted transparency, or the feeling that another person is seemingly noticing something about us that we would rather keep concealed. Results indicated that in most cases cues to the sense of unwanted transparency were similar to beliefs about cues to deception.

F242

THE ENTERTAINMENT DILEMMA: WHAT MOVIE DO WE WATCH FRIDAY NIGHT? Randi Shedlosky-Shoemaker¹, Robert M. Arkin¹; ¹Ohio State University – At the end of an arduous week, what movie do we watch? Bringing together ego-depletion (Baumeister et al., 1998) and Need for Cognition (Cacioppo & Petty, 1982) we explore selection of and response to films. Results demonstrate effects on film preferences and transportation (Green & Brock, 2000) in different films.

Other**F243**

GLOBAL SELF-DETERMINATION: THE PERCEPTION OF PSYCHOLOGICAL STRESS Jen Siemon¹, Julie Gratton¹, Andrew Lumb¹, Catherine Bielajew¹, Gerri Mileva¹, Celine Blanchard¹; ¹University of Ottawa – This study investigated the role that self-determined motivation played in the perception of stress in the lab, as well as the potential mediating role of cognitive appraisal and coping in this relationship. A within-subjects experimental design was employed that involved measuring perceived stress at multiple points throughout the experiment.

F244

TRUTH FROM FIT: LINGUISTIC CONCRETENESS AND LEVEL OF CONSTRUAL AFFECT SUBJECTIVE TRUTH Jochim Hansen¹, Michaela Wänke²; ¹New York University, ²University of Basel – Two experiments demonstrate that a fit between level of linguistic concreteness and level of construal increases subjective truth. Concrete (abstract) statements were judged more probably true when a concrete (abstract) mindset was primed (Experiment 1), or when statements were presented in a proximal (distant) location (Experiment 2).

F245

FROM OFFENSE TO DEFENSE: THE ROLE OF SYSTEM JUSTIFICATION IN EXPLAINING CONSERVATIVE SHIFTS FOLLOWING THREAT Jojanneke van der Toorn¹, Avital Mentovich¹, John T. Jost¹; ¹New York University – The current research shows that threats to the system (but not the self) lead to greater self-reported conservatism and that system justification mediates this effect. Furthermore, system justification is increased not only in the threatened domain (i.e., foreign policy) but also in other domains within the system (e.g., gender inequality).

F246

I WANT IT NOW: THREATENED MANHOOD AND IMPULSIVITY Jonathan Weaver¹, Jennifer Bosson¹, Joseph Vandello¹; ¹University of South Florida – After a threat to their manhood, men pursued immediate financial gratification rather than waiting for interest to accrue, but only if they believed they were making this decision in a public forum. If the decision was supposedly private, gender threatened men did not show such financial impulsivity.

F247

CLOSE TO YOU, CLOSE TO HUMAN: EMPATHY REDUCES SELF-HUMANIZING Joonha Park¹, Nick Haslam¹, Yoshi Kashima¹, Yukiko Uchida², Vinai Norasakkunkit³; ¹The University of Melbourne, ²Kyoto University, ³Minnesota State University – Self-humanizing is the tendency to perceive the self as more human than other people (i.e., possessing more "human nature"). The current study found that people tend to self-humanize less when they empathize with others, and the magnitude of this effect differs between East Asia (Japan) and the West (Australia).

F248

GLOBAL SELF-DETERMINATION: ON RECOVERING FROM STRESS Julie Gratton¹, Jen Siemon¹, Andrew Lumb¹, Gerri Mileva¹, Catherine Bielajew¹, Céline Blanchard¹; ¹University of Ottawa – The aim of this study was to explore the role that self-determination plays in recovering from a stressful experience. Cortisol was looked at prior, during, and following the Trier Social Stress Test (a public speaking and mental arithmetic task) in order to comprehend its role in the process of recovery.

F249

ORGANIZATIONAL IMPLICIT THEORIES OF INTELLIGENCE AS A CUE TO DIVERSITY AND PRESTIGE Katherine Emerson¹, Mary Murphy¹; ¹University of Illinois at Chicago – Two studies investigated how organizational implicit theories of intelligence affect people's belonging, trust, and perceptions of the company's prestige and diversity. Entity (vs. incremental) companies, that believed in fixed (vs. malleable) intelligence, were perceived as more prestigious but less diverse. These effects mediated people's belonging and trust in the organizations.

F250

POWER OF PRODUCTS ON THE ACTIVATION OF SOCIAL TIES AND WOM INTENTIONS Lalin Anik¹, Michael I. Norton¹; ¹Harvard Business School – We prime participants with products from different categories to change the accessibility of different social networks – friends, family, or co-workers. We show that when exposed to specific network related products, people feel their respective networks to be closer and choose to pass on information to those salient networks.

F251

MINDFULNESS AND EMOTIONAL DISTRESS: THE ROLE OF NEGATIVELY BIASED COGNITION Laura G. Kiken¹, Natalie J. Shook¹; ¹Virginia Commonwealth University – The present research used structural equation modeling to test a mediation model in which less negatively biased cognition explains the inverse relation between mindfulness and emotional distress. A partial mediation model was supported. These findings highlight a previously unidentified mechanism to explain the benefits of mindfulness.

F252

REDUCING FREE WILL BELIEFS LEADS TO DECREASES IN PERCEIVED MORAL RESPONSIBILITY Lauren Brewer¹, Roy Baumeister¹; ¹Florida State University – Most people believe in free will, but what happens when these beliefs are challenged? The current studies predicted, and found, that reducing beliefs in free will causes reductions in perceptions of moral responsibility. Together these studies suggest an important relationship between free will beliefs and perceived moral responsibility.

F253

THE TIES THAT BIND: HOW FIVE MORAL CONCERNS ORGANIZE AND EXPLAIN POLITICAL ATTITUDES Spassena Koleva¹, Jesse Graham², Ravi Iyer³, Peter Ditto¹, Jonathan Haidt²; ¹University of California, Irvine, ²University of Virginia, ³University of Southern California – Two studies (18,566 participants) applied Moral Foundations Theory to the prediction and understanding of opinions on culture war issues (e.g. abortion). Results indicated that moral intuitions predict judgments beyond political ideology, age, sex, religious attendance, and interest in politics. Furthermore, many political issues tugged at multiple and unexpected moral threads.

F254

ACCURACY AND BIAS IN SELF-PERCEPTION OF ACADEMIC ABILITY: ONE

SEMESTER LATER Sun Park¹, Randall Colvin¹, Krista Hill¹, Jack Bauer²;

¹Northeastern University, ²University of Dayton – We examined whether

accurate self-perception or self-enhancement is related to better performance. Self-enhancement was measured by the residual score from

regressing self-perceived academic ability on actual academic ability. Self-enhancement was related to narcissism and psychological entitlement.

Accurate self-perception, compared to self-enhancement, was related to better academic performance.

Poster Session G

Saturday, January 29, 6:15 – 7:45 pm, Ballroom C

Norms and Social Influence

G1

SOCIAL NETWORKING SITES AND ADOLESCENT ALCOHOL USE: THE ROLE OF SOCIAL IMAGES AND SOCIAL NORMS Dana Litt^{1,2}, Michelle Stock¹; ¹The George Washington University, ²University of Washington, Center for the Study of Health Risk Behaviors – The present study investigated whether alcohol norms, as portrayed by Facebook profiles, influence adolescents' alcohol-related risk-cognitions. Results indicated that exposure to Facebook profiles portraying alcohol use as normative is associated with greater perceptions of use among students, which then predict a variety of risk-cognitions associated with alcohol use.

G2

THE EFFECT OF STRESS CAUSED BY SOCIAL PRESSURES ON INDIVIDUALS' MIRANDA RIGHTS COMPREHENSION Kyle Scherr¹, Stephanie Madon¹, Max Guyll¹, Yueran Yang¹; ¹Iowa State University – Research has shown that subjects experience a high level of stress after being subjected to the social pressures of police accusation. This research examined the effect this stress has on individuals' ability to comprehend their Miranda rights. Results indicated that stress significantly reduced individuals' ability to comprehend their Miranda rights.

G3

EXAMINING THE DAILY RELATIONSHIP BETWEEN EVENT-SPECIFIC DRINKING NORMS AND ALCOHOL USE: A FOUR-YEAR LONGITUDINAL STUDY Megan A. O'Grady¹, Jerry Cullum¹, Howard Tennen¹, Stephen Armeli²; ¹University of Connecticut Health Center, ²Fairleigh Dickinson University – Using a 30-day daily diary method, we examined the relationship between event-specific drinking norms and personal alcohol use across four years. Drinking norms positively predicted alcohol use for both men and women, but this effect was stronger for men. Drinking norms increased over time for men, but decreased for women.

G4

SOCIAL COMPARISON AND PRO-ENVIRONMENTAL BEHAVIORS: DO OTHERS MAKE YOU "GREEN"? Omesh Johar¹, Zlatan Krizan¹; ¹Iowa State University – Student participants underestimated the extent to which others engaged in pro-environmental behaviors, especially when not engaging in said conservation practices themselves. Most individuals indicated more environmental concern and effort, but less environmental impact than others. These findings underscore the importance of social standards and, comparative perceptions for understanding conservation behaviors.

G5

HARNESSING THE INTERACTION OF DESCRIPTIVE AND INJUNCTIVE NORMS TO PROMOTE A NOVEL HEALTH BEHAVIOR Robert Low¹, Jeffrey Fisher¹; ¹University of Connecticut – Descriptive and injunctive norms both influence behavior, but their interaction and application to novel behaviors is not fully clear. This study used both types of norms to encourage the use of sanitizing wipes in a computer lab. Each norm was effective alone, and the combination produced an additive interaction.

G6

HOW SELFISH IS MY POLITICAL PARTY?: THE EFFECT OF PARTY SALIENCE ON SELF-INTEREST Anita Kim¹; ¹Texas A&M University – Reminding participants of their belief that conservatives are more self-interested than liberals resulted in greater congruence between party identification and self-interestedness. When participants were not

reminded, self-interest was equally predictive of support for a proposal to raise tuition. When participants were, self-interest was significantly more predictive of support among conservatives.

G7

THE ROLE OF RELIGIOUS FUNDAMENTALISM IN PREDICTING CONFORMITY AND ATTITUDE CHANGE IN A POLITICAL DISCUSSION Benjamin Walker¹, Lauren W. Colvin¹, H. Colleen Sinclair¹; ¹Mississippi State University – The effect of religious fundamentalism (RF) on conformity and attitude change was tested in a group discussion about gay rights. Despite holding more extreme anti-gay attitudes those high in RF publicly conformed to a pro-gay rights majority, but did not change their private beliefs post discussion.

G8

INFLUENCING OTHERS BUFFERS THE EFFECTS OF MORTALITY SALIENCE ON INGROUP BIAS Eric Morris¹, Martin Bourgeois¹, Kristin Sommer², Liane Gillis¹; ¹Florida Gulf Coast University, ²Baruch College and The Graduate Center – Mortality salience led participants to show an ingroup bias when donating money to charity. Successfully persuading another person attenuated this bias. Failing to persuade another person also led to an ingroup bias in donations. Our findings suggest that a lack of influence over others has effects similar to mortality salience.

G9

SCARCITY IS MORE THAN A SOCIAL PROOF EFFECT Maarten Bos¹, Rick Van Baaren¹, Ap Dijksterhuis¹; ¹Radboud University Nijmegen – Scarcity refers to the effect that people tend to regard products as more valuable when less available. However, scarcity may imply the interest of others, which may work as social proof. A field study at a digital marketplace showed that scarcity is more than just a social proof effect.

G10

PERSUASIVENESS OF DESCRIPTIVE AND INJUNCTIVE NORMATIVE APPEALS: DO EXTRAVERSION AND SELF-MONITORING PLAY A ROLE? Maia S. Kredentser¹, Leandre R. Fabrigar¹, Steven M. Smith², Jason Slaunwhite²; ¹Queen's University, ²Saint Mary's University – We examined extraversion and self-monitoring in persuasiveness of descriptive and injunctive norms within the ELM framework. No effects of extraversion or self-monitoring were found. There was a significant message type by elaboration interaction: descriptive messages were more persuasive under low elaboration, whereas injunctive messages were more persuasive under high elaboration.

G11

SCARCITY AND COMPLIANCE: THE ROLE OF ELABORATION Naomi K. Grant¹, Leandre R. Fabrigar², Adelle Forzley³, Maia Kredentser²; ¹Mount Royal University, ²Queen's University, ³University of Calgary – Scarcity is an effective compliance tactic, but there are competing views as to how it operates. Our research goal was to use the Elaboration Likelihood Model to reconcile seemingly disparate points of view in the literature. Results demonstrate that scarcity can play multiple roles depending on the level of elaboration.

G12

PERCEIVED EXPLANATIONS FOR COMPLIANCE TO THE DOOR-IN-THE-FACE TECHNIQUE Richard L. Miller¹, Collette Wagner¹; ¹University of Nebraska at Kearney – The purpose of this study was to determine which explanation: reciprocal concessions, cost comparison, worthy person, or guilt, were endorsed by participants in a Door-in-the-Face experiment.

Participants indicated that their decision to comply with the small request was most clearly explained by either cost comparison or reciprocal concessions.

G13

DOES POWER FULFILL BELONGINGNESS? REACTIONS TO OBEDIENCE AMONG MALES AND THOSE HIGH IN NPOWER Chad Parson¹, Chak Wong¹, Chun Leung¹, Stefanie Bruno¹, Martin Bourgeois², Kristin Sommer¹; ¹Baruch College CUNY, ²Florida Gulf Coast University – Males and people high in nPower reported lower levels of belongingness when disobeyed compared to obeyed by a subordinate. Disobedience also reduced attraction toward the subordinate, particularly among those high in nPower. Our findings suggest that males and those high in nPower use power as a means of interpersonal connection.

G14

INVESTIGATING HOW ROOMMATES INFLUENCE WEIGHT RELATED BEHAVIORS DURING THEIR FRESHMAN YEAR USING LONGITUDINAL DYADIC MODELS Jhon Wlaschin¹, Alexander Rothman¹, Jeffry A. Simpson¹; ¹University of Minnesota – To examine the interpersonal influence on behaviors related to weight gain, 200 randomly paired college roommates reported their diet and exercise behavior at monthly intervals during their freshman year. Perceptions of how much a roommate valued healthy eating and regular exercise predicted changes in after dinner snacking and breakfast skipping.

G15

BREAKING APART THE TYPICAL MORTALITY SALIENCE MANIPULATION: SEPARATE QUESTIONS GENERATE SEPARATE RESULTS Chris J. Burgin¹, Leonard L. Martin¹, Matthew A. Sanders¹; ¹University of Georgia – Mortality salience is usually manipulated by having participants describe their feelings about death and their thoughts about the afterlife. We separated these descriptions and found that participants who wrote about the afterlife showed typical mortality salience effects (e.g., derogated a prostitute) whereas participants who described their emotions did not.

G16

THE INFLUENCE OF GENDER AND PERCEIVED VACCINATION NORMS ON SEASONAL AND H1N1 INFLUENZA COGNITIONS Laurel Peterson¹, Michelle Stock¹; ¹The George Washington University – College students reported vaccination norms and cognitions for seasonal and H1N1 flu. The impact of descriptive norms on vaccination cognitions were moderated by gender: women reported greater intentions, willingness, perceived vulnerability, and anticipated regret when they perceived vaccination as normative and less positive cognitions when vaccination was perceived as non-normative.

G17

STIMULI EXPERIENCED BY SIMILAR OTHERS ARE MORE COGNITIVELY ACCESSIBLE Garry Shteynberg¹; ¹Northwestern University – Results from three studies suggest that when a given stimulus is assumed to be experienced by others who are similar to the self (i.e., one's social group) that stimulus is rendered more accessible in cognition.

G18

SOCIAL STIGMATIZATION ON INTENTIONS TO QUIT AMONG SMOKERS Omid Fotuhi¹, Geoffrey Fong¹; ¹University of Waterloo – Increasingly negative portrayals of smoking have translated to how non-smokers perceive smokers, and in turn, how smokers believe they are perceived by non-smokers. This study examined non-smokers stereotypes toward smokers, and the coping behaviours when interacting with smokers. Importantly, we examined the consequences of meta-stereotypes on smokers motivations to quit.

G19

THE EFFECT OF SOCIAL INFLUENCE STRATEGIES ON MOTIVATION TO EXERCISE Theresa M. Castilla¹, Paul E. Etcheverry¹; ¹Southern Illinois University Carbondale – Three influence strategies (persuasion, coercion, relationship-referencing) were argued to predict Kelman's processes of attitude change (internalization, compliance, identification). Kelman's processes were hypothesized to predict different motivations (intrinsic, extrinsic and introjected) to exercise. Strategies of influence were found to predict the different processes of attitude change which then predicted motivation.

G20

THE EFFECTS OF RELIGIOUS PASSAGES AND RELIGIOUS AFFILIATION ON WILLINGNESS TO FORGIVE OR PUNISH Lisa Hummel¹, Kevin Carlsmith²; ¹Stanford University, ²Colgate University – This project investigates how biblical passages and religious affiliation modify participant willingness to forgive or punish transgressors. Our findings demonstrate that religious participants exposed to a retributive-themed biblical passage were more punitive than non-religious participants, but religious participants exposed to a forgiveness-themed biblical passage were less punitive than non-religious participants.

G21

UNDERSTANDING LIBERTARIAN MORALITY: THE PSYCHOLOGICAL ROOTS OF AN INDIVIDUALIST IDEOLOGY Ravi Iyer¹, Spassena Koleva², Jesse Graham¹, Peter Ditto², Jonathan Haidt³; ¹University of Southern California, ²University of California - Irvine, ³University of Virginia – Libertarians are increasingly influential, yet are understudied. Compared to liberals and conservatives (15 measures, N = 152,239), libertarians show 1) stronger endorsement of individual liberty and correspondingly weaker endorsement of other moral principles, 2) a relatively cerebral as opposed to emotional intellectual style, and 3) lower interdependence and social relatedness.

G22

MORALITY VS. COMMON SENSE: UTILITARIAN ARGUMENTS DO NOT APPEAR MORAL Tamar Kreps¹, Benoît Monin¹; ¹Stanford Graduate School of Business – Despite a longstanding consequentialist tradition in philosophy, lay perceivers see positions based on utilitarian consequences as less morally grounded. Targets who supported a policy by citing its consequences were judged to have lower moral conviction than targets who stated their view without explaining it at all.

G23

WHEN VIRTUE BECOMES LAWS: THE NEGATIVE EFFECTS OF "EXCESSIVE" NORMATIVE CONSCIOUSNESS ON ESTIMATION FOR ALTRUISM Yoriko Uehara¹, Naoki Kugihara¹; ¹Osaka University – To examine whether the estimator's "excessive" normative consciousness negatively affects the estimation for others' altruism, we propose a model and define excessiveness as the cognition of "ideal norms" as "ought norms." In both studies participants' cognition were manipulated with measures (Study1) and priming (Study2), stably, the excessiveness affected negatively to estimations.

G24

THE POSITIVE AND NEGATIVE WAYS HUSBANDS INFLUENCE THEIR WIVES' EXERCISE Krista Wilke Ranby¹, Leona S. Aiken²; ¹Duke University, ²Arizona State University – Husband influences were integrated into a model of married women's exercise that emphasized the link between intention and behavior. Affective support, instrumental support, and descriptive norms correlated positively with exercise; social control, negatively. Women's own intentions to exercise moderated the relationships of both social control and descriptive norms to exercise.

G25

PUTTING A PRICE TAG ON NATURE: THE EFFECTS OF CONTEXTUAL CUES ON SUSTAINABLE BEHAVIOR Marijn H. C. Meijers¹, Diederik A. Stapel¹, ¹TIBER, Tilburg University – We show that price tags and packaging cues hinder sustainable behavior by shifting people's focus to 'me' and 'consumption'. Whereas more natural packaging techniques prime a focus on 'others' and 'the environment', and as such increase the likelihood that consumers will make sustainable choices.

G26

MULTIPLE SOCIAL IDENTITIES, NORMS ENDORSEMENT AND WELL-BEING Sophie Sansfacon¹, Catherine E. Amiot¹; ¹Universite du Quebec a Montreal – This study investigates how identifying with multiple social groups that differ in terms of their norms predicts norm endorsement and well-being. Greenpeace members completed a questionnaire concerning three of their social groups. Multiple regressions revealed that the coherence between the norms predicts increased adherence to the norm and higher well-being.

G27

HOW LEADERS CAN PROMOTE RENEWABLE ENERGY BY IMPLICATING SOCIAL IDENTITY Viviane Seyranian¹, William D. Crano¹; ¹Claremont Graduate University – Using 242 participants, this experiment showed that language that implicated social identity (inclusion) increased the perception that renewable energy was ingroup normative and it elevated participants' willingness to engage in collective action to secure renewable energy. Hence, inclusion may be an effective rhetorical tool for leaders to promote change.

G28

IDENTIFYING THE UNDERLYING MOTIVATIONS FOR RULE-VIOLATING BEHAVIOR Alicia Jenkins¹, N. J. Schweitzer¹; ¹Arizona State University – This study explores the extent to which theoretical reasons for rule violations are represented in real-world violating behaviors. Participants reported the motivations behind past rule violations. An EFA revealed a seven-factor model. Results are discussed in the context of their potential for informing future studies of violations.

G29

I AM RIGHT BECAUSE I HAVE "COMMON" SENSE: EFFECTS OF ESTIMATED CONSENSUS ON POSITIVE SELF-VIEWS Ayumi Kanbara¹, Yumi Endo²; ¹Kansai University, ²Kansai University – Previous researches indicate that others' responses have a powerful influence on people's views. However, little is known about the effect of estimated consensus. This study examines the effect of estimated consensus on one's self-view. Results suggest that estimating consensus as high—a sense of "commonness" —maintains a positive self-view.

G30

SUPERSTITIOUS BELIEF AND EMBODIED COGNITION: WHY PEOPLE KNOCK ON WOOD TO UNDO BAD LUCK Christine Hosey¹, Yan Zhang², Jane Risen¹; ¹University of Chicago, ²National University of Singapore – People believe negative outcomes are especially likely after they jinx themselves. We find that "pushing" actions eliminate this pessimism. After jinxing themselves, participants who knock down on a table or throw a tennis ball away believe negative outcomes are less likely than participants who knock up or hold a ball.

G31

RELIGIOUS RITUAL AND IMPLICIT SOCIAL COGNITION: HOW POSTURE AND PRAYER ELEVATES CONFORMITY AND PROSOCIALITY Christopher Nocera¹, Omar Haque¹, Kyle Thomas¹, Steven Pinker¹; ¹Harvard University – Attempting to understand how religious rituals facilitate the adoption of powerful doctrine, we conducted two studies, each isolating a unique component common to ceremonial practices. Study findings indicated

that independently, ritual postures (e.g. praying on knees) and fix rhythmic sound (e.g. prayer and song), elevated social conformity and prosocial behavior.

G32

SUBSTANTIVE JUSTICE: HOW SUBSTANTIVE LAW SHAPES PERCEIVED FAIRNESS David Lovis-McMahon¹, N.J. Schweitzer¹; ¹Arizona State University – Justice psychology has predominately focused on procedural and outcome aspects of a decision-making event. The present research introduces a new justice concept—substantive justice. Substantive justice focuses on the perceived fairness and justness of the law used by a decision-maker to reach an outcome.

G33

REJECTING TO BE ACCEPTED: WHEN PROSOCIAL BEHAVIOR AND AFFILIATION MOTIVATION COLLIDE Gili Freedman¹, Jennifer S. Beer¹; ¹University of Texas at Austin – What happens when prosocial motivations conflict with affiliation motivations? A vignette study and a face-to-face interaction study both find that people are likely to reject others if they believe doing so will help them gain status or avoid losing status, but rejection rates are still much lower than chance.

G34

THE IMPACT OF NON-PREJUDICIAL NORMS AND MOTIVATION TO CONTROL PREJUDICE ON INTERGROUP ANXIETY Dawn M. Howerton¹, Michael A. Olson¹; ¹University of Tennessee, Knoxville – The roles of societal non-prejudicial norms, White Individuals' motivation to control prejudice, and interaction partner race were examined in video email conversations. Results revealed deleterious effects of non-prejudicial norms, as well as evidence of subtle racial bias.

G35

FRAMING FLU PREVENTION: EXPERIMENTAL FIELD TEST OF SIGNS PROMOTING HAND HYGIENE DURING THE H1N1 PANDEMIC Amber Emanuel¹, John Updegraff¹, Kristel Gallagher¹, Christopher Steinman¹; ¹Kent State University – We conducted an experimental field test to promote hand hygiene during the H1N1 pandemic. We posted four theoretically-grounded signs (gain-framed consequences, loss-framed consequences, perceived susceptibility, social norms) above hand sanitizers. As predicted, gain-framed signs were associated with greatest usage. Signs emphasizing perceived susceptibility were associated with the lowest usage.

G36

THE VALUES OF MONEY: HOW MORALITY AFFECTS THE PERCEIVED UTILITY OF MONEY Jennifer Stellar¹, Robb Willer¹; ¹University of California, Berkeley – Studies showed participants were less likely to take free money offered to them that had been previously earned in an immoral manner. Individuals higher on internalization of morality overestimated the money's purchasing power in the moral condition and underestimated it in the immoral condition relative to those lower on internalization.

G37

DOMINANCE AND PRESTIGE: DISTINCT ROUTES TO SOCIAL INFLUENCE Joey T. Cheng¹, Jessica L. Tracy¹, Joseph Henrich¹; ¹University of British Columbia – We present the first evidence that dominance (i.e., use of force and intimidation to attain power) and prestige (i.e., sharing of expertise to attain power) are both effective routes to acquiring social influence in human societies, despite being associated with divergent personality correlates and interpersonal behaviors.

Person Perception/Impression Formation

G38

COMING UP SHORT VERSUS GOING TOO FAR: DIFFERENT THRESHOLDS FOR EVALUATING MIND AND MORALITY Andrew Monroe¹, Kyle Dillon¹, Steve Guglielmo¹; ¹Brown University – The current research assessed how norms influence mental state and moral judgments and whether this influence differs depending on the valence of the action. Results showed that blame and praise judgments increased with the extremity of the behavior. Conversely, mental state inferences were sensitive to both behavior valence and extremity.

G39

WHEN GOOD TRAITS GO BAD: CORE VERSUS CONDITIONAL CHARACTER TRAITS Katrina Fincher¹, Geoffrey Goodwin¹, Edward Royzman¹, Paul Rozin¹; ¹University of Pennsylvania – We show that there are two different sorts of character traits - core character traits that have an invariable valence (e.g., “trustworthiness”), and conditional character traits that have a conditional valence (e.g., “dedication”). Thus, while trustworthy Nazis were rated better than Nazis, dedicated Nazis were rated worse than non-dedicated Nazis.

G40

THE “GOOD DOCTOR” AND THE “CROOKED LAWYER”: WHEN OCCUPATIONAL AFFILIATION INFLUENCES JUDGMENTS OF UNETHICAL BEHAVIORS Rachel Ruttan¹; ¹Cornell University – The current study examined perceptions of ethical transgressions committed by members of different professions. For severe transgressions, participants judged perpetrators in ostensibly ethical occupations to be more forgivable than were those in ostensibly unethical occupations. The results suggest people may obtain moral credits through occupational affiliations.

G41

DISSECTING THE CURRICULUM VITAE: BIAS IN PRIMARY VERSUS ALPHABETICALLY-EQUAL AUTHORSHIP Jeffrey Whitaker¹, Colton Christian¹; ¹Southern Oregon University – Participants were provided with one of six possible curriculum vitae. Participants were then asked to answer questions about the person of whom the curriculum vita described, as well as provide demographic information, including level of education and familiarity with APA guidelines. Results, future research, and real-life applications are discussed herein.

G42

FROM SHY TO “FLY”: STRATEGIES TO IMPROVE FIRST IMPRESSIONS OF SHY INDIVIDUALS Kathryn L. Bollich¹, Stacy E. Mathis², Whitney L. Laas³, Traci A. Giuliano⁴; ¹Washington University in St. Louis, ²Texas Tech University, ³The University of Texas at Austin, ⁴Southwestern University – Two studies examined strategies shy individuals can use to be perceived more positively. Overall, participants formed a better impression and liked the target more when shyness was acknowledged than when it was not; moreover, implying future corrective action or assuring liking further improved the target’s impression and likability.

G43

WHEN IRRITATION DOES THE JOB: VIDEO SIMULATION OF A CUSTOMER SERVICE INTERACTION THAT GOES AWRY Patrick Coulombe¹, Jacinthe Doyon², Michel Cossette³, Ursula Hess⁴; ¹University of New Mexico, ²Université du Québec à Montréal, ³HEC Montréal, ⁴Humboldt Universität zu Berlin – This study used a video simulation to investigate the impact of the expression of authentic irritation, a fake smile, and neutrality during a difficult customer service interaction. While neutrality was badly perceived, irritation and fake smiles led to more positive and very similar reactions, advocating the softening of display rules.

G44

COLOR'S INFLUENCE ON PERCEPTIONS OF DOMINANCE AND THREAT IN SPORT Roger Feltman¹, Andrew Elliot¹; ¹University of Rochester – Two experiments were conducted in which participants imagined competing in a taekwondo match after the participant or a hypothetical opponent was assigned a red or blue body protector. Results indicated that overall, red appears dominant and threatening, but seeing an opponent in red and wearing red have different perceptual effects.

G45

THE AUTOMATIC RACE CATEGORIZATION TASK John Paul Schott¹, Laura Scherer²; ¹Washington University in St. Louis, ²University of Michigan - Ann Arbor – We developed a new measure of automatic stimuli categorization without the limitations of previous categorization tasks (i.e. forcing participants to use specific category labels and relying on stereotype activation to assess categorization). Using a race priming task inspired by Burnham (2008), participants automatically categorized primes as predicted without these limitations.

G46

THE EFFECT OF SELF-PRESENTATIONAL STYLES IN SPORT COMPETITIONS: CHAMPION VS. CHALLENGER JongHan Kim¹, Jacquelyn Ungerer¹; ¹Coastal Carolina University – This study aimed to identify which self-presentation styles in sport competitions are effective in making the game more entertaining and in gaining stronger support from spectators. The implications of self-presentation styles in relation to their relative status (champion vs. challenger) are discussed.

G47

JUDGING CHEATERS: ARE ACADEMIC AND ATHLETIC DOMAINS VIEWED THE SAME? Margaux Hoagland¹, Tonya Dodge¹; ¹Skidmore College – This study examined how individuals make judgments about others who use performance enhancing substances. Two scenarios were presented, one where an athlete uses steroids before his championship and another where a student uses Ritalin before his midterm. Participants judged the athlete to be more of a cheater than the student.

G48

EFFECTS OF THE SEQUENCE OF ACTION ON THE MERE EXPOSURE Naoaki Kawakami¹, Fujio Yoshida¹; ¹University of Tsukuba – The present study indicated that the mere exposure effect would be enhanced when a sequence of shots describing a certain action was presented in order, compared to when the sequence was presented at random. Moreover, this effect was found to be mediated by the feeling of unity among the shots.

G49

A COMPARISON OF ROMANTIC PARTNERS' AND FRIENDS' UNDERSTANDING OF TARGETS' SELF-PERCEPTIONS Brittany C. Solomon¹, Erika N. Carlson¹, Simine Vazire¹; ¹Washington University in St. Louis – Targets and informants (romantic partners and friends) provided personality ratings of targets’ self-perceptions. Findings suggest that romantic partners have unique insight (disparate from friends) into their respective partners’ self-views. Such results may provide the basis for an alternative to traditional self-verification theory for feeling validated and understood in romantic relationships.

G50

ARE ALL THE GOOD ONES TAKEN OR DOES TAKEN SEEM GOOD: UNAVAILABILITY AND ROMANTIC DESIRABILITY Carl R. Persing¹, Amanda Race¹; ¹Marywood University – Relationship status of a target and partner attractiveness affect romantic desirability of a target. Males but not females were found to be more desirable if in a relationship. Both were rated less attractive and desirable paired with an attractive partner but more attractive and desirable with an unattractive partner.

G51

RECIPROCITY OF ATTRACTION: A LABORATORY AND FIELD STUDY Ellen Gordon¹, Mark Alicke¹; ¹Ohio University – The current research investigated the reciprocity of attraction phenomena. Unlike previous research, the current studies attempted to demonstrate the change in attraction following a cue of like or dislike. The first study demonstrated the phenomena during an experimental procedure while the second study involved undergraduates attending a sorority recruitment event.

G52

THE SEXY UNDERDOG: BOLSTERED ATTRACTIVENESS THROUGH UNFAIR COMPETITIVE DISADVANTAGE Kenneth Michniewicz¹, Joseph Vandello¹; ¹University of South Florida – Research suggests that people experience attraction to advantaged others, but little research suggests conditions, specifically the fairness of relevant circumstances, for attraction to disadvantaged others. We predicted that participants reading a vignette would express attraction toward fairly advantaged and unfairly disadvantaged others. Results supported our hypotheses and implications are discussed.

G53

EXPECTING THE UNEXPECTED: EXAMINING SOCIAL PERCEPTION STRATEGIES AMONGST ASSIGNED COLLEGE ROOMMATES USING PARENT ATTACHMENT Lauren Winczewski¹, Christine Reyna¹; ¹DePaul University – We examined how assigned roommates living in on-campus residence halls craft expectations about the roommate relationship based on parent attachment security. Students reported their expectations during the first four weeks of classes. Results indicate that low attachment to parents has stronger implications for crafting negative expectations about the relationship.

G54

DOES SIMILARITY HAVE A ROLE IN THE PERSONALITY JUDGMENT OF PARENTS AND FRIENDS? Madison Barfield¹, Joelle Fanciullo¹, Alexandra Hummel¹, R. Michael Furr¹; ¹Wake Forest University – We explored effects of judge-target personality similarity on the accuracy of personality judgments in parental and peer relationships. Across 112 judges and 300+ targets, results suggest that people have particularly good insight into some similar others, and tend to perceive themselves as similar to people who are normative and/or well-adjusted.

G55

INDIVIDUAL DIFFERENCES AND CULTURAL EFFECTS ON FACE RECOGNITION Andy H. Ng¹, Amanda Williams¹, Jennifer R. Steele¹; ¹York University – The present study replicated the cross-race-effect (CRE) with European-Canadian and East-Asian-Canadian participants. Importantly, interdependent self-construal was positively associated with the CRE for European-Canadians, who define their ingroup broadly, but negatively associated for East-Asian-Canadians whose ingroup might be more tightly defined, providing further evidence for a motivational account of the CRE.

G56

THE EFFECTIVENESS OF TRAINING TO IMPROVE INTERPERSONAL SENSITIVITY: A META-ANALYSIS Danielle Blanch-Hartigan¹, Susan A. Andrzejewski², Krista M. Hill¹, Carolyn H. Wittenbraker², Xiaoyu Yu²; ¹Northeastern University, ²Franklin & Marshall College – Two meta-analyses revealed that training paradigms can significantly improve interpersonal sensitivity. Moderator analyses revealed that although everyone benefited from training, children (both clinical and nonclinical) and clinical adults benefited more than nonclinical adults. Training improved emotion recognition, empathic accuracy, lie detection, and combined domains, but not nonemotion-based person perception.

G57

WHEN FACES ARE MASKS: SUBLIMINAL THREAT IMPAIRS FACE-RECOGNITION Eric Hehman¹, Andrew Carroll¹, Samuel Gaertner¹; ¹University of Delaware – Conflicting evidence has suggested that emotional arousal can both help and hinder face-recognition. The current research modified a face-recognition paradigm by subliminally presenting threatening or neutral stimuli prior to target presentation. Recognition for faces primed with arousing stimuli was found to be impaired compared to faces primed with neutral stimuli.

G58

EMPATHY, DISTRESS, AND RUMINATION Eric Stocks¹, Katy Manganello¹, Tamara Ambrona², Belen Lopez-Perez², Sergio Salgado², Luis Oceja²; ¹University of Texas at Tyler, ²Universidad Autonoma de Madrid – Empathy and distress have been linked to helping behavior in dozens of experiments, primarily as a motivational consequence of each emotion. Other research has investigated emotional consequences of various cognitive-perceptual states. The present research, instead, investigates ruminations about the victim, or the victim's situation, as a consequence of vicarious emotions.

G59

EMOTION DISPLAYS AND THE JUDGMENT OF PERSONALITY THROUGH NONVERBAL CUES Judith A. Hall¹, Sarah D. Gunnery¹, Susan A. Andrzejewski²; ¹Northeastern University, ²Franklin and Marshall College – Personality ratings were obtained of encoders who were experimentally induced to express emotions through nonverbal cues. Ratings of personality varied depending on what kind of information was presented to judges, with encoders being seen as most normal and typical when expressing happiness and when narrating a personal emotional experience.

G60

ROLE OF EMOTIONS IN OCCURRENCE OF COMPENSATION EFFECT IN PERSON PERCEPTION Naoya Yada¹, Tomoko Ikegami¹; ¹Osaka City University, Japan – People are often judged in a compensatory manner based on two dimensions: competence and warmth. The present study investigates the role of social comparison-based emotions in the occurrence of such a compensatory effect. Our results show that envy encourages the occurrence of compensatory judgment, but admiration and contempt inhibit it.

G61

THE INFLUENCE OF PARTY IDENTIFICATION AND SYSTEM INSTABILITY ON SUPPORT FOR MALE AND FEMALE CANDIDATES Elizabeth R. Brown¹, Amanda B. Diekman¹, Monica C. Schneider¹; ¹Miami University – The current research examined the influence of political party identification on support for and beliefs about male and female leaders during a governmental crisis. When the system is failing, Democrats are more likely to desire a female candidate than Republicans because they believe that the female candidate represents change.

G62

MODERATORS OF PROFESSOR'S PERCEPTIONS OF IDEAL STUDENTS James Leyton¹, Steven D. Seidel¹; ¹Texas A&M University, Corpus Christi – This study examined professors' perception of behaviors and characteristics associated with ideal students, attempting to identify mediators of perception. Texas A&M-Corpus Christi faculty were asked to rate the importance of different student attributes. Results indicate faculty perceptions of ideal characteristics appear to be dependent on some specific professor characteristics.

G63

PERSON-CENTERED COMMUNICATIONS AND POLITICAL CANDIDATE EVALUATIONS: THE MODERATING ROLES OF CANDIDATE GENDER AND PARTICIPANT GENDER-SCHEMATICITY Randall A. Renstrom¹, Victor C. Ottati¹; ¹Loyola University Chicago – Sensitive, “person-centered” communication styles can influence political candidate evaluation. High person-centered candidates were preferred over low, however candidate gender and participant gender schematicity emerged as moderators. Candidates were rated favorably when they aligned with gender norms regarding person-centeredness and more negatively evaluated when they violated norms (e.g., low person-centered females).

G64

THE EFFECTS OF THIRD-PARTY'S EYE CONTACT ON STATUS HIERARCHY IN STATUS-EQUAL DYADIC GROUPS So-Hyeon Shim¹, Robert Livingston¹; ¹Northwestern University, Kellogg School of Management – The present research investigates whether a third-party's asymmetric eye contact plays a role in determining the status hierarchy in status-equal dyadic groups. The findings suggest that participants' status perception depends on the amount of eye contact they receive and is moderated by their gender and the third-party's status.

G65

WALK A MILE IN MY HIGH-HEELS OR LOAFERS: GENDER AND CONTEXT INFLUENCE EMPATHIC ACCURACY Thomas Flanagan^{1,2}, David Michelson², Henry White³, Elizabeth Smith³; ¹Harvard University, ²University of Chicago, ³Chicago School of Professional Psychology – Examined how having a similar experience affected empathic concern, reported empathic accuracy, and actual empathic accuracy in the context of high/low personal salience. Men demonstrated greatest accuracy across all domains in the context of high personal salience; women replicated this finding in the context of low personal salience.

G66

MULTIAGENT MODELING OF BIASED GOSSIP AND ITS EFFECTS ON REPUTATIONS WITHIN A SOCIAL NETWORK Austin Chapman¹, Eliot Smith¹; ¹Indiana University – Building upon Smith and Collins' (2009) multiagent model of distributed social cognition processes, the authors present results of a multiagent simulation examining how different assumptions about gossip bias affect socially-shared impressions of agents across a network. Results suggest effects of bias are diminished when sampling is linked and non-mutual.

G67

PROJECTION AND SELF-STEREOTYPING AS BI-DIRECTIONAL SELF-OTHER MERGING Jeff Cho¹; ¹University of California, Irvine. – At the center of recent controversies is the issue of whether protocentric (self-stereotyping) or egocentric (projection) explanations better describe similarities in self- and other-judgments. Using implicit measures, the current research provided reaction time evidences that not only support both accounts, but also suggest that both processes may happen simultaneously.

G68

THE FACE OF POWER: SOCIAL STATUS MODULATES HOLISTIC FACE PROCESSING Nathaniel J. Ratcliff¹, Edwin R. Shriver², Kurt Hugenberg³; ¹The Pennsylvania State University, ²Miami University – Middletown, ³Miami University – Previously, holistic face processing has been suggested to reflect deeper and better encoding of faces (Hugenberg & Corneille, 2009). In the current examination, we test the hypothesis that holistic processing will be better for faces of high- than low-status targets using a face composite paradigm (see Michel et al., 2006).

G69

BEYOND THE HALO EFFECT: INDIVIDUAL DIFFERENCES IN NORMATIVE JUDGMENTS REFLECT GENERALIZED KNOWLEDGE AND EVALUATIVE TENDENCIES Katherine Rogers¹, Jeremy Biesanz¹; ¹University of British Columbia - Vancouver – Using a modified Q-sort perceivers sorted the average person's personality. Perceivers with greater accuracy in describing the average person rated the personality of others more normatively, strongly suggesting that individual differences in normative judgments are not simply evaluative, but also include a component of knowledge regarding the average personality.

G70

DOUCHEBAGS AND HIPSTERS: EVALUATING THE AMBIANCE ELICITED BY DIFFERENT BARS AND CAFES Rosanna Shoup¹, Lindsay Graham², Samuel Gosling²; ¹Kalamazoo College, ²University of Texas at Austin – Do people agree about the “vibe” and likely patrons of different bars and cafes? During business hours, 50 establishments were independently rated in terms of typical-patron personalities (e.g., extraverted), likely activities (e.g., dancing), and ambient qualities (e.g., creepy). Interobserver agreement was found for some traits but varied across the attributes.

G71

PERCEPTIONS OF MULTIRACIAL INDIVIDUALS: CATEGORIZATION EFFECTS ON THE RACE CONTINUUM Jacqueline M. Chen¹, David L. Hamilton¹; ¹University of California, Santa Barbara – We used a psychophysical approach to studying the categorization of biracials. The point-of-subjective-equality (PSE), or the exact ratio of minority-to-white background that is equally likely to be categorized as White or minority, differed for Asian-White and Black-White biracials. Only the PSE for Asian-White biracial suggested hypodescent.

G72

ON THE LIFE AND DEATH OF INGROUP BIASES Wayne Chan¹, Gerald A. Mendelsohn¹; ¹UC Berkeley – Attributions by European and Asian Americans of socially desirable, socially undesirable, and evaluatively neutral traits to “typical” African, European and Asian Americans showed evidence of distinct stereotypes and of strong ingroup/outgroup biases. Attributions to particular, individualized members of those ethnicities did not.

G73

SUPERVISORS' ACTUAL AND RELATIVE AGES PREDICT PERFORMANCE EVALUATIONS VIA ATTRIBUTIONS FOR POOR PERFORMANCE Cody Cox¹, Margaret Beier²; ¹University of Texas at Brownsville/Texas Southmost College, ²Rice University – We explored whether supervisors' attributions for subordinate poor performance vary due to supervisors' ages. Supervisors completed measures of age, attributions, and subordinate performance. Chronological age predicted positive evaluations while relative age predicted negative evaluations; the latter relationship was fully mediated by attributions to lack of motivation. Implications are discussed.

G74

THE IMPACTS OF PERCEIVED WINNING PRIZE-SIZE AND PROBABILITY OF GAMBLER'S THOUGHTS AND BEHAVIORS Hoon Jang¹, Sangyeon Yoon¹, Taekyun Hur¹; ¹Korea University – This study asked gambling participants to rate 17 gambles on perceived probability and prize money of winning and factor analyses on the rates revealed 6 subtypes of gambles; amusement, lottery, internet, slot-machine, racing and casino type. According to the subtypes, gamblers differed on gambling thoughts, behaviors and gambling-related problems.

G75

A LONGITUDINAL STUDY OF PROFILE-AGREEMENT AND MODERATORS OF PROFILE-AGREEMENT John Humrichouse¹; ¹Linfield College – Across a 2-year longitudinal study (N=304), mean levels of profile-agreement (*r*, *r_p*, *r_{pa}*, ICCDE; McCrae, 2008) unexpectedly remained static even when accounting for changing mean level differences in traits between self- and spouse-ratings. Newlyweds' levels of profile-agreement significantly correlated across time. Intelligence, pre-marriage cohabitation, sex, and profile-temporal-stability moderated profile-agreement.

G76

A HYBRID PARADIGM FOR EXAMINING STIS WITH FEWER EXPERIMENTAL TRIALS Timothy C. McCall¹, James H. Wirth², Donal E. Carlston¹; ¹Purdue University, ²University of North Florida – Previous paradigms for exploring Spontaneous Trait Inference (STI) require large numbers of stimulus targets, limiting their usefulness when researchers are interested in impressions of only a few individuals. We demonstrate the formation of STIs using a new "hybrid" method that requires far fewer stimulus targets.

G77

PROSPECTIVE PERSON MEMORY AND CONCURRENT PROCESSING GOALS Kimberly Quinn¹, Fraz Chaudhry¹, Glyn Humphreys¹; ¹University of Birmingham – Participants were required to indicate the presence of specific target identities while categorizing celebrity faces by sex or occupation; they were more successful at doing so during occupation categorization. These findings suggest category-identity independence in face processing, and demonstrate how the relationship between concurrent goals shapes face recognition.

G78

EFFECT OF LAUGHTER AND PHYSICAL ATTRACTIVENESS ON LIKEABILITY, PERCEIVED ATTRACTIVENESS AND INTEREST IN MEETING Allison Livezey¹, Kelley Cochrane¹, Emma DeGregorio¹, Cora Tetreault¹, Jacqueline L. Cottle¹; ¹Roger Williams University – Two studies examined laughter and physical attractiveness' influence on perceptions of attractiveness, likability, and interest in meeting. Study 1 demonstrated preference for voiced laughs. In study 2 unattractive males were perceived lower regardless of laugh; for attractive males, females prefer unvoiced, males prefer voiced on attractiveness and interest in meeting.

G79

WHEN SELF & OTHERS DISAGREE: THE INFLUENCE OF OTHERS' EVALUATIONS ON OUR IMPRESSIONS OF TARGETS Ashley Waggoner¹, Eliot Smith¹; ¹Indiana University – Participants formed impressions of targets while ostensibly exchanging messages with other participants forming impressions of the same targets. Participants' final impressions of the targets were influenced both by their initial impressions and by others' impressions. Most notably, others' evaluations had an independent effect on participants' behavioral intentions toward the targets.

G80

LOOKING THROUGH THE EYES OF A RACIST: PERSPECTIVE-TAKING AND ATTITUDE CHANGE Sean M. Laurent^{1,2}; ¹University of Wyoming, ²University of Oregon – Three experiments examined whether taking the perspective of a racist or egalitarian target leads to more negative or positive racial attitudes for perceivers, and explored the moderating effects of motivation to respond without prejudice (MRWP). In each study, perspective-taking led to changes in perceivers' racial attitudes, moderated by MRWP.

G81

THE EFFECT OF STATUS ON PERCEPTIONS OF PHYSICAL ATTRACTIVENESS Benjamin Every¹, Margaret Shih¹; ¹UCLA – Participants were presented with identical photographs of women labeled with a high or low status job title. Male participants rated the women with a

low status job title as more physically attractive than the exact same picture labeled with a high status job title. Female participants showed the opposite pattern.

G82

EMBODIED SOCIAL PERCEPTION: THE EFFECT OF ANTICIPATED JOINT ACTION ON JUDGMENTS OF DISTANCE Benjamin R. Meagher¹, Kerry L. Marsh¹; ¹University of Connecticut – Whether judgments of physical tasks are influenced by social factors was tested by having participants judge anticipated walking distance to a target location, carrying a heavy weight either alone or jointly with a confederate. Distance judgments were affected by perceptions of the confederate, but only when participants anticipated carrying jointly.

G83

WHO YOU ARE TALKING TO MATTERS: HOW AUDIENCE COMPOSITION INFLUENCES AUDIENCE TUNING EFFECTS Ishani Banerji¹, Eliot Smith¹; ¹Indiana University – In the current research, participants communicated their impression to an audience. Tuning effects were observed only when the audience consisted of one individual, but not when participants communicated their impression to multiple individuals. Findings are discussed within the context of previous research on audience tuning, gossip and person perception.

G84

LIBERALS ARE IMMORAL AND CONSERVATIVES ARE IRRATIONAL Josh D. Wondra¹, Glenn D. Reeder¹, John B. Pryor¹, Jamie S. Hughes²; ¹Illinois State University, ²Daemen College – This study explored whether people who take conservative or liberal positions on controversial issues show symmetrical biased attributions of motives and rationality toward others who disagree vs. agree with them. When asymmetries appeared, conservatives tended to show greater bias when attributing motives and liberals showed greater bias when attributing rationality.

G85

TRAINING HEALTHCARE PRACTITIONERS TO SEE BEYOND THE SYMPTOMS OF PARKINSON'S DISEASE Kathleen Bogart¹, Heather Gray², Linda Tickle-Degnen¹; ¹Tufts University, ²Cambridge Health Alliance, Harvard Medical School – Healthcare practitioners misjudge people with Parkinson's disease (PD) due to reduced facial expressivity. We tested an intervention to train practitioners to attend to valid personality cues and disregard the face. Practitioners viewed video clips of people with PD and rated their extraversion. Training improved practitioners' accuracy when rating people with PD.

G86

A ROBUST HIERARCHY OF SOCIAL INFERENCES ABOUT INDIVIDUAL AND GROUP AGENTS Kyle Dillon¹, Bertram F. Malle¹; ¹Brown University – In making sense of behavior, people infer multiple mental states simultaneously, and they do so for behaviors performed by both individual and group agents. Using a reaction-time paradigm, we found a stable hierarchy of speed of inference (intentionality < goal < thinking) across both individual and group agents.

G87

THE FACE OF A KILLER: HOW FACIAL FEATURES INFLUENCE THE NEGATION OF GUILT Lieke Curfs¹, Rob Holland¹, José Kerstholt², Daniel Wigboldus¹; ¹Radboud University Nijmegen, ²TNO Human Factors, The Netherlands – In this study we show that when facial features of a suspect fit criminal behavior, it is difficult to negate guilt when the suspect appears to be innocent. This suggests that crime-matching facial features create stronger associations between the accused and the crime, that are more difficult to change.

G88

SMILING IN A JOB INTERVIEW: WHEN LESS IS MORE Mollie A. Ruben¹, Judith A. Hall¹; ¹Northeastern University – Smiling is known to display positive affect but has other functions especially in professional settings such as an interview. In the present role-played job interview, not smiling was task relevant and beneficial as applicants self-reported feeling less nervous and were more likely to be rated as competent and hireable.

G89

THE RELATIONSHIP BETWEEN EXPRESSIVITY AND PERCEPTIVITY IN THE STUDY OF INTERPERSONAL SENSITIVITY Sarah Gunnery¹, Judith A. Hall¹; ¹Northeastern University – This study demonstrates how one person's perceptivity is intertwined with a partner's expressivity when using dyadic methods to measure interpersonal sensitivity. The strong relationship between perceptivity and four measures of expressivity clearly shows that partner expressivity needs to be controlled for when measuring dyadic interpersonal sensitivity.

G90

SITUATING PERSON MEMORY: WHEN OCCUPATIONAL CATEGORIES MATCH PHYSICAL CONTEXTS Tomás Palma¹, Margarida Garrido¹, Gun Semin²; ¹ISCTE-Lisbon University Institute, ²Utrecht University – In this research we explored the idea that physical context can be strategically used to facilitate memory for social information. In two impression formation experiments we predicted and showed that memory for social and contextual information depends on the congruency of context and target occupational category.

G91

THE PERCEPTION OF IMAGINARY AGENTS IN CREATIVE WRITING Travis A Riddle¹, Betsy Sparrow¹; ¹Columbia University – Creative writers often report that their characters seem to be acting in ways that are not within their control. In an experimental investigation of this phenomenon, we demonstrate the effect that perspective taking has on the extent to which a writer feels in charge of his or her character.

G92

SOCIAL PERCEPTION FACILITATES ACCESS TO BLACK MARKETS Tyler F. Stillman¹, E. J. Masicampo²; ¹Southern Utah University, ²Tufts University – Study participants – some of whom reported an ability to supply black-market drugs – made videotaped introductions of themselves. Those introductions were subsequently evaluated by independent perceivers who estimated the likelihood that each participant was able to supply black-market drugs. Participants who could supply drugs were identified as such by perceivers.

G93

THE ENEMY OF MY ENEMY IS MY FRIEND: INFANTS' PREFERENCES FOR ANTISOCIAL OTHERS Kiley Hamlin¹, Neha Mahajan², Karen Wynn²; ¹University of British Columbia, ²Yale University – Despite a general preference for prosocial acts, there are situations in which adults prefer antisocial behavior, for example, when target of a behavior is disliked (“The enemy of my enemy is my friend”). The current studies show that this antisocial preference is present in the first year of life.

G94

GENERAL TRUST AND ACCURACY OF ALTRUISM JUDGMENT Mizuho Shinada¹, Toshio Yamagishi¹; ¹Hokkaido University – General trust – trust in other people in general – was shown to be positively related to social intelligence. In this study, we demonstrated that a high level of general trust is associated with the ability to discern cues of altruism or lack of it from facial expressions.

G95

"GREEN" DOESN'T ALWAYS MAKE GOOD IMPRESSIONS: REACTIONS TO DIFFERENT TYPES OF ENVIRONMENTALISTS Nadia Y. Bashir¹, Penelope Lockwood¹, Alison L. Chasteen¹; ¹University of Toronto – We examined individuals' reactions to different types of environmentalists (radical activist, tree-hugger and “cool” environmentalist). Results indicated that participants evaluated the radical activist least favorably and the cool environmentalist most favorably. Furthermore, participants were less persuaded and motivated by a pro-environmental message when it was delivered by a radical activist.

G96

MULTIPLE SOCIAL CATEGORIZATION AND THE PERCEPTION OF MULTIPLE SOCIAL IDENTITIES THROUGH THE LENS OF INTERSECTIONALITY Amanda Breen¹; ¹Temple University – To test the theory of intersectionality, I investigated perceptions of multiple social identities. Study 1 examined how social identities based on race, gender, and sexual orientation affected impression and personality ratings. In Study 2, participants were primed with race, gender, or race and gender, and completed a lexical decision task.

G97

PREDICTING PERSONALITY FROM DOG OWNERSHIP Michael Roy¹, Stephanie Reynard¹, Shannon Moore¹, Jeff Mastrangelo¹, Stephen Marks¹; ¹Elizabethtown College – Previous research has found that people are able to match pictures of purebred dogs with pictures of their owners. The current study indicates that people are also able to predict certain aspects of a person's personality simply by looking at a picture of that person's dog.

G98

UNCERTAINTY AND THE USE OF SITUATIONAL CONSTRAINTS IN MAKING STRATEGIC ATTRIBUTIONS Ryan P. Brunner¹, Aaron L. Wichman², Gifford Weary¹; ¹The Ohio State University, ²Western Kentucky University – Previous research has demonstrated that chronic causal uncertainty attenuates the correspondence bias (Weary, Vaughn, Stewart, & Edwards, 2006). Two studies primed uncertainty and replicated this effect. Moreover, when situational constraints were present, primed uncertainty led to the projection of participants' attitudes on the predicted attitude of the essay writer.

G99

INTERPERSONAL ATTRACTION AS A FUNCTION OF SELF AND OTHER CAUSAL UNCERTAINTY Stephanie J. Tobin¹, Matylda M. Osika²; ¹University of Queensland, ²University of Houston – Two studies examined actual and ideal levels of causal uncertainty (CU), and their implications for interpersonal attraction. People generally desired greater certainty than they possessed, and liked low CU targets better than high CU targets. However, high CU perceivers had less certain ideals, and disliked extremely low CU targets.

G100

PERCEIVING OTHERS FROM ZERO-ACQUAINTANCE TO TEN WEEKS: A DEVELOPMENTAL STUDY Jill Brown¹, Frank Bernieri¹, Nicolas Reyna¹; ¹Oregon State University – A developmental study tracked the changes in self-other agreement within groups of participants over 10 weeks of working and playing together. TIPI judgment scores were compared to NEO-PI R target scores. All five traits showed an increase in agreement after 10 weeks but showed different developmental trends.

G101

SPONTANEOUS TRAIT INFERENCES AMONG JAPANESE 5TH-, 7TH-, AND UNIVERSITY STUDENTS Yuki Shimizu¹; ¹Faculty of Education, Saitama University – Two experiments investigated the occurrence of spontaneous trait inference (STI) among Japanese children and adults using a relearning paradigm. Results suggested that 5th- and 7th-graders as well as

undergraduates showed STIs from behavior descriptions that implied negative traits, although they showed few STIs from descriptions that implied positive traits.

G102

INTENTIONS PRECEDE ACCIDENTS: EVIDENCE FOR AN INTENTIONALITY BIAS IN BEHAVIORAL ENCODING Erik Helzer¹, David Pizarro¹, Michael Goldstein¹, ¹Cornell University – Are people biased to see behavior as intentional? Participants in two reaction-time studies demonstrated an “intentionality bias”: they were quicker to categorize intentional behaviors relative to unintentional behaviors, and often mislabeled unintentional acts as intentional. The strength of this bias was associated with supernatural beliefs and judgments of moral responsibility.

G103

NON-CONSCIOUS MIMICRY ENHANCES ACCURACY IN PREDICTING ECONOMIC EXCHANGE Jolie Baumann¹, Leah Dickens¹, David DeSteno¹, ¹Northeastern University – We investigated the role of non-conscious mimicry in the formation of trust judgments. Results demonstrated that participants more accurately predicted an individual's behavior in an exchange game after interacting with that individual in person compared to online. Moreover, the mimicry of specific nonverbal behaviors was a significant predictor of accuracy.

G104

PERSON LEARNING BIASES MEMORY FOR FACES Peter Mende-Siedlecki¹, Alexander Todorov¹, ¹Princeton University – Subjects learned a series of faces in conjunction with valenced behavioral information. When asked to select the original faces out of lineups of faces morphed to appear trustworthy or untrustworthy, subjects' selections were biased by the behavioral information with which the faces were associated.

G105

INCIDENTAL MORALITY: EXOGENOUS FACTORS INFLUENCE PERCEPTIONS OF SELF-SACRIFICE AND MORALITY Rebecca Schaumburg¹, Elizabeth Mullen¹, ¹Stanford University, Graduate School of Business – In three experimental studies, participants judged volunteers to be more moral when they unknowingly missed a concert, worked next to loud construction, or got rained on while volunteering relative to volunteers who did not suffer these hardships. Incidental hardships boosted judgments of morality because they increased perceptions of sacrifice.

G106

DANCING WITH THE DEVIL: RHYTHMIC ENTRAINMENT MODULATES MORAL JUDGMENT AND DECISION-MAKING Warren Winter¹, Piercarlo Valdesolo², ¹Amherst College – Previous research has found synchrony to facilitate prosociality, but its pernicious potential has remained unexplored. We show that synchrony, due to its ability to communicate cohesion and instill feelings of similarity, can both effectively signal uniformity of immoral character to onlookers and actually instill uniformity of immoral character within collectives.

G107

DIFFERENTIAL EFFECTS OF OWN- VERSUS OTHER-RACE FACES ON STRUCTURAL FACE ENCODING: A TASK-DEPENDENT ACCOUNT Keith B. Senholzi¹, Tiffany A. Ito¹, ¹University of Colorado at Boulder – Sensitivity to race information during structural face encoding was investigated. The effects of race depended on task, with more structural encoding occurring to racial outgroup faces when the task required attention to identity, presumably because attending to outgroup members in this way requires dedication of more processing resources.

G108

PARKINSON'S DISEASE STIGMA AFFECTS EXPECTED BENEFIT IN RELATIONSHIPS DIFFERENTLY FOR MEN AND WOMEN Amanda Hemmesch¹, Linda Tickle-Degnen², Leslie Zebrowitz¹, ¹Brandeis University, ²Tufts University – This study examined the modifying effects of target gender on disability and mental health stigmas in PD. We found that disability-related stigma was more pronounced for men than women, and mental health stigma was more pronounced for women than men (p 's < .05).

G109

A WOMAN BY ANY OTHER NAME: GENDER CATEGORIZATION VS. INDIVIDUATION IN PERSON PERCEPTION Curtis Shelton¹, Tara C. Dennehy¹, Avi Ben-Zeev¹, ¹San Francisco State University – A category verification task with famous faces was used to examine the claim that gender trumps individuation in social categorization. Surprisingly, data supported a subordinate level shift; latencies were faster to individuating information (famous names) than to gender. We discuss feature-based accounts of person perception and essentialism.

G110

IMPLICIT RACIAL ATTITUDES: MODERATION OF RACIAL TYPICALITY EVALUATIONS Elena V. Stepanova¹, ¹University of Missouri – Participants rated faces varying on facial physiognomy (from Afrocentric to Eurocentric) and skin color (from dark to light). The relationship between skin color and ratings was stronger for those with negative implicit racial attitudes. Reliance on skin tone and physiognomy varied by participants' ethnicity. Implications for race-relevant decisions are discussed.

G111

LESS POWER = LESS HUMAN? MODERATION OF DEHUMANIZATION BY POWER, AND PROPOSED UNDERLYING PROCESSES Jason D. Gwinn¹, Charles M. Judd¹, Bernadette Park¹, ¹University of Colorado - Boulder – Participants were paired and randomly assigned unequal power for a competitive (Exp. 1) or cooperative (Exp. 2) interaction. They subsequently rated their interaction partner's traits. High-power participants both animalistically and mechanistically dehumanized (Haslam, 2006) their partners, yet did not negatively evaluate them. Underlying motivational processes are proposed.

G112

AN EXAMINATION OF STEREOTYPES ASSOCIATED WITH READING PREFERENCES Justin Mullin¹, Raymond A. Mar¹, ¹York University – The present study examined the stereotypes commonly applied to readers and non-readers of fictional literature and expository nonfiction. Participants rated these groups on intelligence, extraversion, social intelligence, and romantic involvement. Differences in social perception were found based on reading habits, both for readers versus non-readers, and for the different genres.

G113

READING BETWEEN THE MINDS: THE USE OF STEREOTYPES IN EMPATHIC ACCURACY Karyn Lewis¹, Sara Hodges¹, ¹University of Oregon – An idealized view of empathy includes careful attention to cues, however part of understanding others may come from the empathizer's head, including reliance on stereotypes. Empathizers inferred the thoughts of targets belonging to a salient group and showed higher accuracy for stereotype-consistent thoughts, especially when targets revealed little personal information.

G114

CAN ENTRAINMENT REDUCE STEREOTYPING? Kris Ariyabuddhiphongs¹, Glenn D. Reeder¹, J. Scott Jordan¹, Andrew Baker¹, Molly Hughes¹, Kristine Paulson¹; ¹Illinois State University – When perceivers get in sync or entrain with another person, they may rely less on stereotyping. In our study, participants who played maracas along with a confederate tended to show a lesser degree of stereotyping when they rated the confederate's personality.

G115

SKIN AND BONES: THE CONTRIBUTION OF SKIN TONE AND FACIAL STRUCTURE TO TRAIT IMPRESSIONS Michael Strom¹, Leslie Zebrowitz¹, Shunan Zhang¹, P. Matthew Bronstad¹, Hoon Koo Lee²; ¹Brandeis University, ²Yonsei University – We utilized structural facial differences between racial groups, and ratings of skin tone, to assess their influence on trait impressions. Skin tone was the most important cue for Black judges; White and Korean judges focused on facial structure. Implications for facial qualities that make people vulnerable to prejudice are discussed.

G116

COMPLEXITY OF MENTAL STATE REASONING AND ITS INFLUENCE ON THE OWN-RACE BIAS IN FACE MEMORY Robert Franklin¹, Reginald Adams¹; ¹Pennsylvania State University – We examined the relationship between mental state reasoning and the own-race bias in face memory. White participants attributed more complex mental states to and remembered White versus Black faces better. The mental state complexity attributed to faces moderated the own-race bias. Mental state complexity predicted memory only for White faces.

G117

YES...SIZE DOES MATTER: PERCEPTIONS OF MEN BASED ON BODY SIZE Sarah Butler¹; ¹DePaul University – Research on male body stereotypes has focused on negative stereotypes of obesity, but the male body ideal is midsized, with broad shoulders and a narrow midsection. So, men differ from the ideal by being both heavy and thin. This study examines negative and positive stereotypes associated with three different sizes.

G118

BEYOND THE DOUBLE JEOPARDY HYPOTHESIS: THE INTERACTION BETWEEN AGE- AND RACE-BASED STEREOTYPES ACROSS THE LIFESPAN. Sonia K. Kang^{1,2}, Alison L. Chasteen²; ¹Northwestern University, ²University of Toronto – Five studies examined perceptions of individuals who activate Black and old-age stereotypes – two conflicting stereotype sets (e.g., warm/frail vs. hostile/aggressive). This stereotype combination led to positive evaluations of older Black men, but negative evaluations of older White men. Results suggest that selective inhibition of conflicting stereotypes underlies this effect.

G119

DO YOU TAKE THIS MARRIAGE?: PERCEIVED CHOICE OVER MARITAL STATUS AFFECTS STEREOTYPES OF SINGLE/MARRIED PEOPLE Wendy Morris¹, Brittany Kemp¹; ¹McDaniel College – Two experiments found that singles are more likely to be perceived negatively if they reject the cultural norm of marriage by choosing to remain single. Singles are viewed positively if they are perceived as wanting to be married. This pattern was particularly strong when participants rated the opposite sex.

Social Development

G120

CROSS-CULTURAL COMPARISON OF THE DEVELOPMENTAL PROCESS OF CONFLICT MANAGEMENT SKILLS IN EARLY CHILDHOOD Noriko Hamaie¹, Tatsuo Ujiie¹, Jiro Takai¹, Yuko Takahama², Makoto Shibayama³, Mayumi Fukumoto⁴, Hiroko Sakagami⁵, Katsumi Ninomiya⁶, Rei Omi², Yoshihiro Shima¹, Rumiko Nakayama⁷, Hiroki Matsui¹; ¹Nagoya University,

²Ochanomizu University, ³Kamakura Women's University, ⁴Tokyo Gakugei University, ⁵Aoyama Gakuin University, ⁶Aichi Gakuin University, ⁷Mie University – The purpose of this study was to investigate differences in conflict management styles of children among Asian countries. A questionnaire survey was conducted on teachers of about 4000 children in Japan, South Korea, and China. Analysis showed that Chinese children, compared with others, were more likely to use integrating style.

G121

PEER RELATIONSHIPS IN CHILDREN/ADOLESCENTS BORN PREMATURELY AND RELATIONSHIP TO ANXIETY Amy Conrad¹, Lynn Richman¹; ¹University of Iowa Hospital and Clinics – Social adjustment in children born preterm and the relationship to anxiety was evaluated. Parents rated children of preterm birth with more withdrawal, fewer relationships, and higher anxiety. Self reports of relationships were not significantly different. Inter-scale relationships were significant with increases in parent-reported anxiety correlating with decreases in self-reported relationships.

G122

WALKING THE WALK: CHANGES IN PARENT-CHILD SOCIO-EMOTIONAL INTERACTIONS FOLLOWING THE ACQUISITION OF WALKING Eric Walle¹, Joseph Campos¹; ¹University of California, Berkeley – The acquisition of walking brings about a number of psychological changes for the infant. Using an age-held constant design, walking and crawling infants were observed in a naturalistic free-play setting. Findings indicated significant social and emotional differences in parent-child interactions between walkers and crawlers.

G123

THE DYNAMICS OF SOCIAL REJECTION IN TRIADIC PEER INTERACTIONS Lindsay Lavictoire¹, Tom Hollenstein¹, James Snyder², Mike Stoolmiller³; ¹Queen's University, ²Wichita State University, ³University of Oregon – Through the use of innovative software and theoretical principles, the present study improves upon existing social rejection theory and methodology through the integration of traditional sociometric measures and the real-time affective processes that occur within kindergarten peer triads during a typical social interaction.

G124

PRIMING AFFILIATION GOALS IN PRESCHOOLERS: DEVELOPMENTAL INSIGHTS INTO UNCONSCIOUS GOAL-PURSUIT Sarah Hailey¹, Kristina Olson¹, John Bargh¹; ¹Yale University – Priming affiliation in young children increases helping, but it is unknown whether a concept or goal has been activated. The present study primed affiliation in preschoolers and investigated whether helping “turned off” once completed, suggesting goal-pursuit. Results showed differences in looking time, though helping was unexpectedly low in both conditions.

G125

LOWER CLASS UNCERTAINTY AND THE FORMATION OF UNPREDICTABLE WORLDVIEWS Gabriella Harari¹, Paul K. Piff², Michael W. Kraus², Rodolfo Mendoza-Denton²; ¹Florida International University, ²University of California, Berkeley – We tested whether social class influences people's views of the world as predictable or unpredictable. Lower class individuals endorsed an unpredictable worldview compared to their upper-class counterparts. Subjective SES was a stronger predictor of unpredictable worldviews than were objective indices of social class (education and income).

G126

WHAT'S SO HOT ABOUT TEMPERATURE STIMULI? EFFECTS OF TACTILE TEMPERATURE PRIMES ON CHILDREN'S BEHAVIOR Kay Schwader¹, Sara Haga², Nick Buttrick¹, Laurie Santos¹, Kristina Olson¹, John Bargh¹; ¹Yale University, ²Lisbon University Institute – Tactile temperature priming effects in three-year-olds were demonstrated in both interpersonal judgments and sharing, supporting conceptual scaffolding and other theoretical models in which abstract psychological and social concepts develop from early physical experiences.

G127

RACE, CLASS, AND ACHIEVEMENT: THE IMPACT OF SUBJECTIVE SOCIAL CLASS IN AN AFRICAN AMERICAN SAMPLE Felecia Webb¹, Robert Sellers¹; ¹University of Michigan – Social class predicts academic achievement. Most studies utilize measures of income, education, and occupation to measure SES. This study examines the impact of subjective class status above and beyond that of objective class indicators for students' academic achievement. Results suggest the importance of further examination of subjective social class experiences.

G128

TRUSTWORTHINESS JUDGMENT: HOW EARLY CHILDREN BECOME CAPABLE OF REFERRING TO A PERSON'S PAST HONESTY Rie Toriyama¹, Fen Xu², Kang Lee¹; ¹University of Toronto, ²Beijing Normal University – We examined how early children become capable of deciding whether to trust the person appropriately. Our findings suggest that 9-year-olds as well as adults are able to refer to a person's past behavior in evaluating the person's trustworthiness while 7-year-olds are unable to consider the person's past honesty.

Social Judgment/Decision-Making

G129

BLAME-TAKING BEHAVIOR IN COLLEGE STUDENTS Jennifer Willard¹, Gabriel Vece¹, Silviia Baykoucheva¹; ¹Kennesaw State University – This research investigated prevalence rates of blame-taking behavior among college students (N = 211) and examined personality (e.g., empathy, delinquency) and situational factors (e.g., relationship with perpetrator, severity of consequences) that may have contributed to their decisions to take the blame for another's antisocial or criminal behavior.

G130

UNDESERVED BLAME ACCEPTANCE AMONG A SUBSTANCE ABUSE POPULATION Timothy W. Curran¹, Alexander Pierre¹, Jennifer Willard¹; ¹Kennesaw State University – This study investigated how often individuals seeking help for substance abuse took the blame for another person's antisocial or criminal behavior. We measured several personality (e.g., codependency, empathy) and situational factors believed to contribute to this behavior. Results indicated that blame-taking behavior was widespread among this population.

G131

COGNITIVE PROCESSING OF SOCIAL VALUE Danielle M. Shore¹, Erin A. Heerey¹; ¹Bangor University – We investigated how learning social value through repeated interaction affects behaviour, social judgment and cognition. As anticipated, social value altered behavior, judgments and stimulus salience under ideal cognitive conditions. Under degraded cognitive conditions, attention was biased toward faces with negative value, suggesting that value changes the processing of social stimuli.

G132

ATTRIBUTING SUCCESS TO EXTRINSIC MOTIVATION: IMPLICATIONS FOR BRAND IMAGE Evelyn Au¹, Ching Wan²; ¹Singapore Management University, ²Nanyang Technological University – To understand behaviour, observers attempt to deduce the underlying motivation. Results suggest that perceiving successful individuals to be extrinsically motivated is associated

with the belief that high status brands are chosen for extrinsic reasons, and that marketing plans which focus on prestige to be most effective in selling high-end products.

G133

A COMPARISON OF METHODS OF PRESENTING PROBABILITY INFORMATION TO DECISION MAKERS John Edwards¹, Allen Pamela¹, Snyder Frank¹, Falkenstein Angelica¹, Makinson Kevin¹, Hamby David¹; ¹Oregon State University – A study examined methods used in the sciences to communicate probabilities with regard to their effect on the accuracy of people's decisions. Participants read scenarios in which a probabilistic outcome was described using one of the methods and asked to make decisions. Decision-maker accuracy and confidence differed by graphical method.

G134

SWEEPING DISHONESTY UNDER THE RUG: HOW UNETHICAL ACTIONS LEAD TO MORAL FORGETTING Lisa Shu¹, Francesca Gino¹; ¹Harvard University – An overlooked consequence of dishonest behavior is the forgetting of moral rules. Participants were given the opportunity to cheat on a task. Before the task, they were exposed to moral rules. People were more likely to forget the rules after cheating even when they had incentive to recall them accurately.

G135

THE SECRECY HEURISTIC: SECRECY INFLUENCES DECISIONS AND INCREASES PERCEIVED QUALITY OF FOREIGN POLICY INFORMATION Mark Travers¹, Charles Judd¹, Leaf Van Boven¹; ¹University of Colorado – We tested the hypothesis that secrecy increases perceived informational quality and decision weight, independent of objective informational quality, in various foreign policy contexts. In experiments, subjects were more likely to judge ostensibly secret information as of higher quality, suggesting that secrecy is a heuristic used in determining informational quality.

G136

A QUALITATIVE STUDY OF THE DECISION-MAKING PROCESS FOR USE OF COMPLEMENTARY AND ALTERNATIVE MEDICINE (CAM) Palak Kothari¹, William Marelich¹; ¹California State University, Fullerton – The purpose of this qualitative investigation was to assess the decision-making process underlying complementary and alternative medication (CAM) use. Prospect theory was applied to understand the risk-taking nature in the decisional event to use CAM. Decision-making was evaluated by assessing the motivations of passive and active voice in healthcare.

G137

WHY AREN'T WE EATING 5-A-DAY? EXPLORING THE PERCEIVED HEALTH-RELATED VALUE ASSOCIATED WITH EATING ADDITIONAL FRUIT Rachel Burns¹, Alex Rothman¹; ¹University of Minnesota – Two studies explored the perceived health-related value associated with eating increasing quantities of fruit. Participants perceived there to be no additional health value to eating more than two pieces of fruit, unless a variety of fruit was eaten throughout the day. Results provide insight into low adherence to dietary guidelines.

G138

RELATIONSHIP BETWEEN NEWS WATCHING AND ATTRIBUTION OF BLAME FOR AN EPIDEMIC OF FMD IN JAPAN Zentarō Uemura¹; ¹Fukuoka University of Education – A total of 77 participants was asked (1) knowledge of foot-and-mouth disease (FMD), (2) frequency of news watching and (3) attribution of cause, responsibility and blame for the FMD epidemic in Japan. Frequency of news watching correlated with the attribution of blame on the prime minister and a prefectural government.

G139

VOICE FREQUENCY IMPACTS HEMISPHERIC PROCESSING OF ATTRIBUTE FRAMES Catherine Seta¹, Michael McCormick², Patrick Gallagher³, John Seta¹; ¹Wake Forest University, ²University of North Carolina - Greensboro, ³Duke University – Would you buy meat that's 80% lean or 20% fat? Using a DFF procedure, we found attribute framing effects when the holistic/contextual processing style of the right hemisphere was enhanced, but not when the analytic/inferential style of the left hemisphere was enhanced.

G140

MARKETING CELEBRITY FIGURES: THE LESS THE PUBLIC KNOWS THE BETTER? Dominika Mazur¹, Bruce E. Pfeiffer², Steven S. Posavac³, Frank R. Kardes⁴, David Sanbonmatsu¹; ¹University of Utah, ²University of New Hampshire, ³Vanderbilt University, ⁴University of Cincinnati – Celebrities tend to be figures that people like a lot but know little about. In our study we found that providing information about celebrities' political and religious affiliation leads to less favorable opinions about them. We discuss the implications of the findings for the marketing of public figures.

G141

I HEARD IT FROM HIM, SO IT MUST BE TRUE: BIAS IN JUDGMENT OF RUMORS Gregory M. Hundt¹; ¹High Point University – Participants gave higher veracity judgments to information relayed to them by a high credibility source even though they were aware the information's original source was one they knew was low in credibility. This demonstrates a judgmental bias to increase veracity of untrue information because a credible source simply repeats it.

G142

THE GOOD, THE BAD, AND THE JUSTIFIED? SUPPORTING VIOLENCE IN SERVICE OF "THE GREATER GOOD" Maggie Campbell¹; ¹Clark University – Redemptive violence is often seen as morally necessary in order for good to triumph over evil. Two measures were developed in order to assess endorsement of redemptive violence and a dichotomized view of good and evil. As hypothesized, responses to these scales predicted support for issues regarding peace and violence.

G143

PERSPECTIVE TAKING SEEKING: WHEN, WHY, AND HOW Mia Takeda¹, Yoichi Amano²; ¹Aoyama Gakuin Women's Junior College, ²Tokyo Metropolitan University – We examined when, why and how people try to make others take their perspective and how people monitor whether their perspective had been taken by others in the real world. Results were discussed in terms of metacognition in social interaction.

G144

JUST DO IT! THE ROLE OF REGULATORY FOCUS IN SELF-OTHER DECISION MAKING Monique Pollmann¹; ¹Tilburg University – Decision making for others differs systematically from decision making for the self. In two studies, I show that people's regulatory focus differs according to whether people decide for themselves, or for someone else. Furthermore, regulatory focus mediated the difference in risk-taking between decisions for the self and decisions for others.

G145

THE STRUCTURE OF SOCIAL EVALUATION SPACE IS CULTURE DEPENDENT Daniel Gill¹, James Hillis¹, Roberto Caldara¹; ¹University of Glasgow – Correlations between social judgments (trustworthiness, warmth, etc.) of faces were found to differ for East-Asians and Europeans. These correlations were highly correlated with word-relatedness within the observers' language. This implies that social-judgments are culture dependent and that semantic relationships rather than visual perception differences underlie the social judgment correlations.

G146

GOD IS WATCHING VS. GOD IS LISTENING: MANIPULATING THOUGHT-FOCUSED VS. ACTION-FOCUSED JUDGMENTS OF MORAL RESPONSIBILITY Jennifer L. Fortune¹, Jason E. Plaks¹; ¹University of Toronto – We manipulated participants' thought- vs. action-focus by having them imagine that God was either listening or watching. This manipulation resulted in different ratings of moral responsibility for crimes in which the actor was focused on malevolent thoughts vs. performing the crucial action.

G147

SEEKING OR SEEING? THE BENEFITS OF COUNTERFACTUALS DO NOT DEPEND ON THE DECISION TO SEEK Amy Summerville¹; ¹Miami University – Seeking information about foregone alternatives following a decision can improve satisfaction with the originally chosen option. This research finds that this benefit is not limited to those who choose to view this information, but extends to those who are randomly assigned to do so as well.

G148

SMILEYS AND VOTING: EXTERNAL AFFECTIVE CUES CAN ALTER THE RELEVANCE OF IDEALISTIC VERSUS PRAGMATIC CONCERNS Axel M. Burger¹, Herbert Bless¹; ¹University of Mannheim – The presented research shows that external affective cues such as pictograms of smiling or frowning faces in the background of questionnaires can alter the importance people assign to idealistic versus pragmatic concerns in political decision making. Findings are discussed in the light of construal level theory and a mood-as-information perspective.

G149

FOCUSING FOCALISM: FORECASTING AFFECT VIA PREDICTION STRATEGIES Chuck Tate¹; ¹San Francisco State University – Three studies demonstrated that prediction strategies (Malle & Tate, 2006) accounted for affective forecasting bias. In Study 1, different prediction strategies changed prediction accuracy for non-affective judgments. Study 2 successfully measured affective forecasting bias via prediction only. In Study 3, manipulated prediction strategies modulated affective forecasting errors and focalism estimates.

G150

EXAMINING THE INFLUENCE OF AFFECTIVE RESPONSE AND PERSONALITY ON RISK-TAKING IN DIFFERENT DOMAINS Emily Stark¹; ¹Minnesota State University--Mankato – Participants read gain- or loss-framed human life and property framing scenarios and rated their affective response to options before making a choice. Framing effects were stronger for human life scenarios, and affect also played a stronger role in predicting choice for human life scenarios compared to property.

G151

REGRETS OF THE TYPICAL AMERICAN: FINDINGS FROM A NATIONALLY REPRESENTATIVE SAMPLE Mike Morrison¹, Neal Roesse²; ¹University of Illinois at Urbana-Champaign, ²Northwestern University – In the first examination of established regret effects using a representative sample of Americans, we replicated many findings consistent with regret regulation theory (Zeelenberg & Pieters, 2007). We also encountered interesting new patterns that invite refinements of existing theory. Our findings illustrate how regrets are beneficial for our daily existence.

G152

PAIN AND EMPATHY GAPS IN SELF AND OTHERS Natalie M. Wheeler¹, Irene V. Blair¹, Holen E. Katz¹, Leaf Van Boven¹; ¹University of Colorado-Boulder – We examined empathy gaps in physical pain. Longer samples of cold-induced physical pain, compared with shorter or no samples of pain, led people to predict that both they themselves and others would experience more painful reactions to future cold-induced pain, and would demand greater payment to experience future cold-induced pain.

- G153**
EMOTIONALLY UNSKILLED, UNAWARE, AND DISINTERESTED IN LEARNING MORE Oliver Sheldon¹, Daniel Ames², David Dunning³; ¹Rutgers University, ²Columbia University, ³Cornell University – In three studies, we explored whether the Dunning-Kruger Effect generalizes to social abilities, such as emotional intelligence (EQ). Additionally, we extended prior work by examining whether the phenomenon negatively affects willingness to explore improvement, and is partially explained by narcissism. Results strongly supported each of these possibilities.
- G154**
HOW CONFIDENCE AND ANALYTICAL MINDSETS INFLUENCE INTUITION Shannon Pinegar¹, Keith Markman¹; ¹Ohio University – Past research found that analytical thinking worsens the performance of intuition-based tasks (Pinegar & Markman, 2010). The current study found that confidence but not liking was lower for analytical conditions compared to control conditions when rating strings during the Markovian Grammar Task (Reber, 1967).
- G155**
THE CONVERSATIONAL BASIS OF EASE OF RETRIEVAL EFFECTS Ulrich Kuehnen¹, Susanne Haberstroh², Aileen Oeberst², Saribay Adil¹; ¹Jacobs University Bremen, ²University of Osnabrück – Ease of retrieval effects partly depend on the manipulation-check being measured before the DV. I argue that if participants experience the recall as difficult, they infer that they are below average, resulting in ease effects. Two studies showed that undermining the conversational relevance of the recall task eliminated ease effects.
- G156**
MONKEY ON THE MENU: FRAMING EFFECTS ON WILLINGNESS TO EAT NOVEL MEATS Matthew Ruby¹, Heine Steven J.¹, Henrich Joseph¹, Barclay Trina¹; ¹University of British Columbia – We investigated the effects of familiarity framing (familiar- menu items; unfamiliar- animal names) on willingness to consume novel meats. Overall, framing animals as menu items (familiar) increased willingness to eat. Further, women reported less willingness to eat, especially when meats were presented as a list of animal names (unfamiliar).
- G157**
PERCEIVING POLITICIANS: POLITICAL ATTITUDES INFLUENCE VISUAL SCANNING OF LIKED AND DISLIKED POLITICIANS Colleen M. Carpinella¹, Kerri L. Johnson¹; ¹University of California, Los Angeles – We examined the influence of political ideology and liking on the visual scanning of politicians. Democrats attended longer to the facial features of less favorable politicians, whereas Republicans attended longer to more favorable politicians. Politician liking may drive visual behavior to serve strategic motivations related to political ideology.
- G158**
TAKING ONE FOR THE TEAM: HIGHER LEVEL CONSTRUALS PROMOTE SELF-SACRIFICE DECISIONS Paul Stillman¹, Kentaro Fujita¹, Oliver Sheldon²; ¹Ohio State University, ²Rutgers University – Self-sacrificing dilemmas are mixed-motive social dilemmas in which people can choose to receive no reward so that others may benefit more. From construal level theory, we hypothesized higher vs. lower level construals would promote group vs. individual concerns and thus promote self-sacrifice decisions. Experimental results confirmed predictions.
- G159**
THE ROLE OF ETHNICITY IN ATTRIBUTIONS OF SEXUAL FLUIDITY Danielle Gentile¹, Eric Goodwin¹, Amanda Hoock¹, Jennifer J. Ratcliff¹; ¹SUNY Brockport – Research shows that women are perceived to be more likely to change their sexual orientation over the lifespan than are men (Gentile et al., 2009). However, it is not known whether women of certain ethnicities are perceived to be more fluid than are others. The current study examines this question.
- G160**
FAILING TO COMMIT: MAXIMIZERS AVOID COMMITMENT IN A WAY THAT CONTRIBUTES TO REDUCED SATISFACTION Erin Sparks¹, Joyce Ehrlinger¹, Richard Eibach²; ¹Florida State University, ²University of Waterloo – We argue that maximizers possess an inability to commit to their choices that makes them less happy than satisficers with their decisions. Across two studies, we show that maximizers express reticence to commit to their choices, delay decision commitment, and fail to show the classic “spreading of alternatives” after choice.
- G161**
INVESTING (TRANSFER) APPROPRIATELY: HOW THE HASTY BEHOLD, AND THE CAUTIOUS CONSTRUE, TO MAXIMIZE INVESTMENT RETURNS Ester Moher¹, Jonathan Smallwood², Derek J. Koehler¹; ¹University of Waterloo, ²University of California, Santa Barbara – Maximizing investment returns often requires a long-term perspective (Thaler et al, 1997); thus, priming an abstract focus should encourage risk tolerance. We find that low-level primes encourage investment among intuitive participants, whereas high-level primes increased investment especially among analytic participants. We discuss implications of transfer-appropriateness in choice.
- G162**
TOGETHER FOREVER AND NEVER TO PART: ATTACHMENT STYLE AND REPLACEMENT INTENTIONS FOR ANTHROPOMORPHIZED OBJECTS Jesse Chandler¹, Norbert Schwarz²; ¹Princeton University, ²University of Michigan – We examine whether attachment style moderates decision making about anthropomorphized possessions. Anxious attachment patterns predict unwillingness to replace objects following an anthropomorphic prime but not following an object prime. Furthermore, anxious attachment patterns predict the expression of interpersonal emotions (i.e. love) towards anthropomorphized possessions.
- G163**
CAUSAL UNCERTAINTY AND SOCIAL PREDICTION Jessica Gonzalez¹, Gifford Weary¹; ¹The Ohio State University – Causal understanding allows people to be able to predict and control their environments. Individuals high in causal uncertainty doubt their ability to understand causes, and perceive their environments as being uncontrollable. The current studies demonstrate that individuals high in causal uncertainty also doubt their ability to make social predictions.
- G164**
RE-EXAMINING THE FORM AND FUNCTION OF SUPERSTITION Scott Fluke¹, Russell J. Webster¹, Donald A. Saucier¹; ¹Kansas State University – We present two studies investigating the nature of superstitious belief using a newly constructed superstitious belief scale. Our results indicated that a higher belief that fate and chance controls our lives best predicted superstitious belief, and that superstition actually decreased when confronted with the ultimate uncertainty: thinking about death.
- G165**
AVERSE TO GETTING WORSE VERSUS GIVING UP?: THE ROLE OF POSSESSION LOSS IN ENDOWMENT EFFECT Taekyun Hur¹, Moonki Hong¹, Hyunjeong Kim¹, Heejeong Park¹; ¹Korea University – This study examined the role of possession- versus valence-loss aversion in endowment effect by employing decisions between endowed and new items in both negative and positive domains. The endowment effect was found in both domains and was correlated with habituated behavioral tendencies to hesitate giving-up, supporting possession-loss aversion.

G166

MANIPULATING PAST GROUP-BASED DISCRIMINATION AND ALLEGED PERPETRATOR RESPONSE TO EXAMINE THE PLAUSIBILITY OF “CONSPIRACY” BELIEFS Angela C. White¹, Felicia Pratto¹; ¹University of Connecticut – In this study, students read one of 6 vignettes of an imagined disease outbreak and rated the plausibility of “conspiracy” beliefs to explain the outbreak of disease. Conspiracy beliefs were rated as more plausible when the victims experienced past group-based discrimination or when the alleged perpetrator made no response.

G167

THE MOTIVATIONAL FUNCTION OF SACRED VALUES: EXTREME MORAL COMMITMENTS OR EXPECTATIONS OF LONG-TERM INSTRUMENTAL OUTCOMES? Kate Jassin¹, Jeremy Ginges¹; ¹The New School for Social Research – We found that those holding a sacred value were less likely to claim moral motivations for their attitudes and more likely to claim instrumental motivations compared to people not holding a sacred value. This suggests that proximate non-instrumentally rational decision-making over sacred values might reflect intuitions about long-term instrumental outcomes.

G168

DILUTING EVIL: THE MODERATING EFFECT OF OBJECT HISTORY ON NEGATIVE CONTAGION Natalie Fedotova¹, Paul Rozin¹, Hana Zickgraf¹; ¹University of Pennsylvania – In these studies, we show that, in the lay mind, negative contagion produced by an evil figure can be moderated by either prior or subsequent physical contact with a highly admired figure. Results suggest that people privilege the more recent instances of contagion over earlier events.

G169

ASSESSING THE COHERENCE OF CAUSAL DISCOUNTING: A FLEXIBLE BAYESIAN STANDARD Kyle E. Jennings¹; ¹University of California, Berkeley – Discounting occurs when the presence of one cause for an effect reduces confidence that another cause was also present. The normative amount of discounting is shown to vary with the co-occurrence of the two causes and the relative likelihood of the effect when one or both causes are present.

G170

RISK TODAY, CERTAINTY TOMORROW: THE INFLUENCE OF CONSTRUAL LEVEL ON ENVIRONMENTAL DECISION-MAKING Allison Sweeney¹, Amanda Hamilton¹, Ashley Beck¹, Brian Detweiler-Bedell¹, Jerusha Detweiler-Bedell¹; ¹Lewis & Clark College – Traditionally, framing has been used to explain decision-making in risky situations. However, we hypothesize that construal level is the primary variable influencing choice preference, with low-level construal leading to risky choices and high-level construal leading to certain choices. Two studies involving environmental decision-making supported this hypothesis.

G171

GREAT EXPECTATIONS: EXPLORING THE COSTS OF OVERLY OPTIMISTIC DECISIONS ON FUTURE BEHAVIOURS Amanda Wudarszewski¹, Derek Koehler¹; ¹University of Waterloo – Participants were prompted to make the decision of foregoing an initial payment for a chance to receive a larger incentive by completing a second questionnaire made available after a certain amount of time delay. We found that self-predictions become more optimistic as target behaviour becomes more distant in the future.

G172

SOCIAL COMPARISON DRIVES COMPETITION – BUT WHAT DRIVES THE N-EFFECT? Anna Linda Hagen^{1,2}, Stephen Garcia², Avshalom Tor³; ¹Philipps-Universität Marburg, Germany, ²University of Michigan, Ann Arbor, ³University of Haifa – Competitiveness depends on competitors, yet the “N-Effect” (decline of competition as N increases) contradicts Social Facilitation. Some argue that social comparison becomes unfeasible, oth-

ers claim participants calculate their lowered chance of success. Using vignettes and behavior, neither theory fully accounts for the N-Effect. Results suggest more complex processes affect competition.

G173

CONTEXTUAL EFFECTS OF REGULATORY FOCUS ON MORAL JUDGMENT INTENSITY James F. Cornwell¹, E. Tory Higgins¹; ¹Columbia University – In our study, the intensity of moral judgments varied across a number of different scenarios dependent upon whether the subject was in a state of promotion or prevention ‘fit.’ This suggests that there may be more than one system of moral evaluation.

G174

DENYING FREEDOM TO THOSE WITH WHOM WE DISAGREE: STRATEGIC INTOLERANCE ON THE LEFT AND RIGHT Jarret T. Crawford¹; ¹The College of New Jersey – Participants provided political tolerance judgments for the rights and freedoms of political target groups and individuals. Objectives (i.e., liberal or conservative) of political targets were varied between subjects. Both conservatives and liberals engaged in strategic intolerance across a number of issues, and effects were moderated by need for closure.

G175

THE EFFECTS OF MORTALITY SALIENCE AND POLITICAL ORIENTATION ON MORAL JUDGMENTS Jonathan Bassett¹, Michael Sonntag², Harrison Kilpatrick²; ¹Lander University, ²University of Maine at Presque Isle – The authors tested competing predictions regarding how existential threat would influence the moral judgments of political liberals and conservatives. Mortality salience increased moral judgments related to fairness among liberals and purity among conservatives. These data are consistent with the terror management perspective that existential threat polarizes preexisting ideological differences.

G176

HOW LOVE AND SEX INFLUENCE THE STRUCTURE OF COUNTERFACTUAL THOUGHTS Kai Epstude¹, Neal J. Roese², Jens Förster³; ¹University of Groningen, ²Northwestern University, ³University of Amsterdam – Counterfactuals can have an additive (i.e., I should have done X) or subtractive structure (i.e., I shouldn’t have done X). The present research establishes a link between abstract (i.e., love) concepts and additive counterfactuals on the one hand and concrete (i.e., sex) concepts and subtractive counterfactuals on the other hand.

G177

MORAL CERTAINTY: DO WE REALLY WANT TO KNOW MORE? Nina Powell¹, Kimberly Quinn¹, Sarah Beck¹; ¹The University of Birmingham – Many factors have been shown to influence judgements of immorality. Often times information is unavailable at the time we make a judgement about the morality of a situation or actor, suggesting that we should have less certainty when condemning others actions without full knowledge.

G178

FACTORS INFLUENCING PERCEPTIONS OF CONTRACTION RISK AND VACCINE INTENTIONS DURING THE H1N1 PANDEMIC Ashlee Mulligan¹, Sheena Taha¹, Kimberly Matheson¹, Hymie Anisman¹; ¹Carleton University – Despite the H1N1 flu virus reaching pandemic levels, worry amongst students was low, as were perceptions of the chance of contracting the virus. In terms of prevention, increased worry and threat increased intent to get vaccinated, while distrust of the media and physicians predicted lower intent for vaccination.

G179

HOW TO NOT DEMONSTRATE MORAL HYPOCRISY: ACCOUNTING FOR ONESELF AND OTHERS IN FAIRNESS-RELEVANT DECISIONS Brian A. M. Clark¹, John D. Harrison², Eric R. Stone², Sara D. Hodges¹; ¹University of Oregon, ²Wake Forest University – Decisions made about how to allocate two asymmetrically desirable experimental tasks were unaffected by self-presentational concerns. In Study 1, decisions made anonymously did not differ from those made non-anonymously and in Study 2, decision advice given to a confederate did not differ from decisions made for oneself.

G180

A CRITERION FOR SOCIAL APPROPRIATENESS JUDGMENT IN REWARDS ALLOCATION Hiroshi Shimizu¹; ¹Kwansei Gakuin University – The purpose of this study was to reveal how people judge the appropriateness of behaviors in the reward allocation situation. We assumed that people would judge appropriateness of allocation based on Equity principle. 454 students participated in the vignette experiment. Results showed that our assumption was supported..

G181

TO APPROACH OR NOT APPROACH: CONFORMITY EFFECTS ON APPROACHABILITY JUDGEMENTS Kelsey M. Shwetz¹, Darren W. Campbell¹; ¹University of Manitoba – We investigated two conformity motives: social affiliational and information acquisition. We crossed faces low, ambiguous, or high in approachability with either high or low (contrived) peer approachability ratings. Conformity influences were restricted to ambiguously approachable faces. This novel assessment of interpersonal engagement favours an information acquisition conformity motive.

G182

THE ROAD TAKEN: HOW FLUENCY INFLUENCE FEELING OF SELF-AGENCY IN DECISION MAKING Masanori Oikawa¹, Haruka Oikawa¹; ¹Doshisha University – Participants were asked to decide whether or not to become an organ donor where one or the other was the default option. In either case significant majority chose to stick with the default. Importantly, people reported more self-agency when conforming to rather than breaking the status quo.

G183

FUTURE-ORIENTATION AND ASSOCIATED PERSONAL UNCERTAINTY LEADS TO HARSHER REACTIONS TOWARD INNOCENT VICTIMS Michelle Bal¹, Kees van den Bos¹; ¹Utrecht University – We strive for long-term goals, but seldom have certainty that our efforts will pay off. To cope with this uncertainty, people must believe that the world is just. Three experiments demonstrate that personal uncertainty is associated with a future orientation and leads to stricter adherence to this belief.

G184

POWER SUIT: PRIMING ABSTRACT PROCESSING WITH FORMAL CLOTHING Abraham M. Rutchick¹, Michael L. Slepian², Simon N. Ferber¹, Alexander B. Swan¹, Joshua M. Gold¹, Angela C. Bell¹; ¹California State University, Northridge, ²Tufts University – The current study primed authority using formal clothing. Participants were randomly assigned to wear either formal or casual clothing (that they had brought with them), then performed a Navon letter task. Those wearing formal clothing engaged in more abstract processing, indicated by faster identification of global than local stimulus properties.

G185

DO YOU WANT THE GOOD NEWS OR THE BAD NEWS FIRST? Angela Legg¹, Kate Sweeny¹; ¹University of California, Riverside – News often comes as a mixed set and prompts the question, “Which do you want first, the good or bad news?” We examined news order preferences of news-giv-

ers and news-recipients in two studies. We present a discrepancy in news order preferences but also show that this incongruence is correctable.

G186

NO FAITH IN THE SCIENTIST? EVALUATING SCIENCE VERSUS RELIGIOUS ADVISORS FOR EMOTIONALLY-DIFFICULT QUESTIONS Ashley Landrum¹, Candice Mills¹, Emily Corenblith¹; ¹University of Texas at Dallas – This research examines how people evaluate informants for answering questions for which religious beliefs and scientific explanations conflict. We find that adults who reject scientific advisors for these emotionally-difficult questions view religious advisors as both more benevolent and more competent than scientific advisors.

G187

ARE YOU AT RISK? PERCEPTIONS OF VULNERABILITY TO CONTAGIOUS AND NON-CONTAGIOUS DISEASES Camille D. Basilio¹, Kelli Byrnes¹, Angela G. Pirlott¹, Virginia S. Y. Kwan¹, Leona S. Aiken¹; ¹Arizona State University – The study examined estimates of own risk, others’ risks and direct comparative ratings to non-contagious and contagious diseases among men and women. Results showed that women rely on estimates of others’ risk for estimating their own risk for non-contagious and contagious diseases, whereas men did not for contagious diseases.

G188

HOW LOCAL AND GLOBAL PROCESSING INFLUENCE CREATIVE PERFORMANCE Elizabeth Dyczewski¹, Keith Markman¹; ¹Ohio University – In light of research demonstrating that RAT performance is based on relational rather than expansive processing (Markman et al., 2007), we found that local processing facilitated performance to a greater extent than global processing, suggesting that it may not be a pure test of creativity and likely involves multiple processes.

G189

ASSOCIATING SIN WITH BLACK PREDICTS BEING UNWILLING TO VIOLATE MORALITY FOR MONEY Gary D. Sherman¹, Jonathan Haidt¹, Gerald L. Clore¹, Jesse Graham¹, Ravi Iyer²; ¹University of Virginia, ²University of Southern California – People associate sin with black and virtue with white, a tendency rooted in purity (white = pure). In three studies, we connected the black-white dimension to “sacredness” (a purity-infused concept); automatic immorality-blackness associations predicted treating moral values as sacred and the use of a black crayon undermined sacredness.

G190

TEMPORAL DISTANCE AND TIME PLANNING: THE EFFECT OF HABIT STRENGTH George J. Winters¹, Jonathon Gemoets¹, Thomas Tipton¹, P. Niels Christensen¹, David Neal², Wendy Wood²; ¹Radford University, ²University of Southern California – Habit strength moderated the “planning fallacy” effect for near and distant future behaviors. Participants with weaker habits predicted spending fewer hours on near future behaviors than those with stronger habits. In the distant future, however, those with weaker habits predicted comparable amounts of these behaviors to those with stronger habits.

G191

EASY TO JUDGE: ASSESSING THE ROLE OF META-COGNITIVE FLUENCY IN MORAL JUDGMENT Jeremy Cone¹, Thomas Gilovich¹, David Pizarro¹; ¹Cornell University – Previous research has suggested that people judge moral violations as more morally wrong when they are processed disfluently rather than fluently. We explore the boundary conditions on this effect and find in two studies that certain morally questionable behaviors are evaluated less harshly when presented in a hard-to-read font.

G192**COUNTERFACTUALS AT THE WRONG PLACE AND WRONG TIME: LEARNING INHIBITION IN THE MONTY HALL PROBLEM** John V. Petrocelli¹, Anna K. Harris¹; ¹Wake Forest University

– This research investigates why learning is inhibited within multiple-trial Monty Hall problem-paradigms, specifically examining the roles of counterfactual thinking and memory for decision-outcomes. Participants completed 100 trials of the problem, listing thoughts after each trial. Learning inhibition appeared to be partly a function of adherence to counterfactual prescriptions and memory.

G193**PERCEPTIONS OF FUTURE MORAL VIOLATIONS ARE CONTINGENT ON PAST PERFECT OR IMPERFECT DUTY VIOLATIONS** Joshua Sandry¹, Gayle Hunt¹, Stephen Rice¹, David Trafimow¹; ¹New Mexico State University

– This study revealed that perfect duty violations resulted in strong future predictions of both perfect and imperfect duty violations, while imperfect duty violations had little impact on predictions of either type of violation.

G194**THE NON-SELECTIVE SUPERIORITY BIAS: VIRTUALLY INDESTRUCTIBLE?** Kathryn Bruchmann¹, Jerry Suls¹, Jason Rose², Zlatan Krizan³, Seon Lee⁴, Paul Windschitl¹; ¹University of Iowa, ²University of Toledo, ³Iowa State University, ⁴Commonwealth Medical College

– Across a series of studies, the indestructibility of the non-selective superiority bias (NSSB) was tested. Studies had participants focus on similarity versus differences of items; rank order items; or generate items from same versus different categories but the NSSB prevailed – target items were rated more extremely than referent items.

G195**THINKING TOO MUCH: THE ROLE OF EXPERTISE** Koen Dijkstra¹, Joop van der Pligt¹, Gerben van Kleef¹; ¹University of Amsterdam

– Judgments made after deliberation often differ from expert opinion. This is less so for intuitive judgments. We show that Individuals with moderate amounts of expertise -whose level of perceptual expertise is likely to exceed their verbal ability- suffer from deliberation and this partly due to a local processing style.

G196**EMBODIED LANGUAGE AND DECISION MAKING** Lily Jampol¹, Jeremy Skipper², Thomas Gilovich¹; ¹Cornell University, ²Hamilton College

– Our research examines how body movements influence choice and preference. Two studies examined whether embodied associations with action words facilitate decision responses during ongoing movement (computer mouse) in a choice task. The results have implications for preference formation and unconscious decision making in a technology-driven world.

G197**EMBODIED REACTANCE: RESTRICTING PHYSICAL MOVEMENT INCREASES FREEDOM-RELATED PREFERENCES** Matthew Hunt¹, Peter Ditto¹; ¹University of California, Irvine

– We investigated the effects of physically restricting movement on preferences for unrelated conceptual freedoms. Participants whose dominant forearm was immobilized expressed significantly stronger preferences for freedom-related choices in trade-off scenarios than did unrestrained control participants. No differences were found for choices unrelated to freedom.

G198**ON BENDED KNEE: MIRACLE JUDGMENTS AND EMBODIMENT THEORY** Michael Richard Ransom¹, Mark Alicke¹; ¹Ohio University

– Embodiment theory suggests that our bodies' movements/positions influence our judgments. One interesting domain to examine embodiment effects is within a religious context. Indeed, it is common to find

people kneeling during prayer. The present study showed that kneeling participants, compared to sitting participants, evaluate scenarios as being more miraculous.

G199**STAY FOR NOW AND SWITCH FOR FUTURE: THE EFFECT OF TEMPORAL DISTANCE ON ENDOWMENT EFFECT** Moonki Hong¹, Taekyun Hur¹; ¹Korea University

– This study examined the effect of temporal distance on the endowment effect. Participants were asked to decide between staying with their endowed job or switching to another job in near or distant future. The endowment effect was vanished when the decision was for distant future.

G200**SURPRISE! DOES INFORMATIONAL AND OUTCOME ORDER AFFECT SURPRISE AND HINDSIGHT JUDGMENTS?** Paul M. Miceli¹, Lawrence J. Sanna¹; ¹University of North Carolina at Chapel Hill

– Information leading up to an event in chronological or random order, along with receiving outcome knowledge before or afterwards, influences both how surprising and inevitable outcomes are perceived to be. Controlling for surprise, participants who viewed a chronological and outcome beforehand movie found the outcome to be the most inevitable.

G201**WITH FLUENCY COMES TRUST: EASE-OF-RETRIEVAL INFLUENCES WHETHER WE TRUST OTHER INDIVIDUALS** Rainer Greifeneder¹, Patrick Müller¹, Dagmar Stahlberg¹, Kees van den Bos², Herbert Bless¹; ¹University of Mannheim, ²Utrecht University

– Trust is known to be vital for societies and close relationships to prosper. But how do we form decisions to trust? We report two experiments exploring the nature of this assessment and suggest that trustful behavior is guided not only by accessible content, but also by feelings of ease-of-retrieval.

G202**WHEN DOWN IS GOOD: HEAD POSITION AFFECTS MORAL ATTRIBUTION TO MUSIC** Robert Andrew Klope¹, J. Ian Norris¹; ¹Murray State University

– This study examined the effects of lowered and raised head positions on attributions of morality to a musical selection. Despite the vertical associations between down and evil and moral emotions such as shame, a lowered head position actually increased attributions of moral goodness, perhaps via associations with prayer and meditation.

G203**AFFIRMATIVE ACTION ISSUE FRAMING: DEMOGRAPHIC DIFFERENCES AND ASSOCIATIONS BETWEEN ATTITUDES AND BEHAVIORS DEPENDING ON RACE** Shelby E. Dawkins-Law¹, Abdiel J. Flores², Tiffany M. Griffin¹; ¹University of North Carolina, Chapel Hill, ²California State Polytechnic University, Pomona

– Popular discourse has redefined affirmative action to frame more colloquial themes. These issue framings have been linked to differential opinions of the policy. This study expands previous research to discover racial differences in issue framings, and associations between issue framings, behaviors and attitudes independent of and depending on race.

G204**ARE PEOPLE INTUITIVE STATISTICIANS? THE POWER OF SAMPLE SIZE FOR ADJUSTING THE DECISION THRESHOLD** Susanne Beier¹, Fiedler Klaus¹; ¹University of Heidelberg

– Based on a statistical decision model (Fiedler & Kareev, 2006), two studies explored whether subjects adjusted their decision threshold according to normative statistical rules when making decisions concerning products based on different information sample sizes. Two studies yield mixed evidence for threshold adjustment.

G205

EXAMINING PREFERENCES FOR INNATE TALENT: GENERALIZABILITY OF THE NATURALNESS BIAS Chia-Jung Tsay¹, Mahzarin Banaji¹, ¹Harvard – In judging achievement, musicians report that “strivers” are more likely to succeed while showing a reverse preference for “naturals.” We tested the generalizability of this result in judgments of entrepreneurship achievement and showed a naturalness bias. In addition, domain experts appear to be more prone to favoring naturals.

G206

IF YOU ARE MY PARTNER, YOU MUST BE LIKE ME: COOPERATION BELIEFS UNDERLIE SOCIAL PROJECTION Claudia Toma¹, Yzerbyt Vincent¹, Corneille Olivier¹, ¹Catholic University of Louvain – People anticipating to cooperate with an unknown partner project their self-view into this partner. This research proposes that this effect is driven by people’s belief according to which similarity is beneficial in cooperation. Studies 1-3 showed that people hold such a belief. Studies 4-6 showed that this belief influence projection.

G207

DISTINGUISHING BETWEEN MOMENTUM AND THE HOT HAND: ITS ABOUT CONTEXT Corey Guenther¹, Keith Markman², ¹Creighton University, ²Ohio University – Three studies examine how lay perceivers differentially conceptualize psychological momentum and the hot hand. While both are perceived to arise from streaks in performance, we contend momentum perceptions are also influenced by extra-individual factors beyond performance. Implications for the study of probabilistic reasoning and prediction in achievement domains are discussed.

G208

BEHAVIORAL EXPLANATIONS AS ACTIONS: THE PRIMACY OF EVALUATION Girts Dimdins^{1,3}, Henry Montgomery², Patrik Carlstedt², ¹University of Latvia, ²Stockholm University, ³Stockholm School of Economics in Riga – We examined how people explain causal explanations occurring in everyday communication. Different types of explanations were seen as being caused by the attitude of explainer towards the actor. Behavioral explanations may function as communicative actions in a shared reality, emphasizing or downplaying a positive or negative evaluation of the actor.

G209

SPEED OF MOVEMENT AND ATTRIBUTIONS OF POSITIVE AND NEGATIVE TRAITS Ivan Hernandez¹, Jesse Lee Preston¹, ¹University of Illinois at Urbana-Champaign – In two studies, participants viewed videos of a person moving at either a slow, medium, or fast pace, and then rated the person on both positive and negative characteristics. A significant speed x valence interaction emerged, with medium-paced targets rated more positively than slow or fast moving targets.

G210

DO YOU WANT TO SIT WITH ME? WELL, FOR HOW LONG? Lindsey M. A. Shumila¹, Darren W. Campbell¹, ¹University of Manitoba – The present study investigated the role of situational uncertainty in making social approachability judgments by manipulating the time-to-be-spent interacting with a stranger. A shorter time commitment was associated with higher approachability scores. This result highlights that a basic situational factor (time) can alter fundamental interpersonal judgments.

G211

TEMPORAL DISTANCE AND TEMPORAL CONSTRUAL AS EXPLANATIONS OF TYPE OF JUST WORLD MAINTENANCE STRATEGY Molly VanDeursen¹, Ruth Warner¹, ¹Saint Louis University – Individuals blamed abuse victims when abuse occurred in the recent past and found benefits for victims when abuse occurred in the distant past. Individuals also blamed victims when focused on how abuse occurred and found benefits when focused on why abuse occurred. Implications for victims are discussed.

G212

HINTS OF BAD NEWS AND AVOIDANCE OF HEALTH INFORMATION Corinne Novell¹, James A. Shepperd¹, ¹University of Florida – Two studies examined whether people avoid medical testing when they anticipate unpleasant results. Few participants said they would avoid testing when reporting their intentions (Study 1). However, when facing a real test (Study 2), most participants delayed or declined testing, particularly when they anticipated bad news.

G213

THE INFLUENCE OF CONSTRUAL LEVEL ON THE PERSUASIVENESS OF FRAMED HEALTH MESSAGES Emily Umansky¹, Kelsey Chapple¹, Dmitri Alvarado¹, Corinne Innes¹, Brian Detweiler-Bedell¹, Jerusha Detweiler-Bedell¹, ¹Lewis & Clark College – The effectiveness of framed health messages appears to depend on behavior type. Two studies supported the hypothesis that construal level can explain these health message framing effects. Prevention and detection behaviors elicit abstract or concrete mindsets, respectively, and construal level in turn influences preference for gain-framed versus loss-framed choices.

G214

EXAMINING THE EFFECTS OF TRUST AND HISTORY ON THE ENDORSEMENT OF CONSPIRACY BELIEFS Estrellita Ballester¹, Angela C. White¹, Felicia Pratto¹, ¹University of Connecticut – Medical mistrust may lead to the endorsement of health-related conspiracy beliefs. Individuals with less trust or with knowledge of a group’s negative history were more likely to endorse conspiracy beliefs. Reducing misconceptions from conspiracy beliefs may help decrease mistrust in the health care system and increase medical adherence.

G215

DOES “FAIR TRADE” CHOCOLATE HAVE FEWER CALORIES? ETHICS CLAIMS BIAS HEALTH JUDGMENTS Jonathon Schuldt¹, Norbert Schwarz¹, ¹University of Michigan – Consumers estimated the caloric content of a chocolate product described to them. When the (otherwise identical) chocolate was labeled “fair trade”, they inferred that it contained fewer calories. Thus, claims related to ethical food production and distribution can bias inferences about health-related attributes of the food itself.

G216

NOT SICK ENOUGH: REGULATORY FOCUS AND SES-HEALTH GRADIENT IN MEDICAL DECISION MAKING Summer H.Y. Kim¹, David Lovis-McMahon¹, Priscila Diaz¹, Jessica Stahl¹, Virginia S.Y. Kwan¹, ¹Arizona State University – Low-SES individuals wait longer to seek medical attention for the same severity of symptoms. We sought an explanation for this through regulatory focus theory. Higher-SES individuals listed more promotion-focused statements for seeking a doctor’s help. It seems that individuals characterize “seeking medical help” differently depending on their SES.

G217

TYPES OF GRUDGES AND THEIR RELATION WITH APOLOGY Careen Khoury¹, C. Ward Struthers¹, Jessica Israelstam¹, Rebecca Young¹, Alexander G. Santelli², ¹York University, ²Columbia University – The decision to hold a grudge after a transgression is important but underexplored. Two studies were conducted to explore the construct of grudge and its relation with apology. An exploratory factor analysis revealed two types of grudges: cognitive and emotional, with apology significantly influencing the former but not the latter.

G218

IT'S MY TIME: FEELING ENTITLED TO TEMPORAL EXPERIENCE Edward Hughes OBrien¹; ¹University of Michigan – People feel entitled to wealth, material gain, and status, but they may also feel entitled to time itself. Across 3 studies we show that a sense of entitlement (feeling more deserving of resources than others) slows the perception of time spent doing dull tasks. Implications for prosocial dynamics are discussed.

G219

DISTRIBUTIONAL UNFAIRNESS MEETS PASSIVE ACCEPTANCE IN A 'TAKE-IT-OR-LEAVE-IT'-STYLE ULTIMATUM GAME Irving Howie¹, James M. Hillis¹; ¹Glasgow University – There is a robust finding in one-shot ultimatum bargaining research that highly unfair offers will be rejected about half of the time. We implemented an ultimatum game emphasizing the task's 'take-it-or-leave-it' nature. Within this context we found that rejection rate for such offers dropped substantially.

G220

WILLING OR ABLE? FOCUS ON MOTIVES OR ABILITIES AFFECTS JUDGMENTS ABOUT ALTRUISTIC AND EGOISTIC BEHAVIORS Lianne McLellan¹, Amrit Litt¹; ¹Defence Research and Development Canada – In a vignette study, we investigated the effect of construal level on judgments of the probability that an altruistic versus egoistic behavior would be executed. Participants gave higher probability estimates when focusing on a target's motives than when focusing on a target's abilities. Implications to strategic intelligence analysis are discussed.

G221

CONSTRUAL LEVELS MODERATE SELF-INTEREST IN SOCIAL DILEMMAS Lindsay A. Kennedy¹, Lawrence J. Sanna¹; ¹University of North Carolina at Chapel Hill – We hypothesized that broadened construals would lessen self-interest in a social dilemma. Participants were primed with high- or low-construal levels, then decided how many fish to keep or return in a fishing game. Participants returned more fish when high-level construals were activated, suggesting benefits of broadened construals in social dilemmas.

G222

SOCIAL COMPARISON IN DECISIONS FOR OTHERS: CONSIDERING MULTIPLE GIFT RECIPIENTS LEADS TO OVERLY INDIVIDUALIZED GIFTS Mary L. Steffel¹, Robyn LeBoeuf¹; ¹University of Florida – Decision contexts can highlight irrelevant social comparisons and distort choice. When people select gifts for multiple recipients, they focus on what differentiates recipients rather than what each would like best. Consequently, they pass up gifts that would be better liked for gifts that fit unique aspects of recipients' preferences.

G223

OPTIMISTIC JUDGMENTS PREDICT ALTRUISTIC BEHAVIOR Shane W. Bench¹, Heather C. Lench¹; ¹Texas A&M University – This study provides evidence that optimism predicts decisions to help others. Pairs of participants were offered a choice between a rickety chair and a stable chair. An interaction between the perceived likelihood of falling from the chair and social desirability predicted judgments to act altruistically.

G224

DECISIONS FOR OTHERS ARE MORE CREATIVE THAN DECISIONS FOR THE SELF Evan Polman¹, Kyle J. Emich²; ¹New York University, ²Cornell University – We investigate whether people are more creative in the service of others, than they are for themselves. In three studies, we found that participants drew more creative aliens, generated more creative ideas, and solved more classic insight problems when doing so for others relative to for themselves.

G225

ANXIETY AND SELF-REGULATION IN DECISIONS FOR OTHERS VERSUS FOR THE SELF Daniel Blalock¹, Eric Stone¹; ¹Wake Forest University – Social Values Theory suggests there is a norm for how to decide for other people. In support, we found that participants were more anxious after making a non-normative decision for both oneself and another person, but this difference was greater for other-decisions. This effect held across self-regulatory orientations.

G226

NISBETT AND WILSON (1977) REVISITED: THE LITTLE THAT WE CAN KNOW AND CAN TELL Tara C. Dennehy¹, Jason Hubbard¹, Ezequiel Morsella^{1,2}; ¹San Francisco State University, ²University of California, San Francisco – In their social psychology classic, *Telling More Than We Can Know*, Nisbett and Wilson (1977) demonstrated the limits of introspection. Consequently, we reveal aspects of processing that, according to theory, should be introspectable (e.g., urges, salient percepts), as well as aspects that should be difficult to introspect accurately (e.g., speed).

G227

IT WAS AN ACCIDENT!: RACE, AGGRESSION, AND SENTENCING Danielle M. Young¹, Justin Levinson¹, Scott Sinnen¹; ¹University of Hawaii at Manoa – This study investigates how race-cues and attribution stereotypes affect decision-making. When participants read about an altercation between James (the victim) and Tyronne (African-American) or William (Caucasian-American), Tyronne was more likely to be sentenced for an intentional and aggressive crime. Implications for social psychology and law are considered.

G228

THE EFFECT OF OBJECTIVITY PRIMING AND DIRECT COMPARISONS ON HIRING DECISIONS Jennifer Joy-Gaba¹, Alison Nagel¹, Brian Nosek¹; ¹University of Virginia – Participants made a simulated hiring decision by comparing a male and female candidate simultaneously (within-subjects design), or evaluating just one candidate (between-subjects). "Within" participants preferred the female candidate (55%), while "between" participants preferred the male candidate (57%), suggesting that directly comparing candidates may lead participants to act affirmatively.

G229

SPOONFUL OF SUGAR: POSITIVE AFFECT'S BENEFICIAL ROLE IN BEHAVIORAL INTERVENTIONS Troy Simpson¹, John L. Christensen¹, Paul Robert Appleby¹, Lynn Carol Miller¹, Stephen J. Read¹; ¹University of Southern California – HIV-prevention efforts attempting to curb risky sexual behavior among gay men have had limited success, perhaps because many interventions fail to account for the role of affective states at the time of intervention. Our findings demonstrate positive affect may play an important role in the effectiveness of persuasive behavioral interventions.

G230

BIAS-CORRECTION AGAINST PROVIDED EXPECTATIONS CAN REVERSE PLACEBO EFFECTS Ian Handley¹, C. Mark Sollars¹, Heather Rasinski², Stephanie Fowler², Andrew Geers², Suzanne Helfer³; ¹Montana State University, ²University of Toledo, ³Adrian College – Expectations for an event can bias individuals' event experience, producing placebo (expectation-congruent) effects. Yet, individuals' belief in this bias varies, and individuals who believe this bias exists correct against it, eliminating placebo effects. Two reported experiments indicate that these individuals can also over-correct for expectation-biases, producing reversed placebo effects.

G231**HOW DO WE CATEGORIZE AMBIGUOUS CATEGORY MEMBERS? CATEGORIES ENCOUNTERED RECENTLY INFLUENCE JUDGMENTS ABOUT CATEGORY MEMBERSHIP**

Adem F. Aydogan¹; ¹University of Sydney – Categories and categorization processes help us make sense of the physical and the social world that we live in. The current study investigated categorization decisions made under uncertain conditions. Results indicate that recency of exposure to category members influences category membership judgments made under uncertainty.

G232**THE EFFECT OF INCREASED COUNTERFACTUAL THINKING ON POST-CHOICE REGRET AND SATISFACTION**

Hiroka Baba¹, Koji Murata¹; ¹Hitotsubashi University – This study investigates whether increased counterfactual thinking about forgone options heightens regret and lowers satisfaction in multiple-option choice (6 or 24) under the definition of regret whose antecedent is counterfactual thinking. The result suggests, even if people choose from several options, thinking more counterfactuals could strengthen regret.

G233**DO I HAVE TO? WHEN BEHAVIORAL OBLIGATION PROMPTS INFORMATION AVOIDANCE**

Jennifer Howell¹, James Shepperd¹; ¹University of Florida – Although knowledge can mean power, people sometimes prefer to remain ignorant. We explored whether people prefer such ignorance more when knowledge obligates undesired action. As expected, more participants chose to avoid a health screening if a positive result necessitated additional, undesirable action than if it did not.

G234**TAKING A LEAP OF FAITH: REMINDERS OF GOD LEAD TO GREATER RISK TAKING**

Kai Qin Chan¹, Yan Lin Tan¹, Eddie Mun Wai Tong¹; ¹National University of Singapore – In two studies, we showed that subliminal and supraliminal reminders of God increased risk taking and this effect was mediated by psychological control: when induced to feel a low sense of control, people's risk taking behavior remained at a relatively high level but only when they were reminded of God.

G235**DO NEUROLOGICAL EXPLANATIONS BETTER MITIGATE CRIMINAL RESPONSIBILITY, BLAME AND PUNISHMENT THAN PSYCHOLOGICAL ONES?**

Simone Tang¹; ¹University of Pennsylvania – People assign less blame and punishment to a criminal if he has neurological rather than psychological deficit, even if both have the same behavioral manifestation. Additionally, the causal origin (neurological vs. psychological) interacts with the nature of the deficit (emotional dysfunction vs. psychosis).

Social Neuroscience

G236**ATTITUDES TRIGGER MOTOR BEHAVIOR THROUGH ARBITRARILY CONDITIONED ASSOCIATIONS: NEURAL AND BEHAVIORAL EVIDENCE**

Cade McCall¹, Christine Tipper¹, Jim Blascovich¹, Scott Grafton¹; ¹UCSB – Using repetition suppression fMRI, we show that relationships between evaluation and action are formed in neural systems supporting arbitrary sensorimotor mappings. These data provide the first neurophysiological evidence for attitude embodiment and demonstrate that these relationships are inherently malleable.

G237**EVENT-RELATED POTENTIAL (ERP) ACTIVATION DURING RECOGNITION OF VISUAL IMAGES: IMPLICATIONS FOR CROSS-CULTURAL RESEARCH**

Takahiko Masuda¹, Koichi Hioki², Jeremy Caplan¹, Kenichi Ito¹, Sawa Senzaki¹, Dayna Leskiw¹, Claudia Gasior¹; ¹University of Alberta, ²Kobe University – This study extends Masuda and Nisbett's (2001) research on cultural variation in attention, using the ERP methodology to investigate the underlying mechanisms during the object perception. N200 magnitude during participants' object recognition differs across experimental conditions. Implications for cross-cultural research will be discussed.

G238**DON'T LOOK BACK IN ANGER: NEURAL CORRELATES OF REAPPRAISAL AND RUMINATION DURING ANGER-INDUCING MEMORY RECALL**

Emma C. Fabiansson¹, Thomas F. Denson¹, Michelle M. Moulds¹, Mark M. Schira², Jessica R. Grisham¹; ¹University of New South Wales, ²Neuroscience Research Australia – The neural mechanisms underlying anger regulation are largely unknown and have important implications for reducing anger and violence. Participants recalled an anger-inducing autobiographical memory and engaged in: reappraisal, analytical rumination, and angry rumination. The fMRI findings illustrate the importance of the lateral PFC and OFC in effective anger regulation.

G239**DO GAMBLERS HAVE MORE FUN?: EVIDENCE FROM EMOTIONAL AND NEURAL RESPONSES TO GAMBLING**

Sarah Henderson¹, Catherine Norris¹; ¹Dartmouth College – A combined behavioral/fMRI gambling study revealed that gamblers report stronger emotional responses to wins but similar responses to losses as non-gamblers. Gamblers also reported more ambivalence toward disappointing wins and relieving losses and exhibited deactivation of the ventral striatum in response to these ambivalent outcomes.

G240**NEURAL CORRELATES OF ACTION OBSERVATION AND IMITATION OF IN-GROUP AND OUT-GROUP MEMBERS**

Holly Earls¹, Zoë Englander¹, James Morris¹; ¹University of Virginia – Functional magnetic resonance imaging (fMRI) was used to assess whether activation differences exist in areas associated with self-generation and observed action when viewing movements of in-group versus out-group members. Analyses suggest stronger activation in regions such as the inferior frontal gyrus when participants imitate in-group members relative to out-group members.

G241**A NOVEL SELF-REPORT SCALE FOR FMRI-RELATED STRESS**

Cameron Brick¹, Craig Bennet¹, Stephanie Ortigue², Michael Miller¹, David Sherman¹; ¹UCSB, ²Syracuse University – Anxiety and stress when participating in functional magnetic resonance imaging (fMRI) research may impact experimental results. A novel self-report scale was developed to measure stress and anxiety related to fMRI. Scale reliability and convergent and discriminant validity were examined in three independent samples (N=338), spanning undergraduates and volunteer fMRI participants.

G242**SOCIAL STATUS MODULATES NEURAL ACTIVITY IN THE MENTALIZING NETWORK**

Keely Muscatell¹, Emily Falk¹, Sylvia Morelli¹, Baldwin Way¹, Jennifer Pfeifer², Matthew Lieberman¹, Naomi Eisenberger¹, Mirella Dapretto¹; ¹UCLA, ²University of Oregon – Social status may influence the tendency to adopt the perspective of others. In two studies, we show that activity in brain regions involved in mentalizing is associated with status, suggesting that people of lower social status may be more engaged in understanding the minds of others than high status individuals.

G243

THE NEURAL BASES OF EMPATHY: AUTOMATICITY, TENDENCY, AND EXPERIENCE Sylvia A. Morelli¹, Lian T. Rameson¹, Austin M. Grinberg¹, Matthew D. Lieberman¹; ¹University of California, Los Angeles – In an fMRI study, participants viewed images of individuals experiencing a saddening event under three conditions: watching naturally, while instructed to empathize with the target, and under cognitive load. Results suggest that MPFC plays a critical role in the instantiation of empathic experience for emotional stimuli.

G244

ENCOUNTERING THE UNEXPECTED UNDER OUTCOME DEPENDENCY: POWER RELATIONS ALTER THE NEURAL SUBSTRATES OF IMPRESSION FORMATION Daniel L. Ames¹, Susan T. Fiske¹; ¹Princeton University – How do human beings maintain consistent impressions of other people when other people are often inconsistent? fMRI, behavioral, and self-report data converge to identify two strategies--(1) simply discounting information that disconfirms expectations and (2) effortfully assimilating such information – and specifies social power relationships under which each strategy is deployed.

G245

HEMISPHERIC BRAIN ASYMMETRIES IN SOCIAL PERCEPTION Debbie Ma¹, Naveen Khetarpal¹, Joshua Correll¹; ¹The University of Chicago – The current study examined hemispheric brain asymmetries in social perception. When face pairs were presented to right hemisphere, participants showed greater sensitivity discriminating between same race face pairs than different race face pairs on a same-different judgment task. The reverse was found when face pairs were presented to left hemisphere.

G246

ELIMINATING RACIALLY-BIASED ENCODING DIFFERENCES THROUGH PERSPECTIVE-TAKING: EXAMINING THE NEURAL CORRELATES OF CATEGORICAL AND INDIVIDUATED IMPRESSIONS Jennifer Kubota¹, Tiffany Ito²; ¹New York University, ²University of Colorado Boulder – The effect of perspective taking on neural responses to racial ingroup and outgroup members was examined. ERPs revealed differences to Black and White individuals when judged from a third person perspective, but these differences were eliminated when perceivers adopted a first person perspective.

G247

THE BUSY SOCIAL BRAIN: AN FMRI STUDY OF COGNITIVE LOAD DURING ACTION OBSERVATION Robert Spunt¹, Matthew Lieberman¹; ¹University of California, Los Angeles – We investigated the effects of cognitive load on the functioning of the brain during action observation. Participants underwent fMRI while observing actions under high versus low cognitive load. Cognitive load reduced activity in brain areas for mental state attribution, but had no effect on areas involved in understanding body movements.

G248

DEVELOPMENT OF THE IMAGINED SOCIAL SITUATION EXERCISE TO ASSESS EFFECTS OF SEXUAL THOUGHTS ON HORMONES Katherine Siciliano¹, Sari M. van Anders¹; ¹University of Michigan – We investigated whether sexual thoughts affect testosterone (T) or cortisol (C) in women in comparison to social controls. Imagining and writing about a sexual encounter increased T, but not C, in women who were not using hormonal contraceptives. Thinking about sex increases T, and hormonal contraceptive use affects this response.

G249

THE DARK SIDE OF PRODUCT ATTACHMENT: REACTIVITY OF USERS AND NON-USERS TO ADDICTIVE PRODUCT ADVERTISING Dante Pirouz¹, Connie Pechmann², Paul F. Rodriguez³; ¹Ivey Business School, University of Western Ontario, ²The Paul Merage School of Business, University of California, Irvine, ³Multimodal Imaging Laboratory, University of California, San Diego – Advertising can affect consumers in unusual ways especially those for addictive product categories such as cigarettes. The aim of this research is to explore how advertising of addictive products affect addictive product users and non-users and includes one study using functional magnetic resonance imaging and another using a behavioral experiment.

G250

STICKS AND STONES: NEURAL MARKERS OF SELF-ENHANCEMENT IN RESPONSE TO SELF-ESTEEM THREAT Brent Hughes¹, Jennifer Beer¹; ¹University of Texas at Austin – The present fMRI study examined neural activation supporting positivity bias in response to threat. Participants compared themselves to their average peer after threatening and non-threatening feedback. After threat, positivity bias increased and elicited neural patterns very different than neural patterns known to support positivity bias not elicited by a threat.

G251

OBTAINING REWARDS AND AVOIDING PUNISHMENTS: SEPARABLE NEURAL REGIONS DIFFERENTIATE REWARDING OUTCOMES Samantha Mowrer¹, Andrew Jahn¹, Amir Abduljalil¹, William Cunningham¹; ¹The Ohio State University – Using fMRI, we investigated whether representations of rewards may be dependent on the specific type of outcome received (i.e., a gain versus non-loss). Results showed that a portion of anterior cingulate specifically differentiated amongst positive outcomes, as this region showed the greatest activation to gains versus non-losses, non-gains, and losses.

G252

AN FMRI INVESTIGATION OF THE PROVISION OF SOCIAL SUPPORT Tristen Inagaki¹, Naomi Eisenberger¹; ¹UCLA – An under explored contributor to the social support-health link may stem from providing support. In an fMRI session, females were scanned as they gave support to another. Results suggest greater activity in reward-related regions when providing compared to not providing support, highlighting the beneficial nature of giving support to another.

G253

STEREOTYPES ARE NOT SEMANTIC KNOWLEDGE Juan Manuel Contreras¹, Mahzarin R. Banaji¹, Jason P. Mitchell¹; ¹Harvard University – During functional magnetic resonance imaging, participants answered questions about nonsocial and social categories. Whereas judgments of nonsocial categories activated brain regions critical for semantic knowledge, judgments of social groups engaged regions linked to social cognition. These results suggest beliefs about social groups are distinct from other forms of semantic knowledge.

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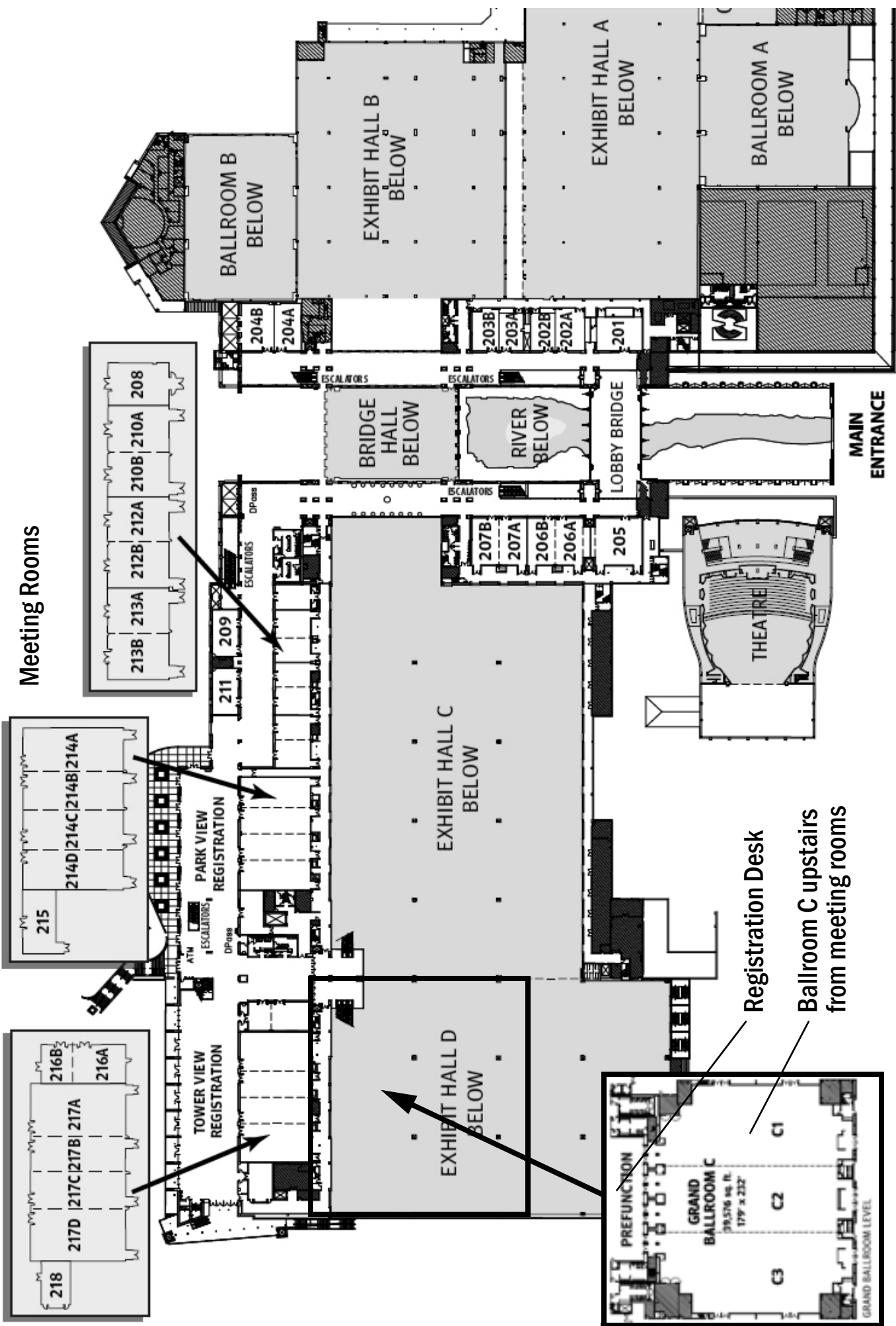
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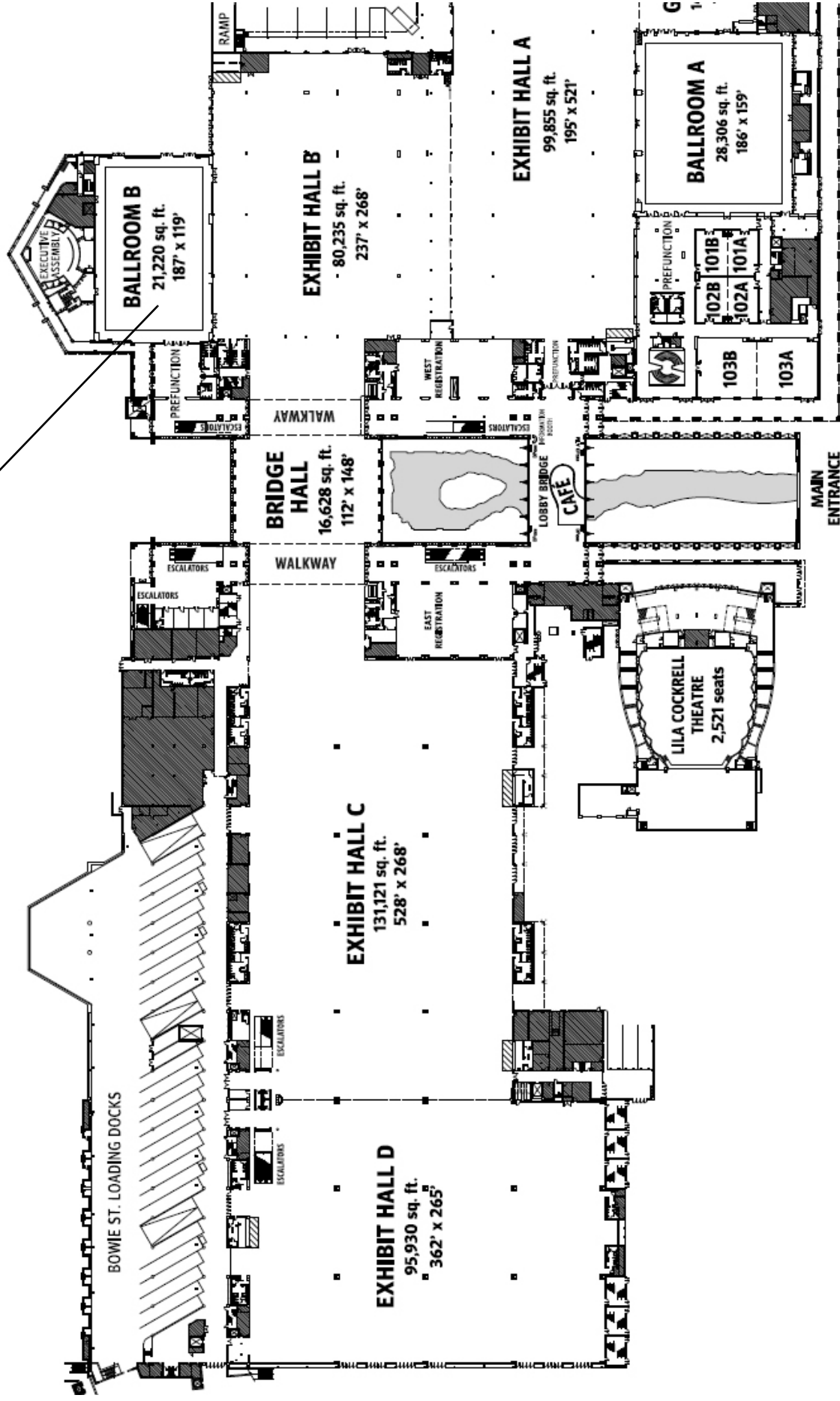
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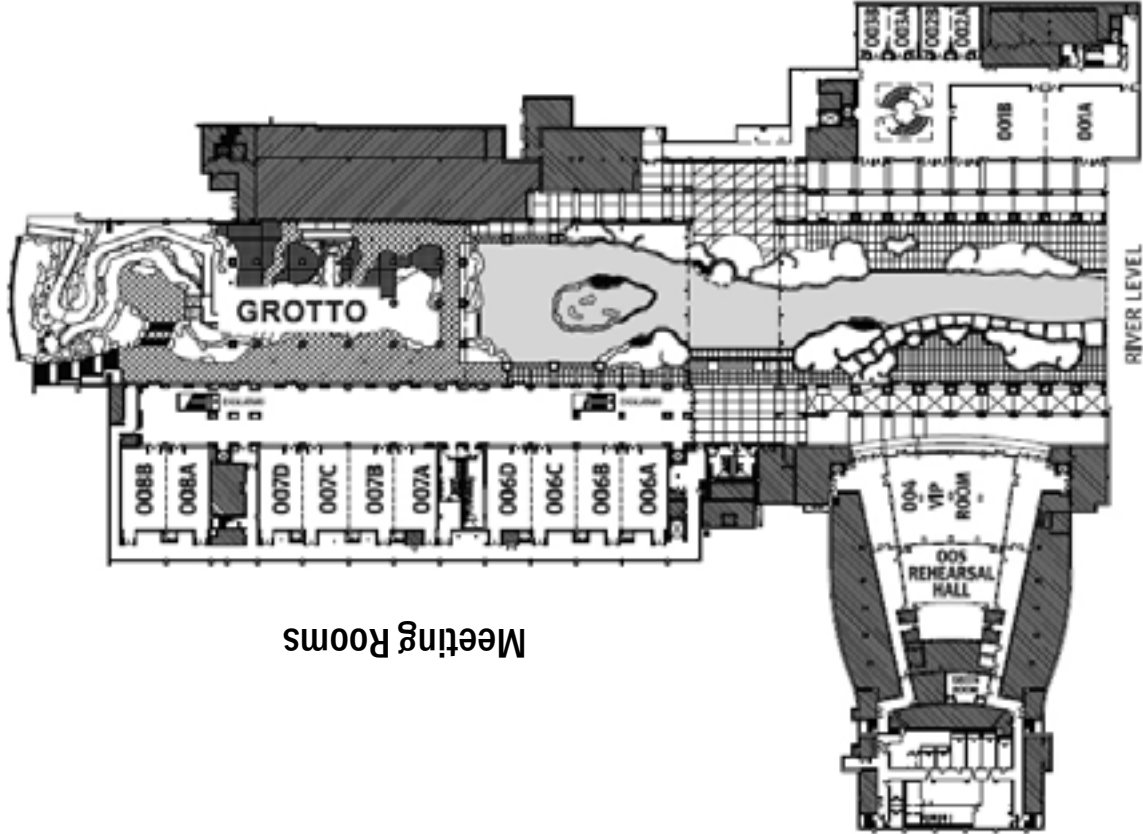


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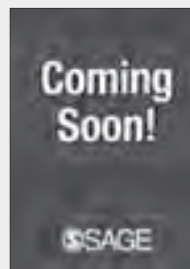


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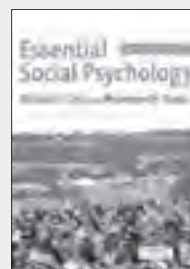


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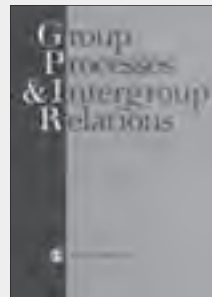
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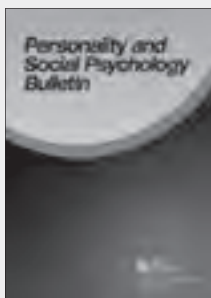
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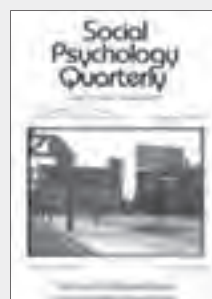
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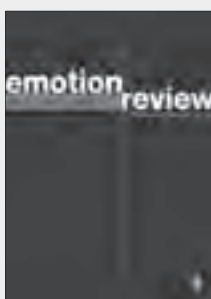
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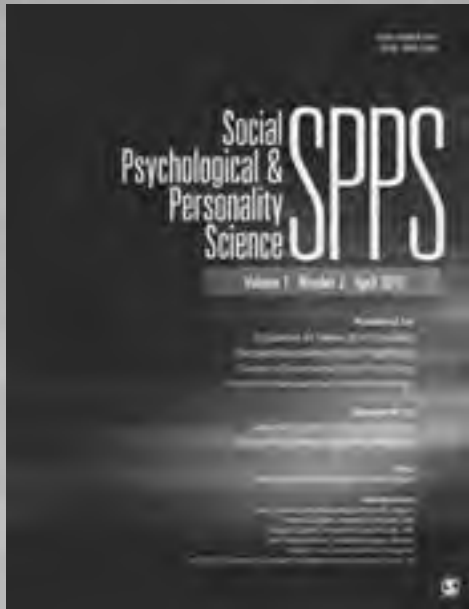
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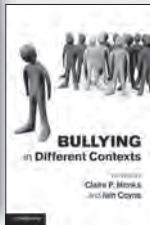
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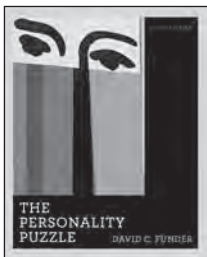


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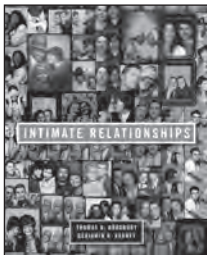


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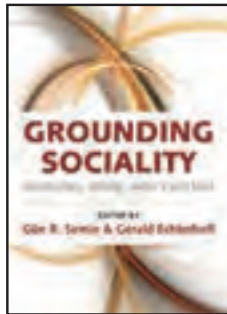
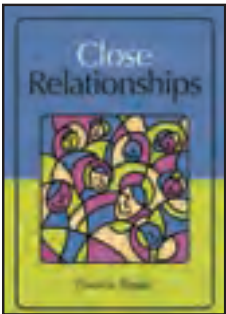
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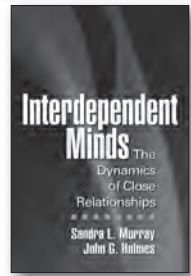
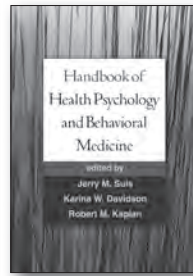
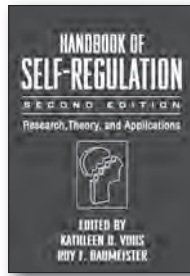
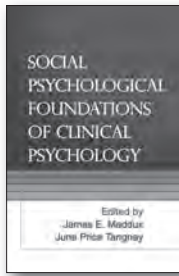
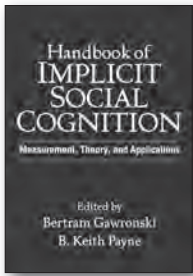
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